



United States
Department of
Agriculture

Agricultural
Marketing
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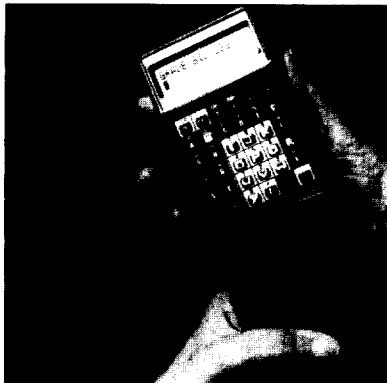
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July 1997

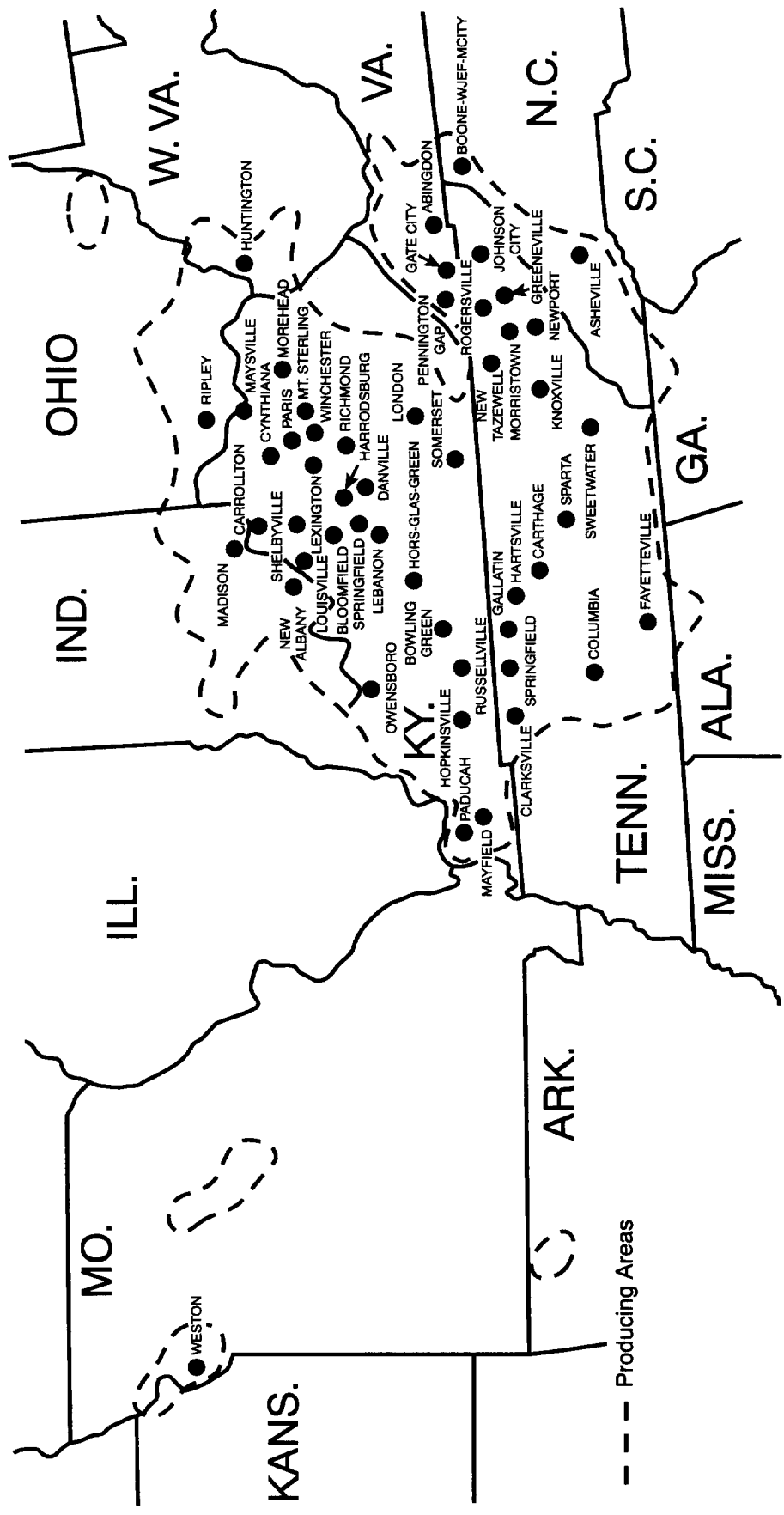
Washington, DC

Tobacco Market Review

Burley, 1996 Crop



BURLEY TOBACCO AUCTION MARKETS AND PRODUCING AREAS



--- Producing Areas

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Burley Tobacco

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The statistics on sales and markets in this review were compiled from reports and records of auction sales from the State Departments of Agriculture of Kentucky, Tennessee, North Carolina, Virginia and West Virginia; from data furnished by marketing recorders employed through the offices of the Farm Service Agency, (formerly ASCS); and from information received directly from markets and trade sources. The statistics on prices by grades were based on the compilation of auction data recorded from warehouse sales tickets from representative markets in the burley area.

Review of the 1996/97 Marketing Season

THE 1996/97 BURLEY tobacco marketing season was one of the most unusual on record. The year began with grade bids at the \$192 level, and for the most part remained there until the season ended. In doing so, this created a new record high general average. Volume of sales increased this season, but growers produced considerably less than could have been sold. This was due to heavy rainfall soon after planting, followed by extremely dry weather, and widespread blue mold. Opening sales were held November 25, 1996, and ended February 27, 1997. For the second year, a closing date was set in conjunction with the opening date. Forty-five sales days were utilized, two more than last season.

GROSS AUCTION SALES, which includes resales, amounted to 559.9 million pounds, returning \$1,076.1 million averaging \$192.18 per hundred. This was an increase of \$6.71 over last year. Net sales were 525.0 million pounds, averaging \$192.19 per hundred. Non-auction sales totaled 1.8 million pounds

EVERY GRADE BID average increased this season. Gains ranged from \$4 to \$9 per hundred in most cases, however, light volume nondescript offerings escalated as much as \$25 per hundred. The single bid of \$192 per hundred was used almost exclusively all season by the tobacco companies for all marketings.

THE MOST SIGNIFICANT change in the composition of this year's crop was an increase in mixed stripped tobacco and no-grade offerings. By group, flyings (X) made up 7 percent, cutters (C) 15, leaf (B) 48 - down 14 points, tips (T) 1 - down 4 points, and mixed (M) 20 - up 16 percentage points. Colorwise, tan dominated sales at 70 percent,

followed by tannish red at 17, with red, mixed, greenish and green all at 1 percent each. Quality percentages were as follows: choice - less than 1 percent; fine 2; good 19; fair 60, and low quality 10 percent.

