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# Export Fact Sheet

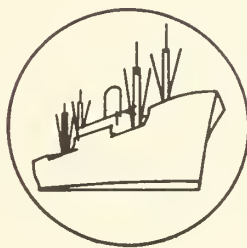
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# Import Fact Sheet

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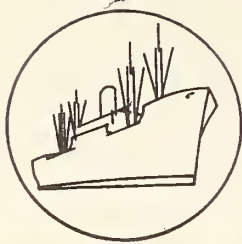
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# Export Fact Sheet

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FISCAL YEAR 1964-65

U.S. agricultural exports in fiscal year 1964-65 were record high. Value totaled \$6,096 million, slightly above the previous year's \$6,067 million. The export value was equivalent to 17 percent of the \$36,899 million cash receipts from farm marketings in 1964.

One out of every 4 harvested acres produced for export. The output of 71 million acres of U.S. cropland moved abroad in fiscal year 1964-65. The export market accounted for over half of U.S. production of wheat, milled rice, dry edible peas, and soybeans; over 40 percent of the nonfat dry milk, tallow, and hops; almost one-third of the dried prunes and cottonseed; about one-fourth of the cotton, tobacco, raisins, grain sorghums, and flaxseed; and one-sixth of the corn, barley, lard, and dry edible beans.

The United States is the world's largest exporter of farm products. U.S. farmers in 1965 supplied over 20 percent of world agricultural exports. U.S. agricultural exports in 1964-65 required financing, inland transportation, storage, and ocean transportation for 52 million long tons of cargo, enough to fill over 1.1 million freight cars or 5,200 cargo ships. In moving these exports, an average of 14 ships departed each day.

Exports are assisted by Government programs. Of the \$6.1 billion of U.S. agricultural exports in 1964-65, a near-record \$4.4 billion was commercial sales for dollars, and \$1.7 billion moved under Public Law 480 and AID programs (foreign currency sales, donations, barter, and long-term supply and dollar credit sales). Moreover, so that products such as wheat, wheat flour, cotton, rice, nonfat dry milk, butter, butteroil, flaxseed, linseed oil, and some tobacco could compete in the world market, the Commodity Credit Corporation (CCC) made export payments to exporters in-cash or in-kind and sold stocks at less than domestic prices. An estimated \$2.0 billion moved with such export assistance: \$0.9 billion as commercial sales for dollars, and \$1.1 billion under Government-financed export programs. This export assistance in the form of export payments and sales below domestic prices is estimated at less than \$500 million and is not included in the value of agricultural exports. It represents about a 40 percent decline from the more than \$800 million for the previous year -- a decline brought about by smaller exports of wheat and cotton, together with lower export payment rates for most commodities in 1964-65.

Table 10.--U.S. agricultural exports: Value of commercial sales for dollars and Government programs, years ended June 30, 1951-65

Year ended June 30	Total exports	Commercial sales for dollars 1/	Under Government programs 2/
		-- Million dollars --	
1951 .....	3,411	2,215	1,196
1952 .....	4,053	3,430	623
1953 .....	2,819	2,369	450
1954 .....	2,936	2,331	605
1955 .....	3,144	2,278	866
1956 .....	3,496	2,129	1,367
1957 .....	4,728	2,771	1,957
1958 .....	4,003	2,752	1,251
1959 .....	3,719	2,465	1,254
1960 .....	4,517	3,207	1,310
1961 .....	4,946	3,374	1,572
1962 .....	5,142	3,482	1,660
1963 .....	5,078	3,539	1,549
1964 .....	6,067	4,481	1,586
1965 .....	6,096	4,426	1,670

1/ Commercial sales for dollars include, in addition to unassisted commercial transactions, shipments of some commodities with governmental assistance in the form of (1) credits for relatively short periods; (2) sales of Government-owned commodities at less-than-domestic market prices; and (3) export payments in-cash or in-kind.

2/ Sales for foreign currency, barter, and donations.

Recent export gains stemmed mainly from dollar sales. Since 1960, about 77 percent of the \$1.6 billion gain in agricultural exports were commercial sales for dollars and 23 percent were P.L. 480 and AID shipments. Exports under programs and commercial sales are shown in table 10.

