This presentation is made on behalf of all these companies who are desirous of lending their support to H.R. 16936 as introduced in the House of Representatives by Mr. Herlong, May 1, 1968. The companies that I represent maufacture approximately 90 to 95 percent of all the hand-made glassware made in the U.S.A. In each of their respective locations they contribute substantially to the total industrial payroll and, in some instances, almost 100 percent of the total industrial payroll in the community.

It is the earnest desire of the American Hand-Crafted Glassware industry to cooperate with, and to assist in every way possible, this Committee in the discharge of its responsibilities in conducting these trade legislation hearings. We feel that we can best do this by conveying to the Committee some of the problems experienced by this industry under past and present tariff policies. The ever-increasing influx of imports and Hand-Made glassware over the past twenty years has brought about a very serious erosion of the domestic industry. The story of this industry, in this respect, has been told many times before, but it will bear repetition, in essence, here because there has been no change, except for further and continuing deterioration.

To illustrate briefly the reasons for, and the intensity of, our interest, I should like to point out that, in 1950, wage and employment surveys conducted for this industry and through my office, covered 39 companies operating 40 plants. Those 39 companies included all of the major producers of hand-made glassware in America. The surveys included the collection of such data as the number of workers employed, total hours those employees worked, total earnings, average rates per hour, etc.

Ten years later, in 1961, we reviewed the happenings of the 1950–1960 decade. As of January 1, 1961, 15 of the companies which were operating in 1950 were out of production. Those 15 companies alone, in 1950, had employed 3,080 workmen as compared to the total employment of 4,644 hourly-paid workmen in the companies which remained in operation when the 1961 survey was taken. The loss of those companies represented a loss of approximately 4½ million manhours of work per year, and a loss of approximately 42 percent of America's oldest and one of its most vital industries.

The primary reason for the loss of these companies was the inability of their respective management to compete with low-wage products from abroad.

This same problem continues with greater intensity today. In 1965 we had 23 companies reporting a total of 4,690 employees who worked a total of 7,738,141 hours. This means that we have regained only 46 in the number employed during these past five years. Moreover, those employees worked almost one-half million fewer hours in 1965 than in 1961.

This is not too difficult to understand when we consider that imports of table and art glassware have increased in each of the past five years, reaching record levels in 1965 and indicating new higher levels in this current year. According to a report issued by the Business and Defense Services Administration of the U.S. Department of Commerce in February of 1966, it was estimated that imports of table and art glassware alone would reach 20.5 million dollars in 1965 (imports were valued at 5½ million dollars in 1950 and 11½ million in 1960), and this estimate is based on foreign value, country of origin, and does not include U.S. import duties, ocean freight and marine insurance. The first six months of 1966, according to the U.S. Department of Commerce data on imports of Table and Art Glassware, indicated that the trend continued upward with a foreign value, country of origin, of 23.7 million as compared to 20.5 million in 1965.

The first six months of 1967 compared to the first six months of 1966 show the following gains:

Total imports $11,525,890, or a gain of 6.5 percent over the January to June period of 1966.

Typical of the gains shown by the leading exporters to this country would be Italy with a 10 percent gain in 1965, West Germany 25.4 percent, and Japan 30 percent.

Other countries indicating a sizeable increase (although somewhat lower volume than the first three named above) are the United Kingdom up 45.2 percent and Ireland up 46.4 percent.

Hand-made glassware was the principal 1965 glass import and supplied *more than 50 percent of the domestic market.*

Imports from Soviet-bloc countries accounted for 11 percent of the total (2.1 million dollars—an increase of 25 percent in the first eleven months of 1965).