Culiacan growers harvest more than the 500–600 boxes mentioned, but, because of a self-imposed restriction, cannot ship any fruit which grades below 85 per cent U.S. 1.

Even if it weren't necessary to cull so heavily, Mexican growers would not reap the yields that San Diego growers experience. For one thing, as Angus MacKenzie explained, "In Mexico, we're growing in the winter. We have cold nights. The vines can be loaded with blooms and we get three cold nights in a row and they are all knocked off."

There is a reason for the heavy culling other than the restriction of the growers themselves, and this is the distance the fruit must travel to reach its ultimate destination.

There is a 2-day period from the time the fruit is picked until it reaches the border at Nogales and is sold. Fruit which could easily reach a major market in good condition from San Diego, would deteriorate considerably with this added waiting period.

The culled tomatoes aren't a complete loss, as they are sold on the Mexican domestic market, but can hardly be considered a profitable operation. The West Mexico Vegetable Distributors Association at Nogales figures that only 40 percent of the tomatoes harvested meet U.S. No. 1 shipping requirements.

The other 60 percent, classified as No. 2's and culls, are sold on the domestic market for 8.00 to 12.50 pesos (64 cents to $1.00 U.S. currency). This includes the cost of the crate which is about 32 cents in U.S. money.

Tomatoes account for about two-thirds of the produce volume shipped into the U.S. from Mexico, with cantaloups running second, but considerably lower in number than tomato shipments.

The Mexican crop comes off at the same time Florida is harvesting vegetables, and therein lies the success or failure for growers in Mexico.

If Florida has a good year, it doesn't matter what Mexican growers do. They can't compete. It's when Florida experiences a serious setback, such as a major freeze, that Mexican production comes into play.

And then, this imported production is not grabbing markets from Florida growers. They are merely shipping what Florida is unable to produce. It's a matter of supply and demand.

Labor is plentiful, and compared to American standards, is considered cheap. Even this might be disputed when you consider an operation like Horacio Campana's and his three partners.

Campana said they farm 600 hectares, or the equivalent of 1500 acres. For the 7-month growing season, it is necessary to employ 800 persons. A tractor driver earns 30 pesos a day, while a woman tying tomatoes to poles can make from 20–25 pesos per day. A peso is equivalent to eight cents American.

If you figure that each of these workers puts in 25 days a month earning an average of $1.75 per day, it doesn't take a mathematician to see that the total labor bill comes to a sizable $245.00 a year, and this is a conservative estimate.

Mexican growers have many problems which U.S. growers don't face, such as acquiring machinery and parts (and at exorbitant prices), added freight and export duties just to get the produce into the U.S., and difficulty in acquiring packing materials.

All of these things will be explored in future installments.

At the same time, we do not want to underrate the tremendous potential of the west coast of Mexico as a supplier of vegetables.

Certainly the potential is there and should, we feel, be explored. As Carlos Bennen, who operates a packing house and works with a Mexican growing operation, said, "Mexico has the potential to feed the entire North American continent." But certainly this is not an overnight development.

While the importing of fruits and vegetables from Mexico might appear to be a one-way street, nothing could be further from the truth.

According to the U.S. Department of Commerce, in 1964, Mexico bought $1,023,000,000 worth of goods from the United States. During the same year, Mexican sales to the U.S. were $600,000,000.

In our next installment, we will take a closer look at a Mexican growing operation, detailing some of the problems we mentioned previously. In future installments, we will concentrate on some of the costs involved.

Mr. TRIGGS. I have read that article to which you refer, and it is quite true that U.S. farmers who have gone down to Mexico and tried to grow crops in Mexico run up against some kinds of problems that