

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
MARKET NEWS SERVICE

AUGUST 27, 1929.

WASHINGTON, D.C.

MONTHLY CONDENSED AND EVAPORATED MILK MARKET REPORT NO. 120

PRICES PAID PRODUCERS FOR 3.5% MILK F. O. B. FACTORY FOR AUGUST 1929

INFORMATION REGARDING PRICES PAID PRODUCERS DURING AUGUST IS BASED ON REPORTS MADE BY CONDENSED AND EVAPORATED MILK FIRMS OPERATING APPROXIMATELY 95% OF THE TOTAL FACTORIES IN THE UNITED STATES.

| GEOGRAPHIC SECTION | NO. OF FACTORIES MANUFACTURING (BOTH CASE AND BULK GOODS) | | | PRICE PER CWT. | | NO. OF FACTORIES MANUFACTURING (BULK GOODS ONLY) | PRICE PER CWT. | |
|--------------------|---|------------------|-------|----------------|---------|--|----------------|---------|
| | CASE ONLY | CASE & B. FACT'S | TOTAL | RANGE | AVERAGE | | RANGE | AVERAGE |
| NEW ENGLAND | - | - | - | \$ - | \$ - | - | \$ - | \$ - |
| MIDDLE ATLANTIC** | 1 | 1 | 2 | 2.22-2.25 | 2.24 | 16 | 1.94-3.45 | 2.50 |
| SOUTH ATLANTIC | 2 | - | 2 | 1.82-2.15 | 1.99 | - | - | - |
| E. NORTH CENTRAL | 35 | 30 | 69 | 1.75-2.65 | 1.99 | 10 | 1.93-2.75 | 2.17 |
| W. NORTH CENTRAL | 7 | - | 7 | 1.77-1.95 | 1.81 | 3 | 2.00-2.37 | 2.25 |
| SOUTH CENTRAL | 7 | - | 7 | 1.77-2.10 | 1.89 | - | - | - |
| NORTH WESTERN | 4 | - | 4 | 1.80-1.85 | 1.84 | 4 | 1.98-2.35 | 2.14 |
| SOUTH WESTERN | 9 | - | 9 | 1.70-2.05 | 1.89 | - | - | - |
| UNITED STATES | 69 | 31 | 100 | 1.70-2.65 | 1.96 | 33 | 1.93-3.45 | 2.33 |

**84 ADDITIONAL FACTORIES REPORTED PRICES TO BE BASED IN PART ON THE CURRENT MONTH'S WHOLESALE BUTTER QUOTATION, 26 OF THESE BEING LOCATED IN N.Y. AND PA. 21 FACTORIES REPORTED PRICES NOT DETERMINED AS YET AND 20 REPORTED PLANTS CLOSED. NO PRICE INFORMATION RECEIVED FROM REMAINING FIRMS. AVERAGE PRICES SHOWN FOR THE UNITED STATES DO NOT INCLUDE ANY OF THESE FACTORIES.

54 FACTORIES WHICH DID NOT ANNOUNCE PRICES IN ADVANCE REPORTED PRICES ACTUALLY PAID FOR JULY AS FOLLOWS:

| GEOGRAPHIC SECTION | NO. OF FACTORIES | PRICE PER CWT. RANGE | AVERAGE | NO. OF FACTORIES | PRICE PER CWT. RANGE | AVERAGE |
|--------------------|------------------|----------------------|---------|------------------|----------------------|---------|
| MIDDLE ATLANTIC | 20 | \$1.92-2.44 | \$2.02 | 5 | \$2.27-2.58 | \$2.36 |
| E. NORTH CENTRAL | 19 | 1.79-1.92 | 1.85 | - | - | - |
| W. NORTH CENTRAL | - | - | - | 1 | 1.93 | 1.93 |
| SOUTH CENTRAL | 1 | 1.87 | - | - | - | - |
| NORTH WESTERN | 3 | 1.85-2.13 | 1.94 | - | - | - |
| SOUTH WESTERN | 6 | 2.12-2.40 | 2.29 | - | - | - |

MANUFACTURERS' WHOLESALE SELLING PRICES OF CONDENSED AND EVAPORATED MILK (JULY 1929)

