



August 28, 2006

Senate Finance Committee  
219 Dirksen Senate Office Building  
Washington, DC, 20510

Dear Senators:

We are writing this letter as a Statement of Objection to miscellaneous tariff measures S. 3082 - To suspend temporarily the duty on step up padded potty seats; S. 3083 - To suspend temporarily the duty on traveler padded potty seats; and S.3109 – to suspend temporarily the duty on contoured padded infant potty seats.

Ginsey Industries, Inc. is a United States based company that has been in existence since 1952. We are a domestic manufacturer of soft toilet seats, bathtub mats, traveler padded potty seats, step up padded potty seats, and contoured padded infant potty seats.

Ginsey holds an approximate 25 percent market share of the US potty seat business and is one of the largest manufacturers and distributors of all juvenile potty seats in the USA. Using a domestic workforce of over 120 employees, we manufacture over 1,200,000 contour padded infant potty seats a year in our factory in Bellmawr, NJ. Using a domestic subcontractor we also manufacture over 200,000 padded step up potty seats and we distribute over 500,000 traveler potty seats annually. We pay our employees good wages and provide healthcare, dental care, life insurance, 401(k) retirement, and other benefits.

Due to higher US manufacturing labor costs, temporarily suspending the duty on the Chinese products will put Ginsey at a competitive disadvantage. It is hard enough to manufacture a product in the United States, and the duty on Chinese imports allows us to compete on a more level playing field. Simply put, if your Committee allows the Chinese step up padded potty seats, traveler padded potty seats, and contour padded potty seats to enter the US market duty free, we will be devastated, lose business, and our American workers and American product will be rendered noncompetitive. This will not only have a negative impact on our potty seat business, but also our soft toilet seat and bathtub mat businesses. In addition, dozens of US raw material suppliers will be negatively impacted.

Primarily all other contoured padded infant potty seats, step up padded potty seats, and traveler padded potty seats are made in China - with the exception of those made by Ginsey Industries. We would like to point out that Chinese manufacturers are already being subsidized by the artificially pegged exchange rate.

We estimate that the US government will lose an estimated \$1,000,000 in duty revenues each year that the duty is temporarily suspended. We estimate that 3,000,000 contoured padded infant potty seats are imported from China a year at an average cost of \$3.00 a piece. This is a \$9,000,000 annual value in goods that, at the current 6.3% duty rate, is \$567,000 in income for the government. Over the three plus year time frame being proposed by S.3109, this is a loss of over \$1,700,000. We estimate that 1,000,000 traveler potty seats are imported from China a year at an average cost of \$2.50 a piece. This is a \$2,500,000 annual value in goods that, at a 6.3% duty rate, is \$157,500 in income for the government. Over the three plus year time frame being proposed by S.3083, this is a loss of over \$472,500. We believe that at least \$250,000 in lost annual duty income will occur as a result of S.3082.



We also estimate the state and federal government will lose an average of \$8,525 of combined employee and employer annual payroll taxes for each employee we may have to layoff as a result of the temporary suspension of duty of contoured padded infant potty seats. If we need to layoff 10 percent of our workforce as a result of miscellaneous tariff measure S. 3109, the combined employee and employer annual payroll taxes lost will be over \$100,000 annually.

We respectfully request that you do not pass miscellaneous tariff measure S.3082, S.3083, and S.3109.

Sincerely,

*Harry Haber*

Harry Haber  
President and CEO

# PRIMO®

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Date: July 21, 2006

To: Senate Finance Committee

Re: **Opposing Proposed Legislation S.3082, S.3083 and S.3109 to Allow Children's Padded Potties to Be Customs Duty Free Status**

As an American manufacturer, I am very opposed to the 3 bills that would allow children's padded potties to be imported into the United States duty free! The 3 proposed bills in question are S.3082, S.3083 and S.3109. **Mommy's Helper, the proponent to these bills, together with several other parties who import these products into the USA, should pay the correct customs duty rate!**

PRIMO manufactures children's potties in New Jersey. We provide manufacturing jobs in the USA to Americans. These 3 specific bills - S.3082, S.3083 and S.3109 – are designed to allow our many competitors, including Mommy's Helper, to bring product from China into the USA duty free and to have an even greater unfair pricing advantage over our domestic produced products. The Chinese products are “knock-offs” of our domestic products.

These Chinese products are already less expensive than the American produced products. Therefore, passage of these 3 bills is not necessary for Mommy's Helper to be cost competitive with the American produced products. It just allows them to make more profit and to replace more American produced products with cheaper Chinese produced products.

Pricing is critical to marketing these types of products in the USA! We have already started losing business to these Chinese Products because they are cheaper. By reducing or eliminating the duty on these products, you are giving an even greater unfair pricing advantage to our competitors which will result in a loss of manufacturing jobs in our company due to loss of business to the cheaper Chinese products. A loss of low wage factory jobs at our manufacturing facility in New Jersey will result in workers that we must lay off being forced to go on unemployment, welfare and Medicaid – a cost burden to USA taxpayers as well as a financial and emotional problem for our American employees.

As elected representatives of Americans, I would hope that you would not make customs duty legislation exceptions to allow several companies, including Mommy's Helper, to make a bigger profit at the expense of Americans losing their jobs. **Mommy's Helper, along with the many other parties that import these products into the USA, should pay the correct customs duty rate!**

Sincerely,

Paulette Zazzara  
President



July 26, 2006

Senate Finance Committee  
219 Dirksen Senate Office Building  
Washington, DC 20510

Dear Senators:

We are writing this letter to object to the potential suspension of tariffs on various potty seats (tariff measure S. 3082 & S. 3083 & S.3109).

Our company is a key supplier of packaging components to Ginsey Industries Inc. of Bellmawr, NJ. Ginsey Industries holds approximately 25 % of the US potty seat business and that business puts Ginsey as one of our top ten accounts. Obviously anytime an account of that magnitude is put at risk it will have a significant impact on our business. Over the last 10 years we have lost over 20 million dollars in annualized business to companies producing and packaging products overseas.

We understand and support the global free market concept for companies to compete on an equal basis. However, it is well documented that there are significant advantages available to the companies producing overseas. Mandated and cultural employee benefits, tax rates to name just a few.

PPP and Ginsey are working very hard investing in automation and cost reduction programs. Long term, we feel technology will afford us the ability to be able to compete with anyone. We are asking you to not pass these tariff measures at this time.

Thank you for your consideration

Sincerely  
Steve Langdon  
VP

Dear Senators:

We are writing in response and objecting to proposed tariff suspensions S.3082, S.3083 and S.3109. O'Sullivan Films is a one hundred year old plastics manufacturing company headquartered in Winchester, Virginia. We also have a plant in Lebanon, Pennsylvania that employs over one hundred people. O'Sullivan Films has been doing business with Ginsey Industries for over twenty five years. Ginsey has been a good and loyal customer and together we have fought off the onslaught of cheap overseas goods that are destroying the American Manufacturer. The passage of these tariffs will greatly affect our business in Lebanon, Pennsylvania, an area that has been decimated in the past by the loss of Bethlehem Steel. Ginsey is one of our biggest and longest standing customers at the Lebanon Plant and the loss of this business would most certainly result in job lay-offs and possible down sizing.

We implore you as a tax paying, American manufacturer do not give China a greater advantage than they already have. The repercussions of this action would be felt all along the supply chain. We respectfully request that you do not pass miscellaneous tariff measures S.3082, S.3083 and S.3109.

Sincerely,  
Michael P Callahan

Michael P. Callahan  
Northeast Senior Sales  
(O) 732-785-3259  
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Dear Senators :

Our Lebanon Pa. manufacturing plant is writing in response and objecting to proposed tariff suspensions S.3082, S.3083, and S.3109. Our O'Sullivan Films company has been in business for over one hundred years producing vinyl for companies like Ginsey Industries. Ginsey has been a very loyal customer of our plant for over twenty five years, and together we have fought off the foreign imports trying to destroy American manufacturing. The passage of these tariffs will have a big impact on our plant of about one hundred hard working, tax paying individuals.

Please help to maintain our US manufacturing jobs by respectfully requesting that you do not pass miscellaneous tariff measures S.3082, S.3083 and S.3109.

Sincerely,

Scott B. Miller

Plant Manager O'Sullivan Films, Lebanon Pa.

Dear Sirs:

It has come to our attention that the United States Senate Finance Committee is considering temporary duty suspensions for the following categories:

S.3109 - temporary suspension of duty on contoured infant potty seats until 12/31/2009

S.3082 - temporary suspension of duty on step up padded potty seats until 12/31/2009

S.3083 - temporary suspension of travel padded potty seats until 12/31/2009

We are a U.S. based supplier to Ginsey Industries, Inc (a U.S. based manufacturer of the above mentioned products). These duty suspensions will have a major financial impact on Ginsey Industries (who holds a 25% market share in the potty seat business in the US) and will cause a pass-down effect on Triune Color Corporation's role in producing packaging and print for our customer.

Both of our companies manufacture, higher and serve the business community in the USA. We strongly request that you consider not passing the temporary duty suspension for S.3109, S.3082 and S.3083 and allow our domestic companies the chance to maintain their market presence and share in the US and to continue to employ our citizens in good paying fair practice jobs.

Sincerely,

William R. James, SR.  
President  
Triune Color Corporation  
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856-829-5600