THE BURLEY COOPERATIVES accepted no tobacco for the second consecutive year.

SETS OF BUYERS remained at 51. Several markets continue to share buyers, and several markets have merged.

MARKETING AND NO-NET-COST ASESMENTS are set at 2 cents for the 1997 crop. The producer will pay 1 cent per pound, and the purchaser 1 cent. The fee for grading services of the USDA-AMS Tobacco Division has been set at 83 cents per hundred, unchanged from last year.

LOAN LEVEL AND 1997 QUOTA. A loan level of \$176.00 per hundred has been announced for the 1997 crop of Burley tobacco by the USDA - up \$2.30 from 1996. The 1997 basic quota is 704.5 million pounds, up 70.7 million pounds, or 11.2 percent. The effective quota is estimated at 887 million pounds, which includes undermarketings. This is approximately 167 million pounds above last year.

MARKETING DURING THE 1996-97 marketing season was conducted under Policies and Procedures recommended by the Burley Tobacco Advisory Committee and adopted and implemented by the Secretary of Agriculture. The major provisions were (1) a daily belt wide limit of 30 million pounds, and (2) daily sales opportunities per market within the limit of 30 million pounds to include any combination of producer and resale tobacco, but only one half of one percent of non-auction purchased tobacco.

Table 1.--Acreage, yield and production of burley tobacco, 1995-96 crops 1/

State	Area harvested		Yield		Production	
	1996	1995	1996	1995	1996	1995
	Acres		Pounds		1,000 pounds	
Indiana	7,600	6,700	1,970	2,030	14,972	13,601
Kentucky	185,000	155,000	1,980	1,950	366,300	302,250
Missouri	2,700	2,700	2,230	2,025	6,021	5,468
North Carolina	7,800	8,100	1,665	1,290	12,987	10,449
Ohio	8,000	7,700	1,580	1,950	12,640	15,015
Tennessee	46,000	43,000	1,915	1,700	88,090	73,100
Virginia	9,500	9,000	1,835	1,540	17,433	13,860
West Virginia	1,700	2,000	1,200	1,300	2,040	2,600
Total	268,300	234,200	1,940	1,863	520,483	436,343

1/ Data taken from "Annual Crop Summary", Agricultural Statistics Board, NASS, USDA, May 1997.

Table 2.--Opening and closing dates, number of sales days, and warehouse firms by State and market

State and Market	1996/ 97 1/				1995/96 2/			
	Opening dates	Closing dates	Sales days	Whse firms	Opening dates	Closing dates	Sales days	Whse firms
Kentucky								
Bloomfield	11/26	01/23	14	2	11/20	01/29	15	2
Bowling Green	11/25	02/12	24	3	11/20	02/12	26	4
Carrollton	11/25	02/27	34	5	11/20	02/28	33	5
Cynthiana	11/25	02/27	38	4	11/20	02/29	36	4
Danville	11/25	02/27	35	3	11/20	02/27	32	3
Glasgow 3/	SEE HORSE CAVE			2	11/20	01/25	21	2
Greensburg 3/	SEE HORSE CAVE			1	11/20	01/24	20	1
Harrodsburg	11/25	02/27	35	5	11/20	02/27	32	5
Hopkinsville	11/25	02/11	23	5	11/20	02/22	24	6
Horse Cave 3/	11/25	02/13	27	2	11/20	02/13	22	2
Lebanon	11/25	01/16	21	4	11/20	01/25	22	4
Lexington	11/25	02/27	45	14	11/20	02/29	37	13
London	11/25	02/25	18	1	11/20	02/15	18	1
Louisville	11/25	02/19	17	1	11/21	02/15	20	1
Mayfield	11/25	02/11	11	2	11/20	02/14	11	2
Maysville	11/25	02/27	36	10	11/20	02/29	37	10
Morehead	11/25	01/30	22	3	11/20	01/30	24	3
Mt. Sterling	11/25	02/18	30	4	11/20	02/28	32	4
Owensboro	11/25	02/27	30	10	11/20	02/29	30	10
Paducah	11/26	01/16	7	1	11/21	01/29	8	1
Paris	11/25	02/19	27	2	11/20	02/21	30	2
Richmond	11/25	02/26	27	1	11/20	02/28	30	1
Russellville	11/26	02/11	13	2	11/21	02/22	16	2
Shelbyville	11/25	02/26	28	5	11/20	02/29	30	5
Somerset	11/25	01/16	15	2	11/20	01/23	15	2
Springfield	11/25	01/23	23	4	11/20	01/29	25	4
Winchester	11/25	02/12	10	1	11/21	02/07	11	1
TOTAL:				99				100
Tennessee								
Carthage	11/25	01/15	20	5	11/20	01/25	20	5
Clarksville	11/27	01/15	7	2	11/22	01/23	8	2
Columbia	11/25	01/15	13	2	11/20	01/22	12	2
Fayetteville	12/04	01/09	3	1	11/29	01/16	3	1
Gallatin	11/25	01/14	11	2	11/20	01/25	13	2
Greeneville	11/25	01/16	21	6	11/20	02/13	21	6
Hartsville	11/25	01/14	20	3	11/20	01/16	18	3
Johnson City	11/25	01/16	16	2	11/20	01/18	15	2
Knoxville	DID NOT OPERATE THIS SEASON				DID NOT OPERATE THIS SEASON			
Morristown	11/25	01/14	8	2	11/22	01/17	8	2
Mountain City 4/	SEE WEST JEFFERSON, NC			1	11/20	01/16	8	2
New Tazewell	11/25	01/09	17	3	11/20	01/18	19	3
Newport	11/25	01/14	11	1	11/20	01/18	11	1
Rogersville	11/25	01/16	22	1	11/20	01/18	20	1
Sparta	11/26	01/15	10	1	11/21	01/17	9	1
Springfield	11/25	02/11	15	5	11/20	02/07	16	5
Sweetwater	11/26	01/15	8	1	11/20	01/18	11	1
TOTAL:				38				39
Virginia								
Abingdon	11/25	01/09	19	2	11/20	01/12	18	2
Gate City	11/26	01/30	10	1	11/21	01/17	9	1
Pennington Gap	11/25	01/08	11	2	11/20	01/12	11	2
TOTAL:				5				5

See footnotes at end of table.

