

TESTIMONY OF GLEN ANDERSON
OF THE PRESSURE SENSITIVE TAPE COMPANY
BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION
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Thank you for this opportunity to introduce the Pressure Sensitive Tape Council representing the tape producers for all of North America. I am Glen Anderson, PSTC's executive vice president for the past 28 years. My role is strictly administration, orchestrating all activities and globally representing the industry as needed.

Since 1953 PSTC's two major goals have been proactively representing the industry in Washington DC, as needed, most recently in the EPA air regulations; and work to improve the quality of PSA tapes through technical seminars, test methods procedures, and training programs.

PSTC has become the global leader in industry-related trade association in its technical programs, test methods and its limited focus programs. This past year, PSTC hosted the first global meeting, working closely with our counterpart in Europe, to gather all global tape organizations to form the World Tape Forum for the five active tape trade associations representing Europe, Taiwan, China, Japan and North America.

PSTC's leadership has been to harmonize worldwide the test methods to ensure performance consistency. Currently there are three (3) ISO PSA test methods.

By design from the beginning, PSTC is not your typical US trade association, as its management has been within a small association firm and these past 10 years I have been a single virtual office managing the total affairs of the organization. Our annual budget is less than \$1 million. As I move into a semi-retirement mode this year, PSTC has moved the total management operations into the Landon, Farrey & Associates management firm in Naperville, IL allowing me to remain in my virtual office in Northbrook as its chief staff officer.

PSTC represents 23 tape manufacturers and 12 affiliate suppliers. Our membership produces in excess of 90% of the total 6.8 billion square meters of tape production valued at \$12.7 billion in 2009. The sizes of our tape member companies range from the Fortune 100 company of 3M down to small tape producers with less than \$5.0 million annual production. The active member company participants are all CEOs and senior management. PSTC is ultra conservative in managing all operations with strict adherence to U.S anti-trust guidelines.

My principal point of my presentation is commenting on those smaller companies not represented today and their passive, lack of interest regarding this order. Generally speaking they were sensitive to the burden to both in time and confidentiality of sharing production data. Most importantly, they are focused on the imports of products from Asia, particularly from China, and their ability to keep their company operating in this tough economic time. They are operating extremely lean in staffing and overhead with the CEO driving the sales efforts in short term vision. In speaking with several of the CEOs, I know that because Italy has not been in the U.S. market in recent years in any significant quantities because of the dumping order they just are not aware of the situation in Italy. And, as customarily, as smaller producers, they rely on the key industry leaders to carry the burden of such threats to the industry.

Thank you for this opportunity to introduce PSTC to you.