

March 14 and 15, 1968. Later I submitted a brief of the substance that follows to the office of Special Representative for Trade Negotiations pursuant to Notice of Public Hearings, Docket No. 67-4 32 FR 17997.

The testimony presented in general terms our activities, concerns and some of the problems encountered in helping to expand the export of Florida's farm products. A copy of that testimony is attached hereto as Appendix A for its pertinence to the issues raised in the Notice of Hearing to which this brief is addressed. It is directed primarily to non-tariff barriers to trade, and to Trade Promotion problems. Among the non-tariff barriers mentioned therein are: State trading and state monopolies, largely in transportation; documentation and customs procedures; sanitary, safety, health and similar restrictions.

Your attention is invited, also, to several additional documents appended, hereto, in which I concur:

Appendix B, Senate Memorial No. 1094: A memorial to the Congress of the United States to provide for protective tariffs on imported agricultural products.

Adopted by the Florida State Legislature and filed with the Secretary of State on June 21, 1967.

Appendix C, Resolution of Southern Association of Commissioners of Agriculture: A resolution to the President of the United States, the Congress of the United States, the Secretary of State of the United States, and the Secretary of Agriculture of the United States.

Adopted June 7, 1967.

Appendix D, Resolution XIV, Foreign Trade, adopted by the National Association of State Departments of Agriculture at its October 1-5, 1967 meeting.

Summarizing and supplementing the testimony, memorial and resolutions appended hereto we hold to the following views with respect to the interest of Florida farmers in export markets:

1. The "Kennedy Round" produced benefits for Florida's major agricultural products, and we urge the continuation of such efforts to enlarge upon and extend such gains to other commodities in which we have potentials.

2. We believe that non-tariff barriers especially in the fields of (a) documentation and customs procedures, (b) sanitary, safety, health and similar restrictions, and (c) transportation route and rate regulations may be more important and fruitful objects of negotiation in the future than tariffs, as such.

3. More attention is needed to the interrelationship between (a) gains made or sought in the drive for generally freer trade and (b) aid extended to developing countries.

It appears that great care is needed to prevent AID activities from nullifying gains to Florida producers that would otherwise be inherent in well balanced results of negotiations toward freer trade.

Some farm products of which Florida has been a major seasonal supplier of the domestic market recently have been confronted by sudden adjustment problems resulting from the spectacular rise of uncontrolled importations. Tomatoes and strawberries dramatically illustrate the problem that affects other winter vegetables, as well. Both domestic marketings and export markets, particularly those previously developed in Canada, have been involved, effectively closing off the development of alternative markets. In terms of the outline of topics in the hearing notice, we are concerned, here, with problems of adjustment to widening disparities in costs per unit of labor, whether due to disparate labor standards, as such, or to basic labor supply and demand factors. Overall trade policy may continue to provide positive encouragement for increasing imports of high labor input commodities. To the extent that this may be unavoidable, we think that an orderly process of change requires more consideration to tempering the adjustment problems of domestic producers. This should include application of qualitative and quantitative controls which will provide for sharing of our markets on a timely, predictable basis. Otherwise, chaotic shifts occur in the short run while time consuming and generally unproductive procedures are pursued under existing judgment laden "escape clauses."

We emphasize, here, the principles involved as they apply in varying degree to a considerable range of Florida farm products. The brief and testimony of the Florida Fruit and Vegetable Association will develop more detail with respect to individual commodities.

Florida farmers also have a deep and legitimate concern about imports of beef and for a special reason. Our cattle producers have made great strides—expanding about four fold in twenty years and markedly increasing quality. Of the