text of the 50-percent reduction will be compounded by repeal of the American selling price. Considering again the examples of vat blue 6, beta naphthol, and sulfamerazine, the U.S. landed value of those products will have decreased markedly.

The following charts show the increased ability of foreign importers to take customers away from Cyanamid or to compel Cyanamid to make costly price reductions, as the result of the already agreed and proposed tariff reductions.

VAT BLUE 6

[Dollars per pound]

	United States to Germany		Germany to United States	
	Pre-1968	ASP repeal	Pre-1968	ASP repeal
Base price	$2.79	$2.79	$1.45	$1.45
Ocean freight	.045	.045	.029	.029
Insurance	.009	.009	.0047	.0047
Duty	.392	.284	1.116	.435
Border tax [1]	.129	.469		
Custom brokers and forwarding fee	.02	.02	.02	.02
Export rebate			(.058)	(.218)
Landed value	3.385	3.617	2.5617	1.7207
Change in landed values from pre-1968 level		.232		(.841)
Difference between import (landed value) and local base price	1.935	2.167	(.2283)	(1.0693)

BETA NAPHTHOL

	United States to Germany		Germany to United States	
	Pre-1968	ASP repeal	Pre-1968	ASP repeal
Base price	$0.30	$0.30	$0.16	$0.16
Ocean freight	.017	.017	.0185	.0185
Insurance	.001	.001	.0006	.0006
Duty	.047	.029	.11	.044
Border tax [1]	.015	.052		
Custom brokers and forwarding fee	.02	.02	.02	.02
Export rebate			(.0064)	(.024)
Landed value	.40	.419	.3027	.2191
Change in landed values from pre-1968 level		.019		(.0836)
Difference between import (landed value) and local base price	.24	.259	.0027	(.0809)

SULFAMERAZINE

	United States to Germany		Germany to United States	
	Pre-1968	ASP repeal	Pre-1968	ASP repeal
Base price	$4.019	$4.019	$2.395	$2.395
Ocean freight	.12	.12	.0395	.0395
Insurance	.014	.014	.008	.008
Duty	.515	.291	.83	.612
Border tax [1]	.186	.666		
Custom brokers and forwarding fee	.02	.02	.02	.02
Export rebate			(.096)	(.360)
Landed value	4.874	5.13	3.1965	2.7145
Change in landed values from pre-1968 level		.256		(.482)
Difference between import (landed value) and local base price	2.479	2.735	(.8225)	(1.3045

[1] Border tax used on duty paid value: 4 percent pre-1968, 11 percent July 1968 and an estimated 15 percent in 1972 and after repeal of ASP.