

Mr. CURTIS. The reason I asked the question, and I think you can see why, is that if you have a product that is so dependent, on or fluctuates so much, due to crop conditions as you have described, then if it were storable to some degree, you could preserve some stability in the market.

Does the storage factor enable you to even out those erratic crop years?

Mr. WILLSON. To a very moderate extent, but generally speaking, the honey producer himself needs cash, and he is financially unable to carry honey over for another year or two. He is obliged to sell.

As far as the merchants are concerned, like myself, let's say, we are reluctant. Generally speaking, merchants like myself do not take a position in speculating on honey.

Mr. CURTIS. Thank you.

Mr. BURKE. Could you answer one question?

When honey is imported into the country, does it come in in bulk, 50-gallon drums, or small jars?

Mr. WILLSON. The honey comes into the United States, 95 percent of it, in a 300-kilo drum that holds approximately 60 pounds.

This is something new, relatively new, in the honey industry. Twenty-five years ago, the export container or the import container was a 5-gallon can packed in a carton, but today 95 percent of the honey of world commerce coming into the United States and going out of the United States is in a steel drum.

Mr. BURKE. The honey that is sold in the markets that you referred to, the supermarkets, is that shipped here in drums?

Mr. WILLSON. The honey that is sold in the markets; no. This honey in drums goes to, let's say, the National Biscuit Co., and their bakeries that put it in tanks, dump it in and put it in tanks and use it in their honey graham crackers.

It goes to the General Baking Co., who dumps it from these drums, and use it in those loaves of bread which require 5 or 6 pounds of honey per 100 pounds of flour for making loaves of bread.

It goes to the A. & P. Tea Co. at Horseheads, N.Y., where they have a great big food processing complex and pack about 2 million pounds of honey a year under their own label, the Ann Page label. They dump it into their tanks and blend it with other varieties of honey and pack it up.

Mr. BURKE. There being no further questions, thank you very much.

(The following statement and telegram were received for the record by the committee:)

STATEMENT OF GRANT BLAKE, PRESIDENT, IDAHO BEEKEEPERS ASSOCIATION, INC.

Gentlemen:

*The Honey Production Industry in Idaho.* Thank you for this opportunity to present testimony regarding the Honey Production Industry in Idaho. Idaho is one of the top honey producing states in the nation, usually ranking 5th or 6th. Several thousand people are dependent upon the honey industry in Idaho for their livelihood and their jobs.

*The Honey Industry is in serious trouble.*—In 1941 honey sold for 12¢ per pound. In 1967 the majority of the honey crop also sold for 12¢ per pound. There has been no increase of any consequence in the honey market for the past 26 years. As you know, costs have gone up.