

imports from other sources outside U.S. the American public would be subjected to either the choice of paying exorbitant prices or going without fresh produce. It is important to note and we well know that when producing areas in the U.S. are in heavy supplies, imports are prohibitive and West Mexico cannot compete. We have found from many years experience that it would be useless to try and impose quotas or limit imports of fresh fruit and produce because in the case of Mexico, the law of supply and demand in the U.S. automatically regulates the volume that can be shipped from Mexico and still show any kind of a profit. At times of the year when fresh produce is plentiful in the U.S. we automatically remain out of the picture and can only market our products during periods when domestic production in the U.S. is low. It is at these times we can come in and fill the gap. An important controlling factor contributing to the supply and demand is weather conditions both in the growing areas and in areas of distribution as well.

We would like to make a point which relates to all the attempts to restrict the importation of foreign goods and particularly those aimed at curbs to reduce the importation of fresh fruit and vegetables from Mexico. It is true that labor in Mexico is paid considerably less than labor in this country. But with tariffs and all of the other charges and factors we have mentioned the delivered price of Mexican produce is actually higher than that of the produce grown in the State of Florida and it is important to consider that it is only in Florida that this produce finds any competition during the winter months when it is put on the market. Why, then, should there be any objection to the importation of this produce? The answer lies, not in the cheap foreign labor, but in the additional competition provided by abundance. If the housewives of America had fewer tomatoes, cucumbers, stringbeans, peppers, peas, eggplant and other fresh vegetables to choose from, they perhaps would be willing to pay more for them which is perhaps what the only state in America producing when we are in production would like to see happen. If this is what they are seeking and pushing for, then it becomes evident that their motives are selfish and what they really want is a greater profit with utter disregard for the consumer. We never have had a commodity control program in fresh produce and we sincerely hope we never do get into that. We also hope that the U.S. Government will not attempt to reduce production by the arbitrary cutting off of Mexican produce particularly through a wholly false appeal to the impact of "cheap foreign labor" on our domestic economy.

Finally, we believe it should be brought out that domestic producers have claimed that foreign imports and competition is causing unemployment in some industries and areas and with respect to this we might mention that while Mexicans grow, pick and pack our produce in Sonora and Sinaloa, Mexico, American workers are provided jobs in Arizona and throughout the U.S. and Canada and many are dependent on these jobs during our shipping season. Jobs are provided in the U.S. through the sale of farm equipment, fertilizer, insecticides, pesticides, seed and other American products used in the growing of this produce. Many other Americans are employed in allied industries in the shipping and handling of the produce on its way to the markets, such as rail and truck transportation lines, in the terminal markets, brokers, commission merchants, chain stores and markets. We should not lose sight of the relative advantages enjoyed by the jobs we gain in turn. The U.S. Government is also realizing a revenue as a result of these importations and the Arizona Customs District, the records show, collected during the fiscal year ending in June of 1967 \$12,399,123.81. Growing and prosperous America sorely needs this offseason supply of foodstuff, especially during the winter season when domestic production is insufficient in quantity. The Mexican crop fills a vital need.

VINYL MAID, INC.,
West Springfield, Mass., June 17, 1968.

HON. WILBUR D. MILLS,
Longworth House Office Building,
Washington, D.C.

DEAR SIR: This letter is in support of the following bills soon to be considered by the House Ways and Means Committee: H.R. 11247; H.R. 11286; and H.R. 11743.

These bills concern the import and tariff of packed olives.

I am a small businessman supplying containers to the olive packers on the East Coast. My business is in jeopardy due to the present unfair tariff schedules on