

**UNITED STATES TARIFF COMMISSION**

**Straight (Dressmakers' or Common) Pins**

**Report to the President on  
Escape-Clause Investigation No. 7-109  
Under the Provisions of Section 7  
of the  
Trade Agreements Extension Act of 1951,  
As Amended**



**TC Publication 52**

**Washington  
February 1962**

UNITED STATES TARIFF COMMISSION

BEN DORFMAN, Chairman

JOSEPH E. TALBOT

WALTER R. SCHREIBER

GLENN W. SUTTON

WILLIAM E. DOWLING

J. ALLEN OVERTON, Jr.

DONN N. BENT, Secretary

-----

Address all communications to  
UNITED STATES TARIFF COMMISSION  
Washington 25, D.C.

## C O N T E N T S

	<u>Page</u>
Report to the President-----	1
Findings of the Commission-----	2
Recommendation-----	3
Summary of information obtained in the investigation:	
U.S. customs treatment-----	3
Description and uses-----	4
Manufacturing process-----	5
U.S. producers-----	6
U.S. production, sales, and inventories-----	8
U.S. imports:	
Trends-----	10
Composition-----	11
Sources-----	11
Importers' inventories-----	12
U.S. exports-----	13
U.S. consumption-----	13
Channels of distribution-----	13
Prices-----	15
Employment and wages in domestic plants-----	16
Profit-and-loss experience of domestic producers-----	17
Considerations bearing on the findings and recommendation of the Commission-----	19
Dissenting views of Commissioners Dorfman and Dowling-----	27
Statistical appendix-----	33

### TABLES

1. Straight pins: U.S. manufacturers' production, sales, and yearend inventories, 1946-60 and January-November 1961.
2. Straight pins: U.S. producers' sales, by types of metal and packaging, specified years 1946 to 1960, and January-November 1961.
3. Straight pins: U.S. producers' sales, by types of metal and packaging, 1957-60 and January-November 1961.
4. Straight pins: U.S. imports for consumption, by principal sources, 1950-60 and January-November 1961.
5. Straight pins: U.S. imports for consumption, sales, and inventories of pins imported into the United States, 1957-60 and January-November 1961.
6. Straight pins: U.S. imports for consumption, by types of metal and packaging, 1949-60 and January-November 1961.
7. Straight pins: U.S. producers' sales, imports for consumption, and apparent consumption, 1946-60 and January-November 1961.

(TC28100)

CONTENTS

TABLES

8. Straight pins: Sales by U.S. producers and importers, by kinds of packaging and types of customer, 1955 and 1960.
9. Straight pins: Prices to wholesalers in the United States for domestic and imported pins, by types of packaging, as of Nov. 30, 1957-61.
10. Employment and wages in 5 U.S. plants manufacturing straight pins, 1957-60 and January-November 1961.
11. Profit-and-loss experience of 5 U.S. plants manufacturing straight pins, 1957-60.
12. Brass wire, domestic and imported, used in the U.S. production of straight pins, 1957-61.

REPORT TO THE PRESIDENT

U.S. Tariff Commission,  
February 28, 1962.

To the President:

The U.S. Tariff Commission herein reports its findings and recommendation based on the results of investigation No. 7-109 made under section 7 of the Trade Agreements Extension Act of 1951, as amended, to determine whether straight (dressmakers' or common) pins, provided for in paragraph 350 of the Tariff Act of 1930 are, as a result in whole or in part of the customs treatment reflecting concessions granted thereon under the General Agreement on Tariffs and Trade, being imported into the United States in such increased quantities, either actual or relative, as to cause or threaten serious injury to the domestic industry producing like or directly competitive products. <sup>1/</sup>

An application for an investigation with respect to straight pins for the purposes of section 7 was filed August 28, 1961, by Vail Manufacturing Co., Chicago, Ill., and others. The investigation was instituted by the Commission on September 7, 1961, and public notice thereof and of a hearing to be held in connection therewith was given by posting a copy of the notice in the office of the Commission in Washington, D.C., and

---

<sup>1/</sup> This is the third investigation of straight pins under sec. 7 of the Trade Agreements Extension Act of 1951, as amended. The first investigation was terminated by the Commission on June 22, 1954, without formal finding. The second investigation was concluded on Jan. 30, 1957, with the finding by the Commission (by a 4-to-2 vote) that imports threatened serious injury to the domestic straight-pin industry and the recommendation for an increase in the duty. The President on Mar. 29, 1957, in identical letters to the Chairman of the Senate Committee on Finance and the Chairman of the House Committee on Ways and Means, declined to accept the recommendation.

at its office in New York City, and by publication of the notice in the Federal Register (26 F.R. 8585) and in the September 14, 1961, issue of Treasury Decisions. The public hearing was later rescheduled, and public notice thereof was given in the same manner as the original notice (26 F.R. 9610; Oct. 12, 1961, issue of Treasury Decisions). The hearing in this investigation was duly held by the Commission on December 19, 1961, and all interested parties were given opportunity to be present, to produce evidence, and to be heard.

In addition to the information obtained at the hearing and contained in the briefs of domestic producers and importers, the Commission made use of pertinent data contained in its files, and data obtained through questionnaires sent to domestic producers and importers and through fieldwork by members of the Commission's staff.

#### Findings of the Commission

As a result of its investigation, including the hearing, the Commission finds (Commissioners Dorfman and Dowling dissenting)--

(1) That as a result in part of the customs treatment reflecting the concession granted in the General Agreement on Tariffs and Trade with respect to straight (dressmakers' or common) pins, provided for in paragraph 350 of the Tariff Act of 1930 and described in item 350 in part I of schedule XX (Geneva, 1947) of the said General Agreement, such pins are being imported into the United States in such increased

quantities, both actual and relative, as to cause serious injury to the domestic industry producing like products; and

(2) That in order to remedy such serious injury it is necessary that the duty on straight (dressmakers' or common) pins be increased to 35 percent ad valorem. <sup>1/</sup>

#### Recommendation

In view of the foregoing findings, the Commission recommends that the concession on straight (dressmakers' or common) pins referred to in finding (1) above be modified to permit the application of the rate of duty specified in finding (2) above. <sup>1/</sup>

#### Summary of Information Obtained in the Investigation

##### U.S. customs treatment

Straight pins are dutiable in paragraph 350 of the Tariff Act of 1930. The rate of duty originally provided in that act was 35 percent ad valorem. The rate was reduced to 30 percent, effective January 1, 1939, pursuant to the trade agreement with the United Kingdom, and to 20 percent (the present rate), effective January 1, 1948, pursuant to the General Agreement on Tariffs and Trade.

---

<sup>1/</sup> Commissioners Dorfman and Dowling dissent from the findings and recommendation of the majority of the Commission. A separate statement by them appears later in this report.

### Description and uses

This investigation covers straight (dressmakers' or common) pins. These pins vary in length, metal, finish, and diameter (gage of wire). They are made of brass or steel and, except for those made of stainless steel, are generally plated with nickel or tin to prevent rust or other corrosion and to improve their appearance. Some are enameled and in recent years some have been made with plastic heads. Sizes range from 6 to 32, the size number designating the length of the pin in sixteenths of an inch. The most common sizes are numbers 16, 17, and 20.

Most straight pins are now used in industrial and commercial establishments, such as garment-manufacturing plants, banks, offices, and laundries. They are used to pin together fabric, fur, paper, and other materials; to package various types of merchandise (such as men's shirts) for the retail trade; to attach labels or price tags; and for numerous other purposes.

Straight pins are designated by their characteristic use, as dressmakers' pins, bank pins, silk pins, pleating pins, ribbon pins, and furrier nails. Dressmakers' pins, the most common type, are made of medium-gage wire. Bank pins are designed to pin together papers and other documents, and therefore are made of stronger, heavier gage wire than dressmakers' pins. Silk pins and pleating pins are made of fine-gage wire and have long, tapered points to facilitate penetration of the fabric and to prevent pin holes. Ribbon pins are very short, fine-gage pins used, among other purposes, to secure packaged ribbon to prevent it from unwinding. Furrier nails are made of heavy-gage wire to



prevent bending when forced through fur skins. Pleating pins, ribbon pins, and furrier nails are usually made of brass; the other types are made of either brass or steel. Because of the tendency of chemicals in the fabric to corrode the usual plated surface, stainless-steel pins are preferred for use in wash-and-wear fabrics.

