

good American standard of living just as the industrial and governmental employees seek, demand and secure these benefits. The cattle producer must secure an equitable income if he is to be a profitable consumer for the other segments of the economy.

STATEMENT OF ORVILLE KALSEM, PRESIDENT, IOWA BEEF PRODUCERS ASSOCIATION

My name is Orville Kalsem, a farmer from Huxley, Iowa. I am President of the Iowa Beef Producers Association, located in Des Moines, Iowa. Our organization represents 60 affiliated county associations and over 4,000 paid-up members.

The Iowa Beef Producers Association, now more than 56 years old and representing in this state an annual sale of more than \$1 billion in finished beef, is pleased at the opportunity to offer a very brief testimony in support of HR 9475 and other similar bills designed to modify PL 88-482.

1. As an active affiliate of American National Cattlemen's Association, we endorse and support the detailed testimony being made orally by Bill House of ANCA.

2. As a major beef feeding state, whose agricultural income is heavily dependent on beef cattle, we request your aid in obtaining the "Orderly trading for reasonable protection of our agriculture" which Secretary Freeman discussed in Des Moines last February. We want it clearly understood that we are NOT resisting trade, but seeking an import policy which can be dovetailed into our determined effort to "level off" meat supplies in the interests of producer, packer-distributor and consumer.

3. As a state which enters the feeder calf and feeder cattle market in at least 25 other states, we recognize and call to your attention that the beef industry is interrelated across the nation, and that a stable, economically sound domestic beef producing industry is vital to agriculture everywhere, as well as to consumers everywhere.

SUMMARY

If our 50,000 Iowa producers were not seriously attempting to level off beef output, our request that the Congress consider our needs would have little real weight. But we are doing our best to help ourselves first. The untimely impact of rapidly growing beef import tonnage is negating our best efforts, and making it difficult if not impossible for us to plan for the future meat needs of 200,000,000 American consumers.

Revisions of PL 88-482, aimed at the timing of imports as well as the tonnage, can be of substantial value to the three parties concerned: domestic producers, foreign producers, and consumers.

STATEMENT OF MISSISSIPPI CATTLEMEN'S ASSOCIATION

This statement detailing inadequacies in the present meat import control law and recommending needed corrections in same is submitted by the Mississippi Cattlemen's Association, a 4,376 paid-member organization headquartered at Macon, Mississippi.

Mississippi beef cattle industry is cow-calf oriented, with 1,204,000 breeding age females, we rank ninth nationally in this category. Our primary product is a feeder calf which until recently moved out of our producers' hands into the nation's beef production system through two main avenues of sale. The calves, depending on weight and grade, were sought in approximate equal numbers by grain farmers for feedlot finishing and by grassland cattlemen for additional grazing. At the completion of the latter group's grazing period, many of these grassers went directly to slaughter, filling the need of a major segment of this nation's meat demand, i.e., the essential lean beef ingredient of our vast variety of process meats. Whether these grass cattle went directly to the packer or were purchased for feedlot grain finishing, they were favorably considered by two types of potential purchaser and were known as "two-way cattle." It is an established business rule; the more potential buyers for a product, the stronger price structure that product enjoys, but, unfortunately, today's international meat trade has virtually removed the two-way play previously enjoyed by lean American cattle.

The reason is obvious. These grass cattle going into processed forms of meat