This will be particularly serious in view of the need for job opportunities for unskilled labor. In the past, the footwear industry had drawn heavily on the unskilled labor market.

Finally, imports have intensified the severe competition which always existed in an industry of approximately 800 manufacturers. Profit ratios are about half those of manufacturing industry generally, and from 25 to 30 percent regularly report no income to the Internal Revenue Service. While profits in 1968 may show a small improvement over 1967, they would have shown greater improvement if the bulk of the imported footwear had been produced in the United States.

Our industry wholeheartedly supports the orderly marketing bills introduced by Congressman Burke and others. We also support H.R. 16931, the fair international trade bill, and the bill, H.R. 17674, introduced by Congressman Collier. These are not protectionist bills. They are not bills to substantially rollback imports or raise tariffs or provide any other unrealistic treatment of imports under existing world conditions. They are based on a live-but-let-us-live philosophy. They follow the general practices which have prevailed in certain other countries and, in fact, are much fairer than certain of these practices.

In the Washington Post today the headline is "France Warns COMART of New Cuts on Imports," and they have stated, and I am quoting: "Though the exact nature of the import restrictions which France intends to apply has not been revealed, French sources here said they would probably take the form of import quotas" to protect France on highly sensitive industries.

The call for the establishment of mandatory or negotiated quotas when necessary which would guarantee to all nations a fair share of the U.S. market is important. Furthermore, these nations would continue to share in the normal growth of the U.S. market.

In conclusion, we do recognize the necessity for a continuation and expansion of international trade. President Johnson, in extending the duties on glass and carpets on October 11, 1967, said:

> We are keenly aware of the importance of expanding trade. * * * At the same time, we—like other nations—must maintain a fair and just concern for the well-being of those industries and employees who suffer unusual hardship from imports * * *.

Gentlemen, we ask no more than this for the footwear industry. Thank you.

(Mr. Goldstein's prepared statement follows:)

STATEMENT OF ALAN H. GOLDSTEIN, NATIONAL AFFAIRS COMMITTEE, NATIONAL FOOTWEAR MANUFACTURERS ASSOCIATION, AND THE NEW ENGLAND FOOTWEAR ASSOCIATION

My name is Alan Goldstein. I am president of the Plymouth Shoe Company in Middleboro, Massachusetts, and chairman of the National Affairs Committee of the National Footwear Manufacturers Association and its affiliate, the New England Footwear Association. These associations represent over 90 per cent of the footwear production of the United States.

We should like to emphasize at the outset that the domestic footwear industry is not seeking to bar imports and is not "protectionist" in the sense in which the term is commonly used. We recognize the need for a liberal trade posture in the United States, one which will encourage world trade. Such a policy, however, cannot be swallowed whole. It must come to grips with the realities of a world made up, on the one hand, of countries with a mixture of laissez faire and