

UNITED STATES TRADE REPRESENTATIVE

+ + + + +

301 COMMITTEE

+ + + + +

SECTION 301 TARIFFS PUBLIC HEARING

+ + + + +

TUESDAY
MAY 15, 2018

+ + + + +

The Section 301 Committee met in the Hearing Room of the U.S. International Trade Commission, 500 E Street, SW, Washington, D.C., at 10:00 a.m., William Busis and Arthur Tsao, Co-Chairs, presiding.

PRESENT

WILLIAM BUSIS, Chair, U.S. Trade Representative
ARTHUR TSAO, Chair, U.S. Trade Representative
ALEXANDER AMDUR, Department of Homeland
Security, Customs and Border Protection
SARAH BONNER, Small Business Administration
MAUREEN GREWE, Department of the Treasury
AMY HOLMAN, Department of State
JULIA HOWE, U.S. Trade Representative
NICOLE KORKOS, Council of Economic Advisors
TERRENCE McCARTIN, U.S. Trade Representative
SAGE MITCH, Department of the Treasury
STEVAN MITCHELL, Department of Commerce
BRYAN O'BYRNE, Small Business Administration
MAUREEN PETTIS, Department of Labor
RACHEL SALZMAN, Department of Commerce
ARI SULBY, Department of State

STAFF PRESENT

BILL BISHOP, U.S. International Trade Commission
TYRELL BURCH, U.S. International Trade Commission

WITNESSES PRESENT

MATTHEW AHLIN, Pittsburgh Carbide Die Co.
DAVID BAER, Element Electronics
DONALD BANKER, Banker Steel Company
ROBERT BECKWITH, Rosman Corporation
**NATHAN BOWEN, National Association of State
Departments of Agriculture**
**MIKE BRANSON, RHEEM Manufacturing Co., Air
Conditioning Division Operations**
**TIM BRIGHTBILL, Wiley Rein on Behalf of
SolarWorld Americas**
ED BRZYTWA, American Chemistry Council
MARY BUCHZEIGER, Lucerne International
GEORGE CARLISLE, AlterSciences
CLARK PACKARD, R Street Institute
JOSEPH COHEN, Snow Joe, LLC
PAUL CZACHOR, American Keg Company
LAURENT DE MEY, Skyline Steel
**LINDA DEMPSEY, National Association of
Manufacturers**
BILL FATH, Weir Slurry Group
DAVID FENIGER, American Posts, LLC
THOMAS FISH, Anvil International
ROBERT GRIGGS, Trinity Products, LLC
PATRICK HAYDEN, SMT Corporation
VANCE HAYS, Standard Industrial Corporation
**OWEN HERRNSTADT, International Association of
Machinists and Aerospace Workers**
MICHELLE ERICKSON JONES, Farmers for Free Trade
JOSH KALLMER, ITI Council
JONATHAN KING, TCL North America
ROBERT KOPF, U.S. Steel Corporation
SCOTT LECHNER, Zoeller Pump Company
XINZE LIU, China General Chamber of Commerce-USA
AARON LOWE, Auto Care Association
**DANIEL MCGAHN, American Superconductor
Corporation**
MIKE MOHAN, Best Buy Co., Inc.

FRANK MOU, Interpreter for Guiqing Wang

QING REN, China Chamber of International

Commerce

PATRICK ROGERS, TECO-Westinghouse Motor Company

CHAD SEVERSON, InSinkErator

GREG SKELTON, SABIC

CHAS SMITH, Roku, Inc.

MICHAEL STATECZNY, New Castle Stainless Plate

JEFFREY STERNER, High Industries, Inc.

JIAN TAN, China Chamber of International

Commerce

JOHN TANG, DHH Washington, D.C. Law Office

GEORGE TUTTLE, III, Sanden International (USA),

Inc.

GUIQING WANG, China Chamber of Commerce for

Import and Export of Machinery and

Electronic Products

CORY WATKINS, Schumacher Electric

BO YI, Southeast University Law School

CONTENTS

Opening Statement from Chair and Introduction of the 301 Committee.	6
--	---

Panel One

Tim Brightbill, Wiley Rein on behalf of SolarWorld Americas. . . . .	.13
Owen Herrnsstadt, International Association of Machinists and Aerospace Workers. . . . .	.18
Patrick Hayden, on behalf of SMT Corporation . . . . .	.23
Cory Watkins, Schumacher Electric. . . . .	.30
George Tuttle, III, on behalf of Sanden International (USA), Inc. . . . .	.34
George Carlisle, AlterSciences . . . . .	.39
Daniel McGahn, American Superconductor Corporation (AMSC) . . . . .	.43

Panel Two

Matthew Ahlin, Pittsburgh Carbide Die Co.. . . . .	.66
Don Banker, Banker Steel Company . . . . .	.70
Laurent De Mey, Skyline Steel. . . . .	.76
Robert Griggs, Trinity Products, LLC . . . . .	.80
Robert Kopf, U.S. Steel Corporation. . . . .	.85
Jeffrey Sterner, High Industries Inc.. . . . .	.90
Thomas Fish, Anvil International . . . . .	.95

Panel Three

Mary Buchzeiger, Lucern International.	114
Jonathan King, TCL North America	120
Aaron Lowe, Auto Care Association.	126
Mike Mohan, Best Buy Co., Inc.	131

Patrick Rogers, TECO-Westinghouse

Motor Company.	136
------------------------	-----

Chas Smith, Roku, Inc.	142
--------------------------------	-----

Bill Fath, Weir Slurry Group	146
--	-----

Panel Four

Mike Branson, Rheem Manufacturing Co., Air Conditioning Division Operations	168
Robert Beckwith, Rosman Corporation.	174
Paul Czachor, American Keg Company	178
David Baer, Element Electronics.	182
David Feniger, American Posts, LLC	188
Chad Severson, InSinkErator.	194
Michael Stateczny, New Castle Stainless Plate.	199
Scott Lechner, Zoeller Pump Company.	205

Panel Five

Nathan Bowen, National Association of State Departments of Agriculture	223
Ed Brzytwa, American Chemistry Council	228
Joseph Cohen, Snow Joe LLC	234
Linda Dempsey, National Association of Manufacturers.	240
Clark Packard, R Street Institute.	246
Greg Skelton, SABIC.	258
Josh Kallmer, ITI Council.	265

Panel Six

Xinze Liu, China General Chamber of Commerce-USA	283
Jian Tan, China Chamber of International Commerce	292
John Tang, DHH Washington, DC Law Office	297
Guiqing Wang, China Chamber of Commerce for Import and Export of Machinery and Electronic Products.	298
Bo Yi, Southeast University Law School	302
Adjourn.	320

1 P-R-O-C-E-E-D-I-N-G-S

2 10:00 a.m.

3 CHAIR BUSIS: Good morning and welcome.

4 The Office of the United States Trade
5 Representative, in conjunction with the Inter-
6 Agency Section 301 Committee, is holding this
7 public hearing in connection with the Section 301
8 investigation of China's Acts, Policies, and
9 Practices Related to Technology Transfer,
10 Intellectual Property, and Innovation.

11 The United States Trade Representative
12 initiated this investigation on August 18, 2018.
13 The scope of the investigation is set out in the
14 Notice of Initiation published at 82 FR 40213.
15 This is the second public hearing in this
16 investigation.

17 On October 10, 2017, USTR and the
18 Section 301 Committee held an initial hearing.
19 At that hearing, the witnesses focused on whether
20 the acts, policies, and practices of the
21 Government of China covered in the investigation
22 are unreasonable or discriminatory and burden or

1 restrict U.S. commerce and thus, actionable under
2 Section 301.

3 Based on a review of the evidence
4 collected in the investigation, on April 2, 2018,
5 the Trade Representative announced his
6 determination that the acts, policies, or
7 practices under investigation are actionable.

8 This finding is supported by a
9 detailed 200-page report. The report is
10 published on the USTR website.

11 The Trade Representative also
12 announced on April 2 a proposed action to be
13 taken in response. The proposed action is an
14 additional 25 percent duty on a list of products
15 from China, with an annual trade value of
16 approximately \$50 billion.

17 Details on the Trade Representative's
18 determination in the investigation and on the
19 proposed action are set out in an April 6, 2018
20 Federal Register Notice. It is published at 83
21 FR 14906.

22 The purpose of today's hearing is to

1 receive public testimony regarding the proposed
2 tariff action. The Section 301 Committee will
3 carefully consider the testimony provided at this
4 public hearing.

5 The Committee will also review the
6 written comments already received in response to
7 the Federal Register Notice, as well as rebuttal
8 comments due on May 22. The 301 Committee will
9 then make a recommendation to the Trade
10 Representative on the action to be taken in the
11 investigation.

12 Before we begin the hearing, I will
13 provide some procedural and administrative
14 instructions, and then ask the agency
15 representatives participating in the hearing
16 today to introduce themselves.

17 The hearing is scheduled for three
18 days, finishing mid-day on Thursday. We have
19 some 17 panels of witnesses with over 100
20 individuals scheduled to testify. The
21 provisional schedule has been posted on the USTR
22 website.

1 We have seven, well actually, six
2 panels of witnesses scheduled to testify today.
3 We will have a brief break between panels and a
4 longer break for lunch. I hope to cover the
5 first two panels before we have our lunch break
6 at mid-day.

7 Each organization appearing at the
8 hearing is limited to five minutes of oral
9 testimony. Each witness has lights, there's some
10 lights in front of the witness tables.

11 It will start with green. At the
12 four-minute mark, it will turn to yellow. And at
13 the five-minute mark, it will start flashing red,
14 at which time, you should please finish up your
15 testimony.

16 After the testimony from each panel of
17 witnesses, the Section 301 Committee will have an
18 opportunity to ask questions. All questions will
19 be from agency representatives. There will be no
20 questions accepted from the floor. Committee
21 representatives will generally direct their
22 questions to one or more specific witnesses.

1 Post-hearing comments, including any
2 written responses to questions from the Section
3 301 Committee, are due by Tuesday, May 22, 2018.
4 The rules and procedures for written procedures
5 are set out in the Federal Register Notice.

6 Given the number of witnesses and the
7 schedule, we request that witnesses, when
8 responding to questions, be as concise as
9 possible.

10 We likewise ask witnesses to be
11 understanding if and when the Chair ask that a
12 witness conclude a response. In this regard,
13 witnesses should recall that they have a full
14 opportunity to provide more extensive responses
15 in their post-hearing submissions.

16 No cameras or video or audio recording
17 will be allowed during the hearing. A written
18 transcript of this hearing will be posted on the
19 USTR website and on the Federal Register Docket
20 as soon as possible after conclusion of the
21 hearing. If you have any questions about the
22 facilities, please feel free to ask the guards at

1 the front desk.