U.S. agricultural exports are promoted in principal foreign markets. The United States conducts vigorous promotion programs to improve the access of our agricultural commodities to important foreign markets. These include product demonstrations, trade fairs, trade centers, and technical assistance. Altogether, 45 U.S. trade and farm groups work with the Department of Agriculture in developing markets for virtually all agricultural commodities. Development work is going on in 70 countries in cooperation with over 200 foreign trade associations.

About three-fourths of agricultural exports go to 15 countries. Although U.S. agricultural exports go to over 150 countries around the world, 73 percent of the \$6,096 million of exports in 1964-65 were destined for 15 countries (table 11). The top 5 outlets were Japan, Canada, India, Netherlands, and the United Kingdom. Chief market area was Europe which includes the European Economic Community (\$1,371 million), the European Free Trade Association (\$686 million), and the European Soviet Bloc (\$101 million). Europe was followed by Asia (\$2,050 million), Canada (\$619 million), Latin America (\$540 million), Africa (\$345 million), and Oceania (\$47 million). Exports to Canada included shipments



Table 11.--U.S. agricultural exports: Value by country of destination, fiscal year 1964-65

Country	:Not adjusted for exports to: :Canada for storage, etc. 1/		Adjusted for exports to :Canada for storage, etc. 1/	
	Rank	Value	Rank	Value
		Million		Million
		dollars		dollars
Japan .....	1	750.2	1	757.9
Canada .....	2	618.6	4	460.8
India .....	3	528.7	2	528.7
Netherlands .....	4	423.6	3	475.2
United Kingdom .....	5	416.7	5	450.6
West Germany .....	6	406.1	6	415.7
Italy .....	7	242.2	7	254.6
Pakistan .....	8	168.4	8	168.3
Belgium-Luxembourg .....	9	153.0	9	158.3
France .....	10	145.7	10	148.9
UAR (Egypt) .....	11	136.1	11	136.1
Spain .....	12	127.1	12	133.8
Brazil .....	13	107.0	14	107.0
Yugoslavia .....	14	105.5	13	121.3
Korea, Republic of .....	15	98.5	15	98.5
Other .....		1,669.1		1,680.8
Total .....		6,096.5		6,096.5

1/ Exports of grains and soybeans to Canada for storage pending their use to finish loading vessels moving through the St. Lawrence Seaway destined for foreign ports.

of grains and soybeans (\$158 million) for storage in Canada and for transshipment to foreign ports, mainly those in the European Economic Community and the European Free Trade Association.

Exports by commodities, fiscal year 1964-65 (except where noted otherwise)

**WHEAT** Exports for the year were second highest level for grain and grain equivalent of flour; 715 million bushels valued at \$1,239 million; 78 percent (quantity) moved under P.L. 480 and AID shipments. Exports were 55 percent of 1964 U.S. wheat production and 39 percent of world wheat trade.

**FEED GRAINS** New export record for combined value of corn, barley, oats, and grain sorghums: 18.1 million metric tons, including major products, valued at \$973 million; 9 percent (value) moved under P.L. 480 and AID programs. Exports were 31 percent of feed grain sales by U.S. farmers and over half of world feed grain trade. Exports of grain sorghums equaled the previous record in 1962-63. U.S. corn exports were largest on record.

