

(2) In addition to administrative assessments paid equally by producer and processor, the industry has imposed upon itself an additional assessment to provide for advertising and sales promotion. This promotional program is currently under way and hopefully will be expanded in future years to stimulate additional demand in this country for Dried Figs and Fig Products.

(3) For approximately 15 years the California Dried Fig Industry maintained its own research department for the purpose of instructing and assisting growers in improving their cultural practices. The areas of research have now been expanded to also include new product development, packaging improvement, improving processing procedures, microbiology studies and plant sanitation. These programs are supported by Industry contributions to the University of California at Davis, U.S.D.A. Western Regional Research Laboratory, Albany, California and the U.S.D.A. Stored-Products Insects Laboratory, Fresno, California.

DFA of California

To maintain the highest quality, the Dried Fig Advisory Board has, for a number of years, employed the services of the DFA of California to serve as an independent third party inspection agency. Operating under the rigid regulations of the California Marketing Order for Dried Figs, As Amended, representatives of the DFA of California thoroughly inspect each incoming and outgoing lot of Dried Figs. Each lot of Dried Figs is inspected by a means of a 4 power inspection glass and each lot of Fig Paste is also subject to laboratory analysis. Since inspection is mandatory, under the provisions of the Marketing Order, it applies to all Figs produced and processed in California.

CONCLUSION

It is the position of the California Fig Industry that any tariff reduction on Dried Figs or Fig Paste would only serve to encourage greater importation of these two products into this country and would not be in the best interest of the domestic industry and the American consumer.

Our industry is not seeking a share in the export markets outside the Western Hemisphere. We fully recognize our economic disadvantage outside this area. We believe the European Markets, with proper development, could adequately consume a great percentage of the entire production of figs produced in the Mediterranean Area.

We respectfully request that the Committee give serious consideration to the areas covered in this brief in the hope the Committee will find trade regulations are necessary if American Producers and Processors of Dried Figs and Fig Products are to have the opportunity to compete in the U.S. Markets.

SUMMARY

(1) Any reduction in tariffs on either Dried Figs or Fig Paste would result in serious economic injury to a domestic industry which, at the present time, finds it extremely difficult to compete price-wise with the existing tariff.

(2) The existing tariff of 5 cents per pound on *Fig Paste* has not been deterrent to foreign imports. This is illustrated by the fact that tariff has remained constant since 1930 and in recent years Fig Paste imports have been greater than at any other time on record.

(3) Any tariff reduction would immediately result in a disorderly market situation with the domestic industry being forced to eventually go out of existence, except as a very limited type of specialty crop. With an alternative source of supply closed to the American bakery trade, which utilizes the great percentage of the domestic output of Dried Figs and Paste, foreign exporting countries conceivably would be in a position to take full command of the U.S. Market and, thereby, create an unhealthy market situation as a result of higher prices.

(4) *Dried Figs* are a deficit supply commodity. Practically any other crop, planted on fig land, would be a surplus effected crop and it is inconsistent to reason and economic sense to carry out trade policies which will result in the planting of a surplus crop in the place of a crop which can not now supply the domestic market. The potential market for Dried Figs in this country is growing and the existing tariff has not, in any way, prevented other fig producing countries of the world from having their full share of this market.

(5) The California Dried Fig Industry is solely dependent upon the domestic market for its sales.