

surveillance because destinations are often determined or changed after leaving the production area. Florida exporters along with those of other states would be better served if the Commerce Department series could be modified to provide summaries of exports by state of production or final manufacture.

OUR LATIN ORIENTATION

Florida, of course, is the gateway to Latin America, culturally and in terms of transportation. As such it is the channel for agricultural trade of other states as well as our own. Our activities in the development of export markets have focused heavily on this area, too. They relate largely to livestock and poultry that will help further the development of these countries.

A prominent feature of our outreach to the south was a conference with Agricultural Ministers of Latin American countries, organized by our Department, which was held in Miami in September, 1966. Twenty-one agri-business firms ranging from chemical and equipment companies that supply production factors, to farmers and breeders, to food distributors joined in sponsoring this event, and it has been a stimulus to later events to which many specific exportations can be traced. The ministers of ten Latin American countries participated in this conference which culminated in the "Agricultural Declaration of Miami," a Resolution and set of Recommendations. Four copies of each of these documents are now submitted for the record. (Exhibits B, C and D.) Since that time the ministers of twelve countries have formally concurred in the Declaration including Chile, Dominican Republic, Panama, and Paraguay which were not represented at Miami and excepting Mexico and Venezuela which were represented. The continuing organization for the promotion of trade with these countries projected in the Declaration is developing slowly. A second conference to be held in one of the other countries is being planned.

Beginning well before the Ministers Conference and continuing with increasing frequency and participation have been reciprocal attendance at auctions, agri-tours, and fairs in Florida and several Latin American countries. This chain of activities will be extended by the Second Annual Latin American Beef Cattle Conference at the University of Florida on May 1 leading into their 17th Annual Beef Cattle Short Course.

These activities early led to an awareness that inadequate port facilities were limiting the export of live animals from Florida to Latin American countries. As a result major investments were made in new facilities by the Port Authorities at Tampa and Miami, the latter with Federal assistance. The facilities now are not only adequate in size but functionally among the best in the country. Tampa has the only facility at which cattle can walk directly aboard ship. The planning of these facilities was encouraged by a substantial flow of inquiries for specific purchases, much of it transmitted through Agricultural Attaches and the Foreign Agricultural Service. As noted earlier, the Florida Department of Agriculture is authorized by State Law to pursue world wide markets. Greater service could be given to producers and shippers if all export inquiries were supplied to State Departments of Agriculture on a continuing basis directly by the Foreign Agricultural Service at the same time that they are released to breed and commodity organizations.

A critical factor in efficient handling of livestock for export is the number of times and manner in which they must be handled for certification of health status, making sure that the animals loaded are those certified and for various other purposes. The techniques probably are as simple as can be expected for single or a few animals per shipment. Now, however, we are moving into commercial scale shipments—single and multiple truckloads. The losses of time, weight and condition due to repeated handling of individual animals in such lots could be reduced by procedures that would maintain identity by lot, such as by sealed truckloads-to-locked pens-to-ships.

A related problem is that present rules prevent the shipment of any animals in an associated lot if one of them reacts positive on the Brucellosis test.

Timely availability of ship or air cargo space for shipments ranging from one animal to several hundred is a continuing problem. In many instances it is necessary to charter vessels three months before shipment. This further complicates some of the other problems such as cancellation of shipments due to health certification problems.