Pins for industrial or commercial use are usually put up in bulk packages (5 pounds, 1 pound, or 1/2 pound of pins per box). In recent years significant quantities have been put up on paper in rolls for use in pin-ticket machines. Such machines are used in retail stores for attaching price tags or labels to garments or other merchandise. Pins are also put up on paper in rolls for use (not in machines) by manufacturers of shirts, pajamas, and other garments. Pins for sale at retail are packed in small boxes, usually containing not more than 2 ounces of pins, or are stuck in paper specially crimped for the purpose.

Although the imported pins generally consist of types comparable to those produced domestically, they do not have the same reputation for quality as the domestic and they do not generally command the same price. The imported pins, unlike the domestic, include few of stainless steel and none on paper in rolls for use in machines.

#### Manufacturing process

In the pinmaking operation, pin wire is fed automatically to pin-forming machines from a large coil (sometimes large enough to keep a machine operating 1-1/2 weeks without reloading). The wire is straightened, headed, cut to length, and pointed on the same machine. After the pin-forming operation, the pins are cleaned, plated, polished, or otherwise finished, and then packaged.

The machines on which straight pins are made are specially designed for the purpose. Most of those in the United States are of German or British manufacture, but some have been designed and built by U.S. pin manufacturers exclusively for their own use. With proper care and repair, pinmaking machines can be kept in efficient operation for many years. They are fully automatic and can be adjusted to produce pins of various sizes and of different types of wire. They produce completely formed pins in rapid succession, sometimes at the rate of 600 or more a minute. Usually, three strokes are used to form the head of the pin to prevent fracturing the wire. In operating at the rate of 500 pins a minute the machine makes 1,500 strokes to form the heads. Speed of operation is not the sole measure of the machine's efficiency, since greater speeds necessitate more frequent adjustment and repair and reduce the number of machines that can be attended by a single operator.

Pinmaking machines can be used for little else than the manufacture of straight pins. The few other articles they produce are of minor significance relative to the output of straight pins. The other articles are usually made by omitting one or more of the operations required to form a straight pin. They include headless, pointless pins for fishing tackle; pointless pins for brushes; curtain-stretcher pins; and headed, pointless pins for jewelry findings.

#### U.S. producers

Since 1956, straight pins have been produced in the United States by the following six concerns:

Dorset-Rex, Inc., Thomaston, Conn.  
 Oakville Co. Division of Scovill Manufacturing Co.,  
 Oakville, Conn.  
 William Prym, Inc., Dayville, Conn.  
 Star Pin Co., Shelton, Conn.  
 Union Pin Co., Winsted, Conn.  
 Vail Manufacturing Co., Chicago, Ill.

Three of the above concerns are subsidiaries or divisions of larger corporations. Dorset-Rex, Inc., which in May 1959 superseded the fabricating division of Plume & Atwood Manufacturing Co., is a subsidiary of Landers, Frary & Clark. The Oakville Co. Division is one of eight operating divisions of Scovill Manufacturing Co. Vail Manufacturing Co. is a division of Webcor Sales Co. The other three concerns are independent.

In April 1955 the Scovill Manufacturing Co. acquired the DeLong Hook & Eye Co. of Philadelphia. Pursuant to an order in March 1956 by the Federal Trade Commission, the Scovill company sold the straight-pin (and safety-pin) business of its DeLong plant in November 1956 to the Star Pin Co. of Shelton, Conn. DeLong's pinmaking machines are now installed in the Star plant, and pins are being marketed by the Star company under both its own brand name and the DeLong brand name. The Scovill company retains the DeLong brand name on other products--among which are hair-pins, hooks and eyes, snaps, and thimbles--which it both sells direct to the trade and furnishes the Star Pin Co. for resale.

The Scovill Manufacturing Co., in its Oakville Co. Division, is the largest manufacturer of pins in the United States. The Oakville plant is a major U.S. producer of both brass and steel pins, whether in bulk for commercial and industrial use, on paper in rolls, or in small boxes or papers for sale over the retail counter. Although most of the work on

pins is separate and distinct from that on other products, straight pins comprise only one of many products of the Oakville plant. Straight pins account, however, for a greater part of the sales of the plant than any other single product.

The Star Pin Co. relies on straight pins for more than half of its sales of all products. The pins sold by this concern are predominantly brass pins put up either on paper in rolls for commercial and industrial use or in small packages for sale over the retail counter.

The Vail company and Dorset-Rex are very small manufacturers of pins; for each of these plants pins account for less than 5 percent of sales of all products.

Substantial quantities of pins are made by the Union Pin Co. and by William Prym, Inc. <sup>1/</sup> Straight pins account for all of Union's manufacturing operations and for an appreciable part of Prym's. Pins manufactured by the Union company are predominantly of stainless steel for sale direct to large users, and those produced by William Prym, Inc., are predominantly steel pins for distribution through trade channels to commercial and industrial users. Both of these concerns regularly import straight pins. The Union company imports them unfinished in large cases for finishing and repackaging. William Prym, Inc., imports completely finished pins, some already packaged for sale and some loose in large cases for repackaging. Pins have been imported, on occasion, by other domestic producers.

U.S. production, sales, and inventories <sup>2/</sup>

U.S. production of pins averaged 3.0 million pounds a year in 1951-55. It declined from 2.7 million pounds in 1956 to 2.3 million in 1958,

---

<sup>1/</sup> Neither of these concerns is a party to the application for this investigation.

<sup>2/</sup> The data on production, sales, and inventories given in this section do not include pins imported (either in unfinished or finished form) by domestic producers.

increased to 2.7 million in 1959, and declined to 2.3 million in 1960 (table 1, in the appendix). Production in 1961 is estimated to have been 2.5 million pounds.

The quantity of domestic pins sold annually has closely approximated the quantity produced. The value of sales amounted to \$4.2 million in 1955 and ranged between \$3.8 million and \$4.2 million annually in 1956-60. In 1961, it amounted to an estimated \$4.4 million--slightly more than in any earlier year. There has been a steady increase in the average unit value of sales. It rose from \$1.29 a pound in 1955 to \$1.56 in 1957 and to \$1.78 in 1961. Between 1955 and 1957 the increase in average unit value resulted at least in part from an increase in prices. In later years, when no significant change in prices occurred, it resulted almost entirely from a change in the composition of sales.

Producers' yearend inventories of pins have ranged between 0.7 million and 1.0 million pounds since 1954. The ratio of yearend inventories to producers' sales increased irregularly from an average of 27 percent in 1951-55 to 40 percent in 1959; it declined to 35 percent in 1960 and, based on estimated sales for 12 months, amounted to 36 percent in 1961.

The greater part of sales by producers consists of pins in bulk packages. The proportion sold in bulk packages, however, declined from 83 percent of the total quantity in 1955 to 75 percent in 1961, since the entire decline in total sales took place in this category (table 2). The decline occurred in both steel pins and brass pins, but was most pronounced in brass pins. The overall decline would have been much greater

had it not been for an increase in bulk sales of stainless-steel pins and of both brass and steel pins in rolls. Sales of stainless-steel pins in 1961 were about four times those in 1957, and sales of pins in rolls increased by nearly 60 percent in the same period. <sup>1/</sup> Combined sales of stainless-steel pins and pins in rolls accounted for 15 percent of the total quantity, and 20 percent of the total value, of the domestic producers' sales of all straight pins in 1957 and for 31 percent of the quantity and 38 percent of the value in January-November 1961.

Producers' sales of pins in retail packages have been greater in recent years than they were in the early 1950's, although not as great as they were in the 1930's and in some years immediately following World War II.

Average unit values of pins sold in retail packages are, of course, substantially higher than those of pins sold in bulk packages (table 3). Values of brass pins are higher than those of steel pins.

#### U.S. imports

Trends.--U.S. imports for consumption of straight pins increased from small quantities after World War II to 413,000 pounds in 1951; they declined to 162,000 pounds in 1952, and then increased in each year, almost without exception, to 713,000 pounds in 1957 and to 994,000 pounds in 1960 (table 4). On the basis of the data for 11 months, imports in

---

<sup>1/</sup> The Union Pin Co. accounts for the great bulk of the sales of stainless-steel pins; the Star Pin Co., for most of the sales of brass pins in rolls; and the Oakville Co., for most of the sales of steel pins in rolls. Because of the predominance of only one company in the sales of each of these three types of pins, quantitative data cannot be published relating to each type without disclosing the operations of individual companies.

