

enter into an international fats and oils agreement and feels that any such arrangement would ultimately tend to work to the disadvantage of the U.S. soybean industry, as far as the competitive situation in the world oilseeds, protein and fats and oils markets are concerned. We believe that our industry can compete very well in the world markets provided we are able to compete based on efficiency and quality.

EAST EUROPEAN-WEST TRADE

The Soybean Council has not officially taken a position on East European and West trade, but is aware of the fact that considerable business on soybean meal is being done through the market channels of Western Europe to the East. Private business, for dollars, is also expanding. We believe that market opportunities exist in the East European areas for substantial quantities of soybean meal. The rapid expansion in poultry and livestock production and better feeding practices have, in our opinion, created a potential demand which we believe is substantial.

We recognize that our trade policies must be compatible with national interest and an expansion of exports of soybean meal to this area would be of value to the U.S. soybean industry and will return additional dollars to the United States.

As I indicated, we have a table attached which gives the exports since 1950, to this statement. I think it is a magnificent story and we are happy to tell it wherever we have the opportunity.

I might add one more bit of information. In six countries in Eastern Europe last year we exported 285,200 tons of soybean meal, which represents about 10 percent of our total exports last year. This is a significant amount of business. It is being done, I believe, quietly and I was surprised myself to see the total figure as it was put together last year.

Thank you, Mr. Chairman. It is a pleasure to be here.
(The table referred to follows:)

TABLE 1.—U.S. EXPORTS

	Soybeans (bushels)	Soybean oil (pounds)	Soybean meal (short tons)
1966-67 ¹	261,591,000	1,076,271,000	2,656,618
1965-66 ¹	250,591,000	922,647,000	2,601,048
1964-65	212,175,000	1,339,683,000	2,036,000
1963-64	187,201,000	1,106,000,000	1,478,500
1962-63	180,463,000	1,165,000,000	1,475,700
1961-62	149,420,000	1,308,000,000	1,063,700
1960-61	134,760,000	721,000,000	589,700
1955-56	68,580,000	556,000,000	400,400
1950-51	27,934,000	490,000,000	181,100

¹ Preliminary.

Source: U.S. Department of Agriculture.

The CHAIRMAN. Mr. Pogeler, we appreciate your bringing to us this information and the views of your organization. Are there any questions?

Thank you, sir.

Mr. Harris? Mr. Harris, chairman of Countersurge.