

Mr. BECKMANN. My name is Roland J. Beckmann. I am employed as general manager of the Kaywood Division of Joanna Western Mills. We are located at 1225 Milton Street in Benton Harbor. We also have a factory at Joanna, S.C.

Our primary endeavor is the manufacture of these movable louvered wooden shutters. This item is rapidly taking the place of the oldtime venetian blind that we are all familiar with.

Mr. Golden, here on my right is my legal counsel, or the legal counsel for the shutter association.

I would also like to speak in behalf of the other organizations that are listed on the brief which I think you all have copies of.

For expediency's sake and not to be redundant I will just highlight a few of the points that are mentioned in the brief, and I would also like you gentlemen to reflect on Congressman Dent's remarks of yesterday morning.

I believe that his analysis of the Kennedy round as it applies to the soft shoe business probably parallels to a large degree our problem in the wooden shutter industry.

These shutters that are being imported into the United States come primarily from Japan and Formosa. This panel is made in Japan and manufactured of a wood native to Japan named katsur. It is a very cheap wood. As you can see, the panel is warped, and it is of very shoddy construction.

That panel now carries an ad valorem discount or tariff of 36 percent ad valorem. It was 40 percent up until the first of this year.

We would like to plead that the President not be given any more latitude to decrease these tariffs any more than they are. This is a panel manufactured in Benton Harbor, Mich. It is made of clear ponderosa pine. Our source of supply is the Pacific Northwest.

Now, recently we have seen a lot of articles about our wood being exported to Japan and Formosa. A Japanese pine panel is now coming on the market. These people undersell us by about 20 percent on a like panel, like size. They are actually competing with us with our own material.

I would like to point out that countries like Mexico will not allow their minerals to be exported without being refined. We feel that if something could be done about that aspect that would also be helpful.

I would like to point out an article that appeared in your Washington Post last night, or the night before last, having to do with import duties that France is going to invoke as a result of their recent labor increases.

I don't know why we here in the United States can't jump on things as quickly as they do. This item is strictly a price item. We feel that if these tariffs are reduced any more that we will have to get out of the business.

I guess that about wraps up what I have to say, Mr. Chairman. I would be happy to answer any questions you might have.

(Mr. Beckmann's prepared statement follows:)