

These factors generally result in the application of a higher mark-up on British goods, and the need for larger capital resources.

The American industry is also more advantageously geared to meet local requirements, both as regards sizing and styles. The American size roll, for example, is very different from that of the United Kingdom, which means that garments for America have to be cut separately from any bulk which the manufacturers in Great Britain are producing for the home market.

6. *Benefits accruing from imports from U.K.*

Imports from the U.K. supplement local production by providing garments which would not otherwise be available to the American consumer. Over the years, the importation of specialty apparel designed and created in the U.K. has furnished the U.S. industry with style and fashion incentives that would otherwise have been lacking. It is reported that American clothing retailers find that British garments tend to make additional rather than alternative sales.

7. *Conclusion*

In view of:

(a) the fact that U.K. imports do not compete with American bulk production;

(b) the small U.K. share of the American market both compared with domestic producers and other overseas suppliers;

(c) the additional tariff and non-tariff costs borne by U.K. clothing entering the American market;

it is respectfully submitted that imports from the U.K. of clothing covered by this submission are not detrimental to the American domestic industry.

Further, we also submit that such U.K. clothing provides additional sales for the American retailer and promotions which have been an aid to overall clothing sales, and meets a demand by American consumers for specialised products which are not made by American garment manufacturers.

We, therefore, submit that there is no case for further restrictions (fiscal, quantitative or procedural) to be imposed on imports of clothing from the U.K.

Respectfully submitted by The Clothing Manufacturers' Federation of Great Britain, the Shirt, Collar & Tie Manufacturers' Federation, London, S.W.1.

G. W. FRENCH,
Secretary.

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STATISTICAL APPENDIX

TABLE I.—U.S. PRODUCTION OF CERTAIN GARMENTS IN 1966 AND 1967 ¹

	Units cut (in thousands)	
	1966	1967
Men's apparel:		
Suits.....	20,715	18,904
Tailored separate dress and sports coats.....	13,148	12,659
Overcoats and topcoats.....	3,799	3,812
Dress and sports trousers.....	145,673	133,762
Dress and sports shirts (woven).....	333,924	311,820
Work shirts.....	49,152	45,324
		1963
Rainwear and other waterproof outer garments ²		\$202,803,000

¹ Source: Survey of Current Business by U.S. Department of Commerce.

² Source: Census of Manufactures, 1963, U.S. Department of Commerce.

Note: The production of rainwear is not included in the Survey of Current Business. The 1963 Census of Manufactures contains the most recent figures available and these relate to value only.