

If this industry is to survive, it is imperative that it receive some form of governmental assistance.

First, we would suggest a 35 percent tariff; next, a quota that would restrict imports to a level of the average of the past 5 years.

At that level, we have not had any problem in this country with imports. We have not produced enough fish meal here to supply the total demand. These imports for the last 10 years, coming in at a nominal rate, have complemented our industry, and it has meant that our customers had fish meal in off-season, when we didn't have supplies.

But when it started coming in at these unrestricted amounts, and reduced our market price below what we can produce and sell it for, why, it means that we cannot continue to exist.

Now, in lieu of this kind of protection from the Government, then, we would have to have some kind of subsidy, if we are to remain in business.

I believe that summarizes my statement.

(Mr. Culbertson's statement follows:)

STATEMENT OF J. STEELE CULBERTSON, DIRECTOR, NATIONAL FISH MEAL & OIL ASSOCIATION

Thank you, Mr. Chairman and members of the committee, for the opportunity to tell you about our industry and the serious problem it faces due to greatly expanded foreign imports of fish meal.

The National Fish Meal & Oil Association, a division of the National Fisheries Institute, Inc., is a trade association located in Washington, D.C. Its member companies are engaged in commercial fishing and in the manufacture of fish meal, fish oil and fish solubles. Those companies are situated along the Atlantic and Gulf Coasts extending from Maine to Texas and account for approximately 75% to 85% of the total domestic production of these products.

The principal species of fish harvested and used for this purpose is the menhaden, a member of the herring family, and our largest domestic fishery. In some years it has accounted for over 43% of the total combined landings of all species of fish and shellfish in the United States. This fishery has a commercial history of almost 100 years, commencing with 1873. Other sources of raw fish material harvested for this purpose are herring and other herring-like fishes and the so-called bottom trash fish. Another large source of raw material used is derived from the domestic fresh, frozen and canned seafood industries and includes the parts that are not processed for edible use, such as the heads, tails, viscera, remains of carcasses from filleting operations, etc. On a weight basis this raw material represents approximately 50% of the total weight of these food fish as landed.

The menhaden industry alone operates 25 to 35 large manufacturing plants valued at over \$40 million. In addition, there is more than this number of smaller processing plants operated in this industry. The menhaden fishing fleet is one of the largest and most modern of all domestic fishing fleets and consists of over 600 fishing and auxiliary boats with a gross value of over \$50 million. Under normal conditions of fishing and production, the value of the menhaden catch at the fishermen's level would be in excess of \$25 million annually, while the wholesale value of the products produced would approximate \$50 million. Of this overall value for the various products derived, fish meal would normally account for 55% to 65%, fish oil for 25% to 35% and fish solubles for 5% to 10%. In addition to some 4,000 fishermen who man the boats, the menhaden industry furnishes employment ashore for over 2,000 people in different phases of the industry.

Because fish meal is an animal protein that contains all the essential amino acids necessary for rapid growth of young animals, it is highly desirable as a protein supplement in the manufacture of poultry and animal feeds. The expanded use of fish meal for this purpose came about following World War II and has maintained a fairly steady growth and usage in the United States since. Over the ten year period 1950-59, for example, the average fish meal supply in the United States, which includes the domestic production and imports, was