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VITA

RAYMOND J. FOLWELL

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**EDUCATION**

- 1968 Ph.D. in Agricultural Economics, University of Missouri, Columbia  
1966 M.S. in Agricultural Economics, University of Illinois, Champaign-Urbana  
1964 B.S. in Agriculture, University of Illinois, Champaign-Urbana

**WORK EXPERIENCE**

- DIRECTOR*  
2002 - Present ~~Interim Coordinator~~ of Viticulture and Enology Program, Washington State University  
1999 Visiting Professor, Ecole Nationale Superieure Agronomique, Montpellier, France  
1987-2000 Visiting Professor, University of Bologna, Italy  
1979 - Present Professor/Agricultural Economist, Washington State University  
1974 - 1979 Associate Professor/Associate Ag. Economist, Washington State University  
1969 - 1974 Assistant Professor/Assistant Ag. Economist, Washington State University  
1968 - 1969 Assistant Agricultural Economist, Washington State University  
1965 - 1968 Graduate Assistant in Agricultural Economics, University of Missouri

**TEACHING EXPERIENCE AT WASHINGTON STATE UNIVERSITY**

- Agricultural Economics 370 - Agricultural Prices (1997, 1998, and 2001)  
Agricultural Economics 450 - Advanced Agricultural Marketing (1969-2002)  
Agricultural Economics 551 - Seminar in Marketing Concepts (1968 and 1971)  
Agricultural Economics 541 - Seminar in Management Concepts (1973)  
Agricultural Economics 410 - Quantitative Methods (1973)  
Agricultural Economics 521 - Seminar in Agricultural Marketing (1976 and 1977)  
Agricultural Economics 550 - Market Organization and Structure (1977-78, 1980, 1983-84)  
Agricultural Economics 450/550 (conjoint offering) - Advanced Agricultural Marketing (1983-93)  
Agricultural Economics 551 (old 550 renumbered to 551 when conjoint 450/550 was adopted) -  
Market Organization and Structure (1984-91)  
Economic Forecasting and Policy Making - Short course under contract USDA-AID (1982-84)  
Agricultural Economics 498 - Senior Seminar, 1987-95  
Agricultural Economics 560 - Agribusiness Marketing and Management (1995, 1997, 1998, 1999,  
and 2002).

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## **HONORS AND MEMBERSHIPS**

*Distinguished Undergraduate Teaching, More Than 10 Years' Experience*, American Agricultural Economics Association, 2000  
*Outstanding Undergraduate Teaching*, Western Agricultural Economics Association, 1997.  
*R. M. Wade Teaching Award for Excellence in Teaching*, College of Agriculture and Home Economics, Wash. State U., 1996  
*Teaching Award of Merit*, National Association of Colleges and Teachers of Agriculture, 1996.  
*Friend of the Industry Award*, Washington/Oregon Asparagus Assoc., 1994.  
*Outstanding Advisor Award*, College of Agri. and Home Economics, Wash. State U., 1991  
*Distinguished Professor*, Washington State Mortar Board Chapter, 1991  
*Walter J. Clore Award*, Washington Grape Society, 1991  
*Golden Key Honor Society Advisor of the Year*, 1991  
Western Regional Award, *Excellence in College and University Teaching in Food and Agricultural Sciences*, USDA, 1992.  
Gamma Sigma Delta (Honor Society of Agriculture), President, 1989-90, Wash. State U.  
Omicron Delta Epsilon (Honor Society of Economics)  
American Agricultural Economics Association  
Western Agricultural Economics Association  
American Men and Women in Science  
NATO Senior Guest Fellowship to Italy  
Visiting Professor, University of Bologna

## **PUBLIC SERVICE AND MEMBERSHIPS ON BOARDS OF DIRECTORS**

Member of the Administrative Committee for the Federal Hop Marketing Order (1979-1986)  
Member of the Wine Advisory Board of Directors for the State of Washington (1977-1982)  
Public representative to the Board of Directors of the Washington-Oregon Asparagus Growers Association (1984-1993)  
Member of the Board of Directors of the State National Bank of Garfield (1997-2002)

