

Our industry's trade organizations, Synthetic Organic Chemical Manufacturers Association and Dry Color Manufacturers Association, will present testimony and group data to clearly establish the adverse effect of ASP elimination upon domestic benzenoid chemical producers. We believe you will find this evidence most convincing.

We shall appreciate any effort you may expend in behalf of the retention of the American Selling Price system for valuing benzenoid chemical imports.

Respectfully submitted,

R. A. LUCHT, *President.*

MAGRUDER COLOR CO., INC.,
Newark, N.J., June 24, 1968.

Mr. JOHN M. MARTIN, Jr.,
Chief Counsel, Committee on Ways and Means,
Longworth House Office Building,
Washington, D.C.

DEAR MR. MARTIN: Now is the time for *Congress* to come to the aid of the United States Pigment Industry.

Magruder is one of the smaller manufacturers of organic pigments and have managed to survive within our own highly competitive system since 1927. Now, if ASP is abolished the stage will be set for the giant foreign producers to put on a dramatic play for our share of the market.

Why is the elimination of ASP so important to the foreign interests? All but a few involved in benzenoids and chemicals now have domestic plants, offices, sales and service staffs and are constantly expanding these facilities. They are competing with our industry every hour and every minute of the day—why hand out the added incentive of abolishing our method of doing business which helped make America what it is today.

Where has our common sense gone? Our greatness in developing this important industry? Where is our government of the people, by the people and for the people. All of us in the pigment industry big or small, are people—people earn wages—make the products we sell, spend the money they earn, elect our officials locally and nationally. They don't want to face the possibility of reduced wages, loss of jobs, they want to continue working and growing and continue being a part of this important industry.

Thank you for the courtesy of allowing me to air my views against Title 4 of HR 17551 which could create a serious impact on our industry.

Mr. Martin, please include my comments and views in the records of this hearing.

Cordially,

JOHN A. HOWARD,
Vice President and General Manager.

THE HILTON-DAVIS CHEMICAL CO.,
Cincinnati, Ohio, June 21, 1968.

COMMITTEE ON WAYS AND MEANS,
Longworth House Office Building,
Washington, D.C.

GENTLEMEN: We would like to make the following comments to your Committee concerning the current hearings on U.S. trade policy and specifically on the American Selling Price system of tariff evaluation.

The Hilton-Davis Chemical Co. Division is based in Cincinnati, Ohio and employs approximately 950 people in the production of benzenoid chemicals including pigments, dyes and intermediates. We are convinced that abolition of the American Selling Price system will have a dire effect upon our industry and company. To illustrate the seriousness of the situation and verify the reasons for our apprehension, we have chosen four specific products that have been affected by foreign competition in the last two years and we present herewith the present status of those products which represent a substantial part of our business.

So that we will not place ourselves in further jeopardy, we have coded the cited products as Intermediate A, Intermediate B, Pigment A and Pigment B. Further, since selling prices are easily recognized, we have converted all prices to the