

The CHAIRMAN. Thank you, Mr. Henderson and those at the table with you, for your very fine statement. Any questions of Mr. Henderson? Mr. Byrnes.

Mr. BYRNES. Mr. Chairman, I want to compliment Mr. Henderson and the group here for the statements they have made and the presentation of this problem. I certainly can testify to the distressed state of the mink ranchers. I think it was particularly pertinent that you brought to the attention of the committee, Mr. Henderson, that the American ranchers created the market through the development of the new types, colors, and shades of mink. This whole market has been the product of the sweat and tears of these ranchers.

Do you have the figure as to how much money went into the development of the market that the ranchers themselves contributed through the various associations in advertising campaigns?

Mr. HENDERSON. It is in excess of \$22 million, Mr. Byrnes, over the years starting say in 1944, 1945, when the associations began seriously to promote the market.

Mr. BYRNES. Due to the method by which pelts are sold the price is particularly responsive to supply, is it not?

Mr. HENDERSON. Yes, sir.

Mr. BYRNES. More so than in most other commodities because of the fact that you have this auction method of sale. What percentage of your sales are other than through auction?

Mr. HENDERSON. It is my opinion that about 20 to 25 percent of the total domestic production is sold through other than auction outlets.

Mr. BYRNES. But the other 75 percent is sold through auction; isn't it?

Mr. HENDERSON. Yes, sir.

Mr. BYRNES. I think that is all I have at this time.

The CHAIRMAN. Mr. Ullman.

Mr. ULLMAN. I also want to commend you, particularly for the excellent work you did on the graphic material, which I think is some of the best we have seen. It has been said, Mr. Henderson, that the mink ranchers who are going out of business are the small inefficient ones, and that is the reason they are going out of business.

Do you care to respond to that?

Mr. HENDERSON. Yes, sir. In the recent survey which I referred to in my report we had advice of about 1,000 dropouts. Now, out of those 1,000 dropouts, 680 of them were actually measured and confirmed as to the size of the ranch that they conducted the year previous and this averaged out between 400 and 500 females per dropout ranch.

On this basis we assume by using the specifications of the Tariff Commission that these people are bona fide commercial enterprisers where they have a very considerable investment involved in the mink ranching.

Mr. ULLMAN. One of the reasons I think, Mr. Henderson, that there is such strong opposition to quota legislation in furs is because of the auction situation in New York where buyers come from all over the world.

Would an imposition of the quota principle to furs affect the New York auction and the fact that this is the world headquarters for fur pricing and fur selling?

Mr. HENDERSON. This is a difficult question to answer, sir. I am not an auction man but I would assume if the status quo were, in effect, frozen through legislation directing a quota that at least the present