2 We are pleased to have international
3 trade and economic experts from a range of U.S.
4 Government agencies. The agencies will be
5 providing different staffing during the hearing
6 and they will, when a new staff member comes,
7 they will introduce themselves to inform the
8 public and to help out the transcription.

9 So, if you could all introduce
10 yourselves. Bryan?

11 MR. O'BYRNE: Good morning. My name is
12 Bryan O'Byrne, from the Office of International
13 Trade at the Small Business Administration.

14 MS. HOLMAN: Good morning. I'm Amy
15 Holman, I'm the Director of the Office of
16 Multilateral Trade at the Department of State.

17 MR. MCCARTIN: Good morning. My name
18 is Terry McCartin, I'm the acting Assistant U.S.
19 Trade Representative for China Affairs.

20 MR. MITCHELL: Good morning. I'm
21 Stevan Mitchell, the Director of the Office of
22 Intellectual Property Rights in the International

1 Trade Administration, Department of Commerce.

2 MS. GREWE: Good morning. I'm Maureen
3 Grewe in the Office of International Trade at the
4 Treasury Department.

5 MS. PETTIS: Good morning. I'm Maureen
6 Pettis. I'm at the Bureau of International Labor
7 Affairs at the Department of Labor.

8 MR. AMDUR: Good morning. I'm
9 Alexander Amdur. I'm with the Office of Trade at
10 U.S. Customs Border Protection.

11 CHAIR BUSIS: And I am William Busis,
12 Deputy Assistant USTR for Monitoring and
13 Enforcement, and Chair of the Section 301
14 Committee. I think our first witness can
15 proceed, Mr. Bishop?

16 MR. BISHOP: Thank you, Mr. Chairman.
17 I would remind witnesses to please be mindful of
18 the time allocation. And I would also remind
19 everybody that there's absolutely no photography,
20 recording, or streaming of today's proceeding.
21 Thank you.

22 Our first witness on this panel is Tim

1 Brightbill of Wiley Rein, on behalf of SolarWorld
2 Americas. Mr. Brightbill, you have five minutes.

3 MR. BRIGHTBILL: Thank you. Good
4 morning, Mr. Busis. And thanks to all of you for
5 holding and participating in this hearing. I'm
6 Tim Brightbill of Wiley Rein, LLP, testifying
7 today on behalf of SolarWorld Americas.

8 I appreciate this opportunity to
9 appear before you to express SolarWorld's support
10 for the duties on Chinese-origin products being
11 imposed under Section 301 and to request that
12 USTR add solar cells and modules to that list of
13 products.

14 As USTR is aware, SolarWorld Americas
15 is the largest and one of the only remaining U.S.
16 manufacturers of solar cells and modules. It was
17 one of the very few companies to testify during
18 the first Section 301 hearing. In fact, the
19 hacking of SolarWorld's information and
20 technology were a key part of the USTR
21 investigation.

22 SolarWorld and the domestic solar

1 industry have been devastated by the Chinese
2 Government's policies and practices with respect
3 to technology, intellectual property, and
4 innovation.

5 This is detailed in USTR's
6 comprehensive Section 301 report, which includes
7 the following findings and information. In 2012,
8 while SolarWorld was litigating a trade petition
9 it had filed against solar imports from China,
10 the 3PLA stole thousands of sensitive files from
11 SolarWorld on at least 12 occasions.

12 According to DOJ, such information
13 would have enabled a Chinese competitor to target
14 SolarWorld's business operations aggressively
15 from a variety of angles.

16 SolarWorld stated that the Chinese
17 Government's cyber-theft of its proprietary
18 business information resulted in more than \$120
19 million in damages in the form of lost sales and
20 revenue, because Chinese producers entered the
21 market earlier than expected based on the
22 proprietary information taken.

1 SolarWorld stated that its efforts to
2 stay ahead of the Chinese wave of illegally
3 dumped and subsidized imports were thwarted by
4 the hacking and theft of proprietary information
5 about the manufacturing process that SolarWorld
6 had innovated.

7 And as the SolarWorld example
8 illustrates, Chinese cyber-theft of commercially
9 sensitive information often takes place in
10 industries that the Chinese Government has
11 prioritized for state support. And the victims
12 often operate in U.S. industries that are already
13 suffering from the result of China's other policy
14 tools.

15 In short, SolarWorld Americas provided
16 uniquely useful and valuable information to USTR
17 for its report and submitted direct evidence of
18 harm to its operations from the unfair and
19 illegal Chinese trade practices.

20 To ensure that the Chinese companies
21 who use this stolen solar technology and sell
22 into the U.S. market do not profit from their

1 theft, USTR should include solar cells and
2 modules on the list of products to be subject to
3 Section 301 duties.

4 USTR has explained that it will
5 consider several criteria when it chooses these
6 products. First, the duties will be imposed on
7 products that benefit from Chinese industrial
8 policies.

9 As USTR is aware, the Chinese
10 Government maintains numerous policies to support
11 the development of renewable energy and has
12 artificially supported its domestic solar
13 industry through industrial plans.

14 In addition, tariffs on these products
15 are not likely to disrupt the U.S. economy, as
16 there are both U.S. sources, including
17 SolarWorld, and many alternative non-Chinese
18 import sources for these products.

19 I would also note that the Section 201
20 solar safeguards investigation from earlier this
21 year was a global action, which does not penalize
22 China for its illegal and unfair actions, such as

1 solar cyber-theft.

2 Therefore, we request that USTR impose
3 additional Section 301 duties on solar cells and
4 modules. In addition, the U.S. Government may
5 wish to consider other restrictions on Chinese
6 solar products which may be more effective than
7 tariffs.

8 For example, the U.S. Government
9 should restrict federal procurement of Chinese
10 technology based on stolen data and technology
11 and should prohibit or restrict Chinese solar
12 cells and panels from all U.S. military and
13 veterans installations and housing.

14 These restrictions should extend to
15 all Chinese companies using solar PERC
16 technology, regardless of whether the
17 manufacturing occurs in China or a third country.

18 Ensuring that the 301 remedy addresses
19 Chinese solar manufacturers and benefits U.S.
20 solar manufacturing would penalize Chinese state-
21 sponsored cyber-hacking, combat China's efforts
22 to monopolize solar and renewable energy

1 manufacturing, protect U.S. energy independence
2 and critical infrastructure, and address China's
3 systemic illegal and unreasonable practices that
4 burden and restrict U.S. commerce.

5 Therefore, we request that USTR add
6 solar cells and modules to the list of products
7 subject to the Section 301 duty. Thank you on
8 behalf of SolarWorld Americas, and I'll be happy
9 to answer questions. Thank you.

10 MR. BISHOP: Thank you, Mr. Brightbill.
11 Our next witness is Owen Herrnstadt with the
12 International Association of Machinists and
13 Aerospace Workers. Mr. Herrnstadt, you have five
14 minutes.

15 MR. HERRNSTADT: Thank you. My name is
16 Owen Herrnstadt, I serve as Chief of Staff and
17 Director of Trade and Globalization to the
18 International Association of Machinists and
19 Aerospace Workers.

20 The IAM represents several hundred
21 thousand active and retired members throughout
22 North America. Our members work in a variety of

1 industries, including aerospace, manufacturing,
2 electronics, Defense, transportation, ship-
3 building, and many more.

4 Much of what our members produce and
5 service depends upon international trade. Given
6 our vested interest in trade matters and our
7 expertise in manufacturing, especially aerospace,
8 we have, for many years, advocated support for
9 trade actions that prohibit the forced transfer
10 of technology and production to other countries
11 from the U.S., especially with respect to China.

12 As has been previously stated, few
13 countries are as capable and as aggressive as
14 China in building a strong and vibrant aerospace
15 industry, often on the reliance on the transfers
16 of production and technology from Western
17 companies, which they pit against one another.

18 Transfers of production and technology
19 from U.S. aerospace and related companies is a
20 serious matter. Among other things, they cost
21 U.S. aerospace jobs and lead to a further decline
22 in our aerospace industrial base in at least four

1 different, but related ways. And I would guide
2 you to my written testimony to look at those.

3 Efforts to stop China's demand that
4 U.S. aerospace companies transfer technology and
5 production, as I mentioned, are long overdue.
6 The administration should move quickly to place
7 tariffs on Chinese aerospace parts, components,
8 and sub-assemblies that cost U.S. jobs.

9 The list of U.S. tariffs recently
10 proposed includes many manufacturing items,
11 including aircraft parts along the 8803-line
12 series, as well as others. That said,
13 identifying specific aerospace parts, components,
14 and sub-assemblies that have been transferred to
15 China at the cost of U.S. aerospace work is
16 extremely difficult.

17 The detailed nature of these
18 activities is not public and often proprietary.
19 The growing nature of global supply chains adds
20 to the complexity of tracking all of the parts.
21 Take, for example, suppliers.

22 First, second, and third tier

1 suppliers to a U.S. aerospace company may have
2 outsourced its products to China. Detailed
3 information concerning these goods are controlled
4 by U.S. aerospace companies and their suppliers,
5 which remain the best and most accurate source
6 for details on the precise nature of these forced
7 transfers.

8 For this reason, as part of its
9 investigation, we urge you to request that U.S.
10 aerospace companies and their suppliers report
11 the parts, components, and sub-assemblies that
12 they have transferred to China in connection to
13 China's overt and subtle demands for forced
14 transfers.

15 Although difficult to identify
16 specific parts, what is publicly known
17 anecdotally related to transfers of technology
18 and production to China should give USTR a good
19 start.

20 And there are many examples of
21 aerospace products that are now coming in from
22 China for both large commercial aircraft

1 producers, as well as others, and others in the
2 manufacturing arena. Specific parts have also
3 been covered as well, and I would direct you to
4 my written testimony.

5 Arguments that placing tariffs on
6 aerospace products that were transferred to China
7 would cost U.S. jobs should be very, very closely
8 scrutinized.

9 Asserting that a 25 percent tariff on
10 Chinese parts would price these goods out of the
11 market, when the imported Chinese part is a
12 slight fraction of the overall price of a multi-
13 million dollar aircraft, should undergo serious
14 questioning.

15 In making its final determination,
16 USTR should give great weight to placing tariffs
17 on aircraft parts, components, and sub-assemblies
18 that are already produced in the United States.
19 It should also give weight to placing tariffs on
20 parts, components, and sub-assemblies that were
21 produced in the United States prior to being
22 transferred to China.

1 But in order for all of these actions
2 to be effective, they must also be combined with
3 a comprehensive strategy that includes
4 multilateral efforts to stop China from pitting
5 one country's aerospace country against another.
6 Thank you and I'd be happy to take further
7 questions.

8 MR. BISHOP: Thank you, Mr. Herrnsstadt.
9 Our next witness is Patrick Hayden, on behalf of
10 SMT Corporation. Mr. Hayden, you have five
11 minutes.