SOYBEANS	<p>New export record of 209 million bushels valued at \$598 million; less than 1 percent (quantity) moved under P.L. 480 and AID programs. Although included under price support programs, soybeans moved abroad without export payment because world prices have been above domestic prices.</p> <p>Exports were 30 percent (51 percent, including bean equivalent of oil) of U.S. 1964 soybean crop and over 90 percent of world soybean trade (calendar year 1964).</p>
COTTON	<p>Exports of 4.5 million running bales, valued at \$584 million; 26 percent (quantity) moved under P.L. 480 and AID programs.</p> <p>Exports were 29 percent of U.S. 1964 cotton production and about 27 percent of world cotton trade.</p>
TOBACCO	<p>Exports of 484 million pounds (export weight), valued at \$395 million; 10 percent (quantity) moved under P.L. 480 and AID programs.</p> <p>Exports were 27 percent of free-world tobacco trade (calendar year 1964).</p>
FRUITS AND PREPARATIONS	<p>Exports of \$289 million; less than 1 percent (value) moved under Government programs.</p> <p>Export value was about one-fifth of U.S. 1964 commercial sales. It included \$130 million in fresh fruits, \$75 million in canned fruits, \$44 million in dried fruits and \$34 million in fruit juices.</p>
SOYBEAN AND COTTONSEED OIL	<p>Exports of 2,069 million pounds (two-thirds soybean oil and one-third cottonseed oil), valued at \$267 million; 59 percent (quantity) moved under P.L. 480 and AID programs.</p> <p>Exports were 47 percent of 1964 oil production; soybean and cottonseed oil represented 92 percent of world exports of these products in oil equivalent (calendar year 1964).</p>
DAIRY PRODUCTS	<p>Exports valued at \$226 million; two-fifths (value) moved under Government-financed programs.</p> <p>Exports were about 5 percent of U.S. milk output (calendar year 1964) and included 945 million pounds of nonfat dry milk, 122 million pounds of butter, 41 million pounds of anhydrous milk-fat and 98 million pounds of evaporated and condensed milk.</p>
RICE	<p>Exports of 28.6 million bags (milled basis), valued at \$204 million; 42 percent (quantity) moved under P.L. 480 and AID programs.</p> <p>Exports were 56 percent of 1964 U.S. rice production and 18 percent of world rice trade (calendar year 1964).</p>
OILCAKE AND MEAL	<p>New export record of 2.4 million short tons, valued at \$178 million; less than 1 percent (quantity) moved under P.L. 480 and AID programs.</p>



Exports were about one-sixth of 1964 U.S. oilcake and meal production and represented about one-fourth of world exports of these products (calendar year 1963).

TALLOW	New export record of 2.1 billion pounds, valued at \$176 million; 12 percent (quantity) moved under Government programs. Exports were more than two-fifths of U.S. production and over 73 percent of world trade (calendar year 1964).
VEGETABLES AND PREPARATIONS	Exports of \$154 million; less than 4 percent (value) moved under Government-financed programs. Exports were about 7 percent of U.S. domestic sales. They included \$51 million fresh vegetables; \$42 million dry peas and beans, and \$29 million canned vegetables.
HIDES AND SKINS	New export record of 18.1 million pieces, valued at \$100 million. Exports were 72 percent cattle hides and 11 percent calf skins. Exports were about two-fifths of U.S. production (calendar year 1964).
POULTRY PRODUCTS	Exports of \$79 million of poultry and poultry products; 2 percent (value) moved under Government programs. Exports included 205 million pounds of poultry meat, 7 million dozen hatching eggs, 27 million day-old chicks, and 3.4 million pounds of egg solids.
VARIETY MEATS	New export record of 226 million pounds, valued at \$50 million. Exports were about 10 percent of U.S. 1964 output (calendar year 1964). Exports were mainly beef and pork livers, and beef tongues.
LARD	Exports of 443 million pounds, valued at \$49 million. Six percent moved under Government-financed programs. Exports were 18 percent of U.S. lard production and 70 percent of world lard trade (calendar year 1964).



# Import Fact Sheet

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FISCAL YEAR 1964-65

U.S. agricultural imports declined 3 percent (value) in fiscal year 1964-65. U.S. agricultural imports for consumption totaled \$3,988 million. Volume declined by 6 percent with a 3 percent drop in supplementary items and a 9 percent decline in complementary products. The value decline also reflected smaller imports of both complementary and supplementary products. Imports of supplementary commodities fell to \$2,129 million in 1964-65 from \$2,225 million a year earlier. Complementary items totaled \$1,859 million, only slightly below the \$1,871 million in 1963-64. Values are f.o.b. foreign ports.

The United States is the world's second largest agricultural importing country. The United States took about one-sixth of world agricultural imports in 1964. The United Kingdom is the world's leading importer of agricultural commodities, taking \$6 billion annually in recent years. West Germany is the third largest importer of farm products (\$4.0 billion); Japan is fourth (\$2.7 billion); and France is fifth (\$2.6 billion). Ranking is based on c.i.f. values.

