The American steel industry last year lost almost $2 billion in sales to foreign producers of steel mill products. That is the approximate amount that would have been paid to domestic steel producers had the 11.5 million tons of finished steel products imported into this country been produced here. Assuming that Pennsylvania's steel producers would have earned the same proportionate share of that production as they do of U.S. domestic production, this would have meant $412 million more in Pennsylvania sales.

It is at this point that the impact spreads with a rippling effect felt beyond the confines of the steel industry itself. For instance, lost sales on the magnitude of $2 billion in the steel industry translate into lost sales of $781 million for the suppliers of materials and services. Something on the order of $183 million were lost to these suppliers as a result of the tonnages taken from Pennsylvania steel mills by imports.

The impact of the steel industry's sales losses due to imports was felt in government circles too * * * quite substantially, I might add. It is estimated that 1967 steel imports cost Government more than $122 million in corporate and personal income taxes, of which $29 million were the result of the effect of imports on steel sales in Pennsylvania alone. These are taxes that were not paid by the steel industry and the employees of that industry which would have been due had 11.5 million more tons of steel mill products been ordered from American steel mills, thus providing additional job opportunities for steel workers. The figures are most conservative, for they do not take into account taxes that would have been paid by suppliers of goods and services, dividend recipients and others who would have derived income as the dollars multiplied through the economy.

It appears proper at this point to discuss in more detail the jobs that were not available to American steel workers because of the inroads being made by foreign steel producers into domestic markets. The human aspects of this problem are obvious but the economics involved are of some interest, too.

The employment opportunities lost to foreign steel imports in 1967 would have provided wages and salaries well in excess of $607 million to American workers. That total is exclusive of any moneys paid for benefits, such as vacations, pensions, insurance, et cetera.

Now we need only turn to reports of the Department of Commerce and the Bureau of Labor Statistics to see how widespread can be repercussions from steel imports. For instance, had $607 million been paid to steel workers last year, we can estimate that they would have put more than $37 million into savings institutions. The butcher, baker, milkman, grocer and whoever else supplies these families with food would have shared $110 million.

Another $163 million would have been spent with businesses involved in housing and $52 million would have gone to the various suppliers of clothing. Transportation is a big item in most family budgets, too. The $607 million in wages and salaries would have resulted in an additional expenditure of $68 million for transportation services. It