1961 amounted to about 1,100,000 pounds. Total foreign value of imports increased steadily from \$77,000 in 1952 to an estimated \$685,000 in 1961. While imports were somewhat larger in 1961 than in 1960, inventories were considerably higher at the end of 1961 than at the end of 1960, reflecting a reduction in importers' sales (table 5).

The number of importing firms has increased in recent years, and is now about 50. About two-thirds of the imports, however, are accounted for by 8 concerns, 2 of which are domestic producers, and the others, large distributors of pins in bulk packages.

Composition.--By far the greater part of the imports consist of pins in bulk packages. The major share of the imported pins are of steel, but in recent years the proportion of brass pins has increased (table 6). In the first 11 months of 1961, brass pins in bulk packages accounted for 38 percent and steel pins in bulk for 53 percent of total imports. The remaining 9 percent consisted of pins (about equally of brass and of steel) in retail packages.

A small part of the total imports of bulk pins, but a large part of those imported by U.S. manufacturers, are packed in large cases containing 200 pounds or more of pins. Some of these pins are plated; others are not. The unplated ones are plated in the United States, and all are repackaged in various types of bulk or retail packages.

Sources.--The United Kingdom and West Germany are the principal suppliers of U.S. imports of straight pins (table 4). In most years since 1954, the United Kingdom accounted for roughly 70 to 80 percent of U.S. imports, and West Germany for 20 to 25 percent. In the

first 11 months of 1961, however, the share of imports supplied by the United Kingdom was lower (66 percent), whereas the share supplied by West Germany was higher (28 percent).

Japan has been a consistent, though small, supplier of straight pins to the U.S. market for a number of years; in January-November 1961 it accounted for 4 percent of the total quantity of imports. Occasionally, other countries, including Canada, Czechoslovakia, the Netherlands, and Italy, have accounted for small quantities.

From 1956 to 1961 the average value per pound of imported pins increased 29 percent for total imports, 21 percent for imports from the United Kingdom, and 39 percent for those from West Germany. These increases are attributable primarily to an increase in the relative importance of brass pins in total imports. Some of the small imports from Japan (42,000 pounds, valued at \$33,000, in January-November 1961) were stainless-steel pins, which accounts for the comparatively high average unit value of imports from that country.

Importers' inventories.--Inventories of imported pins reported to the Commission by importers that accounted for 82 to 88 percent of total imports in 1957-61 rose from a total of 208,000 pounds at the end of 1957 to 400,000 pounds at the end of 1959 (table 5). They declined to 353,000 pounds by the end of 1960 and amounted to 451,000 pounds on November 30, 1961. The ratio of yearend inventories to annual sales by the reporting concerns rose from 38 percent in 1957 to 58 percent in 1959, and declined to 41 percent in 1960. Inventories at the end of November 1961 were equivalent to approximately 56 percent of the estimated sales for 1961.



U.S. exports

U.S. exports of straight pins are not reported separately in official statistics. Such exports, however, are estimated to have amounted to about 50,000 pounds annually in recent years.

U.S. consumption

The apparent consumption of pins in the United States has averaged about 3.3 million pounds a year for more than a decade, with little variation from the average in most years. Except in 1951, following a temporary shortage in the United States, annual imports accounted for less than 10 percent of the quantity consumed annually in the years before 1954. The share of consumption supplied by imports increased steadily from 13 percent in 1954 to 31 percent in January-November 1961 (table 7).

In the first 11 months of 1961, imports accounted for about 15 percent of the apparent U.S. consumption of pins in retail packages and for about a third of the total quantity of pins in bulk. With respect to bulk pins in the usual 5-pound, 1-pound, and 1/2-pound boxes (other than stainless-steel pins), imports accounted for nearly half of total sales in the United States in 1961. The imports accounted for only a very small proportion of the apparent consumption of stainless-steel pins, and for none of that of pins on paper in rolls.

Channels of distribution

Straight pins are sold by producers and importers to wholesalers and jobbers and direct to industrial and commercial users or (in retail packages) to retail outlets. The pins that are put up on paper in rolls for use in pin-ticket machines are sold direct to the two manufacturers of these machines.

Most industrial and commercial users purchase straight pins in conjunction with purchases of other products, such as safety pins, hooks and eyes, snap fasteners, thread, needles, and clips. Many of these articles are produced along with straight pins by the same manufacturer. A large part of total sales occur through wholesalers and jobbers, some of whom serve smaller jobbers and distributors.

Prior to 1953, domestic producers granted a 5-percent differential in price on pins in bulk packages to a few major distributors, but this practice was discontinued in that year. In 1957 the producers reduced the quantity discount on large orders from 18 percent to 10 percent. The foregoing changes, which narrowed the margin available to distributors, were followed by a large reduction in their purchases of domestic pins. Major distributors of pins in bulk packages became the principal importers of pins. Producers' sales of pins in bulk to wholesalers declined from \$1,298,000 or 31 percent of their total sales of straight pins in 1955 to \$877,000 or 21 percent of their total in 1960 (table 8). The decline was accompanied by an increase from \$1,446,000 to \$1,813,000 in sales direct to industrial and commercial users. This increase, however, did not occur in the items formerly sold to wholesalers, but in stainless-steel pins and pins on paper in rolls, practically the entire sales of which were direct to industrial and commercial users.

Producers' sales of pins in retail packages, which have accounted for more than one-third of the total value of their sales of pins in recent years, are made to wholesalers and jobbers and direct to retailers-- somewhat more than half to wholesalers and jobbers in both 1955 and 1960.

In 1960 about 63 percent of the importers' sales (by value) of pins in bulk were made to industrial and commercial users, and 37 percent, to wholesalers and jobbers. In the same year, about two-thirds of the importers' total value of sales of pins in retail packages were made to wholesalers and jobbers, and one-third direct to retailers.

### Prices

Prices are quoted per pound on pins in boxes for industrial or commercial use,  $\frac{1}{2}$  and per dozen papers or per dozen boxes on pins in papers or small boxes for retail sale over the counter.

Domestic pins of the same type, metal, size, and packaging are sold by different producers at identical prices. By virtue of the changes in discounts mentioned earlier, producers' prices on bulk pins to large buyers, in effect, were increased about 9 percent early in 1957. With slight exception, their prices have remained unchanged since 1957 (table 9).

Imported pins are generally sold at lower prices than comparable domestic pins. For No. 17 dressmakers' steel pins in 5-pound boxes, the importers' prices range from 72 to 76 cents a pound, compared with the domestic manufacturers' uniform price of 90 cents a pound. Substantial, although smaller, differences between the prices of foreign pins and those of the domestic product occur for most brass pins packaged in bulk, and for brass and steel pins in papers. For some brass pins in bulk, the

---

$\frac{1}{2}$  Dressmakers' pins, No. 17, the most common size, number about 5,000 to the pound.

importers' prices are as high as the producers', and for pins in retail boxes, the importers' prices are often higher. The importers are themselves large wholesalers and distributors. Their prices for the imported pins, therefore, presumably incorporate a distributors' margin not present in the prices for domestic pins.

#### Employment and wages in domestic plants

Straight pins account for about one-fourth of the aggregate employment in the five plants furnishing data on employment and wages. <sup>1/</sup> Based on man-hours worked, the number of production and related workers engaged in making straight pins in 1951-55 ranged from 280 to 350 persons, but in 1957-61 it ranged only from 246 to 279, without showing any apparent trend (table 10). In recent years more than half of the number of workers employed on all products and on straight pins has been accounted for by one of the manufacturers.

Total man-hours worked on straight pins decreased from 549,000 in 1957 to 520,000 in 1958, rose to 592,000 in 1959, dropped to 514,000 in 1960, and amounted to 490,000 (equivalent on an annual basis to 534,000) in the first 11 months of 1961. Wages of production and related workers employed on straight pins increased from \$1,089,000 in 1957 to \$1,232,000 in 1959, but declined to \$1,011,000 (\$1,103,000 on an annual basis) in the first 11 months of 1961. The average hourly wage of workers on straight pins increased from \$1.98 in 1957 to \$2.21 in 1960 and declined to \$2.07 in January-November 1961.

---

<sup>1/</sup> A sixth plant, which was unable to furnish usable data for the period covered, accounted for a very small part of the employment on straight pins.

