

P. M. C. Canning Co., Inc., Swedesboro, New Jersey
 Parker & Hughes Canning Co., Harrington, Delaware
 J. Richard Phillips, Jr. & Sons, Inc., Berlin, Maryland
 Roberts Bros. Inc., Winter Haven, Florida
 Sharp Canning Inc., Rockford, Ohio
 Stanislaus Food Products Company, Modesto, California
 Donald S. Stubbs Co., Street, Maryland
 Sun Garden Packing Company, San Jose, California
 The Torsch Canning Co., Frederick, Maryland
 The J. Weller Company, Oak Harbor, Ohio
 Williamsburg Canning Co., Williamsburg, Maryland

Mr. BECKMAN. Mr. Chairman, that completes my testimony and I thank you for your consideration.

Mr. HERLONG. Thank you very much, Mr. Beckman. Are there questions?

If not, we want to again express our appreciation to you for your appearance before the committee.

Mr. BECKMAN. Thank you, Congressman.

(The following letters and statements were received for the record by the committee:)

STATEMENT ON BEHALF OF CALIFORNIA-ARIZONA CITRUS INDUSTRY

This brief is presented pursuant to the Notice of Public Hearing on the U.S. Balance of Trade, dated May 9, 1968, on behalf of the members of the California-Arizona citrus industry.

STATEMENT OF POSITION

The statement is made on behalf of the California-Arizona Citrus Industry by the California-Arizona Citrus League whose membership represents handlers and growers of more than 90% of the California-Arizona citrus fruit produced and marketed in fresh and processed form.

Because of its keen interest in expanding citrus exports, the California-Arizona Citrus League has been actively participating in the market development program under the authority of Public Law 480 through its contractual relationship with the United States Department of Agriculture. The industry has been participating in this program since January 15, 1962.

Also, the California-Arizona citrus industry, either through the California-Arizona Citrus League or through the principal marketing cooperative, Sunkist Growers, has presented testimony at numerous hearings which were conducted by the Trade Information Committee and its predecessor committees in connection with the reciprocal tariff negotiations of the United States. One of the most recent such presentations was in connection with the hearings held pursuant to the Trade Expansion Act of 1962 and the League's position as taken in those hearings was summarized and presented to member agencies of the Trade Information Agency in September 1964. A copy of that summary statement is submitted for incorporation in the record of these hearings.

Because of the serious need to expand citrus exports, we wish to testify at this time on the following points:

1. The value of citrus exports to the industry and to the United States.
2. EEC tariffs and non-tariff barriers which discourage trade.
3. EEC preferential treatment to non-member European citrus producers.
4. Obstacles to trade by countries outside the EEC.
5. U.S. National Fruit Export Council policy statement.
6. Suggested points that the U.S. trade policy should include which will aid in the expansion of trade.

VALUE OF CITRUS EXPORTS

Exports of citrus and citrus products have been a vital part of the overall marketing plan of the California-Arizona citrus industry for many years. Our current production growth is partly predicated on the belief that we can produce citrus of such quality and quantity that will enable us to compete on a sound economic basis with other producing areas throughout the world for the markets