

hear him first and we will all remain here at this table to answer questions you may have. Any extra time I have I yield to Mr. Sharp.
(Mr. Dreisin's prepared statement follows:)

STATEMENT OF EUGENE DREISIN, PRESIDENT, AMERICAN FUR MERCHANTS' ASSOCIATION, INC.

My name is Eugene Dreisin. I am President of the American Fur Merchants' Association, Inc., of New York, the largest association of fur brokers and dealers in the United States. I am also President of British-American Brokers, Inc., and represent United States and foreign fur companies as a broker. I am accompanied by Mr. B. H. Hessel, a member of our Foreign Trade Committee.

I and my Association are opposed to the various bills referred to this Committee which would impose an import quota on mink furskins. We are also opposed to H.R. 16936, the Herlong Bill. There are basic reasons for our opposition.

THE DOMESTIC MINK RANCHING INDUSTRY IS NOT AN ISOLATED INDUSTRY BUT A PART OF THE WORLD FUR PRODUCING INDUSTRY

The domestic mink ranchers would induce this Committee to believe that they are an industry separate to themselves. They are mistaken. There can be no question but that they are part and parcel of the *whole world fur industry* and are affected by developments within that industry. I say this advisedly.

The United States has always been a large importer of furs, but the types of furs imported frequently have changed according to fashion and styling demands. Total fur imports are 6 million dollars *less* today than they were in 1949, and 5 million dollars *less* than they were in 1959. In dollars, fur imports were \$109 million in 1949—\$108 million in 1959—and \$103 million in 1967. Thus fur manufacturers in this country today are using about the same amount of imported furs dollar-wise as they were twenty years ago. This may surprise you, but it is a fact.¹ In passing, I may say, it is impossible for me to present this equation in quantities rather than in dollars. This is for the reason that rabbits, for example—once an important part of the domestic fur-producing industry—are sold in pounds rather than in numbers of skins. Thus statistics as to total numbers of skins are simply not available.

What has happened is not an increase in imports of furs over the last twenty years—but instead, due to fashion trends and the development of new furs and dressing techniques—a shift has been made from one fur to another. Within the category of mink the shift has been from certain colors and qualities to new and different colors and qualities which have intrigued the consuming market and the fashion world.

Changes in fashion and in the likes and dislikes of women have taken place repeatedly and relatively rapidly. Up to 1949 the U.S. demand for furs was concentrated on Persian lamb, squirrel, muskrat, nutria, rabbit, raccoon and foxes. Today, due to fashion demand, 80% of the market *has shifted to mink*. And the import picture simply reflects this trend. Our imports in the last 20 years of Persian lambs, muskrats, ermine, martens, etc., have declined by about 50% and in the case of some furs to zero. Their place has been taken by mink. We find a similar situation in our fur exports. Raccoon and muskrat production in the U.S. to give you an example, which a few years ago was largely domestically consumed, is now almost entirely shipped abroad to countries where these items are in fashion.

Not too long ago we had a substantial U.S. production of silver foxes. Today it is negligible, and there is no demand for silver foxes in the U.S. market. What has happened to Persian lamb, squirrel, muskrat, nutria, rabbit, raccoon and silver fox? What has happened is *mink*! Mink has largely taken over the fur market here,² and now a similar shift is taking place in Europe. Mink has developed into not one fur—but into many furs of different color phases, sizes and qualities. It is the fur which has greater versatility than any of the others produced in this country. Now your wives and mine, like Mrs. Griffith of this Committee, can find in the mink market in the United States any style, size and color they wish to select. This fur called *mink* is more adaptable to varieties of styling than any of the furs previously produced or imported from abroad. From short

¹ See Appendix A attached.

² See Appendix B attached.