

Mr. DANIELS. No. We never use value figures, because we don't believe they are fair.

You have to take physical units, so that we are talking yards or pounds or units of one sort or another.

Mr. BURKE. But to me, I have to take the figures of the retail price in this country.

What is the percentage of the retail selling price for this product, whether it is by pounds or yardage, or by what method?

I would like to know what the percentage is of the selling price here in America.

There is a lot of difference. When you quote a percentage, you can be quoting a percentage of the wholesale price at the point where it arrives, or you can quote the value of it as it is sold in the retail market.

Is this the wholesale market, or the retail market, or before it is shipped over here, or when it arrives?

Mr. DANIELS. We believe that the most accurate measure is to measure physical volume.

Mr. BURKE. I know you believe that, but I would like to know for my information what the percentage is of the retail price.

Mr. DANIELS. I suggest that you ask somebody with access to a bank of computers, because it is almost impossible to figure out, first of all, the retail prices.

Mr. BURKE. You have given us a percentage, and I would like to know how that percentage lines up with the percentage of the American selling price.

Mr. DANIELS. I don't really understand your question.

You are saying that the imports as a percentage of the retail price of the same goods sold in America at retail? Is that what you are saying? Is that the total sales of all these goods, and what is imports as a percentage of that?

I think it would be impossible to compute.

I do submit that the physical measurement is a superior measure, because there are varying price differentials among imports, and among domestic production, and I don't see what you come out with.

Mr. BURKE. Let's just take the dollar value, the percentage of what it represents in the dollar value, and whether the dollar value is the wholesale price, or the retail price that you are quoting to me.

I can understand that. I can't go into the rest of this discussion, because I don't understand what you are saying.

I can understand when you say that something is shipped into this country, say, at a wholesale price of \$5, and it retails at \$9. If you say it is 6 percent of the \$5, or 6 percent of the \$9, of the retail price, I will understand what you are talking about.

I am merely trying to get some information. You people represent the industry. You are the attorney here, and I should hope that someone here could come up with the answer.

Mr. DANIELS. As Mr. Bissinger says, you are comparing prices, the price of the landed duty-paid wholesale price. That is, the price at which these fabrics we are talking about, as found by the Tariff Commission, is about \$4 per linear yard.

The price for domestic worsteds, which we maintain are not comparable in quality, are selling for about \$2.80 to \$3.40.