

import quota of 100,000 skins placed on this fur. In 1951 the ranchers sought further protection and obtained an outright embargo from Congress on all foxes from the Soviet Union.

This was protection at the maximum. Today there are only a few thousand foxes produced in this country and all of them are shipped abroad.

*Muskrats.*—Soviet muskrats were embargoed in 1951. Since that time production of American muskrats has steadily declined and the American consumption is down to practically zero. The U.S. producers have to find a market now in foreign countries for almost their entire production.

Now, I don't suggest that the decline in these two furs is strictly attributable to the protectionism with which they were surrounded but I do say as a man experienced in the fur industry that the limitations placed on the availability of these skins substantially dampened the interest in these two furs by U.S. fashion markets and the fur manufacturers.

Neither the fashion designers nor the fur manufacturers like to produce lines that might sell well but which involve a commodity the supply of which is limited. They naturally select other items and concentrate their styling and promotional efforts on furs which can be purchased in quantity.

If a mink quota were instituted the U.S. manufacturers of fur-trimmed garments would be forced to cut back their production because the vast bulk of Scandinavian fur skins are of a grade that goes into mink trimming for garments.

The Tariff Commission recently reported and I quote:

Most of the furskins exported to the United States were of the commercial and low grades; they consisted principally of female furskins, which are smaller and hence lower in unit value than the male furskins of comparable quality.

At page 52 the report states:

United States imports of mink furskins from Scandinavia consist generally of the standard colors—primarily the commercial grade, and include more female furskins (which are smaller in size) than male furskins.

Imports from Canada customarily have been of a somewhat better quality than have been those from Scandinavia. The bulk of the imported furskins are used to trim cloth coats or are made up into medium-to-low priced fur garments.

Thus a cutback in mink imports would be a crippling blow to the manufacturers of fur-trimmed garments and their workers.

For these reasons my association strongly urges this committee not to report out either the various mink quota bills or the Herlong mathematical quota bill. No one can legislate women's tastes or control the economic development in the major fur-consuming countries of the world.

In conclusion, I wish to join with numerous other witnesses who have appeared there in support of the Trade Expansion Act of 1968 recently introduced at the behest of the administration. It will advance world trade and will, if adopted, help bring to our exporters the great benefits which can be derived from the Kennedy round.

Mr. Chairman, this concludes my statement. I, Mr. Hessel and Mr. Sharp will be glad to answer any questions that you may have. However, since Mr. Sharp whose testimony follows mine may answer some of your questions in his direct testimony it may be you will wish to