Table 2.--Opening and closing dates, number of sales days, and warehouse firms by State and market -- Continued

State and Market	1996/ 97 1/				1995/96 2/			
	Opening dates	Closing dates	Sales days	Whse firms	Opening dates	Closing dates	Sales days	Whse firms
North Carolina								
Asheville	11/25	01/09	18	4	11/20	01/16	18	4
Boone 4/	SEE WEST JEFFERSON, NC			1	11/22	12/11	4	1
West Jefferson 4/	11/25	01/16	21	1	11/21	01/18	8	1
TOTAL:				6				6
West Virginia								
Huntington	11/27	01/16	6	1	11/22	01/23	7	1
Indiana								
Madison	11/25	02/18	22	2	11/20	02/20	22	2
New Albany	11/25	02/19	17	1	11/21	02/20	21	1
TOTAL:				3				3
Ohio								
Ripley	11/25	02/04	24	3	11/20	02/06	23	3
Missouri								
Weston	11/25	01/16	23	2	11/20	01/25	25	2
Total all States				157				159

1/ Market closed for Christmas holidays from December 18, 1996 to January 6, 1997.

2/ Market closed for Christmas holidays from December 14, 1995 to January 8, 1996.

3/ Horse Cave, Glasgow, and Greensburg, KY have merged into one market.

4/ Boone and West Jefferson, NC, and Mountain City, TN have merged into one market.

Table 3.--Number of farm quotas and effective poundage, by States, 1995-97 crops

State	1997 1/		1996		1995	
	Farm quotas	1,000 pounds 2/	Farm quotas	1,000 pounds 2/	Farm quotas	1,000 pounds 2/
Alabama	3	34	3	22	5	20
Arkansas	4	6	4	6	4	6
Georgia	32	127	41	130	42	116
Illinois	2	2	2	2	2	2
Indiana	8,628	23,792	8,799	18,711	9,105	15,634
Kansas	26	98	26	86	26	83
Kentucky	127,933	562,655	129,371	454,492	134,446	375,266
Missouri	1,376	7,135	1,389	6,368	1,439	5,715
North Carolina	12,536	37,178	12,947	31,959	13,475	25,714
Ohio	8,680	30,178	8,777	21,340	9,208	17,658
Tennessee	76,920	178,470	79,319	148,533	81,747	115,076
Virginia	13,652	39,635	13,814	31,866	14,143	22,950
West Virginia	3,089	7,759	3,124	6,240	3,236	5,318
TOTAL:	252,881	887,069	257,616	719,755	266,878	583,558

1/ Subject to revision. Excludes 3.8 million pounds for new farms, correction of errors, and adjusting inequities in old farm quotas.

2/ Total may not add due to rounding.

Compiled from FSA records.

Table 4.--Producers' sales at auction, value and average price by State and crop year

Kentucky							
Crop	Sales	Value	Price per 100 pounds	Crop	Sales	Value	Price per 100 pounds
1991	465,070,410	833,132,591	179.14	1994	392,854,772	724,661,152	184.46
1992	494,825,798	901,754,675	182.24	1995	353,958,435	657,039,633	185.63
1993	433,462,781	791,299,248	182.55	1996	381,551,259	733,536,259	192.25
Tennessee							
1991	112,580,637	201,670,544	179.13	1994	106,483,428	195,696,676	183.78
1992	125,559,349	226,934,632	180.74	1995	76,355,934	141,162,854	184.87
1993	117,745,398	212,083,515	180.12	1996	86,754,435	166,600,294	192.04
Virginia							
1991	24,403,215	43,257,448	177.26	1994	20,481,899	37,516,202	183.17
1992	28,087,592	50,367,026	179.32	1995	13,625,796	25,111,879	184.30
1993	23,634,376	42,092,306	178.10	1996	15,629,953	30,012,105	192.02
North Carolina							
1991	15,931,695	28,148,271	176.68	1994	15,771,821	28,679,940	181.84
1992	17,550,466	30,770,248	175.32	1995	8,903,746	16,389,680	184.08
1993	18,328,356	32,484,623	177.24	1996	14,005,059	26,890,466	192.01
West Virginia							
1991	3,228,655	5,811,356	179.99	1994	3,503,742	6,374,503	181.93
1992	3,646,295	6,640,480	182.12	1995	2,541,498	4,715,003	185.52
1993	3,676,176	6,631,080	180.38	1996	1,869,760	3,591,399	192.08
Indiana							
1991	15,379,695	27,586,146	179.37	1994	11,579,035	21,427,762	185.06
1992	14,360,979	26,159,660	182.16	1995	10,933,833	20,325,936	185.90
1993	13,013,176	23,666,667	181.87	1996	11,403,700	21,905,938	192.10
Ohio							
1991	13,473,168	24,274,754	180.17	1994	10,633,554	19,478,837	183.18
1992	12,814,502	23,255,262	181.48	1995	9,470,636	17,595,951	185.79
1993	11,657,780	21,230,536	182.11	1996	7,797,380	14,980,485	192.12
Missouri							
1991	6,804,286	12,025,532	176.73	1994	8,041,407	14,721,202	183.07
1992	3,301,247	5,864,159	177.63	1995	5,485,657	10,065,527	183.49
1993	4,707,183	8,375,535	177.93	1996	6,004,159	11,524,614	191.94
Total burley							
1991	656,871,761	1,175,909,791	179.02	1994	569,349,658	1,048,556,274	184.17
1992	700,146,228	1,271,746,142	181.64	1995	481,275,535	892,406,463	185.43
1993	626,225,226	1,137,863,510	181.70	1996	525,015,705	1,009,041,560	192.19

Table 5.--Gross sales, value, and average price by State and crop year

Kentucky

Crop	Sales	Value	Price per 100 pounds	Crop	Sales	Value	Price per 100 pounds
1991	503,462,294	900,281,314	178.82	1994	412,170,741	760,056,289	184.40
1992	521,308,564	949,250,847	182.09	1995	381,899,992	709,086,747	185.67
1993	452,969,111	826,300,052	182.42	1996	410,877,501	789,807,819	192.22

Tennessee

1991	120,015,076	214,719,156	178.91	1994	111,280,862	204,434,805	183.71
1992	130,215,306	235,104,101	180.55	1995	80,178,426	148,210,301	184.85
1993	122,371,451	220,237,641	179.97	1996	89,541,983	171,940,338	192.02

Virginia

1991	26,352,969	46,625,645	176.93	1994	21,275,818	38,964,954	183.14
1992	29,303,696	52,485,750	179.11	1995	14,186,687	26,150,683	184.33
1993	24,474,077	43,562,023	177.99	1996	15,882,200	30,496,413	192.02

North Carolina

1991	17,067,675	30,127,251	176.52	1994	16,678,982	30,319,134	181.78
1992	18,896,955	33,029,140	174.79	1995	10,013,883	18,448,657	184.23
1993	18,999,427	33,690,928	177.33	1996	14,974,691	28,752,133	192.00