12 MR. HAYDEN: Thank you very much. My
13 name is Patrick Hayden. I am testifying on
14 behalf of Tom Sharpe, the Vice President of SMT
15 Corporation, who could not be here this morning
16 due to his flight being cancelled by weather.

17 There is a section in the testimony
18 where I will be speaking essentially in -- well,
19 I'll be inserting his name for I. Chairman Busis
20 and members of the Committee, thank you for the
21 opportunity to provide remarks today on behalf of
22 the Coalition for American Electronics Recycling,

1 or CAER.

2 This industry and organization
3 includes over 150 U.S. companies and supporting
4 members that operate more than 300 facilities in
5 37 states, as well as the District of Columbia
6 and Puerto Rico.

7 CAER members believe that electronics
8 recycling should be performed securely and
9 sustainably to protect national security and for
10 the benefit of the American economy.

11 The United States exports, by
12 conservative estimates, more than 750,000 tons of
13 electronic waste materials, or e-waste, each
14 year. This waste stream includes items such as
15 computers, phones, and other electronics that
16 contain the intellectual property of U.S.
17 businesses, including companies that work on
18 Defense and other technologies related to
19 national security.

20 The key problem is that e-waste
21 exports from our shores provide feed stock for
22 counterfeit electronic components that pose a

1 serious threat to our national security, critical
2 infrastructure, and public health and safety.

3 Counterfeiters, based largely in
4 China, harvest parts from used computers, then
5 use sophisticated techniques to create fake
6 components that are challenging to detect once
7 they enter supply chains.

8 Mr. Sharpe's company, SMT Corporation,
9 provides counterfeit detection services, and he
10 himself can say that counterfeiters'
11 sophistication increases every year. The fake
12 parts are sold as new, often under false branding
13 that overstates the capabilities of the chip.

14 As an electronics distributor serving
15 the Defense industry, Mr. Sharpe personally saw a
16 small portion of China's electronics
17 counterfeiting industry during a visit to
18 Shenzhen, China, that resulted in an impromptu
19 tour of the nearby city of Shantou.

20 He witnessed sensitive electronic
21 component parts being harvested from piles of e-
22 waste, and later learned that much of this e-

1 waste might have originated in our country. It
2 is a vicious cycle, with our e-waste exports
3 leaving our shores and coming back to us as
4 counterfeit microchips.

5 It undermines our economy and security
6 in four key ways. One, the theft of intellectual
7 property. The Semiconductor Industry Association
8 states that semiconductor companies spend tens of
9 billions of U.S. dollars per year developing,
10 manufacturing, and supporting products that will
11 operate reliably for many years in customer
12 applications. In contrast, counterfeiters spend
13 minimal money developing and manufacturing
14 products.

15 Threats to national security.

16 According to a study by the Senate Armed Services
17 Committee, counterfeit electronic components,
18 which are prone to failure at any time, are
19 pervasive in military weapons and equipment.

20 The study found 1,800 individual
21 cases, totaling more than one million suspected
22 counterfeit electronic parts in Defense hardware

1 used by our war fighters. These include control
2 systems for missiles, military aircraft, and
3 helicopters.

4 The study notes that much of the
5 material used to make counterfeit electronic
6 parts is electronic waste, or e-waste, shipping
7 from the United States and the rest of the world
8 to China.

9 While there have been a variety of
10 actions to address this problem since the Armed
11 Services report, it remains serious. Just this
12 month, an electronics distributor was charged
13 with selling counterfeit electronics with
14 military and commercial uses.

15 Three, risk to public health and
16 safety. The problem is not limited to Defense
17 systems. Experts say counterfeiters also
18 threaten the reliability of critical
19 infrastructure, such as telecommunications,
20 energy, and transportation, as well as healthcare
21 technology, consumer products, and more.

22 Digital networks are also at risk.

1 Counterfeit electronics provide a platform for
2 hackers and cyber-terrorists to launch attacks.
3 Malware added to counterfeit microchips could
4 steal information or prevent a device from
5 operating as designed.

6 Finally, the loss of American jobs.
7 As stated in President Trump's National Security
8 Strategy, promoting economic prosperity is a key
9 factor in national security. When we ship e-
10 waste overseas, we also export good American
11 jobs.

12 A recent study shows that requiring
13 domestic recycling of e-waste would create up to
14 42,000 quality jobs. Limiting the export of
15 untested, non-working e-waste is a key component
16 of any plan to address these issues. It is vital
17 to our national security and economic interests
18 to process these materials in the United States
19 to keep them out of the hands of counterfeiters.

20 CAER urges the Committee, as part of
21 its findings, to suggest to the U.S. Trade
22 Representative and the lead agencies, including

1 Commerce and Treasury, that this important
2 national security issue should be a key component
3 in any negotiations with the Chinese Government.

4 This would be a followup on issues
5 related to IP that were raised by the U.S. team
6 that traveled to China on May 3 of this year. In
7 addition, we urge USTR, Commerce, and Treasury to
8 begin the process of adding e-waste to the Export
9 Control List.

10 This would have the benefit of
11 protecting U.S. IP from counterfeiters,
12 encouraging the growth of domestic e-recycling
13 industry, and ensuring that electronics that we
14 rely on for so many things are safe for our
15 military, our first-responders, and our
16 consumers.

17 We have submitted more detailed
18 written testimony that includes evidence backing
19 up this testimony. CAER is happy to provide any
20 additional information and is prepared to assist
21 the Committee and USTR in any way you may
22 require.

1 I thank you for your time and
2 consideration of this testimony, and can answer
3 any questions.

4 MR. BISHOP: Thank you, Mr. Hayden.
5 Our next witness is Cory Watkins of Schumacher
6 Electric. Mr. Watkins, you have five minutes.

7 MR. WATKINS: Good morning. Thank you
8 to everyone for having us here to speak to you
9 about this issue and how it affects Schumacher
10 Electric. I am Cory Watkins, President of
11 Schumacher. We just celebrated our 70th year in
12 business, all, of course, in the U.S.

13 We are one of the world's largest
14 manufacturers of battery chargers, jump-starters,
15 and other automotive-related products. And we
16 are in full support of the proposed tariffs, but
17 would actually ask that you include our finished
18 goods as part of the Harmonized Code listing that
19 is currently not part of what was on the docket.

20 Some of the components that are in our
21 products were included in the docket, but we
22 would ask that, in order to protect our

1 intellectual property, that the finished goods
2 also be included.

3 By way of background there, without
4 doing so, we still run the risk of the very
5 problem that faces us today, which is Chinese
6 companies taking our intellectual property,
7 copying it, and then selling it to some of our
8 own customers.

9 That presents a myriad of problems for
10 us, because it is quite difficult, not only to
11 serve a Chinese company with any sort of lawsuit
12 for intellectual property, but it's also not very
13 good business when you have to sue your customer
14 for stealing that property.

15 And as the law is written now, of
16 course, if we cannot serve a Chinese company,
17 we're left only with going after the importer of
18 record, which in that case is often our customer.

19 So, what we are looking for is the
20 opportunity to protect the intellectual property
21 that we have developed over the past 70 years.
22 Currently, we have over 79 patents for different

1 charging methods and means of charging batteries.

2 And with the process that exists right
3 now, there is a huge cost to us, even if we were
4 able to sue a Chinese company, each one of those
5 lawsuits costs, you know, millions of dollars for
6 us to defend, even if we are correct.

7 And with the threat of the counterfeit
8 goods, the margin dollars are not there to invest
9 that much in protecting it. So, that tariff
10 would help us to protect our intellectual
11 property.

12 And it also has a very beneficial side
13 effect in that it would allow us to increase the
14 amount of U.S. jobs for those same products.
15 Currently, we manufacture in many spots in the
16 world, but our primary focus is in the U.S. and
17 North America.

18 And if we don't have this type of
19 protection, we're left with what currently
20 exists, and I can just tell you firsthand that
21 that is not well enough enforced and doesn't have
22 enough teeth to prohibit what has been going on.

1 Just in the past few weeks, we learned
2 that one of our biggest customers is going with
3 another Chinese manufacturer that we are already
4 involved in litigation over for stealing our
5 intellectual property.

6 And we would ask that we have our
7 finished goods protected under this tariff, so
8 that we have the ability to keep American jobs
9 here and actually expand from where we currently
10 sit. And it just levels the playing field for
11 U.S. companies far beyond what currently exists
12 today.

13 So, by doing that, we're going to be
14 able to increase research and development jobs
15 here, manufacturing jobs here, marketing jobs
16 here, and we would just ask that when you
17 finalize the docket, that you would include our
18 Harmonized Tariff Code, which is 8504.40.95, and
19 that's included in our testimony. Thank you very
20 much.

21 MR. BISHOP: Thank you, Mr. Watkins.
22 Our next witness is George Tuttle, III, on behalf

1 of Sanden International (USA), Incorporated. Mr.
2 Tuttle, you have five minutes.

3 MR. TUTTLE: Thank you. Good morning,
4 members of the Section 301 Committee. My name is
5 George Tuttle and I'm here today to present the
6 following comments on behalf of my client, Sanden
7 International (USA), Inc.

8 Mr. Jason Augustyn, Senior Vice
9 President and Plant Manager, had intended to be
10 present, but he was injured in an accident last
11 week and was unable to attend.

12 Sanden is a mid-sized manufacturing
13 company with 400-plus employees located in rural
14 Wylie, Texas, with a population of 41,000 people.
15 The company produces automotive air conditioning
16 compressors in a Foreign-Trade Zone manufacturing
17 facility, where high-grade castings are machined
18 to precise tolerances, and both domestic and
19 foreign components are assembled to form
20 automobile air conditioning compressors for the
21 U.S. and the world automotive market.

22 Sanden has become the world's largest

1 air conditioning compressor manufacturer that is
2 not owned or controlled by an automobile
3 manufacturer. We supply components to the most
4 demanding and respected companies throughout
5 North and South America, and around the globe.

6 Sanden is at the forefront of the
7 industry, making use of computer-aided design
8 products, comprehensive testing, and precision
9 manufacturing. The facility in Wylie, Texas is a
10 showcase of state-of-the-art technology and
11 innovation.

12 We use the latest technology available
13 to design and evaluate products, including 3D and
14 CAD modeling, solid modeling, and prototype
15 construction.

16 Our environmentally controlled
17 chambers and wind tunnels simulate conditions of
18 almost any temperature, humidity, and vehicle
19 speed. In fact, the Wylie chamber is large
20 enough to accept a Class A truck or a large unit
21 of agricultural equipment.

22 With every new vehicle design,

1 environmental concern, or regulation, our
2 customer needs change. We continually project
3 those needs and work toward effective, innovative
4 solutions.

5 For example, Sanden pioneered the
6 development of high-efficiency compressors for
7 electric vehicles long before production of the
8 first generation of OEM electric cars and trucks
9 were available.

