

Mr. HERLONG. Thank you very much for your statement.

Mr. BURROWS. We appreciate the opportunity to be here.

Mr. HERLONG. Are there questions? Mr. Betts.

Mr. BETTS. I think you have given us an amazing description of nontariff barriers. I don't recall any industry that has been in here that is up against so many different types.

Just what do you think can be done about them? You suggest that we have enough laws on the books.

Mr. BURROWS. For example, I will tell you what is going to be done on this Brazilian situation right now. I have been in touch with Ambassador Roth's office last week and all of this week so far trying to find out what is going on in the negotiations in Geneva to get the seasonal duty.

We are not getting any place. Apparently the negotiators are taking a rather apathetic view of it and so we are going to come now and get Congress to stick the needle into Mr. Roth.

Mr. BETTS. Is that all you are expecting us to do, just to tell Mr. Roth to get to work over in Geneva?

Mr. BURROWS. Right at the moment I don't have any legislation that can be constructed to eliminate the nontariff trade barriers that are facing us. In other words, what can we do, for example, on the food law. Let's say we can't go into the United Kingdom with fruit treated with EA diphenylamine, which is an all-preventive chemical, postharvest chemical. It is cleared in this country. We are actually carrying, we have already carried on 2 years of research over there to establish its safety in the United Kingdom.

They didn't quite accept our data. So we are going another six months. This is a nontariff trade barrier.

Mr. BETTS. I am sorry I didn't hear all of your statement but are you concerned primarily with exporting and the obstacles you run into there, or is there some import problem?

Mr. BURROWS. The only country that exports any volume of apples up until this time into the United States is Canada. There we have very good relations.

Mr. BETTS. Are there any tariffs on them.

Mr. BURROWS. During the Kennedy round they eliminated the tariff between United States and Canada on apples. It is only 10 cents a box now and they are doing it over a 5-year period so you can imagine stepping it down on imports, some day we may be faced with a very terrific problem in imports.

For example, France in the last 20 years has gone from practically nothing to up to 65 million bushels of apples. Last year out of the 65 million, 5 million were Golden Delicious. This is a preferred variety in the United Kingdom so France is only, what, 48 hours away from the United Kingdom. They send the apples to the United Kingdom on consignment whereas our people want dollars in the bank and the importer of course in the United Kingdom has to make plans long in advance so he has his money tied up.

What happens is that France even during the last year has tripled their exports to the United Kingdom and we have lost close to 40 percent of our exports to the United Kingdom. Two years ago France tried to ship some Golden Delicious into this country and they are