West Virginia

1991	3,402,971	6,124,525	179.98	1994	4,008,691	7,295,408	181.99
1992	3,824,894	6,948,169	181.66	1995	2,591,149	4,807,514	185.54
1993	4,149,283	7,488,590	180.48	1996	2,005,790	3,852,577	192.07

Indiana

1991	16,596,756	29,793,339	179.51	1994	12,575,091	23,283,340	185.15
1992	15,284,090	27,841,713	182.16	1995	11,611,665	21,602,723	186.04
1993	13,921,276	25,331,808	181.96	1996	12,005,483	23,067,477	192.14

Ohio

1991	14,234,112	25,642,120	180.15	1994	11,239,378	20,585,339	183.15
1992	13,500,538	24,486,946	181.38	1995	10,206,492	18,973,249	185.89
1993	12,141,736	22,112,833	182.12	1996	8,780,050	16,866,557	192.10

Missouri

1991	6,926,535	12,225,908	176.51	1994	8,059,582	14,749,434	183.00
1992	3,328,509	5,898,300	177.21	1995	5,536,019	10,147,898	183.31
1993	4,727,971	8,397,901	177.62	1996	6,026,541	11,561,290	191.84

Total burley

1991	708,058,388	1,265,539,247	178.73	1994	597,289,145	1,099,688,703	184.11
1992	735,662,552	1,335,044,966	181.48	1995	516,224,313	957,427,772	185.47
1993	653,754,332	1,187,121,776	181.59	1996	560,094,239	1,076,344,604	192.17

Table 6.--Resales, average price and percentage of gross sales, by State and crop year

Kentucky							
Crop	Resales	Price per 100 pounds	Percentage of gross sales	Crop	Resales	Price per 100 pounds	Percentage of gross sales
	Pounds	Dollars	Percent		Pounds	Dollars	Percent
1991	38,391,884	174.90	7.6	1994	19,315,969	183.24	4.7
1992	26,482,766	179.35	5.1	1995	27,941,557	186.27	7.3
1993	19,506,330	179.43	4.3	1996	29,326,242	191.88	7.1
Tennessee							
1991	7,434,439	175.52	6.2	1994	4,797,434	182.14	4.3
1992	4,655,957	175.46	3.6	1995	3,822,492	184.37	4.8
1993	4,626,053	176.27	3.8	1996	2,787,548	191.57	3.1
Virginia							
1991	1,949,754	172.75	7.4	1994	793,919	182.48	3.7
1992	1,216,104	174.22	4.2	1995	560,891	185.21	4.0
1993	839,701	175.03	3.4	1996	252,247	192.00	1.6
North Carolina							
1991	1,135,980	174.21	6.7	1994	907,161	180.69	5.4
1992	1,346,489	167.76	7.1	1995	1,110,137	185.47	11.1
1993	671,071	179.76	3.5	1996	969,632	192.00	6.5
West Virginia							
1991	174,316	179.66	5.1	1994	504,949	182.38	12.6
1992	178,599	172.28	4.7	1995	49,651	186.32	1.9
1993	473,107	181.25	11.4	1996	136,030	192.00	6.8
Indiana							
1991	1,217,061	181.35	7.3	1994	996,056	186.29	7.9
1992	923,111	182.22	6.0	1995	677,832	188.36	5.8
1993	908,100	183.37	6.5	1996	601,783	193.02	5.0
Ohio							
1991	760,944	179.69	5.4	1994	605,824	182.64	5.4
1992	686,036	179.54	5.1	1995	735,856	187.17	7.2
1993	483,956	182.31	4.0	1996	982,670	191.93	11.2
Missouri							
1991	122,249	163.91	1.8	1994	18,175	155.33	0.2
1992	27,262	125.23	0.8	1995	50,362	163.56	0.9
1993	20,788	107.59	0.4	1996	22,382	163.86	0.4
Total burley resales							
1991	51,186,627	175.11	7.2	1994	27,939,487	183.01	4.7
1992	35,516,324	178.22	4.8	1995	34,948,778	186.05	6.8
1993	27,529,106	178.93	4.2	1996	35,078,534	191.86	6.3

Table 7.--Warehouse firms and charges for the 1996/97 marketing season

State and market	Whse firms	Auction fee 1/	Commission on gross sales	State and market	Whse firms	Auction fee 1/	Commission on gross sales
KENTUCKY		Dollars	Percent			Dollars	Percent
Bloomfield	2	10.25	--	Springfield	1	5.00	--
Bowling Green	1	0.85	4.0		2	5.95	--
	1	--	5.0		1	--	4.25
	1	--	5.95	Winchester	1	1.00	3.95
Carrollton	1	10.60	--	TENNESSEE			
	1	10.00	--	Carthage	4	1.00	4.5
	1	10.70	--		1	8.00	--
	1	1.00	5.5	Clarksville	1	9.00	--
	1	11.00	--		1	9.50	--
Cynthiana	1	--	5.85	Columbia	2	2.50	5.5
	1	--	3.8	Fayetteville	1	2.50	5.5
	1	2.95	5.95	Gallatin	2	1.00	4.5
	1	1.85	6.98	Greeneville	6	1.00	5.0
Danville	1	--	4.75	Hartsville	3	1.00	4.5
	1	0.50	4.75	Johnson City	1	--	5.75
	1	0.75	4.0		1	1.50	4.5
Glasgow	2	--	6.95	Morristown	1	1.50	4.0
Greensburg	1	--	8.95		1	1.50	4.5
Harrodsburg	1	1.00	4.0	Mountain City	1	* .25	4.0
	1	0.75	4.75	New Tazewell	1	--	5.57
	1	1.00	4.5		1	1.50	4.0
	2	1.00	4.0		1	1.50	4.5
Hopkinsville	5	--	5.5	Newport	1	1.00	4.7
Horse Cave	2	--	6.95	Rogersville	1	1.00	4.85
Lebanon	4	5.95	--	Sparta	1	8.00	--
Lexington	11	--	6.0	Springfield	4	1.00	5.0
	2	0.85	4.0		1	9.50	--
	1	--	4.5	Sweetwater	1	2.00	4.75
London	1	1.00	4.5	VIRGINIA			
Louisville	1	1.50	5.99	Abingdon	2	# 7.00	--
Mayfield	2	1.00	5.0	Gate City	1	# 7.20	--
Maysville	5	5.00	5.5	Pennington Gap	1	# 7.15	--
	1	4.75	5.95		1	# 7.20	--
	1	--	5.9	NORTH CAROLINA 2/			
	1	4.50	5.95	Asheville	4	* .25	3.5
	1	3.95	4.95	Boone	1	* .25	3.5
	1	4.95	5.95	West Jefferson	1	* .25	3.5
Morehead	1	3.50	7.0	WEST VIRGINIA			
	1	4.50	6.5	Huntington	1	3.25	5.0
	1	1.75	4.4	INDIANA			
Mt. Sterling	4	1.00	3.95	Madison	1	12.10	--
Owensboro	10	3.00	5.5		1	10.50	--
Paducah	1	1.00	5.0	New Albany	1	--	5.5
Paris	1	2.95	5.95	OHIO			
	1	--	6.0	Ripley	1	3.95	6.0
Richmond	1	0.50	4.0		1	3.95	5.99
Russellville	2	1.10	5.0		1	3.90	5.95
Shelbyville	4	1.00	5.0	MISSOURI			
	1	2.00	6.0	Weston	2	1.00	4.5
Somerset	2	1.75	4.5				

