

manufactured, and names and titles of key personnel. Southern Pulp and Paper Magazine (75 Third Street, N.W., Atlanta, Georgia 30308) also publishes an industry directory which covers only mills in the southern states. This directory, however, does not provide as much detail concerning mill equipment and process as do the other directories.

The United States Government, through the U.S. Printing Office, publishes industry statistics such as monthly production rates for pulp, paper, and paperboard, and also summarized quarterly statistics which can be utilized for market planning and forecasting. The problem with this data source is that all the data lags by three months due to printing delays.

Another industry information source that publishes annual capacity surveys and weekly, monthly statistics for production of various grades of paper is the American Paper Institute, 260 Madison Avenue, New York, New York 10016.

Summary of Products Manufactured

The range of products that are being manufactured by southeastern pulp and paper mills is extremely variable and is highly dependent on ownership and existing sales outlets. The list of mills contained in Appendix 2 also identifies which products are currently being produced at those mills. The trend in the industry has been to convert to production of fine quality paper and other high return products when market conditions permit. The following will summarize the generic grades which are being manufactured and provide some production statistics about each.

Newsprint

The current U.S. production of newsprint is slightly more than 5,000,000 TPA and represents 40-45% of the total U.S. demand for newsprint. In the southeastern states, there were twelve operating newsprint mills which collectively produce seventy percent of the U.S. production. The recent shutdown of mills in Alabama and Arkansas by International Paper Co. will significantly change these production figures. Kimberly-Clark Corporation, St. Regis Paper Co., and Boise Southern are the major producers of newsprint since the shutdown of the International Paper mills.

Printing and Writing Paper

The current U.S. production of coated and uncoated paper for printing and writing paper is 15,000,000 TPA. This grade is one of the desirable grades from a manufacturing viewpoint because of the relatively high sales returns. International Paper is currently reviewing the costs of converting one of the two newsprint mills that were shut down in March 1984 to fine paper. In the study area, there are currently fourteen operating mills producing this grade, and another new mill nearing construction completion. In addition, there are two other mills producing groundwood printing paper. Champion International Corporation is the largest manufacturer of this grade in the study area.