CONGRESS OF THE UNITED STATES,
HOUSE OF REPRESENTATIVES,
Washington, D.C., July 12, 1968.

Hon. WILBUR MILLS,
Chairman, Committee on Ways and Means,
House of Representatives.

DEAR MR. CHAIRMAN: I would like to bring to the attention of the committee the problem of the domestic pipe organ industry regarding an imbalance of exports/imports in recent years.

Mr. Franklin Mitchell, Vice-President of the Reuter Organ Company in Lawrence, Kansas sums up the concern of the industry in the following statement:

"All domestic pipe organ builders are fully aware of the fact that our product represents an extremely small percentage of the gross national product. Further, we are aware that certain of the imports reflect a certain "snob" appeal for those purchasers who believe that such imports represent an aesthetically superior product. This matter is an intangible and cannot be proved or disproved and is subject only to opinion. It must be classed broadly as a sociological rather than an economical problem. We also are proud of the fact that each of the major domestic manufacturers is competing well against the imported pipe organ in spite of price advantages enjoyed by the imports. Therefore, our only hope is that a reasonable tariff be maintained in imported pipe organs in order that the domestically produced pipe organs can remain competitive pricewise.

"Of major concern and yet a concern that will remain unresolved, is that one major import from Canada far exceeds the collective exports to Canada of all major builders. The matter really boils down finally to one of a better balance of imports and exports, and even though the pipe organ industry represents a small percentage of this total, many small percentages collectively can have a considerable effect upon this problem."

In my opinion, Mr. Mitchell makes a most reasonable request and I urge the committee to take his views into consideration.

Sincerely,

LARRY WINN, Jr.,
Member of Congress.

STATEMENT OF MR. BARRY LEVY, COUNSEL, ON BEHALF OF TOY MANUFACTURERS OF AMERICA, INC.

Toy Manufacturers of America, Inc., New York, N.Y., represents over 325 of the nation's 1300 toy companies as the official trade association of the toy industry. These 325 firms represent approximately 80–85% of the total toy production in the United States.

The Toy Manufacturers of America have a record of close cooperation with the various agencies of the Federal Government. In connection with the current investigation relating to the future of United States foreign trade policy, the Association has conducted a survey of its members in order to present accurate and current industry information, which is summarized below.

EAST-WEST TRADE

The Association strongly opposes any legislation at this time which will encourage or liberalize East-West Trade relations. This opposition includes, but is not limited to, any bills which would empower the President to negotiate lower tariffs with Eastern European countries, and any measures which would liberalize export control and Export-Import Bank Credit Guarantees to Eastern Europe.

DOCUMENTATION

An almost universal complaint of the Associations' members actively engaged in international trade relates to the complex and burdensome documentation requirements of the United States and its foreign trading partners. In addition to simplifying and reducing required import and export documentation (including but not limited to commercial invoices, special customs invoices, special certificates, licenses, packing lists, certificates of origin, consumption entries, warehouse entries, bonds, owners declarations, powers of attorney), the Association strongly favors international simplification and standardization of as