Profit-and-loss experience of domestic producers <sup>1/</sup>

Questionnaires requesting profit-and-loss data for the years 1957-61 were sent to the six concerns that manufacture straight pins in the United States. Usable profit-and-loss data were received from five of them for all of the years 1957-60. <sup>2/</sup> These data are summarized in table 11. One concern operates on an accounting year ending June 30, and one on an accounting year ending May 31. Data for these two concerns for the accounting years ended June 30 and May 31, 1961, are shown under 1960, and data for the accounting years ended June 30 and May 31, 1960, are shown under 1959, and so on. These two concerns, of course, could not furnish profit-and-loss data for their accounting years beginning in 1961. The other three concerns operate on a calendar-year basis and did furnish profit-and-loss data for 1961.

Four of the producers for which data are shown in table 11 manufacture various other products in the plants in which straight pins are

---

<sup>1/</sup> The profit from the manufacture of pins depends in some degree upon the cost attributed to brass pin wire, of which the chief producer of straight pins is a major source. In the determination of profits (or losses), the cost of pin wire, after analysis and adjustment where necessary, has been included as reported to the Commission by the manufacturers. As shown in table 12, however, there was a large difference in 1959-61 between the unit cost of the domestic brass pin wire used by most manufacturers, and that of the imported wire used by some manufacturers.

<sup>2/</sup> The five concerns that furnished usable profit-and-loss data have accounted for all but a small part of the domestic output of straight pins in recent years. The one small producer for which adequate profit-and-loss data were not available was unable to furnish such data for any period before May 1959 because of a change in corporate ownership in that year.

produced. The remaining concern manufactures straight pins only. For the five plants as a whole, straight pins accounted for about one-fifth of the net sales of all products made in each of the years 1957-60. As shown in table 11, net sales of all products made in the five plants amounted to \$19.4 million in 1957, \$18.4 million in 1958, \$20.3 million in 1959, and \$19.7 million in 1960. Aggregate net sales of straight pins made in the same plants amounted to \$4.2 million in 1957, \$3.8 million in 1958, \$4.2 million in 1959, and \$4.1 million in 1960.

The ratio of aggregate net operating profit (before income taxes) on all products made in the five plants to aggregate net sales of such products was 6.0 percent in 1957, 4.5 percent in 1958, 7.9 percent in 1959, and 4.7 percent in 1960. The corresponding ratio for the three concerns operating on a calendar-year basis was 8.9 percent in 1961. The ratio of the aggregate net operating profit on straight pins to aggregate net sales of such pins for the five concerns amounted to 5.6 percent in 1957, 3.2 percent in 1958, 4.4 percent in 1959, and 1.8 percent in 1960. The corresponding ratio for the three concerns operating on a calendar-year basis was 2.8 percent in 1961.

All five of the concerns reported profits in each of the years 1957-60 on the overall operations of the plants in which straight pins are made. Three of the concerns reported profits on straight pins in all 4 years; one reported losses on straight pins in all years; and one reported losses in all years except 1957.

CONSIDERATIONS BEARING ON THE FINDINGS AND RECOMMENDATION OF  
THE COMMISSION

Our findings and conclusion, as set forth earlier, have been arrived at after careful appraisal of the information obtained during the course of the investigation <sup>1/</sup> and due consideration of the facts presented at the public hearing. We were persuaded principally by the following considerations:

Continuing erosion of the domestic industry

The status of the domestic industry producing straight pins has deteriorated materially from the situation reported by the Commission in January 1957, when it published its findings at the termination of a similar escape-clause action. On that occasion a majority of the Commission, including one of the undersigned, were of the opinion that the facts then supported a finding that there was threat of serious injury within the meaning of section 7. A minority of the Commission, comprising two of the undersigned, were not then so persuaded. Although the majority <sup>of the undersigned</sup> at that time were not in agreement that the facts then

---

<sup>1/</sup> See the earlier section in this report entitled Summary of Information Obtained During the Course of the Investigation.

supported a finding of serious injury or threat thereof, currently the undersigned are in complete accord that since 1956 progressive deterioration has occurred in the position of the domestic producers of straight pins, and that such deterioration requires a recommendation for relief under the escape clause.

The continuing erosion of the market for domestically produced straight pins that has occurred since the Commission reported its earlier findings has constituted erosion of a market that had already been measurably damaged. The following excerpts from the Commission's reports of January 1957 aptly depict the tenuous position of the domestic industry at that time:

Imports of straight pins have increased greatly since 1948, when less than 6,000 pounds was imported. By 1955 they had increased to 584,000 pounds . . . . Imports in 1956 . . . . were approximately 120 times greater than imports in the year in which the rate of duty was reduced.

Domestic production of straight pins . . . . has shown a downward trend since 1950 . . . . production declined from an annual average of 3.8 million pounds in 1935-39 to . . . 3.0 million pounds in 1951-55.



In no year after 1950 have sales been as great as in 1948 (when the rate of duty was reduced) or as great as the annual average for the prewar period 1935-39.

The decline in average annual sales from 1946-50 to 1951-55 amounted to 332,000 pounds, an amount virtually equal to that by which imports increased.

The domestic straight-pin industry has shown a pronounced decline in net operating profits since 1950, both in absolute amounts and in relation to net sales . . . . Since 1951, one of the companies has operated at a loss in every year; another has operated at a loss in 2 years; and still another has operated at a loss in 1 year. Two other companies have barely broken even in 1 or more years.

#### Persistent manifestations of injury since 1956

The weakened position of the domestic industry foreseen by the Commission in 1957--unless relief under the escape-clause was granted--has now become a reality. Imports of straight pins have continued to increase. Domestic production and sales of like articles have declined to still lower levels, and job opportunities available to U.S. workers in such production have vanished. The share of the domestic market supplied by U.S. producers has waned, and the financial prospects of domestic producers have become even more precarious.

Accelerating imports.--In its earlier investigation, the Commission reported that in the years immediately preceding 1956, 32 importers were engaged in importing straight pins; by 1960, their number had been augmented to 50. As a corollary, annual imports of straight pins have increased steadily. In 1956, immediately preceding the Commission's earlier report, imports of straight pins amounted to 676,000 pounds; in 1961, after successive and marked annual increases, they exceeded 1,000,000 pounds. The rate of increase, over an already expanded base, amounted to about 10 percent annually; the total imports in 1961 were nearly 50 percent greater than in 1956. In the absence of appropriate action under section 7, we foresee little likelihood of any retardation in this rate of increase. Imports of straight pins in 1961 were more than double those in 1954 and nearly nine times as large as those in 1950.

Declining role of domestic producers.--Notwithstanding that there has been little alteration in the annual domestic consumption of straight pins since 1956, the share of the market supplied by domestic producers has declined each year. Whereas domestic producers supplied four-fifths of the straight pins consumed in the

United States in 1956, their share amounted to only two-thirds of the total in 1961. The ratio of domestic sales to imports has decreased in every year since 1952. The declining role of domestic producers in terms of such ratios for selected years 1953 to 1961 is depicted below:

<u>Year</u>	<u>Ratio of domestic sales to imports</u>
1953-----	11.6 to 1
1955-----	5.4 to 1
1957-----	3.7 to 1
1959-----	2.6 to 1
1961-----	2.2 to 1

Further contraction of domestic sales.---The general decline in the annual quantity of straight pins sold by domestic producers during the decade preceding the Commission's finding in 1957 has continued with little interruption since that time. Whereas sales of straight pins by domestic producers averaged 2.9 million pounds in the 2 years immediately preceding the Commission's earlier finding (1955-56), they averaged only 2.5 million pounds in 1960-61. As already shown, the decline in the average annual sales

between the two periods--amounting to nearly 15 percent--was accompanied by an almost equivalent increase in imports.

Straight pins put up in bulk packages have always accounted for the preponderant share of the domestic production. In the market for this mainstay--or "bread and butter"--item the inroads by imports have been most critical. Annual imports of straight pins put up in bulk packages have almost doubled since 1955. Currently, 90 percent of the imports consist of such pins. Meanwhile, producers' annual sales of domestically made pins marketed in this form have declined by more than 25 percent.

