

establishing a pattern of procedure for international trade due allowance must be made for unusual and exceptional cases. An effective means by which the domestic industry, encompassing the manufacture of frames and umbrellas, can be saved is by the establishment of quotas. Reasonable quotas should be established for each exporting country so that sufficient markets are left over for domestic industry. In the alternative, if quotas are not feasible then the same result may be achieved by equalizing competition by means of increased tariffs. This is a case that cries out for recognition. These are industries that merit help to survive. This is a classic case of *res ipsa loquitur* (the matter speaks for itself).

EXHIBIT A

IMPORT IMPACT (IN DOZENS)

Finished umbrellas

Lacking detailed industry and Census data on the domestic production of finished umbrellas, we have estimated the domestic production of finished umbrellas as equal to domestic frames plus imported frames less exported frames.

TOTAL UMBRELLA FRAMES USED BY DOMESTIC FINISHED UMBRELLA MANUFACTURERS 1950-1962 (IN DOZENS)
[Column 1, plus column 2, minus column 3, equals column 4.]

Year	Domestic production of umbrella frames ¹	Imported umbrella frames	Exported umbrella frames ² (estimated)	Total um- brella frames used to make domestic finished umbrellas
	(1)	(2)	(3)	(4)
1962.....	3 788, 006	142, 828	2 47, 500	883, 334
1961.....	3 628, 983	119, 635	2 47, 500	701, 118
1960.....	3 574, 510	114, 375	2 47, 500	641, 385
1959.....	3 558, 276	96, 475	2 47, 500	607, 251
1958.....	3 629, 326	122, 186	2 47, 500	704, 012
1957.....	651, 547	135, 648	45, 400	741, 795
1956.....	715, 080	344, 380	50, 126	1, 009, 234
1955.....	845, 879	59, 530	57, 077	848, 332
1954.....	745, 514	34, 762	63, 053	717, 223
1953.....	(4)	39, 163	52, 000	(4)
1952.....	(4)	16, 091	36, 160	(4)
1951.....	(4)	9, 901	34, 926	(4)
1950.....	894, 183	8, 121	40, 898	861, 406

¹ Consistent with the gross import figures, domestic frame manufacturing data is quoted on a production basis here rather than a sales basis. This should cause no long term distortion. From 1954-57, frame production exceeded sales by 21,000 dozen out of a total of 2,958,000 dozen produced, a variation of less than 1 percent.

² 1958-62 exports estimated as the average of 1950-57 exports.

³ The 1958-62 domestic frame manufacturing figures are for the 3 remaining firms. It is estimated that there was another total of 304,620 frames made during 1958-62 by a 4th frame manufacturer no longer in business and which are not included in this exhibit. Averaging these 304,260 on an annual basis and including them above would not appreciably alter subsequent computations of import impact percentages.

⁴ Not available.

Note: Therefore, against this finished umbrella total, finished umbrella import impact can be measured. F.T. 110 domestic individual figures.