10 To maintain our business and
11 technological advantage, as well as design and
12 research for new and emerging products, we would
13 be severely impacted if the special 301 duties
14 are enacted on the parts needed by Sanden.

15 Implementation of the Section 301
16 tariffs without modification or allowance of duty
17 mitigation or elimination by utilizing the
18 benefits of the Foreign-Trade Zone will
19 significantly impact the cost of manufacturing at
20 Sanden.

21 We estimate an additional \$3.5 million
22 in duty payments per year will be required for

1 the affected components that we currently import
2 from China. Such an aggressive and instantaneous
3 impact to our finances will significantly alter
4 our ability to maintain our current level of
5 employment.

6 Because of the nature of our business
7 and long-term supply contracts with automobile
8 manufacturers, we cannot simply pass on these
9 cost increases.

10 The dramatic increase in our costs to
11 make use of previously imported parts in our FTZ
12 will make it difficult, if not impossible, to
13 contemplate future investment and maintain our
14 current workforce levels.

15 This will result in reductions in
16 facility investment and employee workforce. As
17 noted in our introduction, we have made
18 significant capital investments in our
19 manufacturing facilities and they are textbook
20 examples of state-of-the-art processes, making
21 the most of the abilities of both man and
22 machine.

1 Should the proposed 301 tariffs be
2 implemented, however, further expansion and
3 capital investments will be placed on hold or
4 cancelled altogether.

5 Our Wylie, Texas facility has a
6 current headcount of 431 employees. Should the
7 proposed Section 301 tariffs be implemented, the
8 company has projected an immediate reduction in
9 staffing by 39 people. This reduction would
10 affect diverse areas of our facility, including
11 production, sales, and general administration.

12 Sanden would be specifically affected
13 by the proposed special duty rate additions to
14 several of the targeted Harmonized Tariff
15 Schedule Codes, including electromagnetic clutch
16 parts for compressors under 8505.90, air
17 compressor parts under 8414.90, and fuses under
18 8536.10.

19 We source our materials domestically
20 whenever possible, however, due to limited
21 availability, some products are not available in
22 the United States. The application of the

1 proposed Section 301 tariffs to these HTS Codes
2 will greatly impact Sanden's financial stability.

3 Just concluding, Sanden requests that
4 the above-referenced items and their related HTS
5 Codes be removed from Section 301 applicability.

6 If this is not available, Sanden
7 requests that any pre-existing purchase of items
8 in the FTZ inventory prior to the implementation
9 date be excluded from the tariff and be allowed
10 to remain in the FTZ in a non-privileged foreign
11 status. And I'm welcome to take any questions
12 you have. Thank you.

13 MR. BISHOP: Thank you, Mr. Tuttle.

14 Our next witness is George Carlyle of
15 AlterSciences. Mr. Carlyle, you have five
16 minutes.

17 MR. CARLYLE: I support the imposition
18 of duties by the United States Government firmly.
19 The United States, since World War II, has worked
20 since World War II to build trading relationships
21 based on reciprocity and nondiscrimination.

22 This is clearly demonstrated by the

1 amazingly unrestrictive General Agreement on
2 Trade in Services, the GATS, the country has
3 submitted to the World Trade Organization, WTO.
4 In contrast, our valued trading partner China has
5 one of the most restrictive GATS in the WTO.

6 How do we encourage our promising and
7 dependable partner to revisit their approach and
8 truly build a win-win trading relationship with
9 the United States?

10 Despite having almost 20 years to
11 align to the commitments made in the WTO, we
12 continue to get push-back or delays on the
13 execution of the promised commitments. Do they
14 plan to make the promised changes or did they
15 just say them to get into the WTO?

16 We need to earn the respect of our
17 Chinese counterparts by imposing these tariffs to
18 help them see how serious we are and hold them
19 accountable. Opening their markets is the only
20 realistic solution to our differences and
21 challenges.

22 As of today, some of the world's best

1 technology and telecommunication companies cannot
2 compete fully and fairly in China, and this
3 cannot continue. This was an issue prior to
4 China's ascension into the WTO and continues in
5 2018.

6 In the packet that I submitted with my
7 testimony, I also included testimony -- an
8 editorial from Nancy Pelosi that she wrote back
9 in 2000. At that time, the United States had a
10 deficit of almost \$90 billion with China. Today,
11 it's way further. I encourage you to look at
12 that as you listen to my comments.

13 Continuing, if the Chinese are serious
14 about creating jobs and opportunities for their
15 citizens, why would they restrict fuller Western
16 investment to make their country better?

17 The Chinese Communist Party, CCP, at
18 this moment, is not interested in creating a
19 consumer society, but a worker society. We need
20 to encourage our Chinese counterparts to look
21 beyond nationalism and to speed the unhindered
22 development of the vast human capital in their

1 country.

2 Also in the packet, I have attached a
3 copy of an article from the BBC about the
4 struggles of the young Chinese and their
5 unhappiness. Leisure and recreation are
6 important parts of personal development that
7 should be encouraged to maintain sustainable
8 societies.

9 And this leads me to my final
10 question, what value is it to have access to a
11 market if the citizens have no time to appreciate
12 or sample the unique products or services non-
13 Chinese firms offer?

14 In closing, China's unwillingness to
15 work with the United States sends a clear message
16 that we need a different playbook in 2018 to
17 influence them.

18 And I recommend the application of
19 tariffs on Chinese imports immediately or as soon
20 as possible, with quarterly or semi-annual
21 reviews. Thank you for listening to my
22 testimony.

1 MR. BISHOP: Thank you, Mr. Carlyle.
2 Our final witness on this panel is Daniel McGahn
3 with American Superconductor Corporation. Mr.
4 McGahn, you have five minutes.

5 MR. MCGAHN: Thank you for providing
6 the opportunity to testify today on behalf of
7 American Superconductor Corporation.

8 My testimony today will focus on our
9 unique experience with IP theft and our pursuit
10 of legal actions against the Chinese company that
11 stole our intellectual property. I also want to
12 talk about the administration's proposed actions
13 and restitution for American companies harmed by
14 Chinese IP theft.

15 AMSC has actively participated in the
16 301 proceedings since the investigation began in
17 August of 2017. We've provided extensive
18 information regarding the theft of AMSC's
19 technology by a Chinese state-owned enterprise,
20 Sinovel Wind.

21 Sinovel stole AMSC's property and
22 proprietary software to produce and retrofit its

1 own wind turbines in China. Sionvel also
2 supplied wind turbines containing the stolen IP,
3 which were funded by American taxpayer money, to
4 the Commonwealth of Massachusetts, where AMSC is
5 headquartered.

6 Sionvel's criminal actions harmed the
7 lives of hundreds of workers, severely impeded
8 the company's growth, and nearly destroyed AMSC.
9 Over 700 AMSC employees lost their jobs. AMSC
10 lost over 96 percent of its stock value, more
11 than \$1 billion.

12 And AMSC lost contracted revenues and
13 profits of over \$1.2 billion. The Department of
14 Justice has calculated the damages to be a
15 multiple of this loss, with a maximum fine for
16 the Chinese of \$4.8 billion.

17 China has actually profited from
18 Sionvel's theft of AMSC's intellectual property.
19 Approximately 8,000 Chinese wind turbines
20 continue to operate on AMSC's stolen software.
21 And we estimate that Chinese state-owned power
22 companies benefitted to the tune of \$15-20

1 billion from AMSC's stolen software.

2 AMSC has never been compensated for
3 its losses, but a recent U.S. Federal Court
4 ruling provides hope for us and for other harmed
5 companies. In January, the jury found Sinovel
6 guilty of stealing AMSC's technology. We are
7 cautiously optimistic that the court will provide
8 restitution to AMSC.

9 Subsequently, the Department of
10 Justice issued a letter to Sinovel in which it
11 states, and I quote, the United States is
12 exploring all avenues to collect restitution. We
13 see this as an avenue.

14 Let me now turn to AMSC's pursuit of
15 justice through the Chinese legal system. In
16 September 2011, nearly seven years ago, AMSC
17 filed litigation in the Chinese courts for
18 approximately \$1.2 billion in damages. To date,
19 the Chinese legal system has yet to render a
20 decision.

21 China suggests it has demonstrated its
22 commitment to protect intellectual property

1 rights. For example, in 2014, China established
2 several specialized IP courts to showcase China's
3 commitment to improve IP protection.

4 In 2015, President Xi Jinping spoke at
5 length on punishing wrongdoers on cyber-theft of
6 commercial secrets and on protecting the lawful
7 rights and interests of foreign companies in
8 China. China's actions showcase the failure of
9 China's legal system.

10 After AMSC's two criminal convictions,
11 our case becomes a clear opportunity for China to
12 translate its rhetoric into reality. Restitution
13 to AMSC will become a testament, we hope, to
14 President Xi's rhetoric.

15 Hundreds, perhaps thousands of other
16 American companies likely have gone on or are
17 going through a similar ordeal with respect to
18 Chinese IP theft. We believe direct government-
19 to-government negotiation is necessary to address
20 IP theft and hold China accountable for its
21 practices.

22 We applaud the administration's

1 determination to take action pursuant to the
2 Section 301 investigation. American workers,
3 American companies, and the U.S. economy have
4 suffered as a result of China's failure to
5 respect and protect intellectual property rights.

6 There is an opportunity for the
7 administration and Congress to work together to
8 establish a mechanism to provide restitution to
9 American companies economically harmed by Chinese
10 IP theft.

11 Funding for such a program would
12 derive from trade sanctions imposed by the
13 President, including the tariffs on imports from
14 China. We would be pleased to discuss these
15 ideas with the administration and members of
16 Congress.

17 In conclusion, AMSC wants to thank the
18 President and his team for initiating and
19 conducting this important investigation. The
20 U.S. action in response to Chinese IP theft is
21 long overdue.

22 We've been at this for seven years.

1 We have two criminal convictions, one in Europe
2 and one in America, and overwhelming facts. If
3 we cannot get restitution, then why would any
4 other American company seek help from the U.S.
5 Government on this issue?

6 We look forward to working with the
7 administration and Congress to ensure restitution
8 for American companies harmed by Chinese IP
9 theft. Thank you for the opportunity to present
10 our comments.

11 MR. BISHOP: Thank you, Mr. McGahn.
12 Mr. Chairman, that concludes direct testimony
13 from this panel.

14 CHAIR BUSIS: Thank you. Mr. McCartin,
15 would you like the first question?

16 MR. MCCARTIN: Thank you. My question
17 is for --

18 MR. BISHOP: Can you pull your mic a
19 little bit closer, please?

20 MR. MCCARTIN: My question is for Mr.
21 Brightbill. You proposed that we add Chinese
22 solar cells and solar modules to the list of

1 products on which we'll be imposing tariffs.