1/ Rate per 100 pounds; basic charges; some markets have additional charges for weighing small lots, insurance, etc.

2/ Rates are set by State law.

* Rate per lot.

Storage and handling.

Rebates of varying amounts are offered by several warehouses.

Table 8.--Gross sales, value and average price by State and market

State and market	1996 crop			1995 crop		
	Sales	Value	Price per 100 pounds	Sales	Value	Price per 100 pounds
	Pounds	Dollars	Dollars	Pounds	Dollars	Dollars
Kentucky						
Bloomfield	6,988,584	13,424,702	192.09	6,432,929	11,927,192	185.41
Bowling Green	11,043,386	21,210,818	192.07	9,385,884	17,424,648	185.65
Carrollton	30,814,338	59,115,433	191.84	29,504,980	54,877,904	186.00
Cynthiana	21,169,087	40,672,882	192.13	20,242,162	37,667,624	186.08
Danville	18,006,472	34,580,656	192.05	16,706,570	31,039,551	185.79
Glasgow 3/	SEE HORSE CAVE			13,607,304	25,163,651	184.93
Greensburg 3/	SEE HORSE CAVE			7,092,534	13,171,525	185.71
Harrodsburg	12,563,086	24,115,124	191.95	12,077,981	22,388,840	185.37
Hopkinsville	9,897,881	19,005,108	192.01	8,357,395	15,490,346	185.35
Horse Cave 3/	41,124,998	78,953,360	191.98	16,998,699	31,574,274	185.75
Lebanon	10,174,396	19,537,835	192.03	9,079,463	16,774,166	184.75
Lexington	58,341,538	112,031,213	192.03	52,653,707	97,682,892	185.52
London	7,759,310	14,906,802	192.12	6,771,942	12,535,422	185.11
Louisville	2,926,778	5,620,824	192.05	3,016,188	5,603,291	185.77
Mayfield	5,285,689	10,154,136	192.11	4,286,654	7,934,902	185.11
Maysville	34,900,776	67,522,873	193.47	32,757,846	61,113,616	186.56
Morehead	18,918,034	36,574,924	193.33	20,203,072	37,507,702	185.65
Mt. Sterling	18,393,155	35,369,559	192.30	16,259,846	30,209,103	185.79
Owensboro	19,889,943	38,208,109	192.10	17,832,064	33,160,064	185.96
Paducah	2,114,196	4,063,502	192.20	1,986,225	3,675,244	185.04
Paris	11,703,072	22,479,747	192.08	11,089,852	20,594,865	185.71
Richmond	9,750,817	18,723,712	192.02	9,344,438	17,324,893	185.40
Russellville	6,191,041	11,895,690	192.14	5,535,193	10,275,892	185.65
Shelbyville	28,063,196	53,882,515	192.00	27,000,413	50,118,010	185.62
Somerset	6,891,120	13,237,041	192.09	5,973,977	11,061,345	185.16
Springfield	13,558,049	26,049,096	192.13	14,006,421	25,945,621	185.24
Winchester	4,408,559	8,472,158	192.18	3,696,253	6,844,164	185.16
TOTAL KENTUCKY	410,877,501	789,807,819	192.22	381,899,992	709,086,747	185.67
Tennessee						
Carthage	9,945,303	19,088,453	191.93	8,392,713	15,514,219	184.85
Clarksville	2,199,928	4,223,911	192.00	1,885,706	3,493,452	185.26
Columbia	5,965,067	11,448,836	191.93	5,090,086	9,426,250	185.19
Fayetteville	995,974	1,912,269	192.00	810,728	1,504,880	185.62
Gallatin	4,197,592	8,061,433	192.05	4,023,147	7,465,051	185.55
Greeneville	11,942,219	22,947,963	192.16	9,968,900	18,435,952	184.93
Hartsville	9,613,863	18,458,876	192.00	9,342,977	17,291,006	185.07
Johnson City	5,707,520	10,965,872	192.13	5,375,687	9,913,039	184.41
Knoxville	DID NOT OPERATE THIS SEASON			DID NOT OPERATE THIS SEASON		
Morristown	2,250,061	4,320,980	192.04	2,463,887	4,543,640	184.41
Mountain City 4/	SEE WEST JEFFERSON			2,310,422	4,248,415	183.88
New Tazewell	6,769,568	12,998,812	192.02	6,828,214	12,608,362	184.65
Newport	5,665,912	10,881,369	192.05	4,657,857	8,602,879	184.70
Rogersville	8,553,504	16,422,786	192.00	5,855,264	10,849,556	185.30
Sparta	3,411,296	6,551,893	192.06	2,338,499	4,333,413	185.31
Springfield	8,043,733	15,438,290	191.93	6,686,870	12,343,418	184.59
Sweetwater	4,280,443	8,218,595	192.00	4,147,463	7,636,769	184.13
TOTAL TENNESSEE	89,541,983	171,940,338	192.02	80,178,426	148,210,301	184.85
Virginia						
Abingdon	8,551,253	16,419,461	192.01	7,070,227	13,014,855	184.08
Gate City	3,348,446	6,429,954	192.03	2,995,779	5,534,551	184.74
Pennington Gap	3,982,501	7,646,998	192.01	4,120,681	7,601,277	184.47
TOTAL VIRGINIA	15,882,200	30,496,413	192.02	14,186,687	26,150,683	184.33
North Carolina						
Asheville	7,496,615	14,390,472	191.96	6,280,957	11,563,141	184.10
Boone 4/	SEE WEST JEFFERSON			943,702	1,734,264	183.77
West Jefferson 4/	7,478,076	14,361,661	192.05	2,789,224	5,151,252	184.68
TOTAL N. C.	14,974,691	28,752,133	192.00	10,013,883	18,448,657	184.23