The value of per capita imports of farm products has changed relatively little since the 1920's. In 1925-29, the United States imported agricultural products at the rate of \$19 per U.S. capita compared with about \$21 in 1964-65. The import quantity index rose to 103 (1957-59 equals 100) in fiscal year 1964-65 from an average of 95 in 1925-29. Upward price movements have accounted for about three-fourths of the rise in value since the late 1920's.

Supplementary commodities accounted for 53 percent of the value of U.S. agricultural imports in 1964-65. The share of supplementary imports in the past 2 years has declined. Sharp value declines have occurred for supplementary imports of beef and veal, mutton, cotton, grains, and sugar. These declines were somewhat offset by larger imports of apparel wool, tobacco, vegetables, fruits, dairy products, and nuts. U.S. imports of beef and veal fell sharply in 1964-65 as Australia and New Zealand shipped more of their available supplies of beef to Europe because of higher prices. Fresh fruits and vegetables came mostly from Mexico and other Central American countries in largest quantities in winter and early-spring months. Imports of commodities such as Roquefort cheese, certain hides and skins, harsh Asiatic cotton, and various types of Oriental tobacco represent varieties or types not produced in the United States or not produced in large enough volume to meet domestic demand.

Complementary items accounted for 47 percent of total agricultural imports in 1964-65. During the 1950's, an average of about 56 percent of agricultural imports consisted of complementary items -- those not produced in commercial volume in the United States. In the past 4 years, such complementary items accounted for less than half of the agricultural total. Complementary items are coffee, crude and natural rubber, cocoa beans, carpet wool, bananas, tea, spices, and cordage fiber. A small volume of bananas and coffee is produced in Hawaii.

U.S. import duties averaged relatively low for agricultural commodities. About half of the agricultural imports -- including nearly all of the complementary imports -- were free of duty in fiscal year 1964-65. For the rest which were dutiable, the ad valorem equivalent of all duties averaged 10 percent. The ad valorem figure for agricultural imports -- free and dutiable -- averaged 5 percent. (The ad valorem equivalent is determined by dividing the duties collected by the value of the imports).

Imports may be restricted only under certain conditions. U.S. imports of agricultural commodities may be regulated only under specified conditions. For example, when imports tend to render ineffective or materially interfere with price support programs conducted by the USDA, Section 22 of the Agricultural Adjustment Act, as amended, provides that the President may restrict agricultural imports by the imposition of a quota or a fee in addition to the import duty. The additional fee may not exceed 50 percent ad valorem and quotas proclaimed may not be less than 50 percent of the quantity imported during the previous representative period as determined by the President. Commodities currently controlled under Section 22 are wheat, wheat products, cotton, certain wastes, cotton produced in any stage preceding spinning into yarn (picker lap), certain manufactured dairy products, and peanuts.

Sugar imports are regulated by quotas under the Sugar Act of 1948, as amended, to provide a stable market for domestic sugar as well as to the foreign producer.

All agricultural imports of food are subject to U.S. Food and Drug Administration requirements of health, sanitation, and quarantine.

Imports of meats may be regulated under specified conditions as provided in Public Law 88-482. This law provides controls for fresh, frozen, chilled meat of cattle, goat, sheep (except lamb) beginning with calendar year 1965 and for any year when imports would otherwise rise 10 percent or more above the adjusted base quota. The base quota is set by law at 725,400,000 pounds. However, before each year begins, the Secretary of Agriculture will adjust this quantity up or down by the same percentage that he estimates that the average domestic commercial production of these commodities during that year and the 2 preceding years is above or below the production for the 1959-63 period. No import controls under this law were imposed on meats in calendar year 1965. For calendar year 1966, the adjusted import quota is 890.1 million pounds. The level of estimated imports which would trigger the imposition of this law is 110 percent of the adjusted base quota or 979.1 million pounds. On December 30, 1965, the Secretary of Agriculture estimated imports of meat into the United States during 1966 at 700 million pounds, a quantity which at this time would not require



Presidential action to invoke meat import quotas for 1966. The Department will make quarterly determinations of import prospects to advise the President of any change that may occur.

Certain supplying countries place voluntary controls on shipments of dairy products into the United States during 1964-65. These commodities included Colby cheese, junex, and frozen cream. Dairy quotas were first placed into effect during the 1963-64 period. Imports of Colby cheese from these countries are limited to an estimated 11.2 million pounds, junex to 2.1 million pounds and frozen cream to 1.5 million gallons. (Junex is a butterfat-sugar product containing not more than 44 percent butterfat.)

