



>> Miscellaneous Tariff Bill (MTB) Testimonials

Leib Oehmig, President and CEO, 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 more than 2,000 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.”

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

“There are 638 American workers that work in Lasko facilities in Franklin, Tennessee and Fort Worth, Texas that would benefit from the passage of the MTB, which is roughly 68 percent of our total workforce. 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 invested heavily in its facilities in an effort to keep them in the United States. 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. Passage of the MTB would not only allow us to maintain our workforce, but also to continue to source our other manufacturing parts from American suppliers. The MTB is not only beneficial to Lasko, but to American workers and business as a whole.”

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 pass the MTB by end of this year so manufacturers can take advantage of this needed tax break.”

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 for Congress to pass an MTB this year to remove 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 and providing 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 700 employees as well as jobs in 40-50 downstream businesses that are part of our product manufacturing, packaging, warehousing, distribution and marketing chain. The positive impact goes beyond Gowan to our upstream and downstream customers and partners, U.S. agriculture in general and our local community. These partnering businesses share the benefits of the MTB as well. Expedient passage of the MTB is a necessity for America’s manufacturers and deserves immediate consideration.”

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. Congressional passage of the MTB is critical to maintain the competitiveness of our U.S. operations, support job creation, and enable LANXESS to grow and succeed 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 this year.”

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. However, without the current MTB, U.S. golf club manufacturers are disadvantaged globally because the duty on importing golf club parts (4.9 %) is higher than the duty on importing finished golf clubs (4.4 %), which creates an inverted tariff that wrongfully incentivizes production abroad. PING employs nearly 800 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.”

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.”

Michael Ratchford, Government Relations, W. L. Gore & Associates, Newark, Delaware

“W. L. Gore & Associates is a privately-held company known for innovative products and a distinct, widely admired culture. By using proprietary technologies with a versatile polymer, W. L. Gore & Associates has created numerous products for fabrics laminates best known under the GORE-TEX® brand; medical implants; and cable, filtration, sealant, membrane, venting and fiber technologies for diverse industrial applications. We create high value products through design, R&D, and manufacturing here in the United States. W. L. Gore & Associates has utilized the Miscellaneous Tariff Bill (MTB) process to reduce tariffs on products not available in the U.S. The savings on reduced duties benefits W. L. Gore & Associates, customers and end-users.”

Spencer Vance, President, North America, Albaugh LLC, Ankeny, Iowa

“Albaugh is an internationally-recognized company that specializes in the production and packaging of post-patent crop protection products, and employs around 350 workers across the United States. Albaugh’s products are used throughout the country principally by farmers who require access to competitively priced alternatives for their crop protection needs. The MTB has been crucial to Albaugh’s business in that it significantly reduces our costs which allows us to remain competitive in the marketplace. By reducing our costs of raw materials that are not available domestically, we are able to maintain and grow jobs at our headquarters in Ankeny, Iowa, our production facility in St. Joseph, Missouri, and our other locations throughout the United States, as well as to continue serving the American farmer. We urge Congress to take the necessary action and secure passage of the MTB as quickly as possible.”

Frank Scholz, EVP Global Operations and President, Specialty Generics, Mallinckrodt Pharmaceuticals

“Employing approximately 3,500 men and women in the United States, Mallinckrodt Pharmaceuticals develops, manufactures, markets and distributes branded and generic specialty pharmaceutical products and therapies and is committed to bringing new and innovative products to the market. The MTB has helped U.S. manufacturers like Mallinckrodt remain competitive in the global marketplace by reducing costs on raw materials that are not domestically available. Passage of the MTB is critical to U.S. manufacturers to compete effectively against non-domestic suppliers and we urge Congress to take action to pass the MTB, thereby promoting innovation and growth in the U.S.”