Mr. BURKE. Yes.
Our next witness is Robert P. Fuller.
Will you identify yourself for the committee, please?

STATEMENT OF ROBERT P. FULLER, CHAIRMAN, GOVERNMENT AFFAIRS COMMITTEE, NATIONAL SHOEBOARD CONFERENCE, INC., ACCOMPANIED BY JOHN ROGERS

Mr. FULLER. Yes, Mr. Chairman, I should identify myself as an optimist, because my opening remark says "Good morning, Mr. Chairman."

I would like to make an attempt to clear up what seemed to be a couple of misunderstandings based on the immediately past presentation, and that is, that we are very familiar—let me say that my name is Robert P. Fuller, and I am president of the Colonial Board Co., Manchester, Conn.

I am accompanied by Mr. John Rogers, of the Rogers Fiber Co., in Maine. We are very deeply interested in the shoe industry, and I would just like to make this observation, that I think other than those few companies named by my predecessor, Mr. Donohue, that we look upon the shoe industry as being one of the lowest returns on net invested capital in all American industry.

We are not very far above grocery store chains. He didn't mention Endicott-Johnson. I think all of you know the distressing circumstances of Endicott-Johnson, which I would not charge as being solely caused by imports, but certainly could not be entirely disassociated. Those companies, I think, operate somewhere in the range of 6,000 to 7,000 retail store outlets.

They are driven to import shoes for sale. We should not confuse shoe manufacturing with shoe merchandising.

With no further remarks, I will proceed with my prepared statement, and, gentlemen, I hope that its brevity you will consider a virtue. I am not going to read verbatim from the prepared statement which you have, and which I would like to have filed in its entirety.

I am appearing before this committee in my capacity as chairman of the Government Affairs Committee of the National Shoeboard Conference, Inc., in Boston, Mass., the members of which association produce a product used primarily in the manufacture of shoes.

Shoeboard is manufactured from either reclaimed cellulose or leather fiber, and is made by a process known as the wet machine process.

The shoeboard industry is basically small. Its producers are what we might call small business. Our association has a membership of seven companies, with an annual value of production of approximately $9 million.

My statement on behalf of the membership of the National Shoeboard Conference is directed to those subjects relating to new legislative proposals on foreign trade policy, outlined in the statement by your committee dated May 9, 1968.

I will direct my attention this afternoon to a short summary of the statement filed by Mr. Martin. I have already asked that that entire statement be made a matter of the record.