

Coors catalog No.	Description	English duty-free price ¹ laid down	Canadian Duty on Coors porcelain (percent)	Duty-free Coors price ² plus 5 percent plus 8 percent	Duty-paid Coors price ³ plus 5 percent plus 8 percent
180 size 1.....	Casserole.....	\$0.75	17½	\$1.71	\$1.93
180 size 2.....	do.....	1.25	17½	1.78	2.02
180 size 3.....	do.....	1.70	17½	2.01	2.27
180 size 5.....	do.....	3.81	17½	6.90	7.80
230 size 0.....	Crucible.....	.21	15	.43	.49
230 size 1.....	do.....	.39	15	.71	.80
230 size 2.....	do.....	.53	15	.91	1.01
240 size F.....	Crucible cover.....	.12	15	.32	.36
240 size G.....	do.....	.12	15	.28	.32
240 size 1.....	do.....	.19	15	.42	.45
270 size 3.....	Gooch crucible.....	.66	15	1.28	1.42
430 size 005.....	Evaporating dish.....	.43	17½	.57	.65
430 size 2.....	do.....	.70	17½	1.07	1.21
430 size 4A.....	do.....	1.15	17½	1.50	1.70
490 size 1.....	Buchner funnel.....	1.33	17½	3.00	3.40
490 size 2A.....	do.....	2.95	17½	6.40	7.22
490 size 4.....	do.....	3.90	17½	12.00	13.60
510 size 4/0.....	Hirsch funnel.....	1.07	17½	1.97	2.22
522 size 2/0.....	Mortar and pestle.....	1.22	17½	1.58	1.79
522 size 3.....	do.....	2.71	17½	3.06	3.46

¹ List price plus 12 percent for handling.

² List price plus 5 percent for handling plus 8 percent for exchange.

³ List price plus 5 percent for handling plus 8 percent for exchange plus duty.

TABLE II.—IMPORTS BY CANADA

(In U.S. dollars)

Chemical porcelain specially compounded to resist acid

Tariff Item No. 288A—Import Statistical No. 7048:

From United States.....	\$208,699
From United Kingdom.....	20,699
From West Germany.....	2,006
Total	231,421

Most favored nation rate—17½%; United Kingdom—free

Crucibles and covers

Tariff Item No. 300—Import Statistical No. 7053:

From United States.....	\$117,151
From Republic of South Africa.....	9,952
From United Kingdom.....	6,420
From India.....	2,010
Total	135,653

Most favored nation rate—15%; United Kingdom—free

Source: U.S. Department of Commerce—American Republics Division

MEXICO

The market in Mexico for chemical porcelain and stoneware is quite limited. The total dollar value of chemical porcelain and stoneware purchase in Mexico during 1967 was not substantial, nor were exports of Coors porcelain to Mexico. The tariff classifications into Mexico do not correspond with Canadian classifi-

cations either in type of product or in method of assessing duty. Mexican customs duties are based on three types of rates. For example: In many cases an official price per gross or legal kilogram is set as a minimum duty per customs item entered. This is expressed in Mexican pesos. Also a rate of centavos per kilogram is set and the weight duty calculated according to the weight of items entered. Whichever is higher (the official minimum or the duty by weight) is assessed, plus a duty in percent based upon the ad valorem invoice value. To this is added 3% of the duty. The ad valorem rates vary from 8% to 40%.

Nearly all laboratory porcelain is imported under Tariff Item 880 which includes scientific equipment of all kinds. This item is subdivided into various paragraphs. The paragraphs of principal interest and the rates are listed below:

880:02:00 Miscellaneous manufactured article of faience or porcelain for pharmacists, chemists and laboratories. Mortars.

Duty: Official Price 13.00 pesos (minimum or 0.05 pesos per gross kilogram plus 25% ad valorem plus 3% of the duty.

880:02:03 Crucibles and capsules of faience and porcelain.

Duty: Official Price 15.00 pesos (minimum) or 0.02 pesos per gross kilogram plus 8% ad valorem plus 3% of the duty.

880:02:07 Pill tiles of all types (glass, porcelain, etc.)

Duty: Official Price 72.00 pesos (minimum) or 0.05 pesos per kilogram plus 25% ad valorem plus 3% of the duty.

880:02:13 Apparatus and utensils of faience or porcelain or in which such materials predominate by weight and solely intended for use in laboratories other than those falling within 880:02:00, :04, :05, :06, :08, :09, :10, :11

Duty: No official price. 0.50 pesos per gross kilogram plus 35% ad valorem plus 3% of the duty.

718:08:00 Refractory crucibles and muffles. (Note: This would include fire-clay, refractory crucibles, possibly graphite and other ceramic materials. Probably no porcelain entered under this item.)

Duty: Official Price 3.70 pesos minimum or 0.02 pesos per gross kilogram plus 7% ad valorem plus 3% of the duty.

TABLE III.—IMPORTS INTO MEXICO

Customs item	Country of origin	Pounds	Value in U.S. dollars	Duty rate	Remarks (added by Coors)
718:08:00	United States.....	154, 169	38, 723. 36	.02 pesos per gross kilogram	Mainly clay, fireclay, and refractories; probably no porcelain included.
	Belgium.....	14, 065	1, 632. 48	+7 percent ad valorem	
	United Kingdom.....	546	285. 60	(3.70 pesos minimum + 3 percent of duty.)	
	Republic of Germany..	24, 750	5, 156. 00		
	Total.....	193, 530	45, 797. 44		
880:02:00	United States.....	458	1, 831. 36	0.05 pesos per gross kilogram	Note: Value per pound from the U.S. is \$3.97 but from Germany is \$0.387.
	Republic of Germany..	6, 409	2, 482. 40	+25 percent ad valorem	
	Japan.....	13	52. 80	+3 percent of the duty.	
	United Kingdom.....	2	. 80	(13.00 pesos minimum)	
	Total.....	6, 882	4, 367. 36		
880:02:03	United States.....	16, 025	22, 456. 64	0.02 pesos per gross kilogram	Probably as much as possible is imported under this class because of the low rate.
	United Kingdom.....	2, 259	2, 599. 28	+8 percent ad valorem	
	Republic of Germany..	7, 779	9, 389. 60	+3 percent of the duty.	
				(15.00 pesos minimum)	
	Total.....	26, 063	34, 445. 52		
880:02:07	United States.....	94	338. 96	0.05 pesos per gross kilogram	Pill tiles of all sorts probably mainly glass or plastic.
				+25 percent ad valorem	
				+3 percent of the duty.	
				(72.00 pesos minimum)	
880:02:13	United States.....	1, 289	12, 507. 60	0.50 pesos per gross kilogram	
	Bahamas.....	22	310. 32	+25 percent ad valorem	
	United Kingdom.....			+35 percent ad valorem	
	Republic of Germany..	754	3, 809. 12	+3 percent of the duty.	
	Switzerland.....	2	56. 96		
	Total.....	2, 067	16, 684. 00		

Source: U. S. Department of Commerce—American Republics Division.

The Mexican customs item descriptions are somewhat complicated and it appears that the classifications may not be strictly adhered to. For example, Class 880:02:00 is more inclusive than 880:02:03 but more has been imported under 880:02:03 in 1962, probably because the ad valorem rate is 8% rather than 25% under 880:02:00.

It is very interesting that the value per pound of product imported under 880:02:00 from the United States is \$3.97 but from Germany is \$0.387. Under Item 880:02:03 the value per pound from the United States is \$1.40, United Kingdom \$1.16 and Germany \$1.21. It appears that some clerical errors may have been made and any conclusions should be made only after considerable study and research. As a matter of interest, the value per pound varies widely. At Coors net prices (list less dealer discount) 180 Size 1 casseroles are \$8.50/pound; 230 Size 0 crucibles are \$6.00/pound; while 522 Size 1 mortars and pestles are \$0.50/pound.

There is a relatively small amount of sophisticated industrial activity in Mexico at this time but more is developing. At present the main customers would be the universities, some high schools, the mining and smelting industry and the petroleum industry.

Many of the technicians in Mexico have been trained in Europe. Germany has been particularly active in selling many products to the Mexican market. Many technical persons desiring to emigrate into the United States reside in Mexico until they can enter the United States and thus are accustomed to German products.

The table of comparative prices (Table IV) shows prices F.O.B. Mexican port including freight and handling but not duty since it is not known what exact duty would be applied nor the weight of the shipment. Since Coors and the German porcelain would presumably be entered on an equal duty basis, the prices are on a comparable basis.

TABLE IV.—PRICES IN MEXICO WITHOUT DUTY (TYPICAL ITEMS)

Coors catalog No.	Description	Coors list plus 10 percent freight and handling	Haldenwanger (German) plus 20 percent freight and handling
180 size 1.....	Casserole.....	\$1.66	\$0.49
180 size 2.....	do.....	1.73	.58
180 size 3.....	do.....	1.96	.83
180 size 5.....	do.....	6.71	2.22
230 size 0.....	Crucible.....	.42	.17
230 size 1.....	do.....	.69	.22
230 size 2.....	do.....	.88	.25
240 size F.....	Crucible cover 1.....	.31	.12
240 size G.....	do 1.....	.32	.13
240 size 1.....	do 1.....	.41	.14
270 size 3.....	Gooch crucible.....	1.25	.36
430 size 00A.....	Evaporating dish.....	.55	.40
430 size 2.....	do.....	1.05	.47
430 size 4A.....	do.....	1.46	.65
490 size 1.....	Buchner funnel.....	2.92	1.37
490 size 2A.....	do.....	6.26	2.27
490 size 4.....	do.....	11.67	5.18
510 size 4/0.....	Hirsch funnel.....	1.91	.79
522 size 2/0.....	Motar and pestle.....	1.54	.86
522 size 3.....	do.....	2.98	1.56

¹ Crucible cover for 230 crucibles.

