

STATEMENT OF SEAN GALLAGHER – COMMODITY FOIL

Good morning. My name is Sean Gallagher. I'm the owner of a small all American company in Richmond, Virginia – Commodity Foil & Paper. While I only have seven employees, I represent countless family companies across the U.S. who make their living through imported Chinese thin and ultra-thin gauge aluminum to supply American factories and American workers.

Because of these tariffs, aluminum is now being assembled into flexible packaging abroad and then shipped to the United States -rather than American workers performing those jobs and earning money for their families.

We would like nothing better than to purchase domestic foil from within the United States – it would solve many supply chain and lead time issues – but, unfortunately, domestic capacity and quality are not available. I say this having tried unsuccessfully to purchase the foil we need domestically both in the past and since the preliminary duties were imposed.

There is simply nowhere in America to buy the quality aluminum foil our small businesses need. Domestic quality is so poor, it consistently shuts down Commodity's converting machines. This costs Commodity time and money to stop the machines and fix the issue.

Meanwhile, the tariffs are crippling us. Since these tariffs were imposed, aluminum importers have been forced to find other foreign sources of supply for thin and ultra-thin gauges of foil – from .000216" to .0003" in widths up to 78" wide – from countries other than China because the aluminum foil is unavailable in the U.S. This only makes other foreign countries wealthier, and Americans poorer as we lose jobs here at home.

The U.S. producers that once manufactured aluminum have failed to invest in their infrastructure and product. It would take years for the U.S. mills to finally invest in themselves to develop the technology needed to supply aluminum that could compete with the quality levels found in foreign aluminum. It is unconscionable for those same

producers to now claim foul because small businesses must import aluminum.

If you choose to impose permanent tariffs, then you will choose to cripple American companies. You will choose to ship American jobs overseas and shut down small American companies. Thank you for listening.