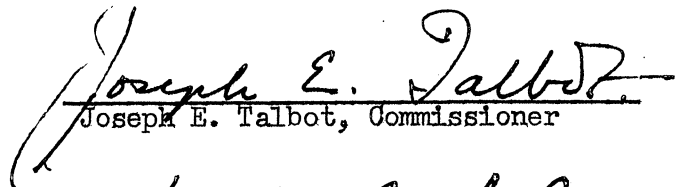
Diminution of profits.--The profit position of domestic producers of straight pins was already tenuous when the Commission reported its escape-clause finding in January 1957. Further deterioration in that position has occurred. The profit-and-loss data presented in the factual portion of this report for five major producers show that in every year from 1956 to 1960 one producer has operated at a loss in the manufacture of straight pins. Another experienced a loss in each of the last 3 years (1958-60). Although the three remaining concerns reported a profit on their straight-pin operations during each of these years, their aggregate annual profits were generally lower than in 1957.

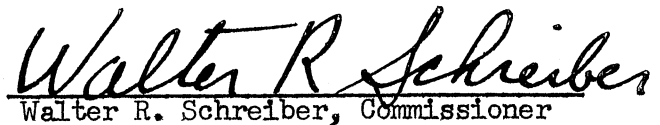
For the five companies in the aggregate, net operating profits on straight-pin operations amounted to \$75,000 in 1960, compared with an average of \$150,000 for 1958 and 1959, and \$237,000 in 1957. At the time that this report was being prepared, the data available were inadequate to make meaningful comparisons for the financial experience of the five firms in 1961.

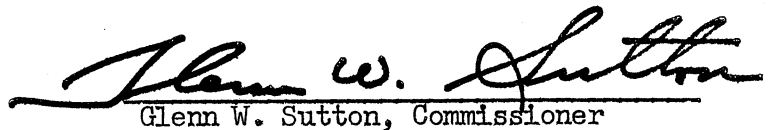
The weakening financial position of domestic producers is reflected graphically by the ratio of net profits reported by the five concerns to the value of their net sales. Producer's net profits on straight pins declined from 5.6 percent of net sales in both 1955 and 1957, to 3.2 percent in 1958, and 1.8 percent in 1960. We are aware that incomplete returns may indicate that in 1961 they recovered a trifle from their low level in 1960. Notwithstanding such occasional interruptions of the downward trend in profits, there is every reason to expect that the continuing increase in imports, the continuing decline in domestic sales, and the resultant underutilization of domestic productive facilities will cause damage beyond repair unless the remedies afforded under section 7 are applied.

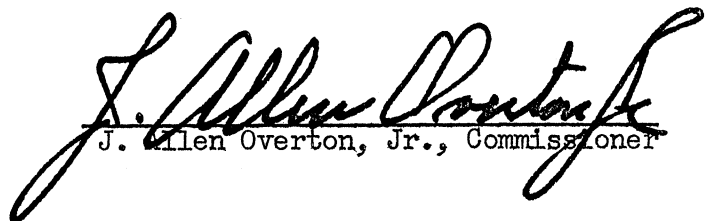
The Commission concludes, therefore, that the domestic industry producing straight pins is being seriously injured by increased imports of such articles and that unless imports are restricted the domestic industry is almost certain to suffer even greater injury. The Commission also concludes that in order to remedy such serious injury it is necessary that the duty on straight (dressmakers' or common) pins be increased to 35 percent ad valorem.

Respectfully submitted.

  
Joseph E. Talbot, Commissioner

  
Walter R. Schreiber, Commissioner

  
Glenn W. Sutton, Commissioner

  
J. Allen Overton, Jr., Commissioner

## DISSENTING VIEWS OF COMMISSIONERS DORFMAN AND DOWLING

We, Commissioners Dorfman and Dowling, dissent from the finding by the majority of the Commission. In our opinion, straight pins are not being imported in such increased quantities, either actual or relative to domestic production, as to cause or threaten serious injury to the domestic industry producing like or directly competitive products. <sup>1/</sup> Accordingly, in our judgment, no sufficient reason exists for a recommendation to the President under the provisions of section 7 of the Trade Agreements Extension Act of 1951, as amended.

Under the statutory formula in an escape-clause investigation, the Commission must take into consideration the following specifically enumerated criteria: "a downward trend of production, employment, prices, profits, or wages in the domestic industry concerned, or a decline in sales, an increase in imports, either actual or relative to domestic production, a higher or growing inventory, or a decline in the proportion of the domestic market supplied by domestic producers." The Commission is not enjoined, however, from considering additional criteria. On the contrary, the Commission is directed to consider any other factors that it regards as pertinent.

---

<sup>1/</sup> In view of the formidable problem of segregating the costs of producing straight pins from the costs of producing the many other articles made in the same plants as the pins, we seriously question the existence of a separate "industry" that is coextensive solely with the production of straight pins. However, we do not make an issue of the matter in this investigation.

In the instant case, we regard the following considerations germane. The rise in the volume of imports of straight pins during the past decade has in considerable degree been brought about by practices of the domestic manufacturers themselves. For example, two domestic producers, which have been among the largest importers, have in recent years accounted for a significant proportion of all imports of such pins. Further, domestic manufacturers periodically increased prices of pins up to 1957, and have made virtually no price changes since then. Prices have been uniform among the manufacturers. Production is highly concentrated, and a large part of the total is produced by a single, profitable concern that would be the major beneficiary of a tariff increase. Interests of the individual producers are diverse. Much of the pin production consists of kinds that receive little if any import competition. Moreover, pins represent a small part of most producers' total sales. The one concern for which pins are the sole product is engaged in both the manufacture of complete pins and the finishing of imported pins, and might in consequence be injured rather than benefited by an increase in the duty on imports. In plants where pin production represents only a small part of the overall operations, the isolation of costs attributable to pins alone involves a number of accounting determinations subject to a considerable margin of discretion.

In our opinion, the considerations cited in the preceding paragraph are of such weight that we would be precluded from making a



finding of serious injury or the threat thereof, even if that finding could be justified on the basis of the criteria specifically enumerated in section 7. Such a finding, however, cannot be substantiated on that basis, for there is no clear evidence of a downward trend of production, sales, employment, prices, profits, or wages, and no indication of a higher or growing inventory. There has been an increase in imports and an accompanying decline in the proportion of the market supplied by domestic producers. These two developments alone, however, do not constitute a basis for a finding of serious injury or the threat thereof.

There is little or no evidence of a downward trend in the domestic production and sales of pins since the Commission's earlier escape-clause investigation on such pins. Average annual output was about 2.5 million pounds in 1956-61, with production in 1961 being about equal to the aforementioned average and higher than the output in either 1958 or 1960. Similar observations may be made with respect to the quantity of sales. The value of sales by producers has increased and was greater in 1961 than in any earlier year. Manufacturers' sales to large distributors declined markedly after a change in sales policy in 1957. However, the total value of their sales of pins later increased appreciably as a result of the rising sales to commercial and industrial users of stainless steel pins and pins on paper in rolls.

Domestic producers' inventories of pins have fluctuated only moderately in recent years with no discernible trend. The ratio of yearend inventories to sales ranged between 33 percent and 40 percent in the period 1956-61.

The estimated number of production and related workers engaged in the manufacture of straight pins (excluding employment by one small producer for which data are not available) ranged between 246 and 279 persons in the years 1957-61. Employment in January-November 1961 averaged 275 persons, the highest employment in any year since 1957. Total wages paid to workers on straight pins fluctuated from year to year. Average hourly earnings of workers increased steadily from 1957 to 1960 but were somewhat lower in 1961 than in 1960.

The aggregate net operating profit on straight pins for the five domestic producers for which such data are available amounted to 5.6 percent of sales in 1957, 3.2 percent in 1958, 4.4 percent in 1959, and 1.8 percent in 1960. Information for 1961 is available for only three concerns, but they account for the great bulk of total sales. The profits of those concerns, in the aggregate, were higher in 1961 than in either 1960 or 1958; they amounted to 2.8 percent of net sales in 1961, compared with 0.7 percent in 1960. In passing, it may be observed that there has been little correlation between the trend of profits and the trend of imports.

The decline in the ratio of net operating profits to net sales on pins to 1.8 percent for the five domestic producers in 1960 suggests a deterioration in the industry's profit position that is illusory. The industry's low profit ratio for 1960 is accounted for primarily by the losses sustained by two concerns. One of them, not an applicant for this investigation, reported substantial losses on straight pins

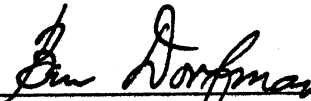
in every year in the period 1957-60, notwithstanding substantial profits on its overall operations in each of those years. If the operations of this concern were not taken into account, the average profit ratio on straight pins for the remaining concerns would be significantly higher than the ratio reported in table 11.