EXHIBIT A

AUGUST 1, 1967.

ALABAMA

Central Scientific Company, 3232 11th Avenue North, Birmingham 4
W. H. Curtin & Company, 1210 South 20th Street, Birmingham
E. H. Sargent & Company, 3125 Seventh Avenue North, Birmingham 4

ALASKA

Van Waters & Rogers, 1415 East First Avenue, Anchorage

ARIZONA

Glico Laboratory Supply Company, P.O. Box 6009, 1841 N. 23rd Avenue, Phoenix
 Van Waters & Rogers, 2930 West Osborn Road, Phoenix
 Van Waters & Rogers, 2430 East Grant Road, Tucson 85711

CALIFORNIA

A. S. Aloe Company, 1150 South Flower Street, Los Angeles 15
 A. S. Aloe Company, 140 Beacon Avenue, South San Francisco
 Central Scientific Company, 6446 Telegraph Road, Los Angeles 22
 Central Scientific Company of California, 1040 Martin Avenue, Santa Clara
 W. H. Curtin, 15215 Marquardt Ave., Santa Fe Springs, California
 A. Daigger & Company, 210 South Los Angeles Street, Los Angeles 12
 A. Daigger & Company, 10 Tenth Street, Richmond
 Adolph Frese Corp., 1430 Grande Vista Avenue, Los Angeles 23
 Gentec Hospital Supply Co., 2285 Arden Way, Sacramento, California
 La Pine Scientific Company, 920 Parker Street, Berkeley
 Los Angeles Chemical Company, 4545 Ardine Street, South Gate, Los Angeles 21
 Matheson Scientific, Inc., 5922 Triumph Street, Los Angeles
 Matheson Scientific, Inc., 24800 Industrial Boulevard, Hayward
 Nurnberg Scientific Company, 2127 Fourth Street, Berkeley
 E. H. Sargent & Company, 1617 E. Ball Road, Anaheim
 Scientific Apparatus Corp., 1801 via Burton, Fullerton
 Scientific Products, Div. of American Hospital Supply Corp., 150 Jefferson Drive,
 Menlo Park
 Scientific Products, Div. of American Hospital Supply Corp., 3815 Valhalla Drive,
 Burbank
 Standard Scientific Supply Corp., 601 Rodier Drive, Glendale
 Standard Scientific Supply Corp., 336 Harbor Way, South San Francisco
 Van Waters & Rogers, Inc., P.O. Box 1391, San Diego
 Van Waters & Rogers, Inc., P.O. Box 3200, Rincon Annex, San Francisco
 Van Waters & Rogers, Inc., P.O. Box 2062, Terminal Annex, Los Angeles 54
 Van Waters & Rogers, Inc., 850 South River Road, West Sacramento
 Westlab Scientific, 557 South Douglas Street, El Segundo
 Westlab Scientific, 707 18th Street, Bakersfield
 Westlab Scientific, 820 Corey Way, South San Francisco

COLORADO

A. S. Aloe Company, 3800 N. Dahlia Street, Denver 7
 E. H. Sargent & Company, 3800 Race Street, Denver 16
 Van Waters & Rogers, Inc., P.O. Box 5287, 4300 Holly Street, Denver 16

CONNECTICUT

Macalaster-Bicknell Company, Inc., 181 Henry Street, New Haven 11

DISTRICT OF COLUMBIA

Scientific Products, Div. of American Hospital Supply Corp., 3175 V St. NE,
 Washington 18

FLORIDA

W. H. Curtin and Company, 388 Minorca Avenue, Coral Gables (Miami)
 W. H. Curtin and Company, P.O. Box 606, 2335 Market Street, Jacksonville 1
 Fisher Scientific Co., 1393 S. W. 1st Street, Miami
 Scientific Products, Delaware Parkway at 20th, Miami 35
 Surgical Supply Company, 1050 West Adams Street, Jacksonville
 Tech Scientific Supply Company, 36 Northwest 29th Street, Miami

GEORGIA

A. S. Aloe Company, 5180 Peachtree Road, Chamblee, (Atlanta)
 W. H. Curtin Company, P.O. Box 2122, 1782 Marietta Building N.W., Atlanta
 Estes Surgical Supply Company, 56 Auburn Avenue NE, Atlanta 3
 Fisher Scientific Company, 690 Miami Circle, NE, Atlanta 5
 IPCO Hospital Supply Corp., P.O. Box 13797 Station K, Atlanta
 Scientific Laboratory Supply Company, 139 Forrest Avenue, NE, Atlanta
 Scientific Products, 5056 Peachtree Road, Chamblee (Atlanta)
 Will Corporation of Georgia, Box 20155, Station N, 890 Chattahoochee Avenue
 NW, Atlanta

HAWAII

Hawaii Chemical Company, P.O. Box 3616, Honolulu
 Van Waters & Rogers, Inc., B-K-H Division, 313 Kamakee Street, Honolulu

ILLINOIS

A. E. Aloe Co., 9556 River Street West, Schiller Park
 Central Scientific Company, 2600 S. Kostner Avenue, Chicago 23
 A. Daigger & Company, 159 West Kinzie Street, Chicago 10
 Fisher Scientific Company, 1458 North Lamont Avenue, Chicago 51
 General Biological Supply House, 8200 S. Hoyne Avenue, Chicago
 La Pine Scientific Company, 6001 South Knox Avenue, Chicago 29
 Matheson Scientific, Inc., 1850 Greenleaf Ave., Elk Grove Village
 National Biological Supply Company, Inc., 2325 S. Michigan Avenue, Chicago
 Rascher & Betzold, Inc., 730 North Franklin Street, Chicago 10
 E. H. Sargent & Company, 4647 West Foster Avenue, Chicago 30
 Schaar Scientific Company, 7300 West Montrose Avenue, Chicago 34
 Scientific Glass Apparatus Co., P.O. Box 67, 2375 Pratt Boulevard, Elk Grove
 Village
 Scientific Products, 4700 W. Chase Avenue, Chicago
 Soiltest, Inc., 2205 Lee Street, Evanston, Illinois
 Stans Scientific Company, 1231-41 North Honore Street, Chicago 22
 Welch Scientific Company, 7300 N. Linder Avenue, Skokie
 Wilkens-Anderson Company, 4525 West Division Street, Chicago 51

INDIANA

La Pine Scientific Company, 83 Bennet Road, Carmel (Indianapolis)

KANSAS

Fisher Scientific Company, 2200 West 75th Street, Shawnee-Mission, Kansas City
 Southwest Scientific Corp., 1301 South Handley, Wichita 13

KENTUCKY

Ace Glass, Inc., P.O. Box 996, 639 South Hancock Street, Louisville
 Preiser Scientific, Inc., 1500 Algonquin Parkway, Louisville 3

LOUISIANA

A. S. Aloe Company, 1425 Tulane Avenue, New Orleans 12
 W. H. Curtin and Company, P.O. Box 53387, 621 Celeste Street, New Orleans 50
 Fisher Scientific Company, 4543 North Boulevard, Baton Rouge
 Matheson Scientific, Inc., 3160 Florida St., Doherty Bldg., Rm. 103, Baton Rouge 6
 Scientific Products, 4408 Catherine Avenue, Metairie
 Surgical Selling Company, Inc., 732 Atherton Drive, Metairie

MARYLAND

A. S. Aloe Company, 12201 New Columbia Pike, Silver Spring
 W. H. Curtin & Co., 12340 Parklawn Drive, Rockville
 Fisher Scientific Company, 7722 Fenton Street, Silver Spring
 Matheson Scientific, Inc., 10727 Tucker Avenue, Beltsville
 Phipps & Bird, Inc., 8055 13th Street, Silver Spring
 Preiser Scientific, Inc., Room 1006 Montgomery Bldg., 4720 Montgomery Lane,
 Bethesda
 E. H. Sargent & Company, 10558 Metropolitan Avenue, Kensington
 Will Corporation, 5-31 North Haven Street, P.O. Box 5195, Baltimore 24

MASSACHUSETTS

Ace Glass, Inc., 221 Stafford Street, Springfield
 Aloe Div. of Brunswick, 1550 Soldiers Field Road, Boston 35
 Combosco Scientific Company, 37 Antwerp Street, Boston 35
 Central Scientific Company, 160 Washington Street, Somerville
 Fisher Scientific Company, 461 Riverside Avenue, Medford 55
 Howe and French, Inc., 99 Broad Street, Boston 10
 Macalaster-Bicknell Company, Inc., 243 Broadway, Cambridge 39
 Macalaster-Bicknell Corp., 60 Arsenal Street, Watertown
 E. F. Mahady Company, 851 Boylston Street, Boston 16
 Scientific Products, 101 Third Avenue, Waltham (Boston 54)

MICHIGAN

Will Scientific Inc., 200 East Liberty Street, Ann Arbor
 Fisher Scientific Co., 149 Michigan Avenue, Detroit 48226
 Matheson Scientific, Inc., 1600 Howard St., Detroit 28
 E. H. Sargent & Company, 8560 West Chicago Avenue, Detroit 4
 Scientific Products, Div. of American Hospital Supply Corp., 17150 Southfield
 Rd., Allen Park

