

ernment to take many ships, particularly those with refrigerated space, from the normal U.S.-Europe routes to service carrying goods to Viet Nam, even using some for warehouses there. The market for perishable commodities overseas often fluctuates rapidly as it does in the U.S., and if adequate transportation were available, we would move much more when the market overseas made it feasible.

TFB is continuing efforts to find markets overseas for agricultural products. In each of the past three years, we have conducted market-builder tours to Europe, taking farmers, shippers, and other interested agribusiness people overseas to meet with potential buyers and gain a better understanding of each other's problems and needs. We have developed markets for our grapefruit, onions, and to a lesser extent, many other products. We continue to explore the market for beef and variety meats, turkeys and turkey parts, pecans, hides, flax, grain, and a variety of vegetables. This year TFB's market builder tour will go to Japan, Asia and the Middle East in an effort to develop markets in countries in those areas. We find restrictions in Japan on our citrus through the use of quotas. Grapefruit sometimes costs as high as \$1.00 apiece in Japan, even though they do not raise this fruit in their country.

The Texas Farm Bureau has participated in several trade fairs in Europe, the latest in April in London, and also visited with buyers in Stockholm and Bonn. We are also going to participate in a trade fair in London this fall. These fairs and meetings have been arranged by the U.S. Foreign Agricultural Service and have been most helpful in arousing the interest of European buyers in agricultural products. We do feel the FAS could keep us better posted on changes in market conditions, but we feel that we are establishing better coordination with them in our marketing efforts.

We have been puzzled by the attitude of the U.S. military in our efforts to sell overseas. In the fall of 1966, we visited the military purchasing office which was then located in Orleans, France. We were given a lukewarm reception and no enthusiasm was shown towards our efforts to sell them Texas and American products, this in spite of other military people telling us they would be delighted to be able to purchase more products from home, particularly fresh beef and fresh fruits and vegetables. Some Texas agricultural products are purchased by the military on a bid basis, but apparently all of these shipments are made from the East Coast or the West Coast, and the rail freight substantially increases the cost of the product. There are excellent port facilities in Texas and we feel that some of the military shipments overseas could be made from these ports, resulting in substantial savings to the military and the taxpayer.

Conclusions

We believe that our agricultural exports can be substantially increased, but to do so the United States must be aggressive in pursuing this endeavor. Greater cooperation between government and private industry is necessary. The problems of transportation and restrictions of foreign countries must be overcome. We must be competitive in price in the world market and yet give our farmer a fair return for his product.

The impact of imports of agricultural products on the American farmer is becoming greater every day. Imports of cotton textiles, beef, citrus, tomato paste, dairy products and other fruits and vegetables, seem to increase every year. We feel that administrative procedures should be improved so that quick relief can be given to protect the American farmer and also farm labor from being further placed at a disadvantage by such imports, particularly when these imports are subsidized or are a result of dumping practices. We do not believe that international commodity agreements such as the International Wheat Trade Convention can do anything except hurt the American farmer and stop us from expanding our foreign markets in these commodities.

Agriculture is the largest industry in the United States and the greatest user of labor. One out of every four acres is exported, and in 1966-67 these exports were worth \$6.8 billion, 22 percent of total U.S. exports. Farm Bureau believes we can raise the level of agricultural exports to \$10 billions if we are permitted to compete efficiently and effectively in the world market with a minimum of restrictions.

STATEMENT OF WILLIAM W. CURL, PRESIDENT OF TEXAS CITRUS MUTUAL

My name is William W. Curl and my address is Post Office Box 372, Edinburg, Texas, 78539. I am presently serving as President of Texas Citrus Mutual, a non-profit corporation organized in 1958. Texas Citrus Mutual neither produces