## **RESEARCH EXPERIENCE AT WASHINGTON STATE UNIVERSITY**

1. Agricultural marketing, price analysis, supply and demand analysis, and integrated pest management (potatoes); commodity interests-grapes and wine, livestock, hops, farm machinery, potatoes, asparagus, cole crops.
2. Grants:  
Washington Farm Electrification Committee, \$10,300 (1970-1971)  
Agricultural Marketing Act Matching Fund Program, \$5,900 (1972-1973)  
U.S. Department of Commerce, Economic Development Agency, \$94,680 (1972-1974)  
U.S. Department of Commerce, Economic Development Agency, \$52,000 (1974-1975)

- U.S. Department of Agriculture Cooperative Agreement Funds, \$6,500 (1974-1975)  
\$14,000 (1975-1976)
- U.S. Department of Commerce, Economic Development Agency, \$21,298 (1975-1976)
- Coke, Inc. of New York, \$13,800 (1976-1977)
- Pacific Northwest Regional Commission, \$70,000 (1978-1979)
- U.S. Department of Agriculture (IPM in potatoes), \$20,000 (1979-1980)
- U.S. Department of Agriculture (IPM in potatoes), \$20,000 (1981-1982)
- Washington State Legislature RESSB 3206 (wine research), \$12,500-\$30,000 (1981-1989)
- U.S. Department of Agriculture (Polit Project in Green Peach Aphid), \$20,000-\$24,000  
annually (1982-1986)
- U.S. Department of Agriculture (Polit Project in Take-all in Wheat), \$4,400-\$4,800  
annually (1983-1987)
- U.S. Hop Administrative Committee (Hops), \$8,800 (1983-1984)
- Washington Asparagus Growers Association (Asparagus grades and pricing), \$10,000  
(1984-1985)
- USDA-ARS \$16,000 annually, Integrated Pest Management on Codling Moth, 1990-  
1992)
- USDA-ARS \$4,000 annually, 1988-1991, Integrated Pest Management in Cole Crops.
- IMPACT, Washington State University, Wine and Grape Juice Market Potentials in Pacific  
Rim Countries, 1989-90, \$34,377.
- Hop Growers of America, \$20,000 (1991-92).
- USDA-ARS Codling moth control, \$16,000 (1991-94).
- USDA-Extension Service, Asparagus Pesticides, \$16,000 (1992-94)
- Washington Asparagus Commission, Labor Issues, \$12,000 (1993); \$15,000 (1994)
- IMPACT, Washington State University, Mechanical Harvesting of Asparagus, \$10,000  
(1995)
- Washington Asparagus Commission, Selective Automated Asparagus Harvesting Systems,  
\$20,000 (1995)
- USDA-ARS, Economics of Alternatives to Methyl Bromide in Post Harvest Fumigation of  
Fruits and Nuts, \$40,000 (1996-1997)
- Washington Wine Advisory Board, Investment and Operating Costs in Various Sizes of  
Wineries, \$23,000 (1996-1997)
- Washington Wine Advisory Board, Economic Impact of the Wine Industry on the  
Washington Economy \$25,000 (1996-1997)
- Washington Asparagus Commission, Modeling Asparagus Plant Growth and Analysis of  
the Import/Export Situation, \$22,000 (1997)
- \_\_\_\_\_, Identifying Export Market Opportunities for Fresh Asparagus, \$14,000 (1997-  
1998)
- \_\_\_\_\_, Impact of Cash/Price Rebates on Fresh Asparagus Sales, 1997-99, \$9,000  
(1999)
- \_\_\_\_\_, Impact of Cash/Price Rebates on Fresh Asparagus Sales, 2000, \$9,000 (2,000)
- USDA, Improving the competitiveness of the Washington and Michigan Asparagus  
Industries, \$225,000 in 2001-2002 and \$240,000 in 2002-2003
- IMPACT, Development of a Molecular Assay for Detection/Quantification of Seed-Borne

Innoculum Associated in Neck Rot of Onion, \$59,231 in 2002-2003  
Walla Walla Sweet Onion Marketing Committee, Evaluation of the Promotional Program  
by the Walla Walla Sweet Onion Marketing Order, \$5,000, 2001-2002

