

# Hallowell talks 'We're Growing Better'

BY SHEILA MILLER

**HARRISBURG** — Last month Pennsylvania's Secretary of Agriculture Penrose Hallowell took the state's logo — "Pennsylvania Agriculture, We're Growing Better" to the Republic of China and Japan.

Leaving the Philadelphia airport on May 7, Hallowell flew to Taiwan on an ambassador's mission to develop trade for the Keystone state's agricultural products. The trip was sponsored by the Republic of China's Economic Council and the American Institute in Taiwan — financing the travel and lodging for two representatives from each state in the U.S. and coordinating the trade investment forum in Taipei.

For ten days, Hallowell took part in trade sessions with various leaders of the Republic of China and toured some of the country's ag industrial areas. On his return trip, he spent two days with Japanese officials seeking to open new avenues of commerce.

Developing trade with these nations, especially exporting U.S. agricultural commodities is essential, Hallowell pointed out, to help equalize the current trade deficit — with the U.S. buying more goods from these nations than it's selling to them.

"The U.S. and Taiwan are trading \$14 billion in goods each year; however the U.S. is importing \$8 billion and only exporting \$6 billion," commented Hallowell. "Japan sells us radios and televisions that cost the U.S. \$10 a pound; while we sell them grain that costs \$.05 a pound."

He pointed out the U.S. is the chief supplier of Taiwan's agricultural imports. In 1980, the R.O.C. imported \$1,341 million

worth of agricultural products from the U.S. which accounted for 43.4 percent of its total agricultural imports.

The imports of soybeans, corn, wheat, barley, and sorghum from the U.S. added up to 4 million metric tons valued at \$835 million, representing 82 percent of the total value of such imports.

Other major agricultural imports from the U.S. include cotton, cattle hides, tobacco, and fruits. Last year the Republic of China imported \$230 million in cotton, \$47 million in cattle hides, \$53 million in tobacco, and \$53 million in fruits.

The R.O.C. exports some agricultural products to the U.S. — to the tune of \$195 million last year. Exports to the U.S. have been increasing since 1975 — up 30 percent. The major export items are canned mushrooms, preserved vegetables and fruits, and sea products.

During his visit, Hallowell learned what the imported soybeans are used for in Taiwan — making 'milk'.

"The Chinese take the grain soybeans and make a meal. This meal is made into an 'apple-type milk'. They'd rather make their own 'milk' out of soybeans than import our dried dairy milk because of cost. This milk supplements the protein needed in their diets," explained Hallowell, who commented he tried it and wasn't wild over the flavor.

"It was too sweet — it wasn't as good as fresh milk," commented the Bucks County dairyman.

Even though the Chinese prefer to import their 'milk' in the form of soybeans, Hallowell expressed

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Pennsylvania's Secretary of Agriculture Penrose Hallowell, second from left, poses with William N. Morrell, president of USA-ROC Economic Council, far right; Ron Davis,

Colonia Beef Co., Philadelphia, right; and Paul Bucher, head of S.E. Asia Dept. of Commerce, during his recent trip to Taiwan and Japan to promote Pennsylvania ag trade.

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