Over half of the agricultural imports come from 12 countries. U.S. imports of agricultural commodities come from more than 150 countries. In fiscal year 1964-65, 55 percent came from 12 of these countries. They accounted for two-thirds of supplementary imports and two-fifths of the complementary items. Most of the agricultural suppliers were newly developing countries with predominantly agricultural economies. Imports from Brazil -- the major supplier -- totaled \$408 million in 1964-65 compared with \$514 million in 1963-64. The decline resulted from smaller shipments of coffee because of the reduced crop due to damage from frost and drought in 1963.

#### Supplementary Imports in Fiscal Year 1964-65

##### CANE SUGAR

3.9 million short tons valued at \$444 million, mainly from the Philippines, Peru, Mexico, Dominican Republic, Australia, and Brazil.

Sugar imports accounted for 11 percent of total agricultural imports and 39 percent of U.S. consumption in 1964-65.

The United States accounted for about 20 percent of world sugar imports in calendar year 1964.

##### MEATS

Beef, 665 million pounds, valued at \$222 million, mainly from Australia, New Zealand, Ireland, and Argentina.

Imports of beef were 35 percent lower in value than in the previous year.

Pork, 231 million pounds, valued at \$137 million, mainly from Europe -- especially Denmark, the Netherlands, and Poland.

Total meat imports included manufacturing-type boneless beef and canned -- including corned beef, canned hams, and specialty pork items.

Meat imports represented about 3 percent of U.S. meat production and 10 percent of the U.S. agricultural imports.

##### DUTIABLE CATTLE

612,000 head, valued at \$50 million -- about the same as the previous year. Mexico accounted for 60 percent and Canada the remaining imports of dutiable cattle.

Cattle imports were 2 percent of U.S. slaughter and 1 percent of U.S. farm imports.

Imported dutiable cattle were mainly stockers and feeders imported by U.S. farmers and ranchers for their feeding operations.

Table 3.--U.S. agricultural imports by country of origin,  
fiscal year 1964-65

Country	Supplementary	Complementary	Total
-- Million dollars --			
Brazil .....	79	329	408
Philippines .....	291	9	300
Mexico .....	178	92	270
Colombia .....	214	10	224
Australia .....	196	1	197
Canada .....	178	8	187
New Zealand .....	94	33	127
Dominican Republic ...	67	39	106
Indonesia .....	3	114	117
Ecuador .....	7	81	88
India .....	58	26	84
Argentina .....	63	18	81
Other .....	701	1,099	1,799
Total .....	2,129	1,859	3,988

VEGETABLE  
OILS AND  
OILBEARING  
MATERIALS

Oil equivalent of over 1 billion pounds, valued at \$183 million, principally all from the Philippines, Brazil, Republic of the Congo, Argentina, and Italy.

Imports included copra, sesame seed, cacao butter, caranauba wax and coconut, castor, tung, olive, and palm kernel oils. These oils have special characteristics needed in industry, especially food processing.

Imports of vegetable oils and materials account for about 9 percent of U.S. oil consumption and 5 percent of U.S. agricultural imports.

FRUITS AND  
PREPARATIONS

\$122 million, highest on record, mostly specialized commodities or supplements to U.S. off-season production.

Main sources were Mexico, Canada, Philippines, Spain, Japan, and Taiwan.

Imports included brined olives, fresh and canned tomatoes, canned pineapple, and mandarin oranges.

Imports were equal to 8 percent of U.S. cash receipts from fruit marketings (calendar 1964) and 3 percent of U.S. agricultural imports.

TOBACCO

184 million pounds, valued at \$126 million, principally oriental tobacco from Greece and Turkey. Other tobacco includes cigar filler and scrap from the Philippines and Latin America.

Imports account for about 6 percent of U.S. tobacco use and 3 percent of U.S. agricultural imports.

