

Tell Your Retailer You're Concerned About Imports



Ever walk through a department store and look at labels on apparel? If you haven't lately, prepare for a shock. Most labels bear such words as: made in Hong Kong; made in Taiwan; made in Korea. Relatively few say made in USA.

And these foreign labels are not just apparent on the obviously inferior, lowcost items, but appear on apparel we have been conditioned to believe is among the very best in the world.

A recent survey was made to see how much imported apparel is for sale in area stores. A trip was made through six department stores in a neighboring town to look at the labels on 200 garments in various sections of the stores. A similar unscientific survey was conducted by yet another company. As a means to show the prevalence of imported textile goods, as well as reduce the probability of error in either sampling, the results of both surveys are published on this page.

Although the two surveys differ somewhat in the amount of imports from each country, one interesting statistic emerges. In both surveys US-made products account for only 33 percent of the apparel looked at in 12 department stores in the Carolinas. Again, we remind you the surveys were not conducted by scientific method and have wide margin for error. However, the results do paint a picture—one we think to be reasonably accurate—of the number of imports.

	SC STORES	NC STORES
Made in USA	65	65
Hong Kong	51	41
Taiwan	39	22
Korea	24	20
Singapore	4	9
Indonesia	3	1
Philippines	3	5
India	0	12
China	2	12
Sri Lanka	2	0
Thailand	2	5
Peru	2	2
Japan	1	3
Romania	1	0
Malaysia	1	2
Dominican Republic	0	1
Total	200	200

Obviously, the more imports sold in the United States, the less fabric and apparel the American industry will produce. And this leads to job losses in the industry. What, then, can be done about the problem?

One method sure to reduce imports is to ask for—and accept nothing but—manufactured in the United States. And ask your family and friends to do the same. This will make retailers buy more American-made products, which, in turn, will save American textile and apparel jobs.

Clinton Mills

Medical Claims Exceed \$3.6 Million

In 1983 Clinton Mills paid a record \$3,620,240.85 for medical benefits for active employees and their dependents. The nation's cost for health care also skyrocketed to a new high of \$322 billion dollars. Modern health care doesn't come without a price, increasing at the rate of 20 percent annually (graph A).

A breakdown of our 1983 medical costs is as follows:

Hospital Room and Board	22.5%	\$ 814,349.60
Hospital Miscellaneous	45.8%	1,658,610.02
Surgeons	13.9%	504,287.55
Medical	8.3%	299,207.21
X-Ray & Lab	3.9%	142,635.37
Other Medical	5.5%	201,151.10
TOTAL	100.0%	\$3,620,240.85

Until recently, most private and government reimbursements to doctors and hospitals have been on a retrospective cost plus basis. Under such a system, providers of health services have had little incentive to contain costs. Hospitals (graph B) and doctors providing more and/or more costly services were rewarded by higher revenues while those practicing in a more cost-conscious fashion were not. With these incentives, it is not surprising to see increases in both the amount of care and its associated cost.

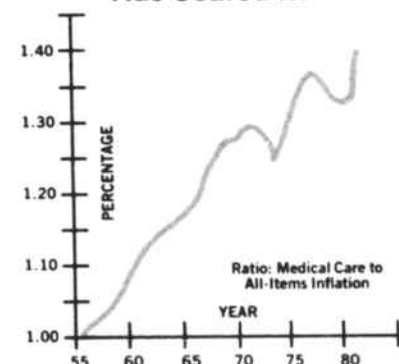
"The key to the success of reducing and controlling these costs relies heavily on all of us and our willingness to become involved," Claude A. Crocker, vice president of industrial relations, said last week when examining the reasons behind our rapidly increasing health care costs. He noted that just under 70 percent of our medical costs were paid to hospitals. "Naturally, this is the primary area we should focus on," he said. "By using outpatient-single day services for surgical procedures alone, when it is medically sound to do so, we can rescue the cost by up to one-half. As in the past, it has been through our 'working together' attitude that we have solved any problems that may have arisen."

"Today another challenge we must face together is the reduction of health care costs," he concluded.

10 Ways We Can Reduce Health Care Costs

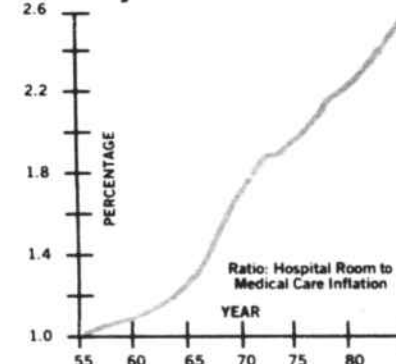
- Always ask if needed services can be provided on out-patient basis.

Medical Care Inflation Has Soared ...



GRAPH A

... Hospitals Are Major Contributors



GRAPH B

- Use out-patient facilities for diagnostic testing.
- Avoid Friday or Saturday hospital admissions when little treatment is provided unless it is a case of medical emergency.

- Insist on pre-admission tests prior to hospitalization.
- Get a second medical opinion before undergoing major surgery.
- Limit hospital confinement to only the time necessary. Each day in the hospital costs an average of \$326.00.

- Encourage providers of health services to become involved in cost control by suggesting alternate means of treatment that are more cost effective and do not sacrifice the level and quality of treatment.

- Use emergency rooms for emergencies only. Consult your doctor for non-emergency treatment.

- Stay well with proper dieting, moderate exercise and stop smoking.
- Always ask if a generic drug is available. Many generic drugs can be purchased at one-half the cost of other drugs.