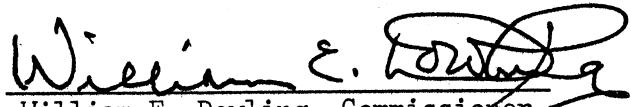
Another important factor bearing on the profit position of pin manufacturers is the basis on which they report their costs of raw materials, particularly brass wire--a major factor in the total cost of producing brass pins. The producers of such pins report widely different prices for brass wire that they purchase or, in the case of the largest manufacturer of brass pins, obtain by intracompany transfer. A large difference has prevailed since 1958, as shown in table 12, between the unit cost of the domestic brass wire used by most manufacturers and that of imported brass wire used by some. The industry costs for pins reflect prices for wire near the highest that were reported. If, instead, the cost of wire had been taken at the lowest price at which it was obtainable, the operating profits on straight pins would have been two to three times as high as those reported for the years commencing with 1959.

In the light of our analysis of all of the profit-and-loss data available to the Commission, we are of the opinion that there has not in fact been a significant deterioration in the profit position of the domestic straight-pin industry that can legitimately be attributed to increased imports of straight pins.

In view of the considerations set forth above, we conclude that the criteria for a finding of serious injury or the threat thereof have not been met. We, therefore, make no recommendation to the President on straight pins under the provisions of section 7 of the Trade Agreements Extension Act of 1951, as amended.

Respectfully submitted.

  
\_\_\_\_\_  
Ben Dorfman, Chairman

  
\_\_\_\_\_  
William E. Dowling, Commissioner

STATISTICAL APPENDIX

Table 1.--Straight pins: U.S. manufacturers' production, sales, and yearend inventories, 1946-60 and January-November 1961

Period	Production		Sales			Yearend inventories	
	Quantity	Value	Unit value	Quantity	Ratio to sales		
	Pounds	Pounds	Per pound	Pounds	Percent		
1946-----	1/	2,934,784	\$2,140,039	\$0.73	503,443	17.2	
1947-----	3,563,461	3,369,459	2,943,827	.87	697,445	20.7	
1948-----	3,739,077	3,482,426	3,010,246	.86	954,096	27.4	
1949-----	2,664,427	2,898,280	2,806,039	.97	720,243	24.9	
1950-----	3,793,088	3,881,258	3,867,944	1.00	632,073	16.3	
1951-----	3,917,811	3,437,331	3,615,778	1.05	1,074,219	31.3	
1952-----	2,198,755	2,440,060	2,709,181	1.11	855,228	35.0	
1953-----	2,828,309	2,944,234	3,529,496	1.20	694,305	23.6	
1954-----	2,898,098	2,866,094	3,796,626	1.32	700,087	24.4	
1955-----	3,262,910	3,220,152	4,163,162	1.29	716,825	22.3	
1956-----	2,689,074	2,608,992	<sup>2/</sup> 3,861,308	<sup>2/</sup> 1.48	895,438	34.3	
1957-----	2,667,307	2,684,478	4,198,475	1.56	878,267	32.7	
1958-----	2,288,812	2,323,586	3,782,935	1.63	843,493	36.3	
1959-----	2,675,682	2,515,952	4,204,289	1.67	1,003,223	39.9	
1960-----	2,298,992	2,447,528	4,188,787	1.71	854,687	34.9	
1961 (Jan.- Nov.)-----	2,313,742	2,272,186	4,033,958	1.78	896,243	<sup>3/</sup> 36.2	

1/ Not available.

2/ Value calculated at \$1.48 per pound, an average derived from data on sales in January-September 1956.

3/ Based on estimated sales for 12 months.

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers.

Table 2.--Straight pins: U.S. producers' sales, by types of metal and packaging, specified years 1946 to 1960, and January-November 1961 <sup>1/</sup>

Period	Brass						Steel						All pins, brass and steel					
	In bulk packages		In retail packages		Total		In bulk packages		In retail packages		Total		In bulk packages		In retail packages		Total	
	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins	Quantity	Ratio to total sales of brass and steel pins
1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds	Percent	1,000 pounds
1946	764	31.9	806	38.3	1,510	60.2	1,510	60.2	213	8.5	213	8.5	2,723	108.7	2,723	108.7	2,723	108.7
1947	814	33.3	1,273	51.6	1,739	68.9	1,739	68.9	316	12.4	316	12.4	2,055	81.3	2,055	81.3	2,055	81.3
1948	900	36.0	1,280	51.2	1,666	66.2	1,666	66.2	210	8.2	210	8.2	1,876	74.8	1,876	74.8	1,876	74.8
1949	826	33.0	1,213	47.5	1,454	57.5	1,454	57.5	206	8.0	206	8.0	1,660	65.8	1,660	65.8	1,660	65.8
1950	1,194	47.7	1,680	66.4	1,835	72.8	1,835	72.8	226	8.8	226	8.8	2,061	81.6	2,061	81.6	2,061	81.6
1951	1,021	40.8	1,319	51.3	1,639	64.7	1,639	64.7	131	5.0	131	5.0	1,770	69.7	1,770	69.7	1,770	69.7
1952	767	30.3	1,045	41.0	1,128	44.3	1,128	44.3	114	4.4	114	4.4	1,242	48.7	1,242	48.7	1,242	48.7
1953	1,027	40.9	1,341	51.6	1,409	54.6	1,409	54.6	127	4.9	127	4.9	1,536	59.5	1,536	59.5	1,536	59.5
1954	915	36.6	1,241	48.7	1,261	49.3	1,261	49.3	154	5.9	154	5.9	1,415	55.2	1,415	55.2	1,415	55.2
1955	1,074	41.7	1,414	54.9	1,438	56.6	1,438	56.6	165	6.3	165	6.3	1,603	62.9	1,603	62.9	1,603	62.9
1957	920	35.9	1,323	51.3	1,193	46.7	1,193	46.7	168	6.4	168	6.4	1,361	52.7	1,361	52.7	1,361	52.7
1958	684	27.0	1,114	43.0	1,050	40.8	1,050	40.8	159	6.1	159	6.1	1,209	46.9	1,209	46.9	1,209	46.9
1959	716	28.2	1,151	45.0	1,162	45.3	1,162	45.3	203	7.9	203	7.9	1,365	52.4	1,365	52.4	1,365	52.4
1960	685	26.8	1,097	42.8	1,160	45.6	1,160	45.6	191	7.4	191	7.4	1,351	51.2	1,351	51.2	1,351	51.2
1961 (January-November)	592	22.9	956	37.3	1,119	43.2	1,119	43.2	197	7.7	197	7.7	1,316	50.9	1,316	50.9	1,316	50.9

<sup>1/</sup> Data for the period January 1957-November 1961 include exports, which account for only about 2 percent of total sales.

Source: 1935 to 1955, compiled from data submitted to the U.S. Tariff Commission by the Pin, Clip and Fastener Association; 1957-61, compiled from data submitted by the producers.