<p>APPAREL WOOL</p>	<p>199 million pounds, valued at \$141 million, up sharply from the previous year, mainly from Australia, Republic of South Africa, Argentina, and New Zealand.</p> <p>Apparel wool imports accounted for about 53 percent of U.S. consumption of apparel wool and 4 percent of agricultural imports.</p>
<p>VEGETABLES AND PREPARATIONS</p>	<p>\$115 million, up slightly from the previous year. Imports of vegetables and preparations have been gaining about 12 percent per year for the past decade. Half were vegetables imported in winter and spring months, principally from Mexico and other Central American Republics.</p> <p>Imports include fresh tomatoes, other fresh vegetables, tapioca, and canned tomatoes. Nearly all of the fresh vegetables were imported during winter months.</p> <p>Imports were equal to 5 percent of cash receipts from marketings (calendar 1964) and 3 percent of U.S. agricultural imports.</p>
<p>DAIRY PRODUCTS</p>	<p>\$68 million, principally cheese from Switzerland, Denmark, the Netherlands, New Zealand, and Italy, and casein from Argentina.</p> <p>Dairy products made up 2 percent of all U.S. agricultural imports, and represented less than 1 percent of U.S. dairy production.</p> <p>Cheese imports constituted around 5 percent of U.S. consumption.</p>
<p>GRAINS AND PREPARATIONS</p>	<p>\$44 million, down slightly from the previous year, principally barley and barley malt, oats, and rye.</p> <p>Most barley imports are used for malting purposes in the United States.</p> <p>Wheat and wheat products are regulated by Section 22 quotas.</p> <p>Imports of grains and preparations were less than 1 percent of cash receipts from grain marketings and 1 percent of U.S. agricultural imports.</p>
<p>COTTON</p>	<p>116,000 bales, valued at \$22 million, mainly long staple, except for short harsh Asiatic cotton. Imports are regulated by Section 22 quotas.</p> <p>Cotton imports, mainly from Egypt and Mexico, were less than 1 percent each of U.S. consumption and agricultural imports.</p>
<p><u>Complementary Imports in Fiscal Year 1964-65</u></p>	
<p>COFFEE</p>	<p>2.7 billion pounds valued at \$1,075 million, more than three-fourths from Latin America, mainly Brazil and Colombia.</p> <p>Africa accounted for 23 percent of U.S. imports in 1964-65.</p>



The principal African suppliers were the Ivory Coast, Ethiopia, Angola, and Uganda.

Coffee accounted for 27 percent of agricultural imports. U.S. per capita consumption of coffee in 1964 totaled (15) pounds, slightly below the previous year.

The United States buys over half the world's coffee exports.

Nearly all of world coffee trade is now under the International Coffee Agreement. The United States is a member of the International Coffee Agreement which includes both consuming and producing countries as members. Principal objectives of the Agreement are to stabilize coffee prices and to provide a more orderly marketing system for international movement of coffee.

The world export quota of coffee is 5,780 million pounds in 1965-66.

#### RUBBER

1 billion pounds, valued at \$192 million, up slightly from the previous year, practically all from Asia and Liberia.

Crude natural rubber accounted for 5 percent of agricultural imports. About one-fourth of total rubber consumed in the United States is crude natural rubber -- down considerably from the early 1950's when it accounted for two-fifths of the total. The United States buys about one-sixth of the world's rubber exports.

#### COCOA BEANS

651 million pounds valued at \$124 million. Principal suppliers, in descending order were Ghana, Nigeria, Brazil, and Dominican Republic, which supplied over three-fourths of U.S. imports.

Cocoa beans equaled 3 percent of agricultural imports.

The United States took 26 percent of world cocoa bean exports in calendar year 1964.

#### CARPET WOOL

129 million pounds, valued at \$75 million, down sharply from the previous year, mainly from Argentina, New Zealand, Pakistan, Syria, and Iraq.

Carpet wool makes up 2 percent of agricultural imports.

Wool accounts for only 45 percent of the yarn produced for carpet and rug manufacturing in the United States because of increased use of man-made fibers.

Ten years ago wool accounted for about 80 percent of all fibers used in carpet manufacturing.

#### BANANAS

3.5 billion pounds, valued at \$159 million. The substantial increase in value represents mainly understatement of value in the previous year. Major suppliers were Ecuador, Honduras, Panama, Costa Rica, and British Honduras.

Bananas accounted for 4 percent of agricultural imports.

The United States buys nearly two-fifths of world banana exports.