MINNESOTA

A. S. Aloe Company, 3501 Raleigh Avenue, Minneapolis 16
 Fisher Scientific Company, 706 Second Avenue South, Minneapolis 3
 Physicians & Hospital Supply Company, 1400 Harmon Place, Minneapolis 3
 Scientific Products Div. of American Hospital Supply Corp., 3846 Washington
 Ave. N, Minneapolis 12
 George T. Walker and Company, 2218 University Avenue SE, Minneapolis 14

MISSOURI

Aloe Scientific Div., 5300 East 59th Street, Kansas City 30
 Aloe Scientific Div. of Aloe Co., P.O. Box 186, Main Post Office, St. Louis 66
 Fisher Scientific Company, 1241 Ambassador Boulevard, St. Louis 63132
 Matheson Scientific, Inc., P.O. Box 343, 3160 Terrace Street, Kansas City
 Scientific Products Div. of American Hospital Supply Corp., 12th & Gentry
 Street N, Kansas City
 Taylor Chemical Company, St. Vincent & Sutherland, St. Louis

NEW HAMPSHIRE

Macalaster Scientific Corp., Route 111 and Everett Turnpike, Nashua

NEW JERSEY

Ace Glass, Inc., 1938 North West Boulevard, Vineland
 Ace Scientific Company, 1420 East Linden Avenue, Linden
 Aloe Division of Brunswick, 610 Industrial Avenue, Paramus
 J & H Berge, Inc., 4111 So. Clinton Avenue, South Plainfield
 Central Scientific Company, 237 Sheffield Street, Mountainside
 W. H. Curtin & Co., 438 Pompton Road, Wayne
 Fisher Scientific Company, 52 Fadem Road, Springfield
 Macalaster-Bicknell Company, North and Depot Streets, Millville
 E. H. Sargent Company, 35 Stern Avenue, Springfield
 Scientific Glass Apparatus Company, 753 Board Street, Bloomfield
 Scientific Products, 100 Raritan Center Parkway, Edison

NEW MEXICO

W. H. Curtin Company, 311A Washington Street, SE, Albuquerque
 New Mexico Chemical Surgical Company, P.O. Box 255, 1407 Univ. Boulevard
 NE, Albuquerque
 Van Waters & Rogers, Inc., P.O. Box 6176B, 324 Industrial Avenue NE,
 Albuquerque

NEW YORK

Biological Supply Co., 1176 Mt. Hope Avenue, Rochester
 Fisher Scientific Company, 120 Bldg., 120 Delaware Avenue, Buffalo 2
 The Greiner Scientific Corp., 22 North Moore Street, New York 13
 Gottlieb Greiner Company, 50 Dey Street, New York 7
 LaPine Scientific Company, South Buckout Street, Irvington-on-Hudson
 Macalaster-Bicknell Company, P.O. Box 5, Eastwood Station, New Court Avenue
 at East Bourne Drive, Syracuse 6
 New York Laboratory Supply Company, Inc., 76 Varick Street, New York 13
 Science Kit, Inc., 2299 Military Road, Tonawanda
 Scientific Products, 40-00 170th Street, Flushing 58
 Standard Scientific Supply Corp., 808 Broadway, New York 3
 Welch Scientific Company, 331 East 38th Street, New York 16
 Will-Buffalo, Inc., 82-90 Chenango Street, P.O. Box 448, Buffalo 5
 Will Corporation, P.O. Box 1050, 39 Russell Street, Rochester 3
 Will-New York, Box 23, High Bridge Station, New York

NORTH CAROLINA

Cardinal Products, Inc., P.O. Box 1611, Durham
 Carolina Biological Supply Company, Burlington
 Scientific Products, 3713 North Davidson Street, Charlotte

OHIO

Fisher Scientific Company, 26401 Miles Avenue, Cleveland
 Fisher Scientific Company, 3537 Epley Road, Cincinnati 39
 Inland Chemical Corp., 1120 Bush Street, Toledo
 Will Scientific Company, 230 North Front Street, Columbus 16
 Matheson Scientific, Inc., 12101 Centron Place, Cincinnati
 Matheson Scientific, Inc., 4540 Willow Parkway, Cuyahoga Heights (Cleveland)
 Preiser Scientific, Inc., 9974 Springfield Park, Woodlawn, Cincinnati
 E. H. Sargent & Company, 10400 Taconic Terrace, Cincinnati
 Scientific Products, 1586 Frebis Lane, Columbus 6

OKLAHOMA

W. H. Curtin and Company, P.O. Box 747, 514 East 2nd Street, Tulsa
 Labco Scientific Division, 20 West Main Street, Oklahoma City 1
 The Refinery Supply Company, 6901 East 12th Street, Tulsa 12

OREGON

Nurnberg Scientific Div., 3237 N. Williams Avenue, Portland 12
 Scientific Supplies Company, 3950 Northwest Yeon Avenue, Portland 5

PENNSYLVANIA

A. S. Aloe, 250 Seco Drive, Monroeville
 Burrell Corp., 2223 Fifth Avenue, Pittsburgh 19
 Fisher Scientific Company, 711 Forbes Avenue, Pittsburgh 19
 Fisher Scientific Company, Gulph Road (Route 23) King of Prussia
 Matheson Scientific, Inc., Jackson and Swanson Streets, Philadelphia 48
 Arthur H. Thomas Company, Third and Vine Streets, Philadelphia 5
 Williams, Brown & Earle, Inc., 904-906 Chestnut Street, Philadelphia 7

RHODE ISLAND

Eastern Scientific Company, 267 Plain Street, Providence

TENNESSEE

A. S. Aloe Company, Norris Avenue and Armory Drive, Nashville 4
 W. H. Curtin Company, 750 Adams Building, Memphis 5

TEXAS

A. S. Aloe Company, 8900 Ambassador Row, Dallas
 Central Scientific, 6610 Stillwell Street, Houston
 W. H. Curtin and Company, P.O. Box 1546, 4220 Jefferson Avenue, Houston
 W. H. Curtin and Company, P.O. Box 5304, 1103-07 Slocum Street, Dallas 22
 W. H. Curtin and Company, 519 South Water Street, Corpus Christi
 W. H. Curtin and Company, 719 South St. Mary's Street, San Antonio 5
 Fisher Scientific Company, 5407 Andrews Highway, Odessa
 Fisher Scientific Company, El Patio Building, W., Room 108, 600 Avenue H East, Arlington
 Fisher Scientific Company, 4102 Greenbriar Drive, Houston 6
 Matheson Scientific, Inc., P.O. Box 9387, 6622 Supply Row, Houston
 The Refinery Supply Company, 6610 Stillwell Street, Houston 32
 E. H. Sargent & Company, 5915 Peeler Street, Dallas
 Scientific Products, 9020 Directors Row, Dallas 35
 Surgical Selling Company, Inc., 7307 Ardmore Street, Houston 21
 Thermal Scientific Company, P.O. Box 884, West 27th Street & Westover, Odessa
 Van Waters & Rogers, Inc., P.O. Box 9247, El Paso

UTAH

E. H. Sargent & Company, 375 West 21st South Street, Salt Lake City 10
 Van Waters & Rogers, 650 West 8th South, Salt Lake City 6
 Wasatch Chemical Company, 2225 South Fifth East, Salt Lake City 6

VIRGINIA

Fisher Scientific Company, 3820 Augusta Ave., Teal Bldg., Richmond
 Phipps & Bird, Inc., 303 South Sixth Street, Richmond 5

WASHINGTON

A. S. Aloe Company, 1818 East Madison Street, Seattle 22
 Nurnberg Scientific Div., 3910 S. 12th Street, Tacoma 5
 Scientific Products, 14850 N.E. 36th Street, Bellevue
 Sherwin Scientific Company, N. 1112 Ruby, Spokane
 Van Waters & Rogers, Inc., Scientific Supplies Company, 600 South Spokane
 Street, Seattle 4

WEST VIRGINIA

Fisher Scientific Company, 1033 Quarrier Street Bldg., Room 501, Charleston 1
 Preiser Scientific, Inc., P.O. Box 551, 900 MacCorkle Avenue, SW, Charleston 22
 Surgical Selling Company, Inc., 1705 Jefferson Street, Bluefield
 Will Scientific, Inc., Box 9277, Springhill Station, South Charleston 3

WISCONSIN

Gentec Hospital Supply Co., Div. of McKesson & Robbins, 250 North Water Street,
 Milwaukee
 Nasco, Inc., Fort Atkinson

CANADA

ALBERTA

Fisher Scientific Company, 14730 115A Avenue, Edmonton

BRITISH COLUMBIA

Central Scientific Company, 1206 Homer Street, Vancouver
 Fisher Scientific Company, 194 W. Third Avenue, Vancouver 10
 Canadian Laboratory Supplies, 1449 Hornby Street, Vancouver

ONTARIO

Canadian Laboratory Supplies, 80 Jutland Road, Toronto
 Central Scientific Company, 2200 So. Sheridan Way, Clarkson, Ontario
 Fisher Scientific Company, 184 Rainside Road, Don Mills
 Mines Assay Supplies, Ltd., Kirkland Lake
 E. H. Sargent & Company, 9 Milvan Drive, Weston
 Welch Scientific, 16 Rivalda Road, Weston

