TABLE 2

Category of product	Percent loss of sales revenue in 1965, assuming price reductions to meet reduced landed cost of imported products under—	
	Post-Kennedy round ASP reduced duties	Supplementary chemical agreement duties at reduced rates based on FSP
Dyes:		
Acid	22.1	27.4
Basic	28.2	37.2
Direct	20.5	28.7
Disperse	10.1	14.6
Mordant	21.7	31.0
Vat	21.4	30.2
Total, all dyes	17.0	23.7
Azoic products:		
Fast color bases	21.1	18.8
Fast color salts	20.1	15.4
Naphthols	18.5	11.6
Total, azoic products	19.6	14.3
Intermediates	6.7	8.0
Total, all products	15.0	19.1

Source: Confidential exhibit, table VII.

Just so there is no misunderstanding of the dimensions of the impact on our earnings—and the comparable impact on the earnings of the other small, independent dye producers, let me summarize my company's 1965 profit and loss statement, before and after application of the Kennedy round and supplementary chemical agreement results.

If you would look please at table 3 and particularly the last line thereof, you will find that after the implementation referred to as a percent of our sales our net profit after tax comes up with the negative figure of 6.3 percent as a percentage of our shareholders' equity, a negative figure of 8.4 percent.

TABLE 3

	Net profit after taxes—	
	As percent of sales	As percent of sharehold rs' equity
Actual 1965 results	6.9	11.2
Adjusting revenue by imported chemcial landed cost reductions:		
50-percent ASP duty cut	(0.9)	(1.2)
Implementation of supplemental chemical agreement (reduced duties based on FSP)	(6.3)	(8.4)

Note: Figures in parentheses denote loss.

Source: Table VIII, confidential exhibit.

We would be close enough to the break-even point under the 50-percent reduction in ASP rates that we might be able through drastic adjustments to stay alive. Under the repeal of ASP and the reduced rates based on foreign selling price called for under the supplemental chemical agreement, we wouldn't have a chance. We would be finished as American manufacturers. The jobs of our operating employees would be lost forever.

For whose benefit is such a drastic, tragic result sought?