Mr. DAVIS. As a member of the trade mission that want to the Orient, we find that importers were always scared of just what you and Dr. Sayre have been talking about, but as you explained to them the real position that we wanted to export, they became a lot more friendly. I rather think we have just got a sales job.

Mr. BURKE. I think there is a lack of dialog apparently with these people overseas in letting them know what the feeling of Congress is, that we are not asking for rollback, we are not asking for cutback, we are not asking for high tariffs, but are merely asking for an orderly procedure which to my mind, if I were in the busines, I certainly would listen to, where the danger flags are up.

Thank you very much.

Our next witnes is Sidney S. Korzenik, executive director and counsel, National Knitted Outerwear Association.

Would you identify yourself for the record and then, if you wish to skip any of your testimony, your entire statement will appear in the record.

STATEMENT OF SIDNEY S. KORZENIK, EXECUTIVE DIRECTOR AND COUNSEL, NATIONAL KNITTED OUTERWEAR ASSOCIATION; ACCOMPANIED BY JAMES McEVOY

Mr. KORZENIK. Mr. Burke and gentlemen of the committee, my name is Sidney S. Korzenik. I am accompanied by Mr. James McEvoy of our association.

I appreciate even this brief allotment of time for presenting a few highlights in our industry's experience with imports since World War II. We shall file a more detailed written statement for inclusion in the record.

I appear in behalf of the National Knitted Outerwear Association, which consists of 825 firms engaged in manufacturing and selling knitted outer apparel and knitted piece goods, and an additional 369 firms which are engaged in auxiliary trades.

The knitted outerwear industry produces a variety of end products, including sweaters, knitted dresses, suits, swimwear, infants' and children's wear, and other types of outer apparel.

Its plants are located in over 30 States of the Union. It is one of the several segments of the textile apparel complex that has experienced severe and increasing pressure from imports.

Now, the distinctive and differentiating character of the Nation's textile and apparel import problem arises from the operation of at least two special factors.

First, it is one of the most labor-intensive of the manufacturing industries of the country. According to the study of the Joint Economic Committee of the U.S. Congress by former Budget Director Charles L. Schultze and Joseph L. Tryon, labor costs in their cumulative effect represented 88.7 percent of the unit price of apparel—a figure close to the very top of the list of all manufacturing industries covered by this authoritative study.

A second distinguishing factor is that the first type of manufacture which underdeveloped and low-wage areas of the world have entered or are most likely to enter in the initial phase of their industrialization is the production of textiles and apparel.