Table 8.--Gross sales, value and average price by State and market

State and market	1996 crop			1995 crop		
	Sales	Value	Price per 100 pounds	Sales	Value	Price per 100 pounds
	Pounds	Dollars	Dollars	Pounds	Dollars	Dollars
West Virginia						
Huntington	2,005,790	3,852,577	192.07	2,591,149	4,807,514	185.54
Indiana						
Madison	9,007,102	17,298,504	192.05	8,796,312	16,344,599	185.81
New Albany	2,998,381	5,768,973	192.40	2,815,353	5,258,124	186.77
TOTAL INDIANA	12,005,483	23,067,477	192.14	11,611,665	21,602,723	186.04
Ohio						
Ripley	8,780,050	16,866,557	192.10	10,206,492	18,973,249	185.89
Missouri						
Weston	6,026,541	11,561,290	191.84	5,536,019	10,147,898	183.31
TOTAL GROSS SALES	560,094,239	1,076,344,604	192.17	516,224,313	957,427,772	185.47

3/ and 4/ See footnotes at end of table 2.

Table 9.--Rank of markets by volume of gross sales for the 1996/97 marketing season

State and market	Rank by			State and market	Rank by		
	Sales	State	Type		Sales	State	Type
	Mil. Lbs				Mil. Lbs		
Kentucky				New Tazewell	6.8	6	31
Lexington	58.3	1	1	Columbia	6.0	7	34
Hors-Glas-Grn	41.1	2	2	Johnson City	5.7	8	35
Maysville	34.9	3	3	Newport	5.7	9	36
Carrollton	30.8	4	4	Sweetwater	4.3	10	39
Shelbyville	28.1	5	5	Gallatin	4.2	11	40
Cynthiana	21.2	6	6	Sparta	3.4	12	42
Owensboro	19.9	7	7	Morristown	2.3	13	46
Morehead	18.9	8	8	Clarksville	2.2	14	47
Mt. Sterling	18.4	9	9	Fayetteville	1.0	15	50
Danville	18.0	10	10				
Springfield	13.6	11	11	Virginia			
Harrodsburg	12.6	12	12	Abingdon	8.6	1	24
Paris	11.7	13	14	Pennington Gap	4.0	2	41
Bowling Green	11.0	14	15	Gate City	3.3	3	43
Lebanon	10.2	15	16				
Hopkinsville	9.9	16	18	North Carolina			
Richmond	9.8	17	19	Asheville	7.5	1	27
London	7.8	18	26	Bne-WJef-MCty	7.5	2	28
Bloomfield	7.0	19	29				
Somerset	6.9	20	30	West Virginia			
Russellville	6.2	21	32	Huntington	2.0	1	49
Mayfield	5.3	22	37				
Winchester	4.4	23	38	Indiana			
Louisville	2.9	24	45	Madison	9.0	1	21
Paducah	2.1	25	48	New Albany	3.0	2	44
Tennessee							
Greeneville	11.9	1	13	Ohio			
Carthage	9.9	2	17	Ripley	8.8	1	22
Hartsville	9.6	3	20				
Rogersville	8.6	4	23	Missouri			
Springfield	8.0	5	25	Weston	6.0	1	33

In instances where gross sales of two or more markets were identical when rounded to millions of pounds, rank was determined from sales on an exact poundage basis.

Table 10. --Movement of tobacco across State lines

State in which produced and marketing season	Total sold out of State Pounds 1/	Indiana	Kentucky	Missouri	Sold in North Carolina Pounds	Ohio	Tennessee	Virginia	West Virginia
1996/97									
Alabama	4,290						4,290		
Arkansas	1,121			1,121					
Georgia	27,270				23,741		3,529		
Illinois									
Indiana	5,670,266		5,669,268			998			
Kansas	62,819			62,819					
Kentucky	9,079,324	3,543,804				289,586	5,217,002	10,492	18,440
Missouri	87,393		87,393						
North Carolina	3,674,483		38,848						
Ohio	5,603,026		5,089,463						
Tennessee	8,976,625	30,198	6,414,359			15,832	3,004,607	2,316,247	513,563
Virginia	4,272,975		349,012			5,128	2,306		
West Virginia	680,315		419,637			173,328			
TOTAL	38,139,907	3,574,002	18,067,980	63,940	1,154,630	484,872	11,856,845	2,405,635	532,003
1995/96									
Alabama	13,896						13,896		
Arkansas	1,442			1,442					
Georgia	6,880				6,880				
Illinois	1,293		1,293						
Indiana	5,784,267		5,782,359			1,908			
Kansas	63,696			63,696					
Kentucky	7,919,496	3,614,050				345,260	3,920,022	9,666	30,498
Missouri	18,071		18,071						
North Carolina	2,707,614		52,938						
Ohio	6,898,726		6,104,259					736	
Tennessee	7,621,673		4,800,797						
Virginia	3,215,249		252,282						
West Virginia	812,934		525,239			115,030	2,395,016	2,243,056	794,467
TOTAL	35,065,237	3,614,050	17,537,238	65,138	1,059,703	697,674	8,983,522	2,282,947	824,965

1/ Not final--subject to revision

Table 11.--Percentage distribution of gross sales by group, quality and color by crop year

(Group)

Crop year	B leaf	T tips	C lugs	X flyings	M mixed	N nondescript	miscellaneous
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
1991	45.7	1.5	15.7	4.1	30.6	.7	1.7
1992	66.2	.8	25.4	3.1	2.4	.4	1.5
1993	67.0	1.2	23.2	5.7	1.5	.4	1.0
1994	67.9	.6	22.5	7.0	1.4	.2	.5
1995	61.9	5.3	17.3	10.6	3.7	.5	.5
1996	48.4	1.2	15.1	7.5	19.8	.4	7.6

(Quality)

Crop year	1 choice	2 fine	3 good	4 fair	5 low	nondescript	miscellaneous
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
1991	2.9	6.5	31.8	45.1	11.4	.7	1.7
1992	1.5	6.1	28.7	46.7	15.1	.4	1.5
1993	1.5	6.2	28.1	48.6	14.1	.4	1.0
1994	1.2	7.4	34.1	48.5	8.1	.2	.5
1995	.3	2.5	23.4	61.2	11.6	.5	.5
1996	.2	1.9	18.9	60.5	10.5	.4	7.6

(Color)