**NON-UNIVERSITY WORK AS A PRIVATE ECONOMIC CONSULTANT**

1. Economic feasibility study of Hi-Line Skookum Merger, Wenatchee, Washington
2. Financial analysis of Pullman Grain Growers, Palouse Producers, and the Pullman Grange, Pullman, Washington
3. Economic feasibility for the merger of Pullman Grain Growers and Colfax Grain Growers, Colfax, Washington
4. Economic feasibility of the consolidation of 12 fruit ranches and Tree Fresh, Inc., Yakima, Washington
5. Projected yields, cost, and revenues, 1973-1977, submitted to Tree Fresh, Inc.
6. Economic feasibility for the merger of Whitman County Growers and LaCrosse Grain Growers, Colfax, Washington
7. Marketing study for Guild Wineries and Distillers, San Francisco
8. Antitrust work for Iowa Beef Processors, Freeman, Rothe, Freeman and Salzman
9. Antitrust work for John Deere
10. Antitrust work for Almaden and National Distillers, San Francisco
11. Marketing study for United Vintners, San Francisco
12. Price fixing in beef, U.S. Department of Justice, San Francisco
13. Feasibility of grape vineyard development, Pinard Farms, Richland, Washington
14. Beef cattle price analysis for Anderson and Associates, Seattle
15. Antitrust case in wine for Coke of New York, Davis, Polk, Wardwell of New York
16. Antitrust in potatoes for Ferguson and Burdell, Seattle
17. Antitrust case in fertilizer for Ferguson and Burdell, Seattle and the Attorney Generals for Washington, Idaho, Oregon, Montana, and Alaska
18. Civil case in grape pricing for Furth, Fahrner, Bluemle, and Mason, San Francisco
19. Economic feasibility of reopening a vegetable processing plant, Phenneger and Morgan, Spokane
20. Antitrust case in hops, Economic Consultants, Washington, D.C.
21. Civil case in the feasibility of reopening a meat slaughtering plant, Clements, Brown, McNichols, Lewiston
22. Economic appraisal of management and labor functions in Concord grape growing, Moen and Levell, Seattle
23. Economic appraisal of a fruit crop mishandled by packing firm, Raekes, Rettig, Osborne, Forgette and O'Donnell, Kennewick
24. Contract dispute in a bargaining cooperative, Raekes, Rettig, Osborne, Forgette and O'Donnell, Kennewick
25. Chemical use in U.S. agricultural production, Agrofarma, Milano, Italy
26. Cash vs. Accrual Accounting Systems, Ferrari-Carano vs. the IRS, Hogan and Hartson, Washington, D.C.
27. Vintage Colorado Cellars vs. Colorado Wine Industry Development Board, First

- Amendment Rights (free speech), Office of the Attorney General, State of Colorado.
28. Wine and Concord Grape Acreages, Processor Capacities, and Chemical Composition, Vincas, Fresno
  29. Sweet onion damages from mismanagement, Miller, Mertens and Spanner, Richland.
  30. Asparagus damage from misuse of herbicides, Hames, Anderson, and Whitlow, Kennewick
  31. Expert testimony and preparation of materials, Rettig, Osborne, Forgette, O'Donell, et al.
  32. Prepare damage estimate in sugar beet case, Evans, Keane, LLP
  33. Expert testimony and analysis of data in potato pricing, Miller, Mertens and Spanner, LLP
  34. Expert testimony and analysis of data in onion pricing, Miller, Mertens and Spanner, LLP
  35. Expert testimony and analysis of data in asparagus contract dispute, Hames, Anderson and Whitlow
  36. Potato leaf roll virus case, Evans, Keane
  37. Irrigation system failure in wine grape vineyard