THE WHOLESALE PRICES GIVEN BELOW ARE BASED ON REPORTS MADE BY MANUFACTURERS COVERING ACTUAL SALES DELIVERED AT MANUFACTURERS' DISTRIBUTING POINTS ON BASIS OF CASH OR SHORT TIME CREDIT. FOREIGN PRICES ARE GIVEN AS F.O.B. OR F.A.S. POINTS OF EXPORT IN SECTION IN WHICH SALES WERE MADE.

| GEOGRAPHIC SECTION | SWEETENED CONDENSED (UNSKIM) PER CASE* OF 14 OZ. CANS | | UNSWEETENED EVAPORATED (UNSKIM) PER CASE* OF 16 OZ. CANS | | SWEETENED CONDENSED BULK PER CWT. | | UNSWEETENED EVAPORATED BULK PER CWT. | |
|--------------------|---|-----------|--|-----------|-----------------------------------|------------|--------------------------------------|-----------|
| | DOMESTIC | FOREIGN | DOMESTIC | FOREIGN | UNSKIM | SKIMMED | UNSKIM | SKIMMED |
| | NEW ENGLAND | 5.75-6.45 | 5.85-6.05 | 3.48-4.75 | 4.30-4.75 | 9.00-11.75 | 5.00-6.75 | - |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.13 | 5.95 | 4.17 | 4.45 | 10.11 | 5.50 | - | - |
| MID. ATLANTIC | 5.75-6.45 | 5.85-6.10 | 3.48-4.75 | 4.05-4.75 | 9.00-13.00 | 5.00-6.75 | 8.80-9.50 | 2.50-3.72 |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.11 | 6.02 | 4.11 | 4.35 | 10.43 | 5.40 | 9.20 | 3.03 |
| So. ATLANTIC | 5.75-6.65 | - | 3.48-4.95 | 4.30-4.75 | 9.00-11.75 | 5.00-6.75 | - | - |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.20 | 5.85 | 4.18 | 4.53 | 9.97 | 5.74 | - | - |
| E. N. CENTRAL | 5.75-6.45 | - | 3.48-4.65 | - | 8.00-11.75 | 5.00-7.00 | - | 3.50-4.00 |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.12 | 5.85 | 4.06 | 4.75 | 9.82 | 5.85 | - | 3.75 |
| W. N. CENTRAL | 5.75-6.15 | 5.85 | 3.48-4.65 | 4.75 | 9.00-11.75 | 5.00-6.75 | 6.69-7.62 | - |
| RANGE | - | - | - | - | - | - | - | 2.75 |
| AVERAGE | 6.15 | 5.85 | 4.06 | 4.75 | 9.80 | 5.50 | 7.16 | 2.75 |
| So. CENTRAL | 6.05-6.60 | 5.85-6.45 | 3.48-4.95 | 4.35-4.75 | 9.00-11.75 | 5.00-6.75 | - | - |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.39 | 6.15 | 4.17 | 4.55 | 9.97 | 5.74 | - | - |
| No. WESTERN | 6.15-6.45 | 5.85-7.85 | 3.48-4.95 | 4.20-4.75 | 9.00-11.75 | 5.00-6.75 | - | - |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.30 | 6.85 | 4.09 | 4.48 | 9.84 | 5.49 | - | - |
| So. WESTERN | 6.15-6.55 | 5.85-7.85 | 3.48-5.10 | 4.20-4.75 | 9.00-11.75 | 5.00-6.75 | - | - |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.35 | 6.77 | 4.06 | 4.48 | 9.84 | 5.49 | - | - |
| UNITED STATES | 5.75-6.60 | 5.85-7.85 | 3.48-5.10 | 4.05-4.75 | 8.00-13.00 | 5.00-7.00 | 6.69-9.50 | 2.50-4.00 |
| RANGE | - | - | - | - | - | - | - | - |
| AVERAGE | 6.18 | 6.25 | 4.10 | 4.49 | 10.02 | 5.61 | 8.38 | 3.18 |

* CASE CONTAINS 48 CANS.