2 Currently, we already have anti-
3 dumping duties and countervailing duties in place
4 on Chinese solar cells and solar modules. And
5 earlier this year, the United States also imposed
6 global safeguard duties.

7 Can you describe what the impact would
8 be of adding Chinese solar cells and solar
9 modules to our list of products on which we are
10 proposing to place an additional 25 percent
11 tariff?

12 MR. BRIGHTBILL: Yes, Mr. McCartin,
13 thanks. We think adding solar cells and modules
14 to the tariff list would have a very beneficial
15 effect on U.S. manufacturing and U.S. workers
16 without harming downstream industries.

17 It's true that there are duties in
18 effect, both anti-dumping and countervailing
19 duties, as well as safeguard duties, but of
20 course, those remedies address other practices,
21 either the unfair trade, in terms of dumping and
22 subsidies, or a global surge of imports that did

1 include China, but many other countries as well.

2 So, we think it is fully justified to
3 include those products on the 301 list as well.

4 And we think that the impacts would be very
5 positive.

6 And of course, I did note also in my
7 testimony that USTR may want to consider
8 additional remedies as well, in addition to
9 tariffs, that would have a direct beneficial
10 effect on manufacturing and U.S. jobs.

11 MR. MCCARTIN: Thank you.

12 MS. GREWE: Hi, my name is Maureen
13 Grewe from the Treasury Department. I have a
14 question for Mr. Hayden on behalf of SMT Corp.
15 Could you elaborate for us how the e-waste
16 industry would be impacted by the perspective
17 tariffs on the \$50 billion of Chinese exports
18 that are the subject of the hearing?

19 And do you have any recommendations
20 for how additional restrictions on e-waste could
21 avoid a disproportionate burden on small
22 business?

1 CHAIR BUSIS: Before you start, we are
2 mindful that you are a fill-in, so you're in a
3 tough spot.

4 MR. HAYDEN: Yes, if -- I can pass that
5 question on to Mr. Sharpe if you'd like.

6 MS. GREWE: Yes, that would be helpful.

7 MR. HAYDEN: I think that might be a
8 little better. That might be the best way to go
9 about it.

10 MS. GREWE: Sure, if it would be
11 possible for them to maybe address it in post-
12 hearing comments, that would be great.

13 MR. HAYDEN: Absolutely.

14 MS. GREWE: Thank you.

15 MR. MITCHELL: Stevan Mitchell from the
16 Department of Commerce. My question is for Mr.
17 Herrnstadt.

18 In your testimony, you made the case
19 that when technology is transferred overseas, the
20 skills that accompany the transfer are lost,
21 leading to the further decline in our industrial
22 base. Could you expand upon that comment and why

1 those skills would not continue to reside among
2 the U.S. workforce?

3 MR. HERRNSTADT: Sure, I'd be happy to.
4 First of all, it's not something new. The claim
5 that I mentioned, the National Academy of
6 Sciences has done quite a bit of work on offsets
7 or outsourcing of our work. Others have done a
8 lot of work on how that has worked to the
9 determent of our industrial base.

10 Very simply, if you move the
11 production to another country, there's no one
12 here to do the production and you lose a
13 generation of skill-based work. More
14 importantly, in the long run, you lose the
15 industry and at the same time, you also build up
16 your competitors, who will then come back and
17 compete with whoever is remaining.

18 That's certainly true of China, as
19 China's capacity in terms of aerospace and
20 manufacturing grows, to a great extent to the
21 determent of companies and suppliers here in the
22 U.S.

1 U.S. workers have been told for years
2 to be quiet when their jobs are transferred to
3 China, that they should be content with the work
4 that remains. Don't say anything, or there will
5 be retaliation or something worse.

6 And year after year, as more work is
7 transferred offshore to countries like China,
8 manufacturing decreases and our skill base
9 decreases and our infrastructure, in terms of
10 manufacturing, decreases.

11 And with it, the U.S. jobs, our
12 industrial base, and the innovative technology,
13 which leads to new industries and new employment,
14 also decreases and eventually, goes away.

15 MR. HERRNSTADT: Thank you.

16 CHAIR BUSIS: Mr. Amdur?

17 MR. AMDUR: I have a question for Mr.
18 Watkins.

19 MR. BISHOP: Could you pull your mic a
20 little closer, please?

21 MR. AMDUR: Sure. I have a question
22 for Mr. Watkins. So, in your testimony, you said

1 your international supply chain for
2 manufacturing, are any of these products produced
3 in China and one of these inputs be subject to
4 the tariffs?

5 MR. WATKINS: Yes, sir. In all candor,
6 we manufacture throughout the world. Currently,
7 we have facilities in the United States, in
8 Mexico, in Belgium, in China, in Australia.

9 But, yes, if we are -- if our finished
10 goods are included, we will be affected by what
11 we manufacture in China. And I am 100 percent
12 okay with that, because what I would instantly do
13 is bring it back here to the U.S. where it
14 belongs.

15 CHAIR BUSIS: Maureen?

16 MS. PETTIS: I have a questions for Mr.
17 Carlyle. You testified about the struggles and
18 unhappiness of young Chinese workers. In your
19 opinion, how would the proposed tariff action
20 improve the situation of workers in China?

21 MR. CARLYLE: Well, I don't know if it
22 will improve their working conditions, but the

1 Chinese Party's concern with political stability,
2 if we restrict their product from coming in
3 there, that will idle their factories, that will
4 create a motivation for them to change their
5 actions.

6 If people -- they work long hours. If
7 they have no work at all and no money -- I mean,
8 in the packet, they're making like \$500 a month.
9 If they have no income, that would be
10 unacceptable, they would cry for change.

11 MS. PETTIS: So, you're looking at it
12 in terms of the changes being pushed from the
13 bottom up?

14 MR. CARLYLE: We consume everything and
15 we drive their economy. If we stop consuming
16 their products, it stops the machine.

17 MS. PETTIS: Thank you.

18 MR. O'BYRNE: So, my question is for
19 Mr. McGahn. How do you view the proposed tariff
20 action in the context of AMSC's efforts against
21 Sinovel?

22 MR. MCGAHN: I think anything that

1 helps to create leverage in the dialogue. After
2 going through eight years of a lot of scheduled
3 negotiation that clearly haven't resulted in
4 remuneration to our company, that this approach,
5 albeit different, may be the right path to allow
6 for both sides to understand that resolution of
7 IP theft-related issues are in benefit, not only
8 of the United States, but of China as well.

9 MR. O'BYRNE: Thank you.

10 MS. HOLMAN: Good morning. My question
11 is for Mr. Tuttle. Mr. Tuttle, can you elaborate
12 on the difficulties of making modifications to
13 your supply chain in response to the proposed
14 tariffs?

15 MR. TUTTLE: Yes, I can, thank you. I
16 actually had briefed that in my comments, but I
17 had run out of time. So, the biggest problem is
18 that, in order to switch production to the
19 domestic industry, it takes approximately four to
20 five years to bring on a new supplier.

21 So, without the benefit of being able
22 to use these parts in the Foreign-Trade Zone,

1 it's going to have a severe and immediate impact
2 on the ability of Sanden to produce and sell its
3 products.

4 In our written comments, we've
5 indicated the time line and the breakdown is as
6 follows. It takes approximately five years, six
7 months for a supplier investigation and
8 negotiation, six months to develop the necessary
9 tooling.

10 Once that's done, another three months
11 for design validation and testing. And then,
12 once that is completed, then six month customer
13 and vehicle testing and approval. And then, once
14 the part is approved, three months for
15 implementation and contract initiation for the
16 new supplier.

17 So, overall, the time span to bring on
18 a new part takes approximately five years.

19 CHAIR BUSIS: Mr. Tuttle, do you have
20 a sense whether your competitors in the air
21 conditioning compressors for the automotive
22 market, whether your competitors also source

1 parts from China and would face the same
2 difficulties?

3 MR. TUTTLE: Mr. Augustyn would have
4 that answer, but I don't have that visibility.
5 They are concerned that the automotive
6 manufacturers may turn to other sources.

7 But at this point, we have locked in
8 contracts, so that won't affect our ability to
9 recoup the additional duties, the company will
10 have to eat the increase in duties. And that's
11 going to affect their staffing levels, as well as
12 their investment.

13 CHAIR BUSIS: All right. So, if you
14 could address in your rebuttal comments whether
15 other -- if you know whether other companies in
16 your industry would face this same type of
17 difficulty?

18 MR. TUTTLE: Yes, thank you.

19 CHAIR BUSIS: For AlterSciences, Mr.
20 Carlyle, could you address, you've given a
21 systemic comment, could you address how the
22 proposed action would affect your particular

1 company, if at all?

2 MR. CARLYLE: I'm sorry, I didn't quite
3 hear you with the noise outside here --

4 CHAIR BUSIS: Yes.

5 MR. CARLYLE: -- could you say it
6 again?

7 CHAIR BUSIS: Could you address whether
8 the proposed action would affect your particular
9 company you're representing?

10 MR. CARLYLE: Yes. So, currently, I
11 provide software and technology. I partner with
12 Intel, Microsoft, and Adobe, and we work together
13 in that market. I have concerns about
14 protections for my IP.

15 I currently work through an
16 organization -- so, currently -- let me just say
17 this real quick. Currently, right now, IP
18 disputes, most people handle through the WTO.
19 But the WTO doesn't really have any enforcement
20 power.

21 Before I had my own firm, I used to
22 work in these huge multinationals and we used an

1 organization called WIPO, which was the World
2 Intellectual Property Organization. They had a
3 dispute resolution system that allowed us to
4 protect our IP better without all the cost.

5 So, for example, he made the comment
6 that he had to hire lawyers in that country and
7 he had to do a lot of things to protect his IP
8 over there. But if you worked through WIPO, they
9 would recognize your application here in the
10 USTPO in that country and they had penalties if
11 that country would not recognize that. Many U.S.
12 firms don't even know this.

13 But specifically in regards to me, I
14 do not want to do technology transfer, I am
15 having difficulty finding capable Chinese over
16 there to work with. I do not want to do joint
17 ventures over there.

18 I would like to be able to go in there
19 as a wholly-owned firm and be in full control of
20 my own destiny. Some of the restrictions in the
21 General Services Agreement, I just find are just
22 unacceptable and we need to do something

1 different.

2 CHAIR BUSIS: One for Mr. Herrnstadt --

3 MR. BISHOP: Can you pull your mic a
4 little closer?

5 CHAIR BUSIS: Yes. Mr. Herrnstadt, so,
6 your union, as I understand it, supports the
7 proposed action on aerospace parts. Are you --
8 but you're also suggesting additional products to
9 be covered, is that the gist of it?

10 MR. HERRNSTADT: No, to clarify, one,
11 we're talking about the parts that are mentioned
12 in the HTS Code in the Register. But we also
13 think that there needs to be a close review of
14 all those parts to determine the impact those
15 have on jobs.