Journal Articles Refereed

- Folwell, R.J. and R.T. Dailey. "U.S. Table Wine Consumption, State Regulations and Market Potentials." Amer. J. Enol. and Viticulture, 22(4), 1971.
- Johns, R.W., R.J. Folwell, R.T. Dailey and M.E. Wirth. "An Economic Analysis of Selected Agricultural Uses of Warm Water in the Pacific Northwest Resulting from Electric Power Generation." J. Environ. Qual., 2:224-228, 1973.
- Folwell, R.J., R.T. Dailey and P.S. Lee. "Wine Market Projections and Shares in the U.S. Wine Market." Amer. J. Enol. and Viticulture, 1974.
- Folwell, R.J., D.K. Hodges and R.T. Dailey. "Price, Income and Expenditure Relationships in Wine Purchasing." Amer. J. Enol. and Viticulture, 25(2), 1974.
- Rodewald, G.E. and R.J. Folwell. "Changing Farm Size and Tractor Technology." Agr. Econ. Res., 29(3), 1977.
- Folwell, R.J., L.A. Burt and M.E. Wirth. "The Consequences of an Open Field Burning Ban on the U.S. Kentucky Bluegrass Seed Industry." West. J. Agr. Econ., Dec. 1978.
- Shapouri, S., R.J. Folwell and J.L. Baritelle. "Statistical Estimation of Firm Level Demand Functions: A Case Study in an Oligopolistic Industry." Agr. Econ. Res. 33(2):18-25, 1981.
- Folwell, R.J., R.C. Mittelhammer, F.L. Hoff, and P.K. Hennessy. "The Federal Hop Marketing Order and Volume-Control Behavior." Agr. Econ. Res., 37(4):17-32, 1985.
- Folwell, Raymond J. "Statistical Techniques for Wine Consumption Forecasting and Forecasts for 1990 and 2000." Amer. J. Enol. and Viticulture, 36(4):257-263, 1985.
- Folwell, R.J. and M.A. Castaldi. "Economics of Size in Wineries and Impacts of Pricing and Product Mix Decisions." Agribusiness, 3(3):28-292, 1987.
- Levi, Annette E. and Raymond J. Folwell. "Demand Analysis for Beverages with Emphasis on Horticultural Crops." ACTA Horticulture, No. 203, June 1987, pp. 227-234.
- Guenther, J.F. and R.J. Folwell. "The Economics of Production and Marketing in the U.S. Potato Industry. Growers' Supply Response." ACTA Horticulture, No. 223, pp. 282-286, 1988.
- Folwell, R.J., et al. "Methods and Costs of Suppressing *Brachycorynella Asparagi Mordvilko* (Homoptera: Aphididae)." Crop Protection 9(4) (1990):259-264.
- Folwell, R.J. "Wine Imports into the U.S. Wine Market." MEDIT 1(1), 1990.

- Folwell, R.J., et al. "Pricing of Agricultural Products: Case Study Concord Grapes." Agribusiness 6(5):475-488, 1990.
- Folwell, R.J. et al. "Small Ruminants in Western Kenya: Producer Socioeconomic Status in Relation to Herd Health." Small Ruminant Research 4(1991):323-338.
- \_\_\_\_\_. "Impacts of State Laws on the Consumption of Wine Per Capita." J. Consumer Studies and Home Econ. 15(1991):107-115.
- Ellis, J.R., R. Folwell, and P.R. Wandschneider. "Irrigation Development: A Framework for Quantitative Analysis." MEDIT 4(1991):8-13.
- Folwell, R.J., F.J. Cook, M.N. Heim, and D.L. Moore. "Economic Significance of Take-All on Winter Wheat in the Pacific Northwest, USA." Crop Protection 10(1991):391-395.
- Folwell, R.J., A.R. Hardy, V.A. McCracken, and D.W. Price. "Impact of State Laws on the Consumption of Wine Per Capita." J. Consumer Studies and Home Economics 15(1991):107-115.
- Folwell, R.J., and M. Genghini. "California's Importance in the U.S. Wine Industry." 24 Sole (1992).
- \_\_\_\_\_. "The Washington and New York Wine Grape Sectors: Contrasting Roles in the U.S. Wine Industry." 24 Sole (1992).
- Worley, Thomas, Raymond Folwell, and Vicki McCracken. "Methodology for Trend Analysis and Projection of Production, Market Shares, and Consumption." J. Food Distrib. Res. 24, 1(1993):110-117.
- Folwell, R.J., et al. "Statistical Technique for Forecasting Concord Grape Production." Amer. J. Enol. and Viticulture, 45(1):63-70, 1994.
- Worley, C. Thomas, R.J. Folwell, V.A. McCracken, and G.L. Bagnara. "Changing Labeling Regulations: Implications for International Food Marketing." Food Distrib. Res. Soc., 25(1), 1994.
- Bagnara, G.L., T. Worley, R. Folwell. "European Packaging and Recycling Regulations: Implications for Food Marketing and Trade." J. Food Distrib. Research, 26(1): 53-57, 1995.
- Worley, C.T., R.J. Folwell, V.A. McCracken, and G.L. Bagnara. "Food Label Regulations in the United States and European Community: International Trade Facilitators or Non-Tariff Barriers." J. International Food and Agribus. Marketing, 7(2): 91-103, 1995.
- Levi, A.E. and R.J. Folwell. "U.S. Demand for Imported Wines." Journal of International Food and Agribusiness Marketing, 7(1):79-91, 1996.
- Worley, Thomas, Raymond J. Folwell, and Gian Luca Bagnara. "Tarrification Under the Uruguay Round of G'TT: The Case of Swiss Asparagus Trade." J. Food Distribution Research, 27(1): 45-49, 1996.
- Folwell, R.J., C.T. Worley, and V.A. McCracken. "Changing Concentration in the Beef and Pork Industries and the Degree of Competition." J. Food Products Marketing, 3(4):23-36, 1996.

