

the benefit from the legislation, but the legislation is in the national interest. It will save some industries from ruin at this time, and fearfully there well may come a day when the candy industry would need to avail itself of the provisions of the bill.

In concluding, I would like to repeat once again one thought I have tried to convey. Please, this time follow the recommendations of those of us whose observations in the past have proven to be right, and not follow the recommendations of those whose recommendations have been followed in the past which have been largely responsible for the difficulties in which we find ourselves today.

Mr. BURKE. Thank you.

Are there any questions?

Mr. Collier.

Mr. COLLIER. First, I would like to say that I wasn't one of those who followed the recommendations in 1962, and I am very much in accord with the conclusions you have expressed here, and pretty well am in accord with the recommendations you have made, particularly Nos. 1 through 4.

At the same time, since imports of confectionery appear to be comparatively a very small part of the domestic industry, Mr. Sifers, why is the confectionery industry concerned at this juncture?

Mr. SIFERS. While imports as a percentage of domestic production are small, they have increased considerably, and with the recent GATT negotiations authorizing a cutting in half of the duty, we know that all the elements are present for a real drastic onslaught on the market.

We have studied the experiences of other industries, for instance, Mr. Collier, the shoe industry. We do not want that to happen to us, that which we have seen occurring to other industries.

We can see the trend. The trend in 1948 was two-tenths of 1 percent. In 1962, it was 1½ percent, and in 1968, 3 percent.

Mr. COLLIER. I had a couple of other questions, but basically, then, why wouldn't the industry be better off trying to stimulate foreign markets, rather than support the Herlong proposal, which, incidentally, I cosponsored?

But in your particular case, why wouldn't you be better off trying to stimulate a market abroad for American production?

Mr. SIFERS. Mr. Collier, Mr. Mack would like to speak to that point.

Mr. MACK. Of course we would like to increase our exports. However, it is not very practical to do so.

First, the production costs in the United States are much higher than elsewhere, particularly in the raw materials that we purchase with which to manufacture candy.

In addition, practically every country in the world has a high import duty on candy. Some have astronomical duties. Others have outright embargoes.

One export market in which we are interested is Canada, but at the recent GATT negotiations, Canada reduced its sugar confectionery duty from 22½ percent down to only 20 percent, and this over a period of 5 years. Their chocolate confectionery duty they reduced only from 20 to 15 percent.

What did the United States do? We had already only 14 percent duty on candy. That has been cut to 7 percent, or, in half. On choco-