

create a monopoly market condition for the rancher. Consumption or demand depends upon the supply available and the relationship of the two basically determine price. Under these quotas, U.S. ranchers could limit total domestic supply by simply reducing their own output. This would drive up the price of pelts and result in substantial profits for the ranchers. They indicated as much in the 1959 hearings, and since then in their trade magazines have reiterated that if they can get help to control the supply, prices will be much higher than in the past. In fact, we believe ranchers could almost peg prices at whatever level is most profitable for them. Gentlemen, we are opposed to the creation of this kind of sellers market, because it would be bad for them and destructive of the rest of the industry.

Secondly, a monopoly market for the mink rancher will only perpetuate a consumer monopoly because only the wealthy will be able to afford their product, whether it be a full mink or a mink accessory. It is a fact that the trimming trade relies heavily on commercial qualities of mink purchased abroad because domestic sources do not produce an adequate quantity of these qualities. This trimming trade has increased substantially in the last ten years, especially for teenagers. A restriction on imports would certainly price us out of this market. I might also add that 3,000 members of our union are now engaged in the trimming industry, and thousands of ladies garment workers who put these trimmings on, and we have only touched the surface of this industry, because there are still millions and millions of garments being produced without trimming that we could give trimming to by developing consumer demand.

In any event, it seems clear from the Tariff Commission's report that the domestic producers of mink furskins have not produced sufficient quantities of commercial grade material which would fit into the tight price pattern which prevails in the cloth coat garment industry. It is also clear that they have not produced the quantities of commercial grade skins required to fill the demand of the trimming industry.

7. *Mink producers sell their goods in the international fur market.*—Mink is an international commodity. It is sold at public auction, generally in the countries where it is raised. Prices are affected by all of the factors which are present in any free market. At page 19 of the Tariff Commission's report it states:

The demand for mink furskins has grown markedly, but unevenly, in recent years. The purchase of a mink garment involves considerable expenditure and the article must compete with other consumer goods for disposable personal income. The purchase of such garments is usually postponable and it is known that the prices of furs change frequently; hence, price and income expectations play an important role in the demand for mink furskins. During the periods when a slowdown in economic growth occurs, such as in the United States and Western Europe during the latter part of 1966 and early 1967, the demand for mink and other fur garments generally declines as does also the price received by domestic producers for furskins.

8. *Developments in the 1967-68 marketing season have resulted in a renewed healthy condition of the mink market and created great optimism for the coming season.*—Finally, gentlemen, let us look at what has happened to imports and to world mink supplies and prices this current marketing season, the results of which could not be included in the Tariff Commission's report because it was rendered too early in the season. Imports are down substantially from the prior levels. The Commission reported (table 4 at p. 70) the following imports for consumption from 1963 through 1967:

Year:	Million skins
1963 -----	4.5
1964 -----	4.4
1965 -----	4.9
1966 -----	5.7
1967 -----	5.3