- Folwell, R.J., et al. "The Relation of Potato Leaf Roll Virus Net Necrosis in Potato Tubers to the Interval Between Planting and Inoculation." Crop Protection, 16(6):533-539, 1997.
- \_\_\_\_\_. "Economic Impacts of Withdrawing Preferred Pesticides from U.S. Asparagus (*Asparagus officinalis* L.) Production." J. Vegetable Crop Prod., 3(2):43-63, 1997.
- Roosen, J., R. G. Huffaker, R. J. Folwell, T. L. Marsh, and R. C. Mittelhammer. "The Relation of Potato Leaf Roll Virus Net Necrosis in Potato Tubers to Time of Inoculation and Storage Length." Crop Protection, 16(6):533-539, 1997.
- Hopper, R. J. and R. J. Folwell. "Effects of Mechanized Harvesting on Revenues from Processed Asparagus." ACTA Horticulturae, 1998.
- Marsh T.L., R. G. Huffaker, R. C. Mittelhammer, R. J. Folwell, et al. "Potato Leaf Roll Virus Net Necrosis in Tubers: Identifying Pest Management Tradeoffs Between the Inoculation Interval, Storage, Length, and Tuber Weight." J. Economic Entomology, 91(August 1998):923-932.
- \_\_\_\_\_. "Determining the Probability of PLRV Net Necrosis in Potato Tubers: Identifying Tradeoffs Between Time of Inoculation, Storage Length, and Tuber Size." J. Economic Entomology, accepted 1998.
- Folwell, R. J., R. C. Mittelhammer, and Q. Wang. "An Empirical Bargaining Model of Price Discovery: An Application to the Washington/Oregon Asparagus Industry." International Food and Agribusiness Review, 1(4):525-537, 1999.
- Worley, T., R. Folwell, J. Foltz and A. Jaqua. "Management of a Cooperative Bargaining Association: A Case in the Pacific Northwest Asparagus Industry." Review of Agri. Econ., 22(2):548-565, 2000.
- Aegerter, A. F. and R. J. Folwell. "Economic Aspects of Alternatives to Methyl Bromide in the Postharvest and Quarantine Treatment of Selected Fresh Fruits." Crop Protection, vol. 19, pp. 161-168, 2000.
- Folwell, Raymond J., Bart D. Gebers and R. Wample. "Wine Grape Production and Marketing Risks in Washington." Small Fruits Review, 1(2):3-17, 2000.
- Aegerter, A. F. and R. J. Folwell. "Selected Alternatives to Methyl Bromide in the Postharvest and quarantine Treatment of Almonds and Walnuts: An Economic Perspective." J. Food Processing and Preservation, 25(6), 2001.
- Folwell, R. J., T. A. Bales, and C. G. Edwards. "Cost Economics and Economic Impacts of Pricing and Product Mix Decisions in Premium Table Wine Wineries." J. Wine Research, 12(2), 2001.
- Folwell, R. J., V. Cifarelli, and H. Hinman. "Economic Consequences of Phylloxera in Cold Climate Wine Grape Production Areas of Eastern Washington." Small Fruits Review, 1(4), 2001.
- Folwell, R. J., B. D. Gebers, and R. Wample. "Wine Grape Production and Marketing Risks in Washington." Small Fruits Review, 1(2), 2001.

Huffaker, R., R. Mittelhammer, P. Barkley, and R. Folwell. "Community Dynamics in a University Environment." Nonlinear Dynamics, Psychology, and Life Sciences, 7(2):181-203.