QUEBEC

Canadian Laboratory Supplies, 8766 Delmeade Road, Town of Mount Royal
 Central Scientific Company, 104 Gun Street, Point Claire
 Fisher Scientific Company, 8505 Devonshire Road, Montreal

MEXICAN DEALERS

Casa Rocas, S. A., Arpartado Postal #233, Monterrey, N. L. Mexico
 Hoffman-Pinther & Bosworth, Apartado Postal 101-BIS, Mexico City, Mexico
 Curtin de Mexico, S. A. de C. V., Apartado Postal 26265, Antonio Maura #29,
 Mexico City 13, D. V., Mexico

EXHIBIT B

CHEMICAL PORCELAIN SALESQUANTITY OF ITEMS1967

<u>Catalog</u> <u>Number</u>	<u>Quantity</u>	<u>Catalog</u> <u>Number</u>	<u>Quantity</u>
02101-3/8	18	13002-2	134
02102-1/2	59	16001-0	1,273
02103-5/8	--	16002-1	3,167
02104-3/4	705	16003-2	467
02106-1	63	16004-3	1,197
02401-	2,583	17001-2	1,796
04001-2	168	17002-3	6,588
04002-3	117	17003-3A	5,338
04003-3A	12	17004-4	1,643
04004-4	44	18001-2/0	3,837
04005-5	16	18002-0	12,510
06001-2	146	18003-1	6,384
06002-3	372	18004-2	7,032
06003-4	469	18005-3	10,923
07001-2	63	18006-G3A	6,445
07002-3	56	18007-4	7,426
11001-5/0	4,021	18008-04A	2,528
11002-4/0	1,188	18009-5	863
11003-2/0	1,044	18010-6	660
11004-1	822	18011-7	176
11005-2	8,686	18102-1	103
11006-4	4,404	18103-1	69
11007-6	2,921	18105-2	48
11008-6A	4,536	18106-2	352
11009-8	4,121	18108-2A	3,408
11010-13	2,039	18109-2A	3,336
12001-1	36	18111-3	460
12002-2	222	18112-3	338
12003-4	51	18114-3A	568
12004-6	37	18115-3A	312
12005-8	44	18117-4	80
13001-1	132	18118-4	156

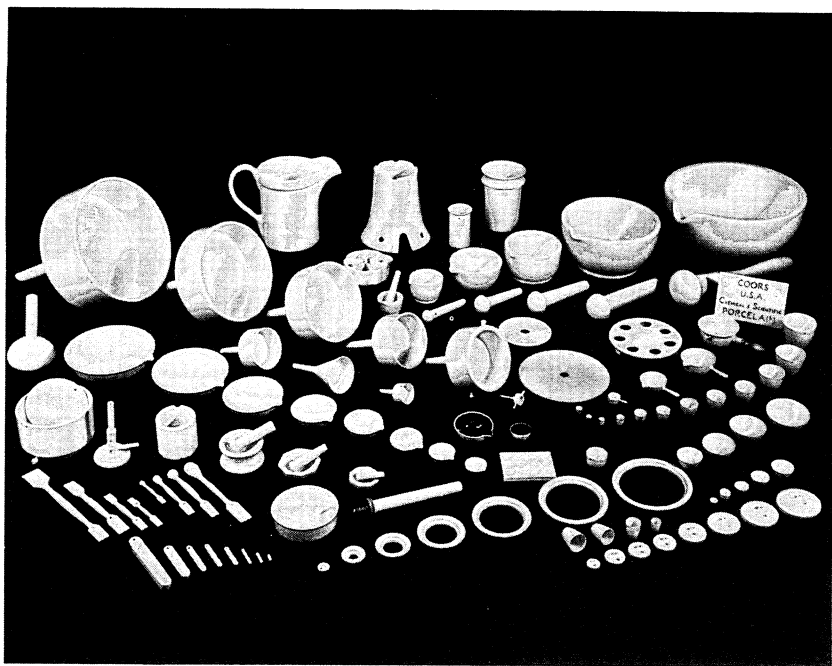
<u>Catalog Number</u>	<u>Quantity</u>	<u>Catalog Number</u>	<u>Quantity</u>
18120-4A	25	24007-I	25,954
18121-4A	13	24008-J	8,095
18123-5	7	24009-K	2,602
18124-5	7	24010-L	1,220
18201-4	136	24011-M	590
19101-3A	942	25001-6/0	957
19102-4	274	25002-5/0	543
22001-1	41	25003-4/0	1,639
22101-2	282	25004-3/0	16,524
22102-3	132	25005-2/0	38,290
22103-4	43	25006-0	54,062
22201-1	9,288	25007-1	57,348
22202-2	3,902	25008-2	24,336
22301-1	2,847	25009-3	13,516
22302-2	954	25010-4	5,028
23001-5/0	6,217	25011-5	2,087
23002-4/0	4,584	25013-2/0	142
23003-3/0	46,008	25014-0	312
23004-2/0	148,241	25015-1	176
23005-0	265,736	27001-1	896
23006-0A	12,400	27002-2	3,296
23007-1	179,499	27003-2A	3,209
23008-1A	42,887	27004-3	45,324
23009-2	54,570	27005-3A	2,164
23010-3	23,111	27006-3B	2,940
23011-4	5,079	27007-4	27,666
23012-5	4,134	27008-4A	3,300
23013-4/0	54	27009-5	360
23014-3/0	252	29001-2	552
23015-2/0	284	29002-3	3,152
23016-0	219	29101-1	60
23017-0A	96	29102-2	144
23018-1	1,167	29103-3	233
24001-AA	1,045	30001-0	648
24002-A	1,829	30002-1	296
24003-B	15,915	30003-3	2,990
24004-D	58,404	31101-0	53
24005-F	131,367	31102-1	528
24006-G	96,468	32001-1	504

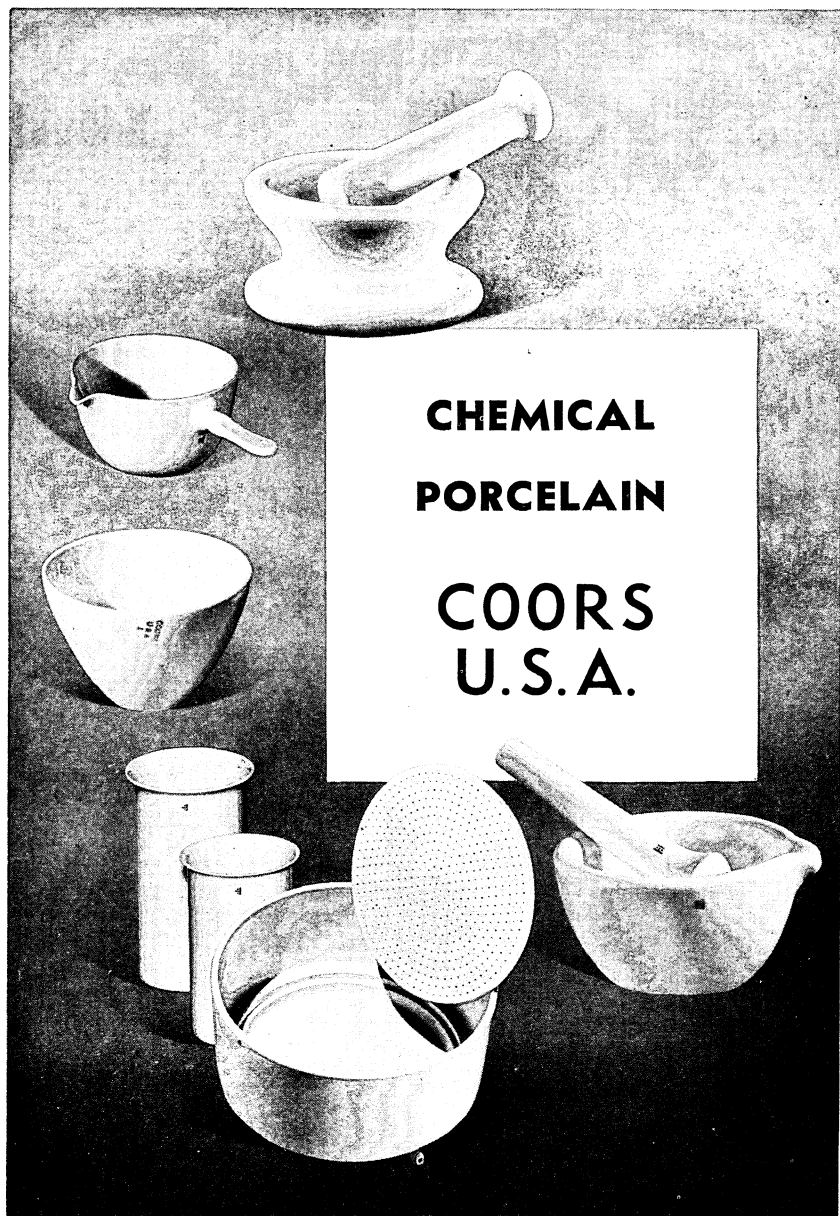
Catalog Number	Quantity	Catalog Number	Quantity
32002-2	1,068	43012-7	2,847
32003-3	2,860	43013-8	2,340
33001-1	216	43014-8A	1,099
33002-2	240	43015-9	1,163
33003-3	379	43016-10	702
35001-2	6,266	43017-11	106
36001-3	960	43018-12	256
39001-1	846	43019-13	12
40001-0	1,075	43021-3/0	144
40002-1	152	43022-00A	92
41001-0	2,294	43023-0	21
42001-1	48	43024-1	108
42002-2	116	43025-2	114
42201-0	226	43026-3	16
42202-1	72	43101-1	864
42203-2	360	43102-2	814
42204-3	612	43103-3	146
42301-2/0	111	44001-11	137
42302-0	216	44002-12	43
42303-1	774	44003-12A	--
42304-2	784	44004-13	21
42305-3	4,135	44005-14	--
42306-4	3,241	45001-3/0	2,652
42307-5	455	45002-1	2,989
42308-6	277	45003-2	3,752
42309-6A	36	54004-3	3,622
42310-7	222	45005-4	1,659
42401-1	2,742	45006-5	972
43001-4/0	6,632	45007-6	1,322
43002-3/0	113,657	45008-7	659
43003-A	116,931	47001-15	31
43004-0	62,361	49001-4/0	3,138
43005-1	24,161	49002-0	20,556
43006-2	37,088	49003-1	25,617
43007-3	24,414	49004-1A	4,512
43008-4A	14,731	49005-2	15,614
43009-5	8,668	49006-2A	10,448
43010-6	6,546	49007-3	7,158
43011-6A	3,215	49008-4	4,690