Table 3.--Straight pins: U.S. producers' sales, by types of metal and packaging, 1957-60 and January-November 1961

Period	All pins			Brass pins			Steel pins		
	Total	In bulk : packages	In retail : packages	Total	In bulk : packages	In retail : packages	Total	In bulk : packages	In retail : packages
1957	2,684,478	2,113,450	571,028	1,323,196	920,161	403,035	1,361,282	1,193,289	167,993
1958	2,323,586	1,733,916	589,670	1,114,340	683,942	430,398	1,209,246	1,049,974	159,272
1959	2,515,952	1,877,757	638,195	1,150,488	715,611	434,877	1,365,464	1,162,146	203,318
1960	2,447,528	1,844,413	603,115	1,096,617	684,841	411,776	1,350,911	1,159,572	191,339
1961 (January-November)	2,272,186	1,710,671	561,515	955,802	591,569	364,233	1,316,384	1,119,102	197,282
							Value		
1957	\$4,198,475	\$2,735,982	\$1,462,493	\$2,511,849	\$1,418,584	\$1,123,265	\$1,656,626	\$1,317,398	\$339,228
1958	3,782,935	2,321,156	1,461,779	2,163,330	1,045,084	1,118,246	1,619,605	1,276,072	343,533
1959	4,204,289	2,681,561	1,522,728	2,336,508	1,179,836	1,156,672	1,867,781	1,501,725	366,056
1960	4,188,787	2,689,934	1,498,853	2,227,010	1,133,684	1,093,326	1,961,777	1,556,250	405,527
1961 (January-November)	4,033,958	2,552,696	1,481,262	1,983,554	961,185	1,022,369	2,050,404	1,591,511	458,893
							Unit value per pound		
1957	\$1.56	\$1.29	\$2.56	\$1.92	\$1.54	\$2.79	\$1.22	\$1.10	\$2.02
1958	1.63	1.34	2.48	1.94	1.53	2.60	1.34	1.22	2.16
1959	1.67	1.43	2.39	2.03	1.65	2.66	1.37	1.29	1.80
1960	1.71	1.46	2.49	2.03	1.66	2.66	1.45	1.34	2.12
1961 (January-November)	1.78	1.49	2.64	2.08	1.62	2.81	1.56	1.42	2.33
							Percent of total quantity		
1957	100.0	78.7	21.3	49.3	34.3	15.0	50.7	44.4	6.3
1958	100.0	74.6	25.4	48.0	29.4	18.6	52.0	45.2	6.8
1959	100.0	74.6	25.4	45.7	28.4	17.3	54.3	46.2	8.1
1960	100.0	75.4	24.6	44.8	28.0	16.8	55.2	47.4	7.8
1961 (January-November)	100.0	75.3	24.7	42.1	26.0	16.1	57.9	49.3	8.6

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers.



Table 4.--Straight pins: U.S. imports for consumption, by principal sources, 1950-60 and January-November 1961

Period	Quantity				Foreign value				Unit value <sup>1/</sup>					
	United Kingdom		West Germany		Japan		Total		United Kingdom		West Germany		Japan	
	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	Cents per pound	Cents per pound	Cents per pound	Cents per pound
1950	128	65	27	35	87	34	20	33	68.3	52.9	72.0	94.9		
1951	413	228	90	28	233	122	47	34	56.3	53.6	51.9	121.8		
1952	162	74	69	2	77	37	27	2	47.5	50.4	39.1	112.4		
1953	250	140	109	1	116	72	43	1	46.3	51.5	39.1	85.1		
1954	422	299	109	2	220	170	44	2	52.1	56.8	40.1	124.2		
1955	584	426	143	3	285	214	62	3	48.7	50.2	43.0	118.6		
1956	676	542	133	2	329	257	71	3	48.7	47.5	53.7	87.3		
1957	713	560	143	2	375	291	77	3	52.6	52.0	54.1	63.3		
1958	708	517	183	2	425	309	111	2	60.1	59.8	60.5	91.6		
1959 <sup>4/</sup>	954	661	263	18	609	404	185	8	63.8	61.1	70.3	144.7		
1960 <sup>4/</sup>	994	738	226	12	639	443	171	12	64.3	60.0	75.8	102.1		
1961 (Jan.-Nov.) <sup>4/</sup>	999	662	278	42	628	379	207	33	62.8	57.3	74.5	77.9		

<sup>1/</sup> Calculated from unrounded figures.

<sup>2/</sup> Less than 500 pounds.

<sup>3/</sup> Less than \$500.

<sup>4/</sup> Preliminary.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 5.--Straight pins: U.S. imports for consumption, sales, and inventories of pins imported into the United States, 1957-60 and January-November 1961

Period	Imports			Sales			Inventory at end of period		
	Quantity Pounds	Foreign invoice value	Unit value Per pound	Quantity Pounds	Value	Unit value Per pound	Quantity Pounds	Ratio to--	
								Imports	Sales
1957-----	611,640	\$337,627	\$0.55	546,426	\$559,701	\$1.02	208,240	34.0	38.1
1958-----	619,299	398,020	.64	572,653	629,619	1.10	236,659	38.2	41.3
1959-----	841,041	535,799	.64	684,311	800,199	1.17	400,306	47.6	58.5
1960-----	823,455	572,442	.70	856,111	1,021,982	1.19	353,480	42.9	41.3
1961 (January- November)-----	815,705	548,536	.67	730,297	878,309	1.20	450,505	50.6	56.5

<sup>1/</sup> Based on estimated imports and sales for 12 months.

Source: Compiled from data submitted to the U.S. Tariff Commission by 27 importers that accounted for 82 to 88 percent of total imports.

Table 6.--Straight pins: U.S. imports for consumption, by types of metal and packaging, 1949-60 and January-November 1961

Period	Brass pins			Steel pins			All pins, brass and steel		
	In bulk	In retail	Total	In bulk	In retail	Total	In bulk	In retail	Total
	packages	packages	packages	packages	packages	packages	packages	packages	packages
	Quantity (1,000 pounds)								
1949	5	9	14	1	1	2	6	10	16
1950	23	25	48	51	29	80	74	54	128
1951	48	29	77	230	106	336	278	135	413
1952	4	2	6	151	5	156	155	7	162
1953	54	2	56	176	19	195	230	21	250
1954	97	9	106	263	53	316	360	62	422
1955	142	7	149	386	49	435	528	56	584
1956	1/	1/	1/	1/	1/	1/	1/	1/	676
1957	197	5	202	497	14	511	694	19	713
1958	336	10	346	329	33	362	665	43	708
1959 2/	372	60	432	479	43	522	851	103	954
1960 2/	367	61	428	519	47	566	886	108	994
1961 (January-November) 2/	378	49	427	526	46	572	904	95	999
	Percent of total imports								
1949	32.0	55.9	87.9	4.2	7.9	12.1	35.2	63.8	100.0
1950	18.2	19.2	37.4	40.1	22.5	62.6	58.3	41.7	100.0
1951	11.7	6.9	18.6	55.5	25.8	81.4	67.3	32.7	100.0
1952	2.3	1.3	3.6	93.1	3.3	96.4	95.4	4.5	100.0
1953	21.7	.7	22.4	70.2	7.4	77.6	91.9	8.1	100.0
1954	22.9	2.2	25.1	62.3	12.6	74.9	85.2	14.8	100.0
1955	24.2	1.2	25.4	66.2	8.4	74.6	90.4	9.6	100.0
1956	1/	1/	1/	1/	1/	1/	1/	1/	100.0
1957	27.6	.7	28.3	69.7	2.0	71.7	97.3	2.7	100.0
1958	47.5	1.4	48.9	46.4	4.7	51.1	93.9	6.1	100.0
1959 2/	39.0	6.3	45.3	50.2	4.5	54.7	89.2	10.8	100.0
1960 2/	36.9	6.1	43.0	52.2	4.8	57.0	89.1	10.9	100.0
1961 (January-November) 2/	37.8	4.9	42.7	52.7	4.6	57.3	90.5	9.5	100.0

1/ Not available.  
2/ Preliminary.

Source: Total imports for consumption, compiled from official statistics of the U.S. Department of Commerce; the distribution by types of metal and packaging, compiled from data submitted to the U.S. Tariff Commission by a representative group of importers.

Note.--The percentage distribution by types of metal and types of packaging was derived from data submitted to the U.S. Tariff Commission by importing firms which accounted in 1949-52 for 33 to 66 percent, in 1954-55 for nearly 100 percent, and in January 1957-November 1961 for 82 to 88 percent of the total annual imports as reported by the U.S. Department of Commerce. The derived percentages were applied to the total quantity imported for consumption, as reported by the U.S. Department of Commerce, to determine the quantity distribution by types of metal and packaging.