16 Are those parts equipment that's been
17 transferred to China, as part of the forced tech
18 transfer, that has been negatively impacted on
19 U.S. workers? Part of the investigation needs to
20 concern that.

21 It also needs to concern, are we
22 losing the future ability to engage in those jobs

1 as China develops its own technological ability
2 to compete with that coming back?

3 And we're also urging USTR, in its
4 investigation and in its review, to ask aerospace
5 companies and suppliers and manufacturers, for
6 that matter, a list of specific parts and
7 equipment, components that have been transferred
8 to China as part of the forced tech transfer of
9 it, that have cost U.S. jobs.

10 They're the ones who have the list,
11 the complete list, hopefully, not only their list
12 and suppliers as well, and they're the ones that
13 could be able to say specifically what specific
14 item, what specific part, big or small, has been
15 transferred and have left U.S. workers out of
16 work. Thanks.

17 CHAIR BUSIS: So, we're going to take
18 either a five minute break or a break for lunch,
19 depending on our availability of the next panel.
20 And we would just ask you to hold for at least
21 five minutes. Thank you.

22 MR. BISHOP: We dismiss this panel with

1 our thanks and we invite the members of Panel Two
2 to come forward, please.

3 CHAIR BUSIS: Okay. Since we're ahead
4 of schedule, we're going to have a break for
5 lunch for one hour until noon. Thank you.

6 (Whereupon, the above-entitled matter
7 went off the record at 10:59 a.m. and resumed at
8 12:01 p.m.)

9 MR. BISHOP: Will the room please come
10 to order? Mr. Chairman, our next panel has been
11 seated. Our first witness on this panel is
12 Matthew Ahlin of Pittsburgh Carbide Die Company.
13 Mr. Ahlin, you have five minutes.

14 CHAIR BUSIS: Wait, before you start,
15 I'm just going to introduce - we have new
16 members.

17 So before you start, some of you
18 weren't here in the morning when I gave some
19 procedural instructions and I won't repeat all of
20 them, but the main is, the main thing for the
21 witnesses is, as you have been informed, each
22 organization will have five minutes to present

1 their initial oral testimony.

2 You have a light in front of you. The
3 green light starts and then at four minutes, it
4 will go to yellow, and then at five minutes, it
5 will start flashing red which means you should
6 wind up your testimony.

7 After you have all given your
8 testimony, there will be questions from the 301
9 Committee. The questions normally will be
10 directed to a specific person, and please keep
11 your responses concise and recall that you have
12 the opportunity to provide more detail and
13 follow-up information in your written rebuttal
14 comments due May 22.

15 With that, I think we'll reintroduce
16 the Section 301 Committee again for the public
17 and also for the court reporter. So Alex, do you
18 want to start?

19 MR. AMDUR: Hi, good afternoon,
20 Alexander Amdur. I'm with the Office of -

21 MR. BISHOP: Closer to your mic,
22 please.

1 MR. AMDUR: Okay, good afternoon. I'm
2 Alexander Amdur. I'm with the Office of Trade of
3 U.S. Customs and Border Protection.

4 MS. PETTIS: Hello, I'm Maureen
5 Pettis. I'm an International Economist with the
6 Bureau of International Labor Affairs at the
7 Department of Labor.

8 MS. SALZMAN: I'm Rachel Salzman. I'm
9 with the Office of Intellectual Property Rights
10 and the International Trade Administration with
11 the Department of Commerce.

12 CHAIR BUSIS: I'm William Busis,
13 Office of General Counsel, USTR, and the Chair of
14 the Section 301 Committee.

15 MR. McCARTIN: Good afternoon, my name
16 is Terry McCartin. I'm the Acting Assistant U.S.
17 Trade Representative for China Affairs.

18 MS. HOLMAN: Good afternoon, I'm Amy
19 Holman. I'm the Director of the Multilateral
20 Trade Office at the Department of State.

21 MR. BISHOP: Our first witness on this
22 panel is Matthew Ahlin of Pittsburgh Carbide Die

1 Company. Mr. Ahlin, you have five minutes.

2 MR. AHLIN: Good afternoon. I am Matt
3 Ahlin, Vice President and General Manager of
4 Pittsburgh Carbide Die Company. I represent the
5 third generation of our family-owned business.
6 Our company has served the nail and rivet
7 industries in the United States for over 65
8 years.

9 We produce the dies and tooling that
10 form finished nails and rivets. We only use
11 American-made tungsten carbide and steel in our
12 products. We are here today representing our
13 manufacturing business and our customers in the
14 United States.

15 The tariffs imposed on Chinese goods
16 through the 232 and 301 investigations will
17 protect much of the steel industry, but they
18 leave all of the finished products exposed.

19 Without protection of finished
20 products such as nails and rivets, our customers
21 and our company will continue to struggle. I am
22 here to ask you to include protection on nails

1 and rivets in the tariff coverage.

2 For the nail and rivet industries, the
3 232 and 301 tariffs create significant risks.
4 Due to limited supplies, the tariffs have already
5 caused an increase of approximately 25 percent in
6 the prices of domestic rod and wire which are
7 used to produce nails and rivets.

8 This significant increase translates
9 directly into increased costs for our customers,
10 and in turn, makes them less competitive with
11 imported products. A number of our current nail
12 manufacturing customers are already experiencing
13 a decrease in orders causing them to lay off some
14 employees.

15 At the same time, the tariffs have
16 caused shifts in supplies across the world with
17 prices of wire rod and wire falling. This
18 translates into lower raw material prices for
19 foreign producers.

20 Because finished goods are not covered
21 by the tariffs, there is a natural incentive to
22 convert rod and wire into finished products and

1 send the nails and rivets to the United States
2 because there are no 232 or 301 duties on them.

3 Due to this, imports of finished goods
4 are able to come into the United States at even
5 lower prices and it's difficult for nail
6 manufacturers to raise their prices to cover the
7 increased cost.

8 If the 232 and 301 tariffs do not
9 cover finished products, U.S. manufacturers of
10 nails and rivets will be squarely in the
11 crosshairs of foreign competition.

12 I would note that the U.S. nail
13 industry already has been fighting unfair imports
14 for over 10 years and has eight anti-dumping and
15 countervailing duty orders in place primarily
16 because of imports, which had in the past more
17 than 100 significant manufacturers of nails and
18 rivets, now only has a handful of significant
19 producers and several dozen niche and specialty
20 producers.

21 I have attached to my written
22 testimony a partial list of U.S. nail and rivet

1 manufacturers that are no longer in business or
2 no longer manufacture in the United States.

3 Of the approximately 70 manufacturers,
4 only three still manufacture, but they do so
5 overseas. Failing to cover finished goods in the
6 232 and 301 duties makes no sense.

7 At the end of the day, if finished
8 goods producers fail, the reality is that the
9 upstream steel producers who benefit from the 232
10 and 301 duties will have fewer customers as well.
11 The flaws I've just talked about will compound
12 with 30 years of intellectual property loss.

13 Nail machines, rivet machines, and
14 tooling are sophisticated and involve a great
15 deal of intellectual property. We and our
16 competitors in the United States have suffered
17 intellectual property loss for years. We have
18 all sold our tooling to companies that have
19 forwarded this tooling to companies in China and
20 other places to be reverse engineered.

21 We are not asking for tariffs on our
22 tooling or from our offshore competitors, but on

1 behalf of our customers and the nails and rivets
2 that they produce. They have the same made in
3 America pride that we do and they deserve the
4 same protection being given to the upstream
5 producers.

6 We would like to continue to make dies
7 for the nails and rivets for American industry
8 for years to come. I have identified the
9 specific items that need to be covered in my
10 written testimony.

11 Thank you for your time and attention.
12 I am happy to answer any questions you have.

13 MR. BISHOP: Thank you, Mr. Ahlin.
14 Our next witness is Don Banker of Banker Steel
15 Company. Mr. Banker, you have five minutes.

16 MR. BANKER: Good afternoon, members
17 of the Section 301 Committee. My name is Donald
18 Banker. I'm the founder, President, and Chief
19 Executive Officer of Banker Steel headquartered
20 in Lynchburg, Virginia.

21 Let me begin by applauding the
22 administration's continued focus on ending

1 longstanding and inherently unfair trade
2 practices by China. These practices have harmed
3 and continue to harm businesses like Banker
4 Steel.

5 We manufacture and install fabricated
6 structural steel for the east coast commercial
7 construction market. As one of the largest
8 domestic fabricators in the United States,
9 Banker's 550 workers across Florida, Virginia,
10 New York, and New Jersey have left an indelible
11 imprint on our nation.

12 It is Banker Steel that serves as the
13 foundation of the Freedom Tower in New York City.
14 The very first beams of structural steel
15 installed at Ground Zero as we recovered as a
16 nation and rebuilt that hallowed site were
17 fabricated at our facility in Virginia.

18 Our steel is also the backbone of
19 Washington Nationals baseball park just a few
20 miles from where we gather today, as well as the
21 Gaylord Hotel and Convention Center, the MGM
22 National Harbor in Maryland.

1 We're also rebuilding the Orlando
2 International Airport and building One Vanderbilt
3 Tower, the picture I have in front of me, an
4 extraordinary new building adjacent to the Grand
5 Central Station that will forever mark the New
6 York City skyline.

7 I share this with you because projects
8 just like these built with steel fabricated here
9 in the United States by our skilled workers are
10 at grave risk today.

11 To that end, Banker Steel respectfully
12 requests that USTR add several Chinese structural
13 steel products that are classified under the
14 harmonized tariff schedule to the list of
15 products subject to the proposed additional 25
16 percent duty.

17 Structural steel fabricators are the
18 intermediaries in the supply chain. We sit
19 between the middle level steel producers and the
20 buildings, bridges, and infrastructure projects
21 that underpin our communities and drive our
22 economy.

1 This hearing is a continued signal
2 from this administration that our nation's
3 policies can and must finally be changed to
4 address these unfair practices.

5 The President's decision to impose
6 tariffs under Section 232 of the Trade Expansion
7 Act which protects our steel mills is one we
8 strongly support, and now we need to do even
9 more. We need to defend our domestic steel
10 fabricators as well. The types of projects I
11 mentioned are at risk for a simple reason.

12 Imports of fabricated steel from China
13 have surged in recent years. This surge is
14 believed to represent nearly 40 percent of all
15 fabricated steel imported into the United States.
16 To be clear, this data likely under reports
17 China's actual share of the U.S. market.

18 For example, we believe that material
19 amounts of Chinese origin steel are shipped to
20 third countries for processing into building
21 components. They are then imported into the
22 United States under NAFTA with no tariff. Action

1 is needed. Tariffs on Chinese mill produced
2 steel can be evaded without complementary duties
3 on the downstream fabricated products as well.

