

protective devices from our government so that the situation could not have degenerated to such an alarming stage.

Certainly, as American citizens and business men we feel we should be entitled to a much larger share than 20% of the umbrellas sold in this country. Our competitors who have "thrown in the sponge" and quit in favor of gluing handles on foreign made umbrellas and have thrown away their American productive capacity because they felt they had no other choice, now find that they are making better profits. But this does not follow that the few American umbrella producers that are left should have the same philosophy. If they did, there would be no more American made umbrellas available to the American consumer and in an emergency there would be none available from abroad, meaning no umbrellas whatsoever for protection.

Mr. Finkel has supplied the statistics in this matter and I am trying to develop in your mind a philosophy that I think would be well to consider. That is simply that there is nothing wrong for the United States to tell its foreign friends that only up to a certain point of the productive capacity of an industry are they entitled to sell to us. Thereafter the quota set would create a penalty of double the prevailing tariff. In other words, foreign nations would be entitled to a quota basis of perhaps 50% and anything that would arrive in this country in excess of this would immediately be penalized to the double tariff restriction. This would not be directed at any one or two nations but would be involved in a total import picture.

If this were done, the frame makers and other suppliers to our industry would know how to plan, would be able to sensibly produce and through skulduggery figure out ways and means of developing possible increases, which would in turn encourage them to remain in business.

If something like this is not done in the near future I am very frankly fearful that the American umbrella industry will be wiped out completely. The American consumer will not benefit and is not benefitting costwise as much as one would imagine. I contend that the importer and the retailer are deriving the greatest benefit. In addition, the consuming public in many instances thinks they are buying an Italian made umbrella because the label on the handle indicates that it was made in Italy when in actual fact the base was made in Japan or in Hong Kong or Taiwan and the label indicating this, if it has not been pulled out, is curled up inside so that it is virtually not noticeable and has thereby "hoodwinked" the purchaser from this standpoint.

I hope you will consider this statement to be included in the printed record of the hearing as we feel that an umbrella maker's statement should be joined with that of the association statement submitted by Mr. Finkel on June 21st of this year.

Respectfully yours,

LAWRENCE R. KATZ.

STATEMENT OF PERRY S. PATTERSON, COUNSEL, NATIONAL PIANO MANUFACTURERS ASSOCIATION

INTRODUCTION

This statement is submitted on behalf of the National Piano Manufacturers Association (NPMA), Chicago, Ill., which represents all the manufacturers of pianos and piano components in the United States.

The manufacturers, individually as well as through the offices of the NPMA, have made major contributions to our culture and its expansion and growth by:

1. Making available on a complementary or non-fee basis throughout the nation quality pianos for concerts, symphonies, operas, and other musical programs;
2. Sponsoring concert artists to encourage public interest in music and to promote the highest quality of artistic performance;
3. Forming and supporting various organizations in support of the arts, such as—

the National Piano Foundation, the sole purpose of which is to improve teaching methods to encourage easier learning and more proficient level of student education and performance,
the American Music Conference, a music industry educational organization devoted to stimulating music activities in schools, communities and homes.

The Imports of Pianos Into the United States are Escalating Alarmingly

Approximately three thousand pianos were imported into the United States in 1961, as compared with the 190,000 pianos sold by NPMA members.