Table 7.--Straight pins: U.S. producers' sales, imports for consumption, and apparent consumption, 1946-60 and January-November 1961

Period	Sales by U.S. producers			Imports for consumption	Apparent consumption <sup>1</sup>	Ratio of imports to--			
	Total	Domestic	Export			Apparent consumption	Domestic sales by U.S. producers	to--	
								Pounds	Pounds
1946	2,934,784	2,877,919	56,865	16,151	2,894,070		.6		
1947	3,369,459	3,231,029	138,430	4,272	3,235,301		.1		
1948	3,482,426	3,368,568	113,858	5,663	3,374,231		.2		
1949	2,898,280	2,788,706	109,574	16,489	2,805,195		.6		
1950	3,881,258	3,819,392	61,866	127,916	3,947,308		3.3		
1951	3,437,331	3,368,631	68,700	413,151	3,781,782		10.9		
1952	2,440,060	2,396,160	43,900	161,808	2,557,968		6.3		
1953	2,944,234	2,900,034	44,200	250,484	3,150,518		8.0		
1954	2,866,094	2,823,103	42,991	422,062	3,245,165		13.0		
1955	3,220,152	3,171,850	48,302	584,183	3,756,033		15.6		
1956	2,608,992	2,558,992	2/ 50,000	675,755	3,234,747		20.9		
1957	2,684,478	2,634,478	2/ 50,000	713,490	3,347,968		21.3		
1958	2,323,586	2,273,586	2/ 50,000	707,511	2,981,097		23.7		
1959	2,515,952	2,465,952	2/ 50,000	3/ 953,769	3,419,721		27.9		
1960	2,447,528	2,397,528	2/ 50,000	3/ 994,443	3,391,971		29.3		
1961 (Jan.-Nov.)	2,272,186	2,222,186	2/ 50,000	3/ 999,104	3,221,267		31.0		

<sup>1</sup>/ Total sales by U.S. producers, less exports, plus imports for consumption.

<sup>2</sup>/ Estimated.

<sup>3</sup>/ Preliminary.

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers and from official statistics of the U.S. Department of Commerce.

Table 8.--Straight pins: Sales by U.S. producers and importers, by kinds of packaging and types of customer, 1955 and 1960

Kind of packaging and type of customer	1955		1960	
	Producers	Importers	Producers	Importers
Value (1,000 dollars)				
Bulk:				
Wholesalers and jobbers-----	1,298	177	877	336
Industrial and commercial users <sup>1/</sup> -----	1,446	236	1,813	564
Retail:				
Wholesalers and jobbers-----	816	36	862	162
Retailers-----	603	32	637	80
Total-----	4,163	481	4,189	1,142
Percent of total				
Bulk:				
Wholesalers and jobbers-----	31	37	21	30
Industrial and commercial users <sup>1/</sup> -----	35	49	43	49
Retail:				
Wholesalers and jobbers-----	20	7	21	14
Retailers-----	14	7	15	7
Total-----	100	100	100	100

<sup>1/</sup> Includes small sales to other outlets.

Source: Producers, compiled from data submitted to the U.S. Tariff Commission by the producers; importers, estimated from data submitted by concerns accounting for 57 percent of the value of imports in 1955, and 90 percent of that in 1960.

Table 9 .--Straight pins: Prices to wholesalers in the United States for domestic and imported pins, by types of packaging, as of Nov. 30, 1957-61

Item	Domestic, 1957-61					Imported				
	1957	1958	1959	1960	1961	1957	1958	1959	1960	1961
Pins in bulk packages:										
5-pound box:										
Steel, No. 17:										
Dressmakers'-----per pound--:	\$0.90	\$0.76	\$0.74	\$0.73	\$0.74	\$0.73	\$0.74	\$0.72	\$0.72	\$0.74
Satin-----do-----:	.98	.81	.81	.79	.81	.79	.81	.79	.79	.79
Bank-----do-----:	.85	.75	.75	.70	.75	.70	.75	.70	.70	.70
Brass, No. 17:										
Dressmakers'-----do-----:	1.39	1.33	1.34	1.30	1.34	1.30	1.34	1.30	1.30	1.28
Satin-----do-----:	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
Bank-----do-----:	1.29	1.23	1.23	1.23	1.23	1.23	1.23	1.23	1.23	1.23
Added charge for--:										
1-pound box-----do-----:	.08	.07	.08	.07	.08	.07	.08	.07	.07	.07
1/2-pound box-----do-----:	.12	.10	.12	.12	.12	.12	.12	.12	.12	.12
Pins in retail packages:										
On papers:										
Steel:										
Number of pins per paper-----:	120	90	90	90	90	90	90	90	90	90
Price per dozen papers-----:	\$0.56	\$0.27	\$0.27	\$0.27	\$0.27	\$0.27	\$0.27	\$0.27	\$0.27	\$0.28
Brass:										
Number of pins per paper-----:	90	90	90	90	90	90	90	90	90	90
Price per dozen papers-----:	\$0.56	1/ \$0.51	1/ \$0.51	1/ \$0.51	1/ \$0.51	1/ \$0.51	1/ \$0.51	1/ \$0.51	1/ \$0.51	1/ \$0.51
In boxes:										
Steel:										
Number of pins per box-----:	450	400	400	400	400	400	400	400	400	400
Price per dozen boxes-----:	\$1.60	1/ \$1.96	1/ \$1.96	1/ \$1.96	1/ \$1.96	1/ \$1.96	1/ \$1.96	1/ \$2.06	1/ \$2.06	1/ \$2.06
Brass:										
Number of pins per box-----:	400	400	350	350	350	350	350	350	350	350
Price per dozen boxes-----:	2/ \$2.25	1/ \$2.50	1/ \$2.25	1/ \$2.25	1/ \$2.25	1/ \$2.25	1/ \$2.25	1/ \$2.25	1/ \$2.25	1/ \$2.10

1/ Prices quoted by 1 concern.  
2/ \$2.10 in 1960 and 1961.

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers and importers.

Table 10.--Employment and wages in 5 U.S. plants manufacturing straight pins, 1957-60 and January-November 1961 <sup>1/</sup>

Period	Production and related workers									
	Total employment, all products		Average number producing--		Man-hours worked on--		Total wages paid for work on--		Hourly earnings for work on--	
	All products	Straight pins <sup>2/</sup>	All products	Straight pins	All products	Straight pins	All products	Straight pins	All products	Straight pins
1957	1,409	1,104	2,175,881	548,981	\$4,548,682	\$1,089,007	\$2.09	\$1.98		
1958	1,358	1,060	2,090,640	519,974	4,533,916	1,062,883	2.17	2.04		
1959	1,326	1,050	2,290,963	592,468	5,116,873	1,232,303	2.23	2.08		
1960	1,261	983	2,053,550	514,009	4,723,493	1,136,865	2.30	2.21		
1961 (Jan.-Nov.)	1,270	1,004	1,785,433	489,508	3,842,131	1,010,975	2.15	2.07		

<sup>1/</sup> The 5 producers accounted for all but a very small part of the total U.S. production of straight pins in the years shown.

<sup>2/</sup> Allocated on the basis of man-hours worked.

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers.

Table 11.--Profit-and-loss experience of 5 U.S. plants manufacturing straight pins, 1957-60 <sup>1/</sup>

(Money figures in thousands of dollars)

Item	1957	1958	1959	1960
Net sales:				
Straight pins-----	4,201	3,776	4,164	4,077
All products-----	19,416	18,370	20,329	19,713
Cost of goods sold:				
Straight pins-----	3,223	2,940	3,253	3,242
All products-----	14,733	14,002	15,213	15,226
Gross profit:				
Straight pins-----	978	836	911	835
All products-----	4,683	4,368	5,116	4,487
Administrative and selling expenses:				
Straight pins-----	741	714	729	760
All products-----	3,516	3,538	3,500	3,558
Net operating profit before income taxes:				
Amount:				
Straight pins-----	237	122	182	75
All products-----	1,167	830	1,616	929
Percent of net sales:				
Straight pins-----	5.6	3.2	4.4	1.8
All products-----	6.0	4.5	7.9	4.7

<sup>1/</sup> The 5 producers account for all but a very small part of the total U.S. production of straight pins in the years shown. 3 of the concerns operate on a calendar-year basis. Data for 2 concerns operating on other-than-calendar-year bases are included in those for the years in which their accounting year began.

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers.



Table 12.--Brass wire, domestic and imported, used in the U.S. production of straight pins, 1957-61

Source	1957	1958	1959	1960	1961
Quantity (1,000 pounds)					
Domestic-----	1,456	1,227	1,198	936	1,043
Imported-----	-	115	188	159	213
Total-----	1,456	1,342	1,386	1,095	1,256
Value (1,000 dollars)					
Domestic-----	849	683	755	585	659
Imported-----	-	55	90	74	100
Total-----	849	738	845	659	759
Unit value (per pound)					
Domestic-----	\$0.58	\$0.56	\$0.63	\$0.63	\$0.63
Imported-----	-	.48	.48	.46	.47
Average-----	.58	.55	.61	.60	.61

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers.