course, you have heard of the problem that we cattlemen have had on beef imports and on which some action has already been taken.

THE NATURE OF THE PROBLEM

Granted that foreign producers may have some basic costs of production and shipping similar to ours, they have a very unfair advantage over our producers in the great disparity that exists in their costs for labor, taxes, and other obligations which have been heaped upon us by our own Government and on which the foreign producers are not anywhere close to ours.

Our workers are paid good wages and make more in an hour than a Mexican worker does in a day's work and yet there is no reason to believe that the Mexican worker in Mexico is that inferior to our own workers. In fact, we employ a number of American—Texas—Mexicans who are very good workers and Mexico has the benefit of having the same kind of workers who are Mexican nationals and who used to work on U.S. crops in the bracero program and were considered very productive.

In order for us to keep our good workers in competition with the demand from other industries, we must pay them higher and higher wages. This Mexico does not have to do because it has an overabundance of workers.

Also, our taxes get higher and higher and we are expected to support our Government, and our economy as well, in a manner which, I am sure, is not expected in these other countries.

THE IMPACT OF FOREIGN COMPETITION

You are probably aware that most of this competition comes from Mexico.

During the 1967 spring season, Mexico flooded the Far Western U.S. market and began to move into the Midwest, an area which we had been supplying heretofore.

During the 1968 spring season—which has just been concluded—Mexican imports again disrupted all markets west of and including Chicago and forced the entire Florida spring deal into the markets along the eastern seaboard.

During the 1967 season, the loss of our Western markets depressed the prices to the extent that there was no profit to the Florida spring tomato producers and during the 1968 spring season, we suffered very heavy financial losses.

Another problem is that Mexican tomatoes are ripe when imported and when excess quantities cross the border unsold, it becomes necessary that they be consigned into the U.S. market and because of their ripe condition, they must be sold for whatever price they will bring—which results in a very disorderly marketing situation.

SOLUTION TO THE PROBLEM

As a grower whose family has been in this business for years, I have come to realize the great need for orderly marketing of these perishable crops in a manner that will keep the producer in business and provide the consumer with a good and steady supply of reasonably priced food.