4 Imports of Chinese mill produced steel
5 are potentially subject to anti-dumping and
6 countervailing duties, Section 232 duties, and
7 now also Section 301 duties, yet that same
8 Chinese mill produced steel can enter the U.S.
9 duty free if it is also fabricated in China or by
10 NAFTA countries.

11 This creates a perverse incentive for
12 the project owners to outsource both the mill
13 material and the fabrication of that steel and we
14 need that to change.

15 This threat is particularly relevant
16 in the context of Section 301. Structural steel
17 is the backbone of our nation's infrastructure
18 system, including buildings, bridges, power
19 plants, water, and other public projects.

20 The designs and security features of
21 these complex structural steel projects are
22 developed using sophisticated 3D modeling

1 technology. This technology, as the USTR has
2 noted, can be exploited by the government of
3 China. That allows China to compromise the
4 security of our own critical infrastructure.

5 The U.S. construction market has
6 become a rich target for foreign steel interests,
7 including China. That interest has expanded from
8 exporting milled steel to exporting fabricated
9 steel.

10 Without action by USTR to add the
11 fabricated steel product HTS numbers to the list
12 of covered products under both Section 232 and
13 301, this trend will continue. Chinese producers
14 will evade the intent of our trade rules as they
15 seek to avoid the effective tariffs on mill steel
16 products.

17 We thank this Committee for its work
18 and appreciate the opportunity to share our views
19 today.

20 MR. BISHOP: Thank you, Mr. Banker.
21 Our next witness is Laurent De Mey of Skyline
22 Steel. Mr. De Mey, you have five minutes.

1 MR. DE MEY: Good afternoon. My name
2 is Laurent De Mey and I am the President of
3 Skyline Steel, the wholly owned subsidiary of
4 Nucor Corporation.

5 Thank you for the opportunity to
6 appear before you today to express our support
7 for the President's strong action against China's
8 trade violations and to request that you add
9 steel sheet piling and additional large diameter
10 pipe products to the tariff list.

11 The relevant HTS numbers are in my
12 written statement. In addition to those, we
13 request that you also add the HTS numbers for
14 steel hollow bar which we will provide in our
15 post-hearing submission.

16 Skyline Steel has production
17 facilities in Arkansas, Illinois, Mississippi,
18 Ohio, Pennsylvania, and Washington. We have
19 storage facilities, coating and steel fabrication
20 locations for on-time delivery in 35 sites
21 throughout the nation, as well as a broad
22 engineering and seals team supporting the needs

1 of our customers.

2 Our business is fully focused on
3 supplying engineered steel solutions for the
4 foundation of construction projects. Our markets
5 range from bridge building to port construction,
6 from excavation support to environmental
7 remediation, from foundation of large structures
8 such as high-rise buildings, stadiums, and
9 hospitals to storm protection solutions.

10 We produce steel sheet piling,
11 threaded bar, hollow bar, strand anchor, and
12 welded structural pipes in diameter ranging from
13 10 inches to 15 feet in addition to many other
14 steel foundation products.

15 Unfairly traded Chinese imports have
16 had significant harmful effects on Skyline's
17 profitability, employment, and ability to
18 innovate and invest.

19 As one example, we permanently had to
20 shut down one of our three pipe production lines
21 at our Longview, Washington facility. This came
22 after losing multiple bids to unfairly traded

1 imports right in our backyard along the Columbia
2 River.

3 Despite being literally next door,
4 these projects were awarded to Chinese mills
5 offering pipe at much lower pricing than any
6 company playing by the rules could provide. The
7 loss of production obviously means the loss of
8 jobs.

9 Skyline Steel's sheet piling business
10 has also been negatively impacted. Whether it is
11 for contamination and remediation in Detroit,
12 underground parking garages in Seattle, four
13 projects in Louisiana, or general contracting in
14 New York City, Chinese sheet piles have been sold
15 with low cost in the U.S. market. And even with
16 Section 232 tariffs, Chinese material has
17 continued to materially harm Skyline's business
18 in sheet piling, pipe piling, and hollow bar.

19 Simply said, Chinese imports have
20 continued to undercut producers in the United
21 States leading to few projects for Skyline and
22 the rest of the U.S. steel industry.

1 As USTR found in its Section 301
2 report, imports from China has been fueled by the
3 Chinese government policies and unfair trade
4 practices. Skyline is pleased that the U.S.
5 government will impose an additional duty of 25
6 percent on certain Chinese origin products to
7 help address these unfair and illegal practices.

8 We urge USTR to also include sheet
9 piling and other large diameter pipe products and
10 hollow bar on the list of Chinese products
11 subject to the duty. These products fall
12 squarely within the USTR's criteria.

13 First, as the U.S. government is well
14 aware, these imports benefit from the Chinese
15 government's distortive industrial policies,
16 including steel industry's specific five-year
17 plans and Made in China 2025.

18 In addition, tariffs on these products
19 are not likely to disrupt the U.S. economy
20 because there are multiple U.S. producers and
21 alternative non-Chinese import sources for these
22 products.

1 Imports of these sheet piling and pipe
2 products total approximately \$37 million. While
3 this may be a small portion of our total trade
4 with China, the impact on U.S. manufacturers and
5 workers is huge.

6 American workers, including our
7 Skyline Steel teammates, cannot continue to lose
8 high-paying jobs because of China's industrial
9 plans, technology transfer policies, cyber theft,
10 and illegal government subsidies.

11 Skyline can compete and will compete
12 with any steel producer in the world, but we need
13 a level playing field to do so. Thank you for
14 taking the steps to address Chinese unfair trade
15 practices.

16 MR. BISHOP: Thank you, Mr. De Mey.
17 Our next witness is Robert Griggs of Trinity
18 Products, LLC. Mr. Griggs, you have five
19 minutes.

20 MR. GRIGGS: Good afternoon. My name
21 is Robert Griggs. I'm President and founder and
22 Trinity Products. I appreciate the opportunity

1 to be here and I thank the USTR and all those
2 involved in its Section 301 investigation for
3 taking critical steps to address China's unfair
4 practices.

5 Trinity fully supports the duties on
6 Chinese products being imposed under Section 301.
7 We also ask that the USTR cover steel sheet
8 piling and additional large diameter pipe
9 products classified in HTS numbers 3101.10.00,
10 7305.31.40, and 7305.39.10 under the Section 301
11 duty.

12 First, some background on our company,
13 in 1979, my business partner and I founded
14 Trinity Products in St. Charles, Missouri. We
15 began as a steel broker, but soon added
16 fabrication facilities.

17 In 2000, we adopted an open book
18 management philosophy of running our business,
19 sharing up to 20 percent of the profits with each
20 and every employee.

21 In 2006, we started construction of a
22 new state-of-the-art spiral well pipe mill, and

1 one year later, we produced our first piece of
2 pipe. Today, we just rolled our 67,541st piece
3 of pipe.

4 I have invested everything that I have
5 in Trinity Products and not just financially.
6 Trinity is a family operation. I have worked
7 closely with both my sons. I owe it to myself,
8 my family, and roughly 160 employees to do
9 everything in my power to make sure that we
10 succeed. That's why I'm here today.

11 We have always played by the rules,
12 but unfortunately, others do not. Chinese
13 imports in particular are injuring our industry.

14 As explained in the USTR's detailed
15 report, these imports from China are encouraged
16 by Chinese government policies of unfair
17 practices with respect to technology,
18 intellectual property, and innovation.

19 Trinity supports the government
20 addressing these harmful practices by imposing an
21 additional duty of 25 percent on many Chinese
22 products, including steel products. It's very

1 important to Trinity and our industry that the
2 USTR also include sheet piling and additional
3 pipe products on the Section 301 list.

4 U.S. imports from China under these
5 three relevant HTS numbers accounted for about
6 \$37 million in '17. That was a 320 percent
7 increase just one year prior in '16. Chinese
8 imports of sheet piling and these pipe products
9 increased even more in the first quarter of '18
10 compared to the same period last year.

11 This is undoubtedly the result of the
12 Chinese government's illegal support of Chinese
13 producers of steel products like sheet piling.
14 Adding sheet piling and pipe to the 301 list
15 would directly address China's unfair trade
16 practices and their adverse impact on the U.S.
17 economy.

18 USTR has noted in Section 301, duties
19 will be imposed on products that benefit from
20 Chinese industrial policies, including Made in
21 China 2025. For decades, the Chinese steel
22 industry has benefitted from policies of the

1 Chinese government, including five-year plans
2 specific to the steel industry.

3 The Made in China 2025 policy also
4 specifically addresses the steel sector and the
5 technological road map for Made in China '25
6 priority sectors. At the same time, these
7 tariffs are not likely to disrupt the U.S.
8 economy as there are U.S. and alternative product
9 services for sheet piling and pipe.

10 Unfair imports of these products from
11 China have seriously harmed Trinity's operations.
12 For example, in January of 2017, we lost a large
13 dredging job in New Orleans to China. This was a
14 \$3.5 million project that Chinese producers won
15 by selling their pipe at roughly the cost of our
16 raw materials, hot rolled coils.

17 These kinds of losses have left us
18 with no choice but to cut our production, let go
19 a large percentage of our work force. We have
20 also been forced to cancel planned modernization
21 and expansions which would have allowed us to
22 hire more employees.

1 With all of these, I have come to a
2 crossroads. Do I want my family to stay in the
3 steel pipe business after 40 years? With the
4 Chinese government subsidizing their steel
5 industry without a level playing field in the
6 United States, first, why would I invest more
7 capital in this industry?

8 Secondly, how could I allow my family
9 to continue in this industry where we are cheated
10 each and every day? It is unacceptable to be
11 losing work in our backyard to China when it
12 doesn't play fair.

13 I implore you to do the right thing to
14 help fix this wrong now. Trinity thanks the USTR
15 and other government agencies involved in this
16 investigation.

17 MR. BISHOP: Thank you, Mr. Griggs.
18 Our next witness is Robert Kopf of the United
19 States Steel Corporation. Mr. Kopf, you have
20 five minutes.

21 MR. KOPF: Good afternoon. My name is
22 Robert Kopf and I am the General Manager of

1 Business Support for United States Steel
2 Corporation. I appreciate the opportunity to
3 appear today in support of strong and
4 comprehensive action under Section 301.

5 As a direct victim of the Chinese
6 government's cyber attacks, U.S. Steel strongly
7 supports the administration's proposal to take
8 action under Section 301.

9 As someone who has been actively
10 involved in all aspects of our tin mill products
11 business, I appreciate that the administration
12 has included imports of certain tin mill products
13 from China on its proposed list of products that
14 would be subject to tariffs.

15 U.S. Steel however respectfully
16 requests that the Trade Representative update
17 that list to include all of the HTS statistical
18 reporting numbers for tin mill products to better
19 reflect the administration's intended relief and
20 avoid circumvention.

