

The facts are incontrovertible. The conditions in foreign countries, notably Japan, are continuing to improve and the conditions in the United States are continuing to deteriorate. We have a grim picture to which we may look forward; the complete destruction of the umbrella frame industry. And this in very short order, and a country with no frame manufacturing and with possibly three or four umbrella manufacturers remaining for specialty work or repairs.

I respectfully submit, gentlemen, that this is an untenable position. The United States should not permit the annihilation of any of its industries. If we permit imports to completely destroy an industry with low prices it may be that we will only have sources of supply in foreign countries at high prices. We must remember that all foreign countries do not have the same attitude toward monopolies, cartels and subsidies that the United States has and with the American industry out of the way we might very well feel the impact of concerted effort on the part of the producers of imported frames and umbrellas.

We submit further that while it may be conducive to better international trade relations to remove trade barriers it is necessary to recognize that there are exceptions that warrant special treatment.

Although many foreign countries have tariff and other regulatory barriers to protect their home industry and some go to the extreme of levying embargoes to do this we realize that this is not the direction in which to go to establish and advance international trade. We recognize that quotas, surcharges, higher tariffs, restrictive import regulations, and other trade barriers are repugnant to the concepts of free international trade. However, it must also be recognized that all trade situations cannot be subjected to the same formulae and control, or lack of control. It is submitted that the case of umbrella frames and umbrellas is an unusual and exceptional case and merits unusual treatment and consideration. It is submitted that in establishing a modified pattern of procedure for international trade due allowance must be made for unusual and exceptional cases.

Reasonable quotas should be established for each exporting country so that sufficient markets are left over for domestic industry. In addition, if quotas do not accomplish the result, competition should be equalized by means of increased tariffs. This is a case that cries out for recognition. These are industries that require help to survive. This is a case that literally speaks for itself and for all in the same circumstances.

Thank you.

(Mr. Finkel's prepared statement and exhibits follow :)

STATEMENT OF LEONARD E. FINKEL, PRESIDENT, UMBRELLA FRAME ASSOCIATION
OF AMERICA

THE PRODUCT

The product of this Industry is the "Umbrella Frame". The frame consists of ribs and stretchers assembled together by means of fixtures known as notches and runners and mounted on a metal tube or wooden dowel. The frames are sold to umbrella manufacturers who make the cover and assemble it to the frame and affix a handle to the steel tube or wooden dowel to complete the umbrella.

Related to the umbrella frame, in the contemplation of our problem, are the umbrella base and the umbrella. The umbrella base is a completed umbrella