

Gentlemen, as a small business we have lost a great deal of money. As a small business, we cannot afford to pursue every avenue in court, but most important, as to small business we are seeking relief under what we believe to be the ground rules set up by Congress. In turn, we are being caught in the crossfire of an administration-biased Tariff Commission argument of the original congressional intent.

Thank you, gentlemen.

Mr. BURKE. Thank you very much.

Do you know how many people are in this same business as the Paidar Co.?

Mr. DLOUHY. I am sorry. I didn't hear your question.

Mr. BURKE. How many firms are in the same business as the Paidar Co.?

Mr. DLOUHY. In the Tariff Commission report they indicate there are two domestic manufacturers. There are at least six Japanese importers in the country at this time, and I have information on the seventh one that arrived at my office yesterday.

Mr. BURKE. How many people do Paidar employ?

Mr. DLOUHY. I would suspect we are down at around 80. However, the position we presented to the Tariff Commission was the fact that in Japan the manufacturer deals directly with the consumer and they are attempting in this country to dissolve that intermediate distribution setup. We will be losing, I believe, 2,000 to 3,000 people involved in this intermediate sales activity.

Mr. BURKE. Do you have any questions?

Mr. BUSH. I don't mean this question to be facetious, but in the trend of the long haircuts these days, has anybody done any serious work or figures on consumption of haircuts?

Mr. DLOUHY. I have in my chair, the indication that the industry between 1965 and 1966 dropped approximately 1 or 2 percent.

Mr. BUSH. What would probably be offset in the future by population obviously.

Mr. DLOUHY. Yes. I think the Tariff Commission in their investigation indicated that the Japanese were eroding the American market at the rate of around 14 percent, and I think the growth of barbers within the country was about 2.4 percent so that in effect they were eroding the American manufacturer quite deeply.

Mr. BUSH. You actually have more and more barbers appearing in this country. The net increase of barber chairs in this country is up? There is an increase over the last few years?

Mr. DLOUHY. I think that is in the official documentation of the Tariff Commission which is available.

Mr. BUSH. Thank you, sir.

From looking around you think that the effect would be more than that, but I guess it is just superficial.

Mr. BURKE. Thank you very much.

Our next witness, and the concluding witness of the day, is the umbrella industry, Mr. Leonard E. Finkel.

If you will identify yourself for the record we would appreciate it. We welcome you to the committee. If you wish to summarize your statement, and all the exhibits will be included in the record.