#### Journal Articles Nonrefereed

- Folwell, R.J. "A New Look at Demand Analysis for Beef: Comment." Amer. J. Agr. Econ., 1969.
- Folwell, R.J. "A Survey of Agricultural Economics Literature," Vol. I, NACTA J., Dec. 1977.
- Folwell, R.J. "Marketing of Agricultural Products." NACTA J., Dec. 1977.
- Folwell, R.J. "Food Policy." NACTA J., March 1978.
- Folwell, R.J. "The Agricultural Marketing System." NACTA J., 1978.
- Folwell, R.J. "Agricultural Economics and Agribusiness Review." NACTA J., XXVI(3):68-69, 1982.
- Folwell, R.J. "The Agricultural Marketing System." 2nd ed., NACTA J., Dec. 1983.
- Folwell, R.J. and M. Sorbini. "The Growth of the U.S. Premium Wine Industry: Washington State Vineyard Development." Vignevis, No. 11, 1988.
- Folwell, R.J. and M. Sorbini. "Evolution of the Premium Wine Market in the United States." Vignevis, No. 12, 1988.

#### Abstracts

- Folwell, R.J. "U.S. Wine Market Moves Steadily Upward." The Vinifera Wine Growers J., 13(3):160, 1986.
- Lutz, S., V. McCracken, R. Folwell and D. Price. "Tobit Analysis of Consumer Demand for Primal Beef Products: Implications for the Beef Industry." Amer. J. Agr. Econ., Vol. 68, No. 5, 1986.
- Guenther, J.F. and R.J. Folwell. "An Econometric Model of the United States Potato Industry." The Amer. Potato J. (abstract), 1988.

#### Books and Chapters in Books

- Callendar, S. and R.J. Folwell. "An Overview of the Washington and Japanese Wine Markets." Chapter in *Understanding the Japanese Food and Agrimarket*, New York: The Haworth Press, 1994.

#### Research Bulletins and Circulars

- Folwell, R.J. and J.C. Gifford. Consumption and Supply of Beef and Pork in Washington. Circ. 500. Agr. Exp. Sta., Wash. State U., Pullman, 1969.

- Folwell, R.J. and M. Waananen. Dairy Product Consumption in Washington. Circ. 515. Agr. Exp. Sta., Wash. State U., Pullman, 1970.
- Folwell, R.J., R.T. Dailey and R.B. Bevan. Estimated Consumption of U.S. Table Wine. Circ. 519. Agr. Exp. Sta., Wash. State U., Pullman, 1970.
- Marsh, J.M. and R.J. Folwell. An Econometric Analysis of the U.S. Poultry Meats Sector Tech. Bull. 67. Agr. Exp. Sta., Wash. State U., Pullman, 1971.
- Marsh, J.M. and R.J. Folwell. An Econometric Analysis of the Mechanical Grape Harvester. Circ. 840. Agr. Exp. Sta., Wash. State U., Pullman, 1971.
- Folwell, R.J., R.T. Dailey and D.K. Hodges. Wine Marketing: Socio-Economic Characteristics and Consumption Patterns. Bull. 769. Agr. Exp. Sta., Wash. State U., Pullman, 1972.
- Folwell, R.J. Estimated Fryer Consumption and Feed and Chick Placement Production Costs: Regionally and for Washington. Circ. 549. Agr. Exp. Sta., Wash. State U., Pullman, 1972.
- Folwell, R.J. and E.E. Krueger. The Pricing of Slaughter Hogs in Eastern Washington. Circ. 550. Agr. Exp. Sta., Wash. State U., Pullman, 1972.
- Folwell, R.J. and R.T. Dailey. Washington Grape Acreage. Circ. 558. Agr. Exp. Sta., Wash. State U., Pullman, 1972.
- Rehberg, W.A., R.J. Folwell and O.S. Wirak. Cattle Auction Markets in Eastern Washington. Bull. 789. Agr. Exp. Sta., Wash. State U., Pullman, 1973.
- Folwell, R.J. and J.M. Marsh. Farm Machinery and Implement Dealerships in the Pacific Northwest. Circ. 562. Agr. Exp. Sta., Wash. State U., Pullman, 1973.
- Folwell, R.J. Market Structure, Shares and Potential in the U.S. Wine Industry. Bull. 793. Agr. Exp. Sta., Wash. State U., Pullman, 1974.
- Folwell, R.J. and W.A. Rehberg. The Pricing of Calves and Stocker-Feeders in Eastern Washington, Tech. Bull. 83. Agr. Exp. Sta., Wash. State U., Pullman, 1975.
- Folwell, R.J., G.E. Rodewald and K.E. O'Connell. Projecting the Sizes of Farming Operations in Eastern Washington. Bull. 833. Agr. Exp. Sta., Wash. State U., Pullman, 1976.
- Folwell, R.J. Price Relationships in the Washington Beef Cattle Industry, 1972-1975. Bull. 839. Coll. of Agr. Res. Ctr., Wash. State U., Pullman, Jan. 1977.
- Folwell, R.J. and H. Shapouri. An Economic Analysis of the U.S. Beef Sector. Bull. 89. Coll. of Agr. Res. Ctr., Wash. State U., Pullman, Sept. 1977.
- Folwell, R.J. and J.L. Baritelle. Demographic Profile of Wine Purchasing Households and Market Structure in the U.S. Wine Industry. Bull. 842. Coll. of Agr. Res. Ctr., Wash. State U., Pullman, 1977.