<u>Catalog Number</u>	<u>Quantity</u>	<u>Catalog Number</u>	<u>Quantity</u>
49009-4A	2,879	49806-4A	32
49010-5	2,114	49808-5	33
49011-6	1,107	49810-6	123
49012-7	145	49812-7	150
49102-3	79	49816-7	165
49103-3	207	51001-5/0	8,504
49105-4	46	51002-4/0	12,796
49106-4	134	51003-3/0	2,950
49108-4A	59	51004-30A	744
49109-4A	126	51005-2/0	1,453
49111-5	92	51006-0	1,128
49112-5	92	51007-0C	32
49114-6	29	51008-1	161
49115-6	162	51009-2	19
49201-4A	736	51101-2	52
49202-5	338	51501-1	21
49203-6	338	52002-0	7,449
49204-7	266	52003-0	8,322
49205-A	154	52005-0A	3,179
49206-3	48	52006-0A	3,145
49207-4	--	52008-1	9,683
49501-0	55	52009-1	9,523
49502-1	273	52011-2	3,282
49503-2	155	52012-2	3,369
49504-2A	244	52014-3	1,892
49505-3	163	52015-3	2,270
49506-4	35	52017-4	1,168
49507-4A	81	52018-4	1,196
49508-5	54	52020-5	346
49509-6	22	52021-5	395
49701-1	24	52023-6	69
49702-2A	152	52024-6	102
49703-3	129	52202-3/0	22,318
49704-4	186	52203-3/0	22,017
49705-5	107	52205-2/0	20,720
49706-6	127	52206-2/0	22,576
49707-7	136	52208-1	16,324
49802-3	9	52209-1	16,201
49804-4	32	52211-3	4,960

<u>Catalog Number</u>	<u>Quantity</u>	<u>Catalog Number</u>	<u>Quantity</u>
52212-3	4,342	53114-1	1,112
52214-4	2,057	53115-1	1,194
52215-4	2,273	53117-2	354
52217-6	670	53118-2	358
52218-6	732	53120-3	681
52220-8	469	53121-3	841
52221-8	470	53123-4	74
52302-1	1,073	53124-4	107
52303-1	1,119	53126-5	415
52305-2	623	53127-5	378
52306-2	637	53129-7	242
52308-3	341	53130-7	242
52309-3	401	53132-9	45
52311-4	275	53133-9	67
52312-4	303	53135-12	27
52314-5	73	53136-12	96
52315-5	85	53501-1	30
52317-6	216	53502-4	207
52318-6	178	55001-4/0	3,327
52320-7	92	55002-3/0	4,600
52321-7	87	55003-2/0	8,373
52402-2	221	55004-0	1,256
52403-2	238	55005-1	4,905
52405-4	98	55006-2	466
52406-4	96	55007-3	72
52408-5	101	55008-4	168
52409-5	93	55101-4/0	423
52411-6A	68	55102-3/0	84
52412-6A	69	55103-2/0	237
52601-7	2	55104-0	200
52602-7	2	55105-1	475
53102-4/0	395	56001-1	229
53103-4/0	414	56002-1A	50
53105-3/0	88	56003-2	340
53106-3/0	99	56004-4	32
53108-2/0	1,008	56005-6	24
53109-2/0	942	57001-0	147
53111-0	133	57002-1	1,565
53112-0	199	57003-2	1,938

<u>Catalog Number</u>	<u>Quantity</u>	<u>Catalog Number</u>	<u>Quantity</u>
57004-3	3,317	70004-4	7,926
57005-3A	2,184	70005-5	1,956
57006-4	1,283	70006-6	48
57007-5	1,485	70007-7	400
58001-4	347	70008-8	320
58002-5	691	70009-11	36
59001-4	839	71001-5	136
59002-5	1,644	71002-8A	102
60001-3	5,666	73001-1	44
60002-4	3,314	75001-0	1,510
60003-5	6,283	75002-1	1,239
61001-1	3,492	75003-2	640
61002-2	1,988	75004-4	1,018
61003-3	472	76001-2/0	1,003
61004-5	1,504	76002-1	3,306
62401-1	1,275	76003-1A	375
63001-1	159	76004-2	2,169
63002-3	604	76201	72
63003-5	293	76202-P/3	327
63004-6	57	76203-P10	90
64001-1	1,675	76204-P16	24
64002-2	2,166	76301-	32
64003-3	1,448	76302-P/3	74
64004-4	848	76304-P16	16
65001-1	3,985	76401-	16
65002-1A	6,235	76402-P/3	42
65003-2	2,953	76403-P10	120
65004-3	2,792	76404-P16	16
65005-4	754	76501-5/0	6
65006-4A	329	76502-3	1,130
65007-5	407	76503-4	306
65801-2/0	239	76701-5/0	42
65802-0	249	76702-3	2,517
65803-0A	282	76703-4	488
65804-1A	76	76901-5/0	28
65805-1C	215	76902-3	3,610
68801-1	115	76903-4	497
69001-0	412	77501-5/0	133
70001-1	6,883	80201-1	288
70002-2	264		
70003-2A	10,390	GRAND TOTAL	2,556,513