21 The proposed list inadvertently omits
22 two tariff subheadings that also cover sizable

1 imports of tin mill products from China as
2 illustrated in the table in our written comments.

3 The Trade Representative determined
4 that China conducts and supports unauthorized
5 intrusions into and theft from U.S. companies'
6 computer networks to access their sensitive
7 commercial information and trade secrets. U.S.
8 Steel itself has been targeted by cyber hacking
9 attacks.

10 In May 2014, the U.S. Department of
11 Justice announced the indictment of five Chinese
12 military officials from the intelligence
13 component of China's PLA for cyber intrusions and
14 economic espionage directed against U.S. firms
15 including U.S. Steel.

16 A separate incident resulted in the
17 theft of highly sensitive commercial secrets
18 regarding U.S. Steel's development of advanced
19 high-strength steels.

20 These cyber thefts are part of a
21 larger program by the government to China to
22 leverage all resources to achieve technological

1 breakthroughs in key areas, promote import
2 substitution, rely on Chinese products to meet
3 growing demand in China, and promote Chinese
4 industries to dominate the home and global
5 markets.

6 Steel and many of the sectors it
7 serves are among the 11 sectors that the
8 government of China identified as priorities for
9 international expansion in May 2015. State-owned
10 enterprises are also responsible for many of the
11 largest overseas transactions.

12 For these and other reasons, the Trade
13 Representative proposed imposing an additional 25
14 percent duty on products imported from China
15 under certain eight-digit subheadings.

16 U.S. Steel has supported the Section
17 301 investigation since its initiation and
18 encourages the administration to take strong
19 action to remedy the government of China's unfair
20 practices, including the cyber intrusions into
21 U.S. commercial networks that have directly
22 impacted U.S. Steel.

1 Thus, U.S. Steel greatly appreciates
2 the Trade Representative's decision to include
3 various steel products, including certain tin
4 mill products on the list of proposed products.
5 As the nation's largest producer of tin mill
6 products, we deserve Section 301 action for
7 several reasons.

8 The Section 301 action is intended to
9 complement existing trade remedies. Due to
10 surging imports of tin mill products, including
11 from China, however, the domestic industry has
12 massive unused capacity. This industry is near
13 the top of the steel value chain involving high
14 levels of technical know-how to produce.

15 High levels of aggressively low-priced
16 imports and massive unused capacity complicate
17 important efforts to further develop domestic
18 capacity for additional advanced tin mill
19 products.

20 To provide the intended relief and
21 avoid circumvention of the Section 301 action,
22 the administration needs to update the proposed

1 Section 301 list, which in its current form
2 inadvertently omits two tariff subheadings that
3 cover sizable imports of tin mill products from
4 China.

5 Including these two additional
6 subheadings will provide more relief to U.S.
7 commerce as well as more leverage to address the
8 Chinese government's unfair trade practices.

9 Thank you for the opportunity to
10 testify today and for your attention to this
11 matter. I look forward to answering your
12 questions.

13 MR. BISHOP: Thank you, Mr. Kopf. Our
14 next witness is Jeffrey Sterner with High
15 Industries Incorporated. Mr. Sterner, you have
16 five minutes.

17 MR. STERNER: My name is Jeff Sterner
18 and I am the President and Chief Operating
19 Officer -

20 MR. BISHOP: Pull your mic closer if
21 you would, please.

22 MR. STERNER: Okay, thank you. My

1 name is Jeff Sterner and I'm the President and
2 Chief Operating Officer of High Industries based
3 on Lancaster, Pennsylvania. High is one of the
4 largest fabricators of steel bridges in the
5 United States and is a member of the Board of
6 Directors of the American Institute of Steel
7 Construction.

8 I'm here to request that the
9 administration add the principal HTS codes for
10 fabricated structural steel, 730810 and 730890 to
11 the Section 301 tariff list.

12 Steel assemblies that fall under these
13 two codes represented \$831 million of imports in
14 2017 or nearly two percent of the Section 301
15 target value. Adding these codes is critically
16 important because the U.S. structural steel
17 supply chain currently suffers from the effects
18 of unfair Chinese industrial policies related to
19 steel production and fabrication.

20 Because our nation has ample domestic
21 capacity to meet the nation's demand for
22 fabricated structural steel, including fabricated

1 structural steel in the 301 tariff list would
2 cause minimal consumer impact and no greater
3 disruption to the U.S. economy than the tariffs
4 already applied to imported mill steel under
5 Section 232 and various other trade orders.

6 The tariffs would also have little
7 impact on U.S. consumers because fabricated
8 structural steel is not a consumer-oriented
9 product.

10 Structural steel fabricators are the
11 manufacturers in the supply chain who cut, drill,
12 bolt, and weld the steel shapes and plates
13 produced by steel mills to create the actual
14 bridges, buildings, and infrastructure projects
15 that use structural steel.

16 While major steel projects have
17 historically been fabricated in American plants,
18 our trade policies have made the American
19 construction market a rich target for foreign
20 steel interests. They have expanded from just
21 exporting mill steel to exporting fabricated
22 steel to evade and dilute the effect of tariffs.

1 In the past five years, imported
2 fabricated structural steel has increased by 136
3 percent, far exceeding the growth of the U.S.
4 construction market. The U.S. structural steel
5 fabrication industry is running at a 63 percent
6 capacity utilization rate.

7 There is nearly four million tons of
8 excess capacity in place to meet current domestic
9 demand for fabricated structural steel. In fact,
10 there is enough capacity to meet any increase in
11 demand that results from additional investment in
12 infrastructure projects and the projected
13 increases in private construction activity.

14 Structural steel is the backbone of
15 our nation's infrastructure system. It includes
16 buildings, bridges, power, water, and other
17 public projects.

18 By excluding tariffs on fabricated
19 structural steel under the Section 232 order, a
20 major portion of the structural steel supply
21 chain was left unprotected allowing China to
22 circumvent the mill steel tariffs.

1 Including fabricated steel assemblies
2 in any action taken under Section 301 would close
3 the 232 circumvention loophole and protect U.S.
4 businesses in the design and construction
5 industries.

6 The value of the current list of
7 products benefitting from Chinese industrial
8 policies is roughly \$50 billion. In 2017, nearly
9 500,000 tons of fabricated structural steel were
10 imported into the United States from China valued
11 by U.S. Customs at over \$831 million.

12 AISC believes these import values are
13 very conservative because they do not take into
14 account fabricated steel that is rolled in China
15 and then transshipped into the United States
16 through other countries that are not subject to
17 the tariffs.

18 The Section 301 schedule already
19 includes 132 HTS codes related to steel, many of
20 which represent products used in the construction
21 industry. However, it does not close the
22 circumvention loophole left open by Section 232

1 because it does not currently include the codes
2 for fabricated steel assemblies.

3 Adding fabricated steel assemblies
4 under HTS codes 730810 and 730890 would be a
5 logical extension of other tariffs already in the
6 proposed Section 301 schedule in addition to
7 those in the Section 232 order. It will add the
8 real teeth to the effort to curb China's policies
9 and practices that adversely impact domestic
10 steel fabrication and production. Thank you.

11 MR. BISHOP: Thank you, Mr. Sterner.
12 Our final witness on this panel is Thomas Fish of
13 Anvil International. Mr. Fish, you have five
14 minutes.

15 MR. FISH: Thank you to the Office of
16 the United States Trade Representative and the
17 Section 301 Committee for conducting a hearing on
18 this important topic and for giving me the
19 opportunity to speak with you today.

20 My name is Tom Fish. I'm the Chief
21 Executive Officer of Anvil International. Anvil
22 manufactures steel and iron products that connect

1 and hang pipe, including pipe fittings,
2 couplings, nipples, and hangers. We operate
3 eight U.S.-based manufacturing facilities located
4 in Alabama, Pennsylvania, Rhode Island,
5 Tennessee, and Texas, and we currently employ
6 1,500 people.

7 Anvil has been in the business of
8 connecting and hanging pipe for over 165 years.
9 I have worked at Anvil or its predecessor
10 companies for the last 35 years serving as its
11 President and CEO for the last 17.

12 Over this 17-year time period, the
13 footprint of U.S. manufacturing has decreased
14 significantly. Many U.S.-based companies have
15 either moved their manufacturing operations
16 offshore or simply found foreign companies to
17 manufacture their product for them.

18 Anvil has certainly had to react to
19 this changing environment. We have consolidated
20 manufacturing facilities as required and now
21 offer both domestic and internationally sourced
22 product. We are proud to point out that still 80

1 percent of what we sell today is domestically
2 manufactured product.

3 Despite this fact, the demand for
4 U.S.-based manufactured product is down about 60
5 percent since calendar year 2000, and the sale of
6 similar Chinese product has skyrocketed.

7 The recently announced tariffs of 25
8 percent on steel-based products from China
9 presents yet another challenge for Anvil and
10 other similar U.S. manufacturing companies. The
11 U.S. cost to procure steel raw materials that go
12 into making nipples, couplings, and hangers have
13 already gone up by 25 percent in the first
14 quarter of 2018 as a result of the new tariffs.

15 These raw material costs make up 50 to
16 60 percent of the total cost of our finished
17 product. Chinese manufacturing companies have
18 access to lower cost steel raw materials that are
19 subsidized by their government.

20 As a result, we are seeing finished
21 Chinese nipples, couplings, and hangers being
22 sold in the U.S. for less than Anvil's variable

1 cost to manufacture the same product. There is
2 no way that any U.S. producer, no matter how
3 efficient or cost effective, that they can
4 compete with this over the long run.

5 Anvil supports the Committee's
6 proposed imposition of Section 301 tariffs, but
7 we want to make sure it's done in a way that's
8 not going to put the U.S. manufacturers like us
9 in an even worse position.

10 I'm going to show you here some
11 samples of our products, and I'm not going to
12 stand up because I don't know how to move that
13 microphone, but basically pipe threaded on the
14 outside, nipples. This is 12 inches. If it were
15 one inch longer, 13 inches, it would be pipe
16 which would be subject to some of the tariffs
17 that we have today.

18 Pipe couplings also, just a little
19 different, threaded on the inside, and of course
20 we have pipe hangers basically made from plate
21 steel, stamped and assembled here in the U.S. in
22 Tennessee for us.

1 So to summarize, our ability to
2 compete with Chinese manufactured pipe nipples,
3 couplings, and hangers is facing a significant
4 challenge. We're being, in fact, squeezed at
5 both ends. The Section 301 proposed tariffs will
6 result in an increase, and already have, in our
7 manufacturing costs.

8 At the same time, excluding the same
9 Chinese manufactured products from the 301
10 tariffs will give the Chinese a further cost
11 advantage and will incentivize them to shift
12 their production downstream from pipe, which is
13