- Folwell, R.J., L.A. Burt and M.E. Wirth. An Econometric Analysis of the U.S. Kentucky Bluegrass Industry. Bull. 90. Coll. of Agr. Res. Ctr., Wash. State U., Pullman, April 1978.
- O'Connell, K.W., R.J. Folwell and G.E. Rodewald, Jr. Projected Least-Cost Number and Size of Machinery Complements for Tillage Operations in the Wheat Growing Region of Eastern Washington in 1985. Bull. 860. Coll. of Agr. Res. Ctr., Wash. State U., Pullman, 1978.
- O'Connell, K.W., G.E. Rodewald, Jr. and R.J. Folwell. The Least-Cost Size of Machinery for Farming Operations in Eastern Washington. Bull. 861. Coll. of Agr. Res. Ctr., Wash. State U., Pullman, 1978.
- Folwell, R.J., R.T. Dailey and R.B. Bevan. State Regulations and the Consumption of Table Wines. Bull. 729. Agr. Exp. Sta., Wash. State U., Pullman, 1978.
- Folwell, R.J. and C.W. Nagel. Washington Grape Acreages and Processing Capacity for Concord Grapes, 1978. Circ. 0616. Coll. of Agr. Res. Ctr., Wash. State U., Pullman, 1979.
- Folwell, Raymond J. and Hossein Shapouri. An Econometric Model of the U.S. Livestock and Broiler Sectors. Tech. Bull. 0094, Coll. of Agr. Res. Ctr., Wash. State U., Pullman, 1980.
- Standaert, J.E., L.L. Blakeslee and R.J. Folwell. Price and Demand Constraints of Lean Beef Production in the U.S. Tech. Bull. 0095, Coll. of Agr. Res. Ctr., Wash. State U., Pullman, 1980.
- Fagerlie, D.L., R.J. Folwell, R.C. Mittelhammer, et al. Factors Influencing Concord Grape Yields in Washington. Tech. Bull. 0901, Coll. of Agr. Res. Ctr., Wash. State U., 1981.
- Folwell, R.J., et al. Economic Evaluation of Selected Cultural Methods of Suppressing the Green Peach Aphid as a Vector of Virological Diseases in Potatoes and Sugarbeets. Res. Bull. 0900, Coll. Agr. Res. Ctr., Wash. State U., Pullman, 1981.
- Folwell, R.J., P.K. Hennessy, R.C. Mittelhammer and A.H. Harrington. The U.S. Hop Industry and Volume Control Under a Federal Marketing Order. Res. Tech. Bull. 0097. Coll. Agr., Wash. State U., Pullman, 1981.
- Folwell, R.J., C.W. Nagel and D.J. Kirpes. Size and Distribution of Washington Grape Acreage, 1981. Bull. 0643. Coll. Agr. Res. Ctr., Wash. State U., Pullman, 1982.
- Folwell, R.J., R.C. Mittelhammer and Nancy Boettcher. The Structure of the Pacific Northwest Beef Cattle Industry. Res. Bull. 0927. Coll. Agr. Res. Ctr., Wash. State U., Pullman, 1982.
- Kirpes, D.J., D.M. Powell, R.J. Folwell, G. Tamaki and J.L. Baritelle. Costs of Suppressing Leaf Roll on Potatoes by Systemic Soil Insecticides. Res. Circ. 0641. Coll. Agr. Res. Ctr., Wash. State U., Pullman, 1982.
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