

Mr. WESTWOOD. Still in spite of that ranchers, many ranchers, have not recovered the cost of production for their pelts the last 2 years because of the number.

Mr. GILBERT. I was speaking with some people in the fur industry. They tell me, and I don't know too much about it—that in certain areas of the country they produce a far superior pelt than in other areas of the country.

Mr. BYRNES. That is Wisconsin for one.

Mr. GILBERT. I agree. Is that a factual statement that in some areas of the country they produce a superior pelt than in other areas of the country? I know that Wisconsin produces a beautiful pelt.

Mr. WESTWOOD. I would say there is, but there isn't a drastic difference. It is true there is some difference and this could be for various reasons, but there isn't a real vast difference.

Mr. GILBERT. So that would have some indication, some effect on the average that you are discussing in the way you are pricing this. In other words, would you take your figures and say that pelts of this quality sell for this price and pelts of another quality sell at another price in order to get a true and fair picture?

Mr. WESTWOOD. Yes, but Mother Nature doesn't permit you to raise all top quality pelts.

Mr. GILBERT. I understand that.

Mr. WESTWOOD. There are different grades of them come out.

Mr. GILBERT. They have graded pelts in advance and that is what I wanted to know. When you considered your average price here did you consider the grade of each one? In other words, there would be an average price, and included in that are pelts of superior quality and those that are less and lesser quality. Then you come to a fair and average price but if you are going to lump them all together and you are going to say, well, we are just not getting a fair price for our pelts—

Mr. WESTWOOD. We are talking about an industry and we are concerned about an industry and not one man or one share of his crop.

Mr. GILBERT. That is true but you want to give an accurate picture to this committee so that we can have an understanding of the industry as you know it, the ranchers, and it just isn't all one pelt. There are different grades of pelts that sell for different prices and you get \$17 for your pelt because apparently you have a very fine quality pelt.

Mr. WESTWOOD. But I can tell you this: That the spread in price that used to be in high-, medium-, and low-quality pelt has come together in the last few years with the expansion of production all over and the amount of pelts that come into the market. Where a good quality pastel pelt used to average us over \$30 last year it averaged in the neighborhood of \$12, the same quality, so the producer of better quality merchandise has been hurt as much or more in his relative pelt price.

Mr. GILBERT. Thank you very much.

The CHAIRMAN. Any further questions? Again we thank you gentlemen for bringing to the committee these views.

Mr. HENDERSON. Thank you.

The CHAIRMAN. Mr. Dreisin. Mr. Dreisin, we appreciate having you with the committee this morning and if you will identify yourself and those at the table with you we will be glad to recognize you, sir.