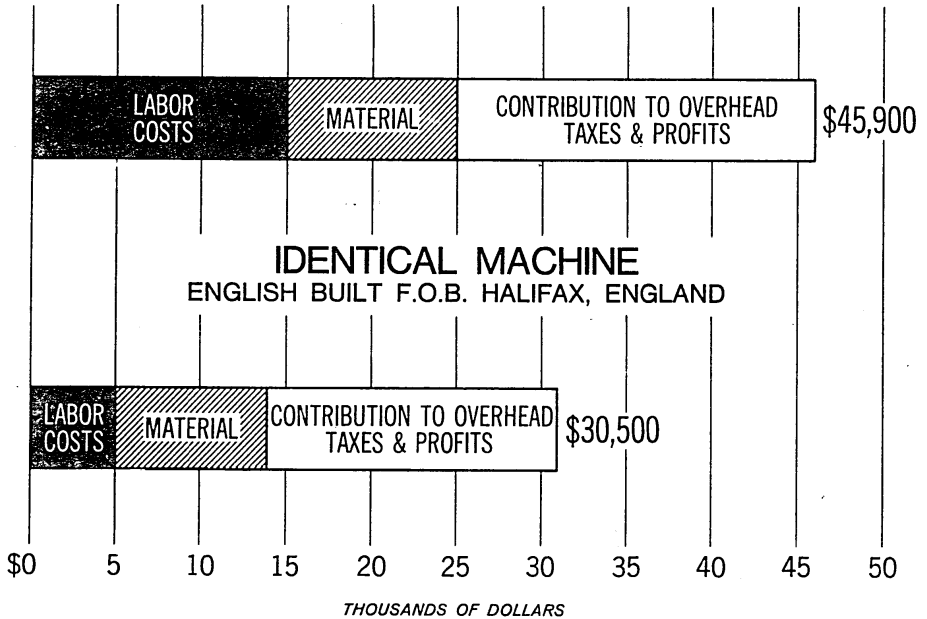


CHART A

# PRICE OF SINGLE SPINDLE AUTOMATIC CHUCKING MACHINE

U.S. BUILT F.O.B. CLEVELAND, OHIO

Comparison of Cost and Prices of Identical U.S. - and  
English-Built Single Spindle Automatic Chucking Machine



NMTR JUNE 1968

Mr. BUSH. Very briefly, Mr. Chairman. All the graphs start up in 1964 and is that because you all were operating at capacity and the market then opened up to foreign sources?

Mr. GEIER. I think that is a factor but I think the main reason was that the gap between the wage rates paid in Europe and in Japan in particular had increased, let's say, starting from 1960 to 1964 and has increased even more.

Mr. BUSH. The steepness of the curve starting in 1964 is not wholly attributable to the fact that you all were operating at 100 percent of capacity and thus the market opened up to foreign sources?

Mr. GEIER. No, I don't think so because in 1967 on the kinds of tools where the graph shows going up the most steeply American deliveries were fairly good. We were not operating at capacity in those particular tools.

Mr. BUSH. I have one other question, Mr. Chairman. We have heard a lot here in this committee so far about retaliation. You mentioned Canada, Japan, and Germany. Does your full statement have some detail on the retaliatory practices that some of us feel do exist in foreign markets?

Mr. GEIER. I believe it is quite documented in full detail.

Mr. BUSH. If it didn't I was going to ask that your organization detail it for the committee and submit it for the record, but if it is in there, that is fine.

Mr. GEIER. I believe it is in there.

Mr. BUSH. Thank you, Mr. Chairman.