



>> Miscellaneous Tariff Bill (MTB) Testimonials

Allen Jacoby, Global Business Manager, Milliken & Company, Spartanburg, South Carolina

“Milliken employs 6,000 men and women in the United States and manufactures polypropylene clarifiers and nucleators for use in the packaging, food storage and container markets. Because the raw materials needed are not produced in the United States, we have relied on the MTB process to reduce our overall costs and improve our global competitiveness. Thanks to past MTBs, we’ve been able to add jobs in South Carolina and grow our chemical business. Milliken encourages Congress to find a path forward by reforming the MTB process so manufacturers can take advantage of this needed tax break.”

Jim Hay, Business Director, DuPont Crop Protection, Wilmington, Delaware

“The MTB is critical to the ability of companies like DuPont to maintain jobs and create new opportunities for business growth in the United States. Duty suspensions enhance the competitiveness of our U.S. manufacturing base by lowering our input costs and providing us the tools we need to sustain U.S. production. Lower manufacturing costs create opportunities for business growth to support our company’s mission of sustainable growth. We urge Congress to take the necessary action to secure final passage of duty suspension legislation.”

Mike Chlada, Resident Plant Manager, FMC Corporation, Wyoming, Illinois

“FMC employs approximately 1,400 Americans and produces agricultural and chemical products. The MTB has been critical to our success. Past MTBs have helped us significantly reduce our costs and remain competitive in an intense global marketplace. By reducing costs on raw materials that are not available domestically, we were able to maintain and grow jobs at our facilities all over the United States. The duty suspensions bring us substantial savings, which we reinvest in our manufacturing facilities right here in the United States. Congress must pass the MTB as quickly as possible to ensure that companies like mine stay competitive and create economic growth.”

Antonis Papadourakis, President and CEO, LANXESS Corporation, Pittsburgh, Pennsylvania

“As a manufacturer of complex chemicals and polymers, many of which require raw materials that are not available domestically, the MTB has been critical to keeping LANXESS competitive in the global marketplace. LANXESS is excited about the renaissance of manufacturing. We’ve seen domestic growth through acquisitions, and we continue to add jobs. However, at this critical juncture for domestic manufacturing, this type of growth is best sustained through a solid competitive position. Delaying action any longer will continue to increase our costs and further jeopardize the competitive advantage that has enabled LANXESS to grow and succeed in the United States.”

Mike Cockrill, Vice President - Supply Chain, Bayer CropScience, Research Triangle Park, North Carolina

“As a leading life sciences company, Bayer is committed to providing valuable products and innovative technology to farmers both here in the United States and around the world. Since the expiration of the last MTB on December 31, 2012, Bayer has seen the cost of our manufacturing increase tens of millions of dollars due to the loss of duty relief. Bayer has been committed to making significant investments in its U.S. manufacturing operations in part due to the competitive benefits of the MTB. In order to continue innovating and expanding, we need the MTB process to be reformed to assure a consistent, reliable and non-controversial process for addressing unnecessary tariffs on critical manufacturing inputs.”

Juli Jessen, CEO, Gowan Company LLC, Yuma, Arizona

“The Gowan Company manufactures agricultural, chemical and pest control products for growers in the United States and abroad. Identifying the best technology often involves importing manufacturing components that are not available in the United States and that are subject to considerable import tariffs. Passage of the MTB will allow Gowan to continue providing both new and established pest control products to U.S. growers at competitive prices while supporting our 600 employees as well as jobs in 40-50 downstream businesses that are part of our product manufacturing, packaging, warehousing, distribution and marketing chain. These partnering businesses share the benefits of the MTB as well. Passage of the MTB is a necessity for America’s manufacturers and deserves immediate consideration!”

Ed McAssey, Chief Operating Officer, Lasko Products, Inc., West Chester, Pennsylvania

“There are 672 American workers that work in Lasko facilities in Franklin, Tennessee and Fort Worth, Texas that would benefit from the MTB program that has been expired since 2012. The MTB program would allow Lasko to compete against low-cost imports of household electric fans from China. Lasko is the last American manufacturer of portable oscillating fans and has been able to stay in this business with the MTB program and heavy investment in capital equipment and tooling. Portable fans are a business of pennies and the savings from MTB duty suspensions would allow the company to continue to work on tight operating margins to compete with imports from China.”

John A. Solheim, Chairman and CEO, PING, Inc., Phoenix, Arizona

“PING truly appreciates the leadership shown by Congress in passing previous MTBs, which have helped us provide additional great jobs with full benefits for Arizonans. Congress’s prior elimination of import duties on golf bag flats in the 2006 MTB allowed PING to close our golf carry bag production in Mexico and bring many golf bag manufacturing jobs back to the United States while improving the competitiveness of our golf bag business. PING employs approximately 750 workers in the United States and the MTB is critical to maintain and grow our manufacturing. We urge Congress to pass the MTB as quickly as possible.”

Leib Oehmig, President and Chief Operating Officer, Glen Raven, Inc., Burlington, North Carolina

“Glen Raven is one of the world’s leading manufacturers of performance fabrics used in the furniture, automotive, safety, marine and sun shade industries and has 1,700 employees in the United States. Since the raw materials required to manufacture many of these fabrics are not available in the United States, Glen Raven relies on the MTB to ensure these materials can be sourced competitively. The expiration of the MTB has resulted in a significant increase in our manufacturing costs, which makes companies like ours less competitive in the global marketplace. Glen Raven urges Congress to promptly pass the MTB as a means to spur much needed job creation and economic growth in the United States.”

Jay Dickson, President, Nation Ford Chemical, Fort Mill, South Carolina

“While Nation Ford Chemical is a family-owned small business with 100 employees, many large companies and the U.S. Armed Forces rely on our products. Our company’s entrepreneurial spirit has driven our growth, but the lack of Congressional action on the passage of the MTB has limited our ability to expand and more importantly, threatens our future success. Without the MTB in place, we are spending more money on import duties and less for U.S. job creation. In addition, paying the unnecessary import duties has had a significant impact on the cost of our products, thereby making us less competitive in the world market. Nation Ford Chemical supports MTB passage either by reform or by renewal of the system used for many years.”

Paul Rea, Senior Vice President, BASF, Research Triangle Park, North Carolina

“BASF’s 15,000 U.S. employees at over 100 production and research sites in more than 30 states work every day to create chemistry for a sustainable future. The MTB process helps BASF to attract new production opportunities and remain a competitive solutions provider to the automotive, printing, packaging, telecommunications, and agriculture industries. We supply dozens of products to those industries that are eligible for duty suspension under the MTB. Suspending the applicable duties would translate into reduced costs, thus allowing for greater reinvestment in our U.S. production and R&D facilities and ultimately increasing our opportunities to innovate. In short, the MTB enhances BASF’s ability to help our customers to succeed.”

Matt Schreiner, Global Leader for GORE-TEX® Innovation, W.L. Gore & Associates, Newark, Delaware

“W.L. Gore & Associates is a privately held company headquartered in Newark, Delaware with annual sales of more than \$3 billion and employing with more than 10,000 associates globally. Gore has made its name by creating innovative, technology-driven solutions from medical devices that treat aneurysms to high-performance GORE-TEX® fabrics that provide protection from the elements and enable outdoor enthusiasts to remain comfortable across a broad range of activities and conditions. Beginning in 2007, Gore’s footwear team has used the MTB process to reduce duties on high-performing footwear. Under the Harmonized Tariff Schedule, footwear that provides protection against water that is imparted by the use of a coated or laminated fabric including GORE-TEX® and similar coated/laminated fabrics is subject a duty rate of 37.5 percent. We have worked closely with domestic industry to ensure that MTB legislation was non-controversial. When these duty rates were reduced, outdoor enthusiasts the ultimate customer have benefited from a wider variety of innovative high-performance footwear at better prices.”