Crop year	L	F	FR	R	D	K	M	V	G	nond.	misc.
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
1991	.5	54.9	28.8	2.3	--	.5	5.4	.3	2.0	--	1.7
1992	.4	48.7	25.4	5.8	.2	.9	14.0	1.8	.8	.4	1.5
1993	.3	61.6	22.1	3.2	--	--	6.4	3.3	1.5	.4	1.0
1994	.6	62.4	17.8	3.1	.1	.9	13.4	.9	.3	.2	.5
1995	.8	65.5	21.4	4.2	.1	.2	4.3	1.6	.9	.5	.5
1996	.3	69.9	16.7	1.0	--	.1	1.3	1.4	1.2	.4	7.6

(Color key)

L	- buff	R	- red	V	- greenish
F	- tan	D	- dark red	G	- green
FL	- tannish buff	K	- variegated	N	- nondescript
FR	- tannish red	M	- mixed	Misc.	- No-G, W and U

Table 12.--Average weight per lot by crop year

Crop	Average weight per lot	Crop	Average weight per lot
	Pounds		Pounds
1991	518	1994	506
1992	484	1995	482
1993	496	1996	516

Table 13.--Loan level and receipts of grower cooperatives by crop year

Crop	Loan level	Loan receipts (green weight)1/	Percentage of net auction sales	Crop	Loan level	Loan receipts (green weight)1/	Percentage of net auction sales
	Cents 2/	1,000 pounds	Percent		Cents 2/	1,000 pounds	Percent
1991	158.4	42,264	6.4	1994	171.4	54,706	9.6
1992	164.9	142,694	20.4	1995	172.5	0	0.0
1993	168.3	232,307	37.1	1996	173.7	0	0.0

1/ Commodity Credit Corporation loans made available to growers through Burley Tobacco Growers' Cooperative Association, Lexington, KY and Burley Stabilization Corporation, Knoxville, TN.

2/ Per hundred pounds

Table 14.--Season average prices and support rates by individual grades, per 100 pounds 1/

Group and grade 2/	1995 crop		Group and grade 2/	1996 crop		Group and grade 2/	1996 crop	
	Season average	Loan rate 3/		Season average	Loan rate 3/		Season average	Loan rate 3/
	Dollars			Dollars			Dollars	
Flyings								
X1L	--	178	B4F	192	181	T5F	192	177
X2L	192	178	B5F	192	177	T3FR	192	177
X3L	192	178	*B2FL	--	--	T4FR	192	177
X4L	192	178	*B3FL	--	--	T5FR	192	177
X5L	192	171	*B4FL	--	--	T3R	--	181
X1F	192	178	B1FR	192	181	T4R	192	181
X2F	192	178	B2FR	192	181	T5R	192	177
X3F	192	178	B3FR	192	181	T4D	(192)	171
X4F	192	178	B4FR	192	181	T5D	(192)	171
X5F	192	171	B5FR	192	177	T4K	(192)	149
X4M	192	159	B1R	--	181	T5K	--	149
X5M	192	159	B2R	(192)	181	T4VF	192	159
X4G	192	110	B3R	192	181	T5VF	192	159
X5G	192	110	B4R	192	181	T4VR	192	159
			B5R	192	177	T5VR	192	159
Lugs			B4D	192	171	T4GF	192	149
C1L	--	178	B5D	192	171	T5GF	192	149
C2L	--	178	B3K	192	149	T4GR	192	149
C3L	192	178	B4K	192	149	T5GR	192	149
C4L	192	178	B5K	192	149			
C5L	192	173	B2M	192	177	Mixed group		
C1F	(192)	178	B3M	192	171	M3F	192	149
C2F	192	178	B4M	192	171	M4F	192	149
C3F	192	178	B5M	192	171	M5F	192	130
C4F	192	178	B3VF	192	159	M3FR	192	149
C5F	192	173	B4VF	192	159	M4FR	192	149
C3K	--	149	B5VF	192	159	M5FR	192	130
C4K	192	149	B3VR	192	159	M4K	192	110
C5K	192	149	B4VR	192	159	M5K	(192)	110
C3M	192	159	B5VR	192	159	M4G	192	110
C4M	192	159	B3GF	192	149	M5G	192	110
C5M	192	159	B4GF	192	149			
C3V	192	159	B5GF	192	149	Nondescript		
C4V	192	159	B3GR	--	149	N1L	192	130
C5V	192	159	B4GR	192	149	N2L	191	0
C4G	192	149	B5GR	192	149	N1F	192	130
C5G	192	149				N1R	192	149
Leaf			Tips			N2R	(192)	0
B1F	192	181	T3F	192	177	N1G	189	99
B2F	192	181	T4F	192	177	N2G	188	0
B3F	192	181						

1/ Averages are based on auction bids and include baled, tied and sheeted tobacco. Averages are in parentheses in instances where 10 or more but less than 20 lots were recorded during the season; averages are not quoted when less than 10 lots were recorded.

2/ For key to standard grade marks see page 4.

3/ Commodity Credit Corporation loans are made available to growers through the following cooperative associations: Burley Tobacco Growers' Cooperative Association, Lexington, KY. and Burley Stabilization Corporation, Knoxville, TN.

* Suspended for the 1996 crop.

Table 15.--Percentage distribution of gross sales by individual grades, 1994-96 crops

Group and grade	Crop of			Group and grade	Crop of			Group and grade	Crop of		
	1996	1995	1994		1996	1995	1994		1996	1995	1994
Flyings:				Leaf (cont'd)				Tips (cont'd)			
X1L	.002	.009	.003	*B2FL	.000	.000	.000	T5R	.026	.109	.023
X2L	.012	.033	.022	*B3FL	.000	.000	.001	Total TR	.141	1.010	.138
X3L	.061	.152	.095	*B4FL	.000	.000	.001	T4D	.003	.009	.006
X4L	.069	.207	.057	Total BFL	.000	.000	.002	T5D	.005	.011	.008
X5L	.020	.036	.005	B1FR	.025	.029	.120	Total TD	.008	.020	.014
Total XL	.164	.437	.182	B2FR	.216	.284	.659	T4K	.005	.010	.011
X1F	.018	.052	.106	B3FR	2.393	3.983	4.408	T5K	.000	.002	.001
X2F	.229	.354	.644	B4FR	9.377	11.726	10.177	Total TK	.005	.012	.012
X3F	1.967	2.661	3.030	B5FR	1.506	1.680	1.664	T4VF	.067	.213	.015
X4F	4.179	5.596	2.553	Total BFR	13.517	17.702	17.028	T5VF	.007	.021	.002
X5F	.818	1.408	.355	B1R	.001	.000	.001	Total TVF	.074	.234	.017
Total XF	7.211	10.071	6.688	B2R	.004	.022	.023	T4VR	.041	.204	.027
X4M	.044	.041	.055	B3R	.051	.365	.352	T5VR	.011	.042	.001
X5M	.013	.025	.025	B4R	.581	2.253	1.925	Total TVR	.052	.246	.028
Total XM	.057	.066	.080	B5R	.221	.536	.662	T4GF	.035	.054	.004
X4G	.050	.025	.012	Total BR	.858	3.176	2.963	T5GF	.012	.027	.001
X5G	.014	.014	.006	B4D	.014	.074	.039	Total TGF	.047	.081	.005
Total XG	.064	.039	.018	B5D	.023	.038	.052	T4GR	.027	.086	.012
Total X	7.496	10.613	6.968	Total BD	.037	.112	.091	T5GR	.010	.044	.006
Lugs/Cutters:				B3K	.015	.015	.251	Total TGR	.037	.130	.018
C1L	.000	.001	.000	B4K	.038	.079	.446	Total T	1.192	5.337	.598
C2L	.001	.002	.007	B5K	.009	.014	.020	Mixed group:			
C3L	.011	.044	.092	Total BK	.062	.108	.717	M3F	1.862	.240	.098
C4L	.080	.246	.249	B2M	.017	.110	1.646	M4F	13.260	1.888	.665
C5L	.026	.042	.045	B3M	.248	.927	4.593	M5F	1.405	.416	.138
Total CL	.118	.335	.393	B4M	.448	1.681	2.980	Total MF	16.527	2.544	.901
C1F	.006	.017	.113	B5M	.091	.718	.279	M3FR	.094	.020	.008
C2F	.115	.063	.389	Total BM	.804	3.436	9.498	M4FR	1.942	.636	.286
C3F	1.603	1.395	2.696	B3VF	.201	.186	.192	M5FR	.636	.380	.153
C4F	9.337	11.525	11.760	B4VF	.643	.480	.316	Total MFR	2.672	1.036	.447
C5F	3.202	2.976	3.107	B5VF	.102	.105	.037	M4K	.026	.003	.003
Total CF	14.263	15.976	18.065	Total BVF	.946	.771	.545	M5K	.008	.000	.004
C3K	.001	.002	.030	B3VR	.008	.010	.012	Total MK	.034	.003	.007
C4K	.020	.034	.073	B4VR	.125	.123	.118	M4G	.424	.087	.015
C5K	.007	.005	.011	B5VR	.036	.054	.038	M5G	.169	.065	.009
Total CK	.028	.041	.114	Total BVR	.169	.187	.168	Total MK	.593	.152	.024
C3M	.091	.082	1.232	B3GF	.017	.036	.021	Total M	19.826	3.735	1.379
C4M	.267	.502	2.196	B4GF	.187	.237	.088	Nondescript:			
C5M	.068	.166	.350	B5GF	.066	.070	.021	N1L	.184	.252	.048
Total CM	.426	.750	3.778	Total BGF	.270	.343	.130	N2L	.051	.088	.025
C3V	.017	.012	.019	B3GR	.001	.006	.002	N1F	.044	.040	.016
C4V	.131	.095	.091	B4GR	.042	.072	.040	N1R	.020	.019	.010
C5V	.042	.037	.022	B5GR	.035	.043	.025	N2R	.004	.006	.003
Total CV	.190	.144	.132	Total BGR	.078	.121	.067	N1G	.082	.084	.042
C4G	.048	.036	.031	Total B	48.352	61.941	67.880	N2G	.040	.058	.010
C5G	.026	.025	.013	Tips:				Total N	.425	.547	.154
Total CG	.074	.061	.044	T3F	.013	.134	.006	No-G	6.703	.307	.140
Total C	15.099	17.307	22.526	T4F	.248	.717	.060	"W"	.803	.169	.258
Leaf:				T5F	.030	.077	.018	"U"	.104	.044	.097
B1F	.175	.210	.868	Total TF	.291	.928	.084	"S"	.000	.000	.000
B2F	1.299	1.592	4.022	T3FR	.021	.255	.004	Grand total	100.000	100.000	100.000
B3F	10.246	12.734	16.958	T4FR	.463	2.209	.230				
B4F	18.120	19.285	13.876	T5FR	.053	.212	.048				
B5F	1.771	2.164	.947	Total TFR	.537	2.676	.282				
Total BF	31.611	35.985	36.671	T3R	.001	.093	.005				
				T4R	.114	.808	.110				

* Suspended for the 1996 crop

Type 32, Maryland

There has been no federal inspection or market news on the three Maryland auction markets since 1982 when the producers voted out mandatory USDA inspection of their product.

Growers in Maryland had been receiving free mandatory grading and market news services from USDA since 1948.

The following table is presented for continuity of the statistical series.

Table 16.--Net sales, value and average price, by markets, of Maryland tobacco sold at auction

Market	1997 season (1996 crop)			1996 season (1995 crop)		
	Sales	Value	Average price	Sales	Value	Average price
	Pounds	Dollars	Dollars	Pounds	Dollars	Dollars
Hughesville	4,094,996	7,900,016	192.92	5,083,150	8,538,449	167.98
Upper Marlboro	3,750,717	7,152,287	190.69	4,457,035	7,352,851	164.97
Waldorf	1,576,505	3,027,423	192.03	1,958,796	3,307,375	168.85
TOTAL	9,422,218	18,079,726	191.88	11,498,981	19,198,675	166.96

Table 17.--Gross sales, value and average price, by market, of Maryland tobacco sold at auctions

Market	1997 season (1996 crop)			1996 season (1995 crop)		
	Sales	Value	Average price	Sales	Value	Average price
	Pounds	Dollars	Dollars	Pounds	Dollars	Dollars
Hughesville	5,171,937	9,914,238	191.69	6,182,961	10,278,014	166.23
Upper Marlboro	4,274,754	8,061,390	188.58	5,348,415	8,666,884	162.05
Waldorf	1,765,361	3,360,054	190.33	2,257,713	3,776,445	167.27
TOTAL	11,212,052	21,335,682	190.29	13,789,089	22,721,343	164.78

Table 18.--Resales, average price and percentage of gross sales, by markets, of Maryland tobacco sold at auction

Market	1997 season (1996 crop)			1996 season (1995 crop)		
	Sales	Average price	Percentage of gross	Sales	Average price	Percentage of gross
	Pounds	Dollars	sales	Pounds	Dollars	sales
Hughesville	1,076,941	187.03	20.8	1,099,811	158.17	17.8
Upper Marlboro	524,037	173.48	12.3	891,380	147.42	16.7
Waldorf	188,856	176.13	10.7	298,917	156.92	13.2
TOTAL	1,789,834	181.91	16.0	2,290,108	153.82	16.6

Data for these tables was furnished by the Maryland State Tobacco Authority.

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