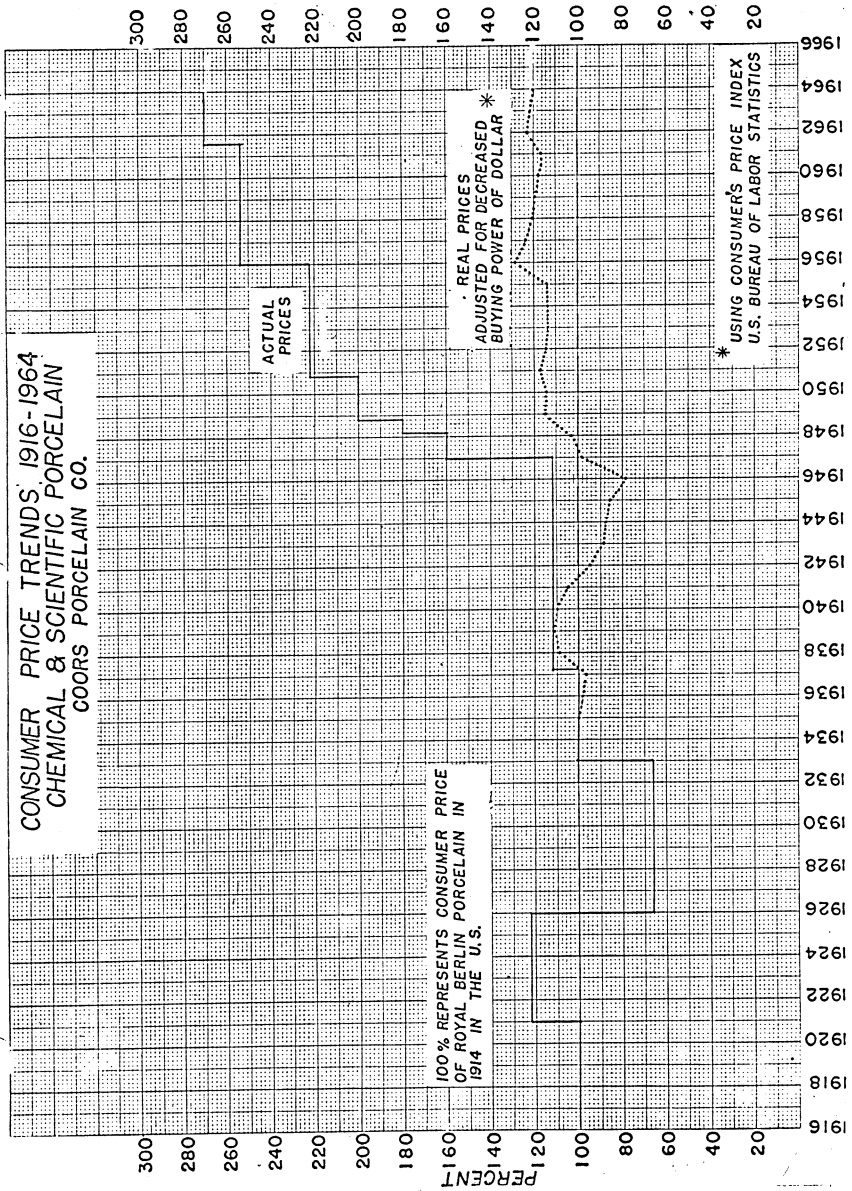


EXHIBIT C

COMPARATIVE PRICES IN UNITED STATES—CHEMICAL PORCELAIN

Article	Coors catalog No.	Coors list price	Royal Berlin list price ¹		Japanese Labco In- ternational ² list price 60-percent duty
			60-percent duty	30-percent duty	
Beaker.....	40-3	\$3.37	\$2.63	\$2.13	-----
	40-4	5.74	4.33	3.52	-----
	40-5	7.85	7.86	6.38	-----
Do.....	70-2	2.40	1.35	1.09	-----
	70-3	2.97	1.91	1.54	-----
Combustion boats (glazed).....	110-4/0	.86	.35	.28	-----
	110-2	.97	.45	.37	-----
	110-6	1.06	.54	.44	-----
	110-8	1.30	1.69	1.37	-----
Crucibles.....	230-3/0	.25	.31	.25	-----
	230-0	.42	.34	.28	\$.29
	230-1	.70	.53	.43	.49
	230-2	.89	.60	.49	.61
	230-3	1.04	.87	.71	-----
	230-4	1.32	1.12	.91	-----
	230-5	1.62	1.63	1.32	-----
Crucible covers.....	240-A	.36	.18	.15	-----
	240-D	.30	.20	.16	-----
	240-G	.33	.29	.24	.22
	240-J	.45	.42	.34	-----
	240-L	.65	.81	.66	-----
Gooch crucible.....	270-1	.89	.56	.46	-----
	270-3	1.27	.89	.72	.88
	270-5	3.60	1.94	1.58	-----
Spatula.....	630-3	2.28	1.89	1.53	-----
	630-5	4.04	2.64	2.13	-----
	640-2	1.27	0.69	0.56	-----
	640-4	2.00	1.42	1.15	-----
Funnels.....	490-0	2.36	2.16	1.75	-----
	490-1A	4.87	3.86	3.13	-----
	490-2A	6.33	-----	-----	4.34
	490-3	6.93	6.80	5.51	-----
	490-4	11.81	-----	-----	8.07
	490-5	17.48	17.60	14.26	-----
	490-7	55.48	57.30	46.50	-----
	495-2	18.49	20.50	16.68	-----
	495-4	40.71	43.65	35.40	-----
	495-6	80.86	101.70	82.30	-----
Casseroles.....	180-1	1.68	1.14	0.93	1.15
	180-3	1.98	1.87	1.52	1.36
	180-5	6.79	4.75	3.86	4.70
Evaporating dishes.....	430-3/0	0.56	0.54	0.44	0.38
	430-0	0.81	0.80	0.65	-----
	430-3	1.27	1.29	1.04	-----
	430-4A	1.53	-----	-----	1.02
	430-6	2.19	2.34	1.90	-----
	430-8	4.54	4.26	3.45	-----
	430-10	9.43	11.13	9.02	-----
	430-12	27.56	27.45	22.25	-----
Mortar and pestle.....	522-3/0	1.12	1.20	0.97	-----
	522-1	1.96	2.41	1.95	-----
	522-4	4.80	5.08	4.12	-----
	522-6	7.25	6.49	5.26	-----

¹ Prices calculated using 5% freight and handling charge and maximum dealer discount used by Coors.

² Japanese porcelain imported by Labco International, St. Joseph, Michigan, and offered to U.S. consumers at these list prices.

EXHIBIT D

BAIRD & TATLOCK (LONDON) LTD.,
Chadwell Heath, Essex, March 26, 1962.

C. S. RYLAND, Esq.,
Coors Porcelain Co.,
Golden, Colo., U.S.A.

DEAR MR. RYLAND: Further to the information you kindly gave to our Managing Director, Mr. J. E. C. Bailey, regarding your specialty items of porcelain alumina, which were passed over to us for our consideration, reference Mr. Bailey's letter of the 1st September, we hasten to apologise for the delay that has occurred in replying further regarding this matter.

We would now report that we have made considerable investigation regarding the possible marketing of these items in this country, but unfortunately, due to the fact that a very similar line of speciality item is being manufactured here by an English firm—Messrs. K.L.G. Ltd.—we feel sure you will appreciate that this makes the position of marketing your lines, particularly with regard to Import duties etc., extremely uncompetitive, and most certainly would have a very limited affect upon the possible sales of your items.

We do trust that under the circumstances you will appreciate the position.

Yours sincerely,

D. F. HAYDON,
General Sales Manager.

EXHIBIT E

P. M. TAMSON N.V., INSTRUMENTEN,
Den Haag, Holland, July 7, 1961.

Mr. CHARLES S. RYLAND, Esq.,
St. Ermin's Hotel,
London, W.C. 1.

DEAR SIR: We were very much pleased to receive your letter dated June 30, 1961. Mr. James Fisher asked us what porcelain was sold by us and we enclose a catalogue with pricelist in Dutch guilders. This is WETA-porcelain, a reasonable good quality, to be compared with Haldenwanger and Berliner, in our opinion better than Rosenthal, and much better than Czechoslovakian and such kinds of porcelain.

We know from experience that your quality is the best of all to be obtained in the world, since at the end of the war we have sold your porcelain (we refer to the invoices enclosed of Messrs. Arthur H. Thomas Company, Philadelphia). At that time no other makes were available, but later on we have been compelled to drop your porcelain as soon as the German factories were getting again at the market, supplying satisfactory qualities and much cheaper than yours.

Now we learned from Mr. James Fisher, that at present you are manufacturing fully-automatic and perhaps this would enable you to supply us again at competitive prices. As we told you before we are delighted at the very fine quality of your make and if anyhow possible, we should be glad to take up again the sale of your porcelain. For your guidance we may state that import duties would be about 17%.

It will be a pleasure to us to meet you at The Hague at the end of this month and we shall be glad to make an exact appointment.

Looking forward to your further news, we remain, Dear Sir,

Yours very truly,

J. A. TEN HAVE.

EXHIBIT F

THE CHAIRMAN,
Interdepartmental Committee on Trade Agreements,
Department of State,
Washington, D.C.

DEAR MR. CHAIRMAN: It has come to my attention that there is included in the list of commodities on which the United States may consider negotiating tariff reductions at the forthcoming meeting of the signatories to the General Agreement on Tariffs and Trade, chemical and scientific porcelain (Par. 212).

I am utterly astonished that chemical porcelain, which is widely recognized as absolutely essential to national defense and which is produced by only one company in the United States, would be placed on this list. The Tariff Commission itself has stated that "Chemical porcelain is vital in national defense".

The one company in this country which produces chemical porcelain is the Coors Porcelain Company of Golden, Colorado. In addition to being the only United States concern producing chemical porcelain, this company is regarded in industry circles as being the producer of the finest chemical porcelain in the world.

Mr. H. W. Ryland, vice president and manager of the Coors Company, testified on October 31 before the Tariff Commission and the Committee for Reciprocity Information in opposition to any reduction in the tariff on chemical porcelain. At that time he presented vigorous, documented case against reducing

this tariff. There is, however, an additional factor to be considered in the case of the Coors Company. It is that this company is engaged in production of certain porcelain items of highly secret nature for the Atomic Energy Commission, the Army, the Navy, and the Air Force, which cannot be secured by these defense agencies from any other source. The nature of these items of course could not be satisfactorily discussed by Mr. Ryland at the public hearings at which he testified. Indeed, some of the items produced by the Coors Company, especially for the Atomic Energy Commission, cannot be discussed with any person who has not received the highest security clearance from the Commission.

I cannot conceive that any serious consideration will be given to a reduction in the tariff on chemical porcelain. However, because of the peculiar essentiality of the Coors Porcelain Company in our national defense picture, I request that if by any chance serious consideration would be given to a reduction in the chemical porcelain tariff, you communicate promptly with me in order that Mr. Ryland can meet with you and arrange a method of demonstration to you and other appropriate officials, within the limits of existing security regulations, his company's essentiality to national defense.

Sincerely,

EUGENE MILLIKIN.

Mr. FULTON. The next witness is Mr. Uecker.

We are pleased to have you appear before the committee.

Will you identify yourself for the record?

STATEMENT OF WILLIAM F. UECKER, WINDOW SHADE MANUFACTURERS ASSOCIATION

Mr. UECKER. Mr. Chairman and members of the committee, I am William F. Uecker, general sales manager of Joanna Western Mills Co., which is one of the member companies of the Window Shade Manufacturers Association.

Mr. Chairman, we have prepared a printed statement here. Perhaps in the interests of time we can submit this for the record.

Mr. FULTON. Without objection, so ordered.

Mr. UECKER. Our position is stated in this printed statement, and I would try to briefly summarize and answer any questions you might have.

First of all, I would like to describe the article in question, as I am aware that it is variously described here in this country as window shades, window blinds, curtains, and so forth.

The article that I am talking about is what is known as window shades. It is commonly a piece of material made out of treated cotton cloth or vinyl plastic sheeting. It is cut and hemmed at the bottom, and it is attached to a wooden roller having a spring-powered mechanism that rolls it up and down at the window.

This provides for easy and efficient and economical privacy and light control.

A recent survey indicated that window shades were used on one or more windows on more than 80 percent of the homes in the United States.

Mr. Chairman, the window shade product is an American invention. The industry itself started here in the United States in the mid-1800's. Our own company has been in operation since 1897.

Interestingly enough, currently, window shades are largely indigenous to the North American Continent, with some use in Western European countries.

Now, window shades being a staple item, and particularly the low end plastic shades in question, are strictly a price article. Currently the principal exporting country to the United States is Formosa, and this has caused great difficulties, because we cannot compete pricewise, due to the very low wages that prevail in Formosa.

Moreover, the threat of an avalanche of further imported low-price competition has a depressing and detrimental effect on the entire industry.

We feel that the present rate of duty is wholly inadequate.

I might point out that right at the moment, there is a case on behalf of the Window Shade Manufacturers Association pending in the U.S. Customs Court. Here the Customs authority, through administrative practice, changed the classification of imported window shades, so that the rate of duty was reduced from 17 percent to the present 11 percent.

As a result, we believe that imports are increasing. However, we have no specific statistics available, inasmuch as there are only two large importers here in the States, and we are advised that with so few importers, this is considered confidential information, and is not available to us.

However, I believe that these statistics would be available to the committee.

Again, we feel that aid to the companies or to the workers is not the answer. It just doesn't do any good to drive the industry out of business, and then start retraining workers or giving them other forms of relief.

We want to meet competition in the marketplace, and over the years we have met competition from Canada and Western European countries; but the low wage rates that prevail in Formosa are another matter.

We believe that relief should be provided in an escape clause procedure for industries.

Our last point is that in addition to completed window shades entering the United States, there is also component parts presently in the form of vinyl plastic sheeting. The Federal Trade Commission has ruled in several instances that such articles finished in the United States from imported parts must indicate the country of origin of such parts, and we believe that this should apply universally, as in the case of window shades.

Mr. Chairman and members of the committee, I thank you very much for your kind attention, and I would be happy to answer any questions you might have.

(Mr. Uecker's prepared statement follows:)

STATEMENT OF WILLIAM F. UECKER, WINDOW SHADE MANUFACTURERS ASSOCIATION

My name is William F. Uecker and I am General Sales Manager of Joanna Western Mills Company, located at 2141 South Jefferson Street, Chicago, Illinois.

The Window Shade Manufacturers Association is an association made up of domestic manufacturers of all types and kinds of window shades. However, for the purposes of this brief the matter will relate only to the manufacture and sale of plastic window shades. These shades are manufactured from a sheet of plastic or vinyl and then attached to a roller having a spring mechanism. The shade is raised or lowered by increasing or decreasing tension on the spring mechanism and the plastic is wound or unwound around the roller. The present active members are: Breneman, Inc., Cincinnati, Ohio, 45210; Illinois Shade Division of

Slick Industrial Company, Chicago Heights, Illinois, 60411; Stauffer Chemical Company, Newburgh, New York, 12550; Joanna Western Mills Company, Chicago, Illinois; The Western Shade Division of William Volker and Company of Los Angeles, Los Angeles, California, 90023.

THE PRESIDENT SHOULD NOT BE GIVEN FURTHER AUTHORITY TO REDUCE DUTIES

Under the proposed Trade Expansion Act of 1968 (H.R. 17551) the President is seeking further authority to reduce duties. Under the Trade Expansion Act of 1962 the President was given authority to reduce the rates of duty on imported merchandise to 50 per cent of the rates which existed on July 1, 1962. The authority expired on June 30, 1967.

Under the auspices of the so-called Kennedy Round of negotiations most of the authority granted to the President to reduce rates of duty was used. It is believed that the reductions in the rate of duty applying to imports into the United States were predicated not so much on the concessions we received from the negotiating parties of GATT, but took into account the domestic industry involved in its relation to the country, its relation to the community, the protection needed (if any) from competitive imports, capital invested, number of employees, etc. If it is a fact that those factors were taken into account, then the reductions in duty under the Kennedy Round were probably the maximum reductions possible, even if less than the full 50 per cent permitted. Therefore, to permit the President to have authority to further reduce duties for any reason would be imposing an undue hardship by the mere threat of further reductions on those domestic industries subject thereto.

The results of the Kennedy Round have hardly been realized and the mere authority to further reduce duties could result in a mass exodus of domestic industries to low wage countries.

For example, the domestic window shade industry is one that is economically operated with the most modern techniques, up-to-date machinery and the best quality of plastic sheeting produced. The most competitive single country is Formosa and despite all the American know-how, etc., it is virtually impossible to compete due to the low cost of foreign labor. Plastic window shades are strictly a price item and the American housewife is concerned only with the price when shopping for the article. Assuming (but certainly not admitting) that Japan or Formosa produces a comparable window shade, the cost of the imported window shade is so much lower, including the present reduced rate of duty, that the domestic industry may find it necessary to resort to legislative relief to stay in business. When the full effect of the Kennedy Round reductions is felt by this industry, it may become very difficult to continue to manufacture plastic window shades in this country.

No one is disadvantaged if the President is denied at the present time the authority to further reduce duties. If in a specific instance, for a specific purpose it is necessary, Congress can authorize such authority. Blanket authority to the President at this time can only be detrimental to domestic industries.

TO LIBERALIZE ADJUSTMENT ASSISTANCE CRITERIA PROCEDURES FOR FIRMS AND WORKERS WITHOUT LIBERALIZING THE ESCAPE CLAUSE FOR DOMESTIC INDUSTRIES WOULD BE LESS THAN A NULLITY

A. *History Of The Escape Clause*

From the beginning of the Trade Agreements Program there has been concern that as a result of a decrease in import restrictions there would be such an increase in imports as to seriously injure or to threaten serious injury to domestic manufacturers. When the President was given authority in 1934 to reduce import restrictions he committed himself to use the authority in such manner as not to injure sound and important American industries. However, in administering the Trade Agreements Act it soon became apparent that some domestic industries would be seriously injured. An "escape clause" was, therefore, included in trade agreements which permitted the United States to withdraw a concession under certain conditions.

The Trade Agreements Extension Act of 1951 for the first time had an "escape clause" procedure provided for by statute (Sec. 7). This provision in substance held that the Tariff Commission should investigate all escape clause applications; imposed a time limit for the investigation; and allowed an actual as well as a relative increase in imports to satisfy the procedural criteria. The Tariff Commission pursuant to the investigation then had to determine if as a result

in whole or in part of concessions granted, imports of the article under investigation were being imported into the United States in such increased quantities, either actual or relative, as to cause, or threaten, serious injury to the domestic industry producing like or directly competitive products. Section 7 of the Trade Extension Act of 1951 was re-enacted in 1955 and 1958. It lasted until 1962.

B. Application Of The Escape Clause

Under Section 7 of the Trade Extension Act of 1951 (and its re-enactment) 113 investigations were completed by the Tariff Commission. Of that number of investigations the Tariff Commission found that in 33 investigations the criteria for injury was met by the domestic industry and recommended to the President that relief be granted; in 8 investigations the Tariff Commissioners were divided as to their findings and therefore, the cases had to be referred to the President for disposition; and 72 cases were dismissed by the Tariff Commission on the grounds that the domestic industries did not meet the criteria set up by Congress for relief.

Of the 41 investigations referred to the President, 15 were granted relief pursuant to the statute and 26 were denied relief.

C. Changes Made in The Present Act (Trade Expansion Act of 1962). From Section 7 Of The Trade Agreement Extension Act of 1951

In the Trade Expansion Act of 1962 Congress enacted a sweeping reorganization of safeguard procedure which among other things made a form of relief available to groups not covered by earlier acts, such as individual firms and employees of injured industries. Under the 1962 Act the President could provide relief in cases of injury to an industry, firm or workers by withdrawing, or modifying the concession or he may grant trade adjustment assistance such as loans, tax relief and technical assistance. During the debates in Congress on the 1962 legislation it was held out to labor as an inducement for the passage of the Act that individual groups of workers, not provided for under previous legislation could obtain trade adjustment assistance.

However, in addition to the attempted beneficial changes made by the 1962 Act, the criteria for "injury" was changed which change made it impossible for domestic industries, firms or individuals to get any trade adjustment assistance.

Before the Commission can make an affirmative finding under section 301(b) (1) of the Trade Expansion Act of 1962, it must determine (1) that the imports in question are entering the United States in increased quantities; (2) that the increased imports are a result in *major* part of trade agreement concessions; and (3) that such increased imports have been the *major* factor in causing or threatening to cause, serious injury to the domestic industry concerned. If the Commission finds in the negative with respect to any one of these three requisites, it is foreclosed from making an affirmative finding for the industry.

D. Impossibility of Qualifying For Relief Under Present Criteria

Since the drastic change made by Congress in the Act of 1962 in determining the criteria for injury to be found by the Tariff Commission before relief can be secured by an industry, firm or individual, *not one petition was found to have met that criteria.* From the enactment of the 1962 Trade Expansion Act to date, domestic industries have filed 10 petitions with the Tariff Commission for investigation and trade adjustment assistance; domestic firms have filed 6 petitions and workers have filed 5 petitions. In all, 21 petitions have been filed and as previously stated *the Tariff Commission has not made an affirmative finding in any.*

E. The Proposed Liberalization Of The Tariff Adjustment Provisions Of The Trade Expansion Act of 1962 By The Trade Expansion Act of 1968 (H.R. 17551) For The Benefit Of Firms And Workers Will Help Those Classes Little If At All Unless There Is A Chance In The Criteria For Injury Applying To Domestic Industries

As above stated, when Congress changed the criteria for relief to domestic industries injured as a result of increased imports due to a trade concession from the escape clause provisions contained in the Section 7 of the Trade Extension Act of 1951 to the provisions contained in the present act (Trade Expansion Act of 1962) and included also therein for the first time tariff assistance to injured firms and workers, *not one petition on behalf of domestic industries, firms or workers qualified.* The criteria for securing relief in the present law

(Trade Expansion Act of 1962) is the same for domestic industries, individual firms or workers.

The Administration recognizing that whereas the escape clause provisions of the Trade Extension Act of 1951 were successfully applied by several domestic industries which qualified thereunder, the changes made for securing relief by injured industries, individual firms or workers under the Trade Expansion Act of 1962, proved to be a complete nullity, is now suggesting amendments to the latter Act through the proposed "Trade Expansion Act of 1968" (H.R. 17551). However, the proposed changes in H.R. 17551 apply merely to individual firms and workers *and does not apply to domestic industries*. In other words the proposed new Act will make it easier for individual firms and workers to secure relief from loss of jobs or loss of income due to increased ruinous imports, but the domestic industry which contains the individual firms and employs the workers will still be handicapped by the criteria under the Trade Expansion Act of 1962, which criteria has been impossible to meet up to the present time.

The President in requesting Congress to liberalize the previous impossible restrictions placed on those industries, firms and individuals seeking justifiable relief from imports, very studiously limited the proposed changes to apply only to firms and workers. He stated:

"Some firms, however, have difficulty in meeting foreign competition, and need time and help to make the adjustment.

"Since international trade strengthens the nation as a whole, it is only fair that the government assist those businessmen and workers who face serious problems as a result of increased imports.

"The Congress recognized this need—in the Trade Expansion Act of 1962—by establishing a program of trade adjustment assistance to businessmen and workers adversely affected by imports."

It is respectfully pointed out that to offer relief to firms and workers and not to the domestic industry involved is absolutely worthless. . . . What can it possibly benefit a firm if it receives tax assistance or a loan or other adjustment, if the industry is forced out of the business of producing the article because of low cost foreign competition? What can it possibly benefit a worker in the long run if he gets extra unemployment benefits or training or relocation, if the industry in which he was employed transfers its manufacturing ability and know-how to low wage countries because of imports from similar low wage countries? If the proposed "Trade Expansion Act of 1968" (H.R. 17551) is passed in the present form as related to escape clause provisions for domestic industries and tariff adjustment provisions as relates to individual firms and workers, it is possible that a firm or worker could qualify for relief under the new provisions but the domestic industry could not qualify even though petitions could be filed by all three categories at the same time and the same evidence adduced by the Tariff Commission in its investigation.

The domestic window shade industry would benefit nothing if under the proposed criteria through the Trade Expansion Act of 1968, an individual firm or window shade worker were granted some of the relief outlined in the act, but the domestic industry itself gives up production. In order to meet the foreign competition in the American market place, it would be necessary to put the domestic industry on a competitive basis through the remedies offered under the escape clause of the Expansion Act of 1962 with the criteria for such relief changed in the same manner, that the proposed Trade Expansion Act of 1968 intends to change the criteria for individual firms and workers.

It is strongly urged that the criteria for relief proposed by the new Act (H.R. 17551) be changed so that it would be identical for domestic industries, individual firms workers.

AN OMNIBUS QUOTA BILL SHOULD BE PASSED SO THAT ANY DOMESTIC INDUSTRY THAT IS INJURED AND QUALIFIES UNDER AN ANNOUNCED CRITERIA WOULD BE ABLE TO GET RELIEF FROM RUINOUS IMPORTS

Congress is well aware of the many quota bills presently pending and covering many imported articles. There is no doubt that at least some are meritorious and are deserving of Congressional action. Obviously, some of them are merely put into the hopper by Congressmen in order to appease constituents.

In order to reduce the work load of Congress in this connection and to remove the doubt as to whether or not a domestic industry is entitled to relief from imports by limiting the amount of such imports, an omnibus quota bill should be

passed. The criteria for qualifying for relief under such a bill could be spelled out by Congress and would require an overt act on the part of such industry to seek relief. Therefore, even if a particular industry may be entitled to relief under such a bill, the relief would not be forthcoming automatically, but it would be necessary for the industry to petition for the relief necessary.

Again using the domestic plastic window shade industry as an example, we can see the need for an omnibus quota bill. Imported plastic window shades are not specifically provided for under the United States Tariff Schedules. At the present time they are provided for under the provision for "curtains, drapes, etc." under Item No. 772.35, and assessed with duty (Kennedy Round) at the rate of 11% ad valorem.

The present classification and rate of duty on imported plastic window shades is the result of a ruling of the Bureau of Customs rendered on January 8, 1966. This ruling changed the classification of imported plastic window shades and rate of duty from 17 percent *ad valorem* to its present rate of duty.

It is the contention of the domestic plastic window shade industry that the present classification and rate of duty on imported plastic window shades is wrong. It therefore, instituted an American manufacturer's protest procedure, under Section 516(b) of the Tariff Act of 1930 protesting against the action of the Bureau of Customs. This procedure was commenced well over a year ago and after many delays and set backs, the matter was finally brought before the United States Customs Court. On February 7, 1968 a trial was had before the Court (Joanna Western Mills Company vs. United States) where the issues were litigated. A decision has not yet been rendered.

During this period and continuing, it is believed that imports have been increasing drastically. Because imported plastic window shades are provided for under a catch-all provision of the Tariff Schedules, and since there are 2 large importers at the present time, no statistics are available to the domestic industry. Nevertheless, the articles are seen in the market place of this commodity in increasing amounts and the competition is keener due to the low cost of the imported article.

Should the pending Court case be lost by the domestic plastic window shade industry, it may be necessary to seek Congressional relief. However, an omnibus quota bill would probably cover a situation presently encountered by this industry and permit it to qualify for relief under a defined criteria. It would not then be necessary for this industry to seek Congressional relief.

CLOSER COOPERATION SHOULD BE MAINTAINED BETWEEN THE CUSTOMS BUREAU AND THE FEDERAL TRADE COMMISSION IN APPRAISING THE ULTIMATE CONSUMER OF THE COUNTRY OF ORIGIN OF IMPORTED ARTICLES

Under Section 304 of the Tariff Act of 1930, as amended, generally, all imported articles capable of being marked, must be marked with the country of origin. This marking must be legibly, indelibly, and permanently written in the English language, and in a conspicuous place. There are several exceptions to this general rule.

One such exception is that where an article is imported to be manufactured into another article and the country of origin is known to the manufacturer of the article in this country, then marking on the article itself is not necessary.

Imported plastic sheeting for manufacture into window shades is an article as above described. The sheeting itself is not marked with the country of origin. After importation, it is cut to size and mounted on rollers having spring mechanisms, and a plastic window shade is produced. The finished article has no marking on it with the country of origin and the article itself is passed off as 100% produced American window shade.

The imported plastic which has no marking with the country of origin is permitted entry because it complies with the Custom laws. After importation the Customs authorities lose control over the importation. However, the ultimate consumer of the window shade should be apprised of the country of origin of the plastic material.

In order to apprise the ultimate consumer of the country of origin of the plastic material, it is urged that the Federal Trade Commission order the shade manufacturer to attach a tag thereto showing that the completed shade is made from imported plastic sheeting. It is a relatively simple matter for the Custom authorities to notify the Federal Trade Commission to advise the manufacturer to affix the tag. If the ultimate consumer still wants to purchase such a shade, the choice is entirely his.

BALANCE OF TRADE PAYMENTS

Our balance of trade payments are linked with and tied up with our trade balances relative to imports and exports. For years it has been the theory that we are a solvent country as reflected in at least one instance by our favorable balance of trade. As a result of this fiction we were advised that in order to keep up our favorable balance of trade, and in fact increase it, we would have to reduce tariffs so that other nations could sell their exports to us before they could buy our exports. This concept was stressed even if it meant the extermination of some domestic industries which were economically operated and turn over the production of that article to foreign countries.

As of several weeks ago we no longer have a favorable balance of trade. Our exports, even including government-financed exports, did not exceed our imports. As recently as May 20, 1968 there appeared in the New York Times a statement made by a Vice President of the overseas division of a very large bank, who said:

"If Government-financed exports are left out of account, the commercial trade balance this year may show a deficit of \$1.5 to \$2.5 billion, compared with a small commercial surplus last year of \$250 million."

Since our export statistics when stripped of government financed shipments will show an unfavorable balance of trade it reduces considerably the argument of those who claim that duties must be reduced at any cost in order to be able to export. We now have an unfavorable balance of trade and practically free trade. Perhaps it is time to take a hard look at the entire picture of world trade with a view to domestic industries sharing in it.

Mr. BURKE (presiding). Thank you.

Are there any questions?

There being no questions, we thank you for your testimony.

Is Dr. DePodwin here?

Dr. DePodwin?

Without objection, there being no further witnesses, the committee will adjourn until 10 a.m. tomorrow.

(Whereupon, at 4:30 p.m., the committee adjourned, to reconvene at 10 a.m., Wednesday, June 26, 1968.)