CONDENSED AND EVAPORATED MILK MARKETS SOMEWHAT IRREGULAR. PRODUCTION AND STOCKS BOTH HEAVY

AFTER MAINTAINING A STEADY POSITION FOR THE PAST FEW MONTHS THE CONDENSED AND EVAPORATED MILK MARKETS HAVE DEVELOPED A SOMEWHAT UNFAVORABLE TONE. WEATHER CONDITIONS DURING JULY WERE UNUSUALLY FAVORABLE FOR HEAVY PRODUCTION, SO THAT THE NORMAL DECREASE OF JULY OVER JUNE WAS NOT AS GREAT AS IN PREVIOUS YEARS. THIS, COMBINED WITH A HIGHER LEVEL OF PRODUCTION FROM JANUARY 1 TO AUGUST 1, 1929, AS COMPARED WITH THE SAME PERIOD LAST YEAR, HAS RESULTED IN AN INCREASED ACCUMULATION OF STOCKS, THE AUGUST 1 FIGURE OF 345,491,553 POUNDS BEING THE LARGEST EVER REPORTED, AND EXCEEDING BY APPROXIMATELY 100,000,000 POUNDS, OR 40%, THE FIVE YEAR

AVERAGE OF 245,736,356 POUNDS FOR THAT DATE, AND BY 113,964,839 POUNDS THE STOCKS ON AUGUST 1, 1928. THE LARGEST PART OF THIS ACCUMULATION IS UNSOLD STOCK HELD BY MANUFACTURERS, WHO REPORT A TOTAL OF 253,629,021 POUNDS UNSOLD ON AUGUST 1 AS COMPARED WITH 155,825,209 POUNDS UNSOLD ON THAT DATE IN 1928, AN INCREASE OF 63 PER CENT.

THE INCREASED DEMAND FOR CONDENSED AND EVAPORATED MILK NOTED IN THE PREVIOUS MONTHS OF 1929 IS NO LONGER EVIDENT, THE TRADE OUTPUT OF THESE COMMODITIES IN JULY BEING CONSIDERABLY LESS THAN FOR THE SAME MONTHS IN 1929. THIS MAY BE DUE TO THE

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AUGUST 1929

MANUFACTURERS' TOTAL STOCKS OF CONDENSED AND EVAPORATED MILK

INCLUDES ALL STOCKS HELD BY MANUFACTURERS REPORTING WHETHER THEIR OWN OR STOCKS OF OTHERS; WHETHER ON THEIR OWN PREMISES; IN STORAGE, OR IN TRANSIT (UNSOLD) FOR WAREHOUSE CONSIGNMENT; AND WHETHER SOLD OR CONTRACTED FOR AND NOT DELIVERED.

| COMMODITY | TOTAL STOCKS | | COMPARISON OF STOCKS FOR SAME FIRMS REPORTING | | | % INC. OR DEC. AUG. 1, 1929 COMPARED WITH AUG. 1, 1928 |
|------------------|--------------|---------------------|---|---------------------|---------------------|--|
| | FIRMS* | AUG. 1, 1929 POUNDS | FIRMS* | JULY 1, 1929 POUNDS | AUG. 1, 1929 POUNDS | |
| COND. CASE GOODS | 7 | 34,749,565 | 7 | 31,458,554 | 34,749,565 | + 14 |
| COND. BULK GOODS | 27 | 29,118,053 | 25 | 25,050,508 | 29,085,035 | + 46 |
| EVAP. CASE GOODS | 32 | 280,944,237 | 31 | 222,760,635 | 280,943,024 | + 56 |
| EVAP. BULK GOODS | 15 | 1,067,438 | 15 | 523,220 | 1,067,438 | + 216 |
| TOTAL | 56 | 345,879,293 | 54 | 279,792,917 | 345,845,062 | + 50 |

REVISED TOTAL STOCKS FOR JULY 1 - 280,740,367 POUNDS (INCLUDES LATE REPORTS)

MANUFACTURERS' UNSOLD STOCKS OF CONDENSED AND EVAPORATED MILK

INCLUDES ALL STOCKS HELD BY MANUFACTURERS WHICH WERE NOT SOLD OR UNDER CONTRACT FOR DELIVERY ON UNFILLED ORDERS.

| COMMODITY | TOTAL UNSOLD STOCKS | | COMPARISON OF UNSOLD STOCKS FOR SAME FIRMS REPORTING | | | % INC. OR DEC. AUG. 1, 1929 COMPARED WITH AUG. 1, 1928 |
|------------------|---------------------|---------------------|--|---------------------|---------------------|--|
| | FIRMS* | AUG. 1, 1929 POUNDS | FIRMS* | JULY 1, 1929 POUNDS | AUG. 1, 1929 POUNDS | |
| COND. CASE GOODS | 6 | 28,883,403 | 6 | 25,140,273 | 28,883,493 | + 22 |
| COND. BULK GOODS | 18 | 8,933,705 | 17 | 8,982,936 | 8,923,018 | + 12 |
| EVAP. CASE GOODS | 23 | 215,684,593 | 22 | 173,488,714 | 215,683,480 | + 74 |
| EVAP. BULK GOODS | 10 | 154,724 | 10 | 251,163 | 154,724 | - 4 |
| TOTAL | 38 | 253,656,615 | 36 | 207,863,086 | 253,644,715 | + 63 |

REVISED UNSOLD STOCKS FOR JULY 1 - 208,371,672 POUNDS (INCLUDES LATE REPORTS)

PRODUCTION OF CONDENSED AND EVAPORATED MILK REPORT BY MANUFACTURERS - JULY

THE CURRENT MONTH'S FIGURES INCLUDE REPORTS FROM CONDENSED AND EVAPORATED MILK FIRMS OPERATING APPROXIMATELY 95% OF THE TOTAL FACTORIES IN THE UNITED STATES.

| COMMODITY | FIRMS* | COMPARISON OF PRODUCTION FOR SAME FIRMS | | | | |
|------------------|-----------|---|--------------------|-------------------------|--------------------|--------------------|
| | | PREVIOUS YEAR (POUNDS) | | PREVIOUS MONTH (POUNDS) | | |
| | | JULY 1929 | JULY 1928 | JULY 1929 | JUNE 1929 | |
| COND. CASE GOODS | 6 | 13,008,143 | 11,278,371 | 7 | 13,028,276 | 14,920,274 |
| COND. BULK GOODS | 20 | 18,617,570 | 13,714,353 | 23 | 18,326,087 | 22,544,047 |
| EVAP. CASE GOODS | 30 | 174,636,790 | 130,605,802 | 32 | 175,818,947 | 207,322,685 |
| EVAP. BULK GOODS | 14 | 4,676,915 | 3,710,243 | 15 | 4,774,301 | 4,131,146 |
| TOTAL | 49 | 210,939,423 | 159,308,780 | 54 | 212,447,611 | 248,918,152 |

TOTAL PRODUCTION FOR ALL FIRMS REPORTING JULY 1929 - 212,461,542 POUNDS.

TOTAL PRODUCTION FOR ALL FIRMS REPORTING JUNE, CONDENSED CASE 14,920,274 POUNDS, BULK - 23,269,912 POUNDS, EVAPORATED CASE - 207,577,315 POUNDS, BULK - 4,131,146 POUNDS, TOTAL 248,898,647 POUNDS.

NOTE: - * FIGURES SHOWING NUMBER OF FIRMS DO NOT REPRESENT NUMBER OF FACTORIES, SINCE SOME FIRMS OPERATE MORE THAN ONE FACTORY.

EXPORTS OF CONDENSED AND EVAPORATED MILK FROM THE UNITED STATES DURING JULY, 1929

| | (POUNDS) | | | CONDENSED | EVAPORATED |
|--|------------------|------------------------|----------------------|------------------------|------------|
| | CONDENSED | EVAPORATED | | | |
| EUROPE | | | SOUTH AMERICA | | |
| UNITED KINGDOM | - | 1,952,420 | PERU | 8,256 | 204,654 |
| NORTH AMERICA | | | Misc. | 111,268 | 139,483 |
| CANADA | 2,134 | 2,001 | ASIA | | |
| NEWFOUNDLAND & LAB. | - | 52,318 | BR. MAYALA | - | 297,740 |
| CENTRAL AMERICA | | | CHINA | 110,250 | 191,760 |
| COSTA RICA | 75,006 | 24,766 | HONGKONG | 290,640 | 44,880 |
| HONDURAS | 57,036 | 39,059 | JAPAN | 380,562 | 19,500 |
| PANAMA | 150,009 | 560,448 | SIAM | - | 105,000 |
| MEXICO | 119,553 | 204,038 | Misc. | 52,800 | 125,262 |
| WEST INDIES | | | OCEANIA | | |
| CUBA | 1,702,232 | 568,402 | PHILIPPINE Is. | 654,844 | 1,024,056 |
| DUTCH WEST INDIES | 30,094 | 135,944 | Misc. | 180 | 90,943 |
| JAMAICA | 47,460 | 12,300 | AFRICA | | |
| Misc. | 66,283 | 100,808 | Misc. | 5,445 | 33,092 |
| TOTAL - JULY 1929 | CONDENSED | 3,865,052 Lbs. | EVAPORATED | 5,928,979 Lbs. | |
| TOTAL - JULY 1928 | CONDENSED | 3,011,493 Lbs. | EVAPORATED | 5,179,572 Lbs. | |
| JAN. - JULY (INC.) 1929 | CONDENSED | 24,904,092 Lbs. | EVAPORATED | 45,324,279 Lbs. | |
| JAN. - JULY (INC.) 1928 | CONDENSED | 23,214,706 Lbs. | EVAPORATED | 43,502,582 Lbs. | |
| TOTAL IMPORTS JULY 1929 | CONDENSED | 23,371 Lbs. | EVAPORATED | 76,901 Lbs. | |
| TOTAL IMPORTS JULY 1928 | CONDENSED | 29,087 Lbs. | EVAPORATED | 150,903 Lbs. | |
| IMPORTS JAN. - JULY (INC.) 1929 | CONDENSED | 372,675 Lbs. | EVAPORATED | 1,208,122 Lbs. | |
| IMPORTS JAN. - JULY (INC.) 1928 | CONDENSED | 565,605 Lbs. | EVAPORATED | 940,902 Lbs. | |

(CONTINUED FROM FIRST PAGE)

ACCUMULATION OF STOCKS HELD BY WHOLESALE GROCERS WHO FURNISH ONE OF THE LARGEST OUTLETS OF THE TRADE. ON JUNE 30TH STOCKS IN THE HANDS OF WHOLESALE GROCERS IN 38 CITIES WERE APPROXIMATELY 36% GREATER THAN THEY WERE ON THE SAME DATE IN 1928 AND 85% GREATER THAN THEY WERE ON THE DATE OF THE LAST REPORT OF MARCH 31 THIS YEAR.

THE HEAVY JULY PRODUCTION, COMBINED WITH THE PREVIOUS ACCUMULATIONS OF STOCKS AND DECREASED DEMAND CAUSED THE MARKETS TO SLOW UP TO THE EXTENT THAT EARLY IN AUGUST MANUFACTURERS ANNOUNCED REDUCTIONS IN WHOLESALE PRICES, RANGING FROM 20 CENTS TO 35 CENTS PER CASE ON CASE GOODS. THE REDUCTIONS CAUSED THE DEVELOPMENT OF AN UNSETTLED FEELING IN THE MARKETS THAT CONTINUES TO EXIST AT THIS WRITING.

WEATHER CONDITIONS DURING AUGUST HAVE NOT BEEN AT ALL FAVORABLE TO A CONTINUANCE OF HEAVY PRODUCTION, WHICH COMBINED WITH THE FACT THAT THE OUTPUT OF CONDENSED AND EVAPORATED MILK IS SUBJECT TO MORE CONTROL THAN OTHER MANUFACTURED DAIRY PRODUCTS, LEADS TO THE BELIEF THAT THE MARKED INCREASES IN PRODUCTION SEEN IN EARLIER MONTHS WILL NOT CONTINUE.

EXPORTS OF CONDENSED AND EVAPORATED MILK WERE BOTH SLIGHTLY GREATER IN JULY THAN THEY WERE FOR THE SAME MONTH LAST YEAR. FOR THE YEAR TO DATE, THE EXPORTS OF CONDENSED MILK AMOUNT TO 24,904,092 POUNDS, WHICH IS 669,386 POUNDS GREATER THAN A YEAR AGO. THE EXPORTS OF 45,324,279 POUNDS OF EVAPORATED MILK FOR THE SAME PERIOD IS LESS BY 3,173,303 POUNDS THAN IN 1928.

UNITED STATES DEPARTMENT OF AGRICULTURE
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WASHINGTON, D.C.

STOCKS OF CONDENSED AND EVAPORATED MILK IN THE HANDS OF
WHOLESALE GROCERS IN 38 CITIES

OF THE ORIGINAL 1,106 FIRMS ADDRESSED WHEN THIS REPORT WAS INAUGURATED, 248 DO NOT CARRY STOCKS AND 98 ARE KNOWN TO BE OUT OF BUSINESS. NO REPLIES HAVE EVER BEEN RECEIVED FROM AN ADDITIONAL 210 FIRMS. THE INFORMATION FOR JUNE 30 WHICH IS SHOWN BELOW IS BASED UPON REPORTS FROM 406 FIRMS.

STOCKS REPORTED ON HAND, JUNE 30, 1929

| GEOGRAPHIC SECTIONS* | NO. OF FIRMS REPORTING | CONDENSED MILK (POUNDS) | EVAPORATED MILK (POUNDS) |
|-------------------------------|------------------------|-------------------------|--------------------------|
| NEW ENGLAND | 46 | 196,712 | 4,618,893 |
| MIDDLE ATLANTIC | 133 | 428,163 | 7,122,291 |
| SOUTH ATLANTIC | 51 | 117,407 | 2,271,030 |
| EAST NORTH CENTRAL | 69 | 195,480 | 3,181,851 |
| WEST NORTH CENTRAL | 40 | 34,435 | 1,488,090 |
| SOUTH CENTRAL | 27 | 78,982 | 481,521 |
| NORTHWESTERN | 11 | 9,090 | 647,280 |
| SOUTHWESTERN | 29 | 44,655 | 2,123,115 |
| TOTAL - 38 CITIES * | 406 | 1,104,924 | 21,934,071 |
| JUNE 30, 1929 | | 23,038,995 Lbs. | |
| TOTAL REPORTED IN SAME CITIES | 403 | 1,152,311 | 11,562,297 |
| MARCH 31, 1929 | | 12,714,608 Lbs. | |
| TOTAL REPORTED IN SAME CITIES | 423 | 1,946,244 | 15,824,202 |
| JUNE 30, 1928 | | 13,870,446 Lbs. | |
| TOTAL REPORTED IN SAME CITIES | 464 | 1,359,345 | 14,446,752 |
| MARCH 31, 1928 | | 15,806,097 Lbs. | |

COMPARISON OF TOTAL STOCKS ON HAND FOR SAME FIRMS

REPORTING
(38 CITIES)

| FIRMS | PREVIOUS YEAR (POUNDS) | | FIRMS | PREVIOUS QUARTER (POUNDS) | |
|-------|------------------------|---------------|-------|---------------------------|---------------|
| | JUNE 30, 1929 | JUNE 30, 1928 | | JUNE 30, 1929 | MAR. 31, 1929 |
| 348 | 21,574,035 | 15,628,152 | 363 | 21,547,605 | 11,934,522 |

* CITIES INCLUDED IN EACH GEOGRAPHIC SECTION

NEW ENGLAND: BANGOR, PORTLAND, BOSTON, SPRINGFIELD, PROVIDENCE, HARTFORD, NEW HAVEN.

MIDDLE ATLANTIC: BROOKLYN, NEW YORK CITY, BUFFALO, PHILADELPHIA, PITTSBURGH.

SOUTH ATLANTIC: BALTIMORE, NORFOLK, ATLANTA, SAVANNAH, JACKSONVILLE, MIAMI, TAMPA.

EAST NORTH CENTRAL: CINCINNATI, CLEVELAND, TOLEDO, CHICAGO, DETROIT.

WEST NORTH CENTRAL: MINNEAPOLIS, ST. PAUL, KANSAS CITY, ST. LOUIS, OMAHA.

SOUTH CENTRAL: MEMPHIS, BIRMINGHAM, DALLAS, NEW ORLEANS.

NORTHWESTERN: SEATTLE, PORTLAND.

SOUTHWESTERN: DENVER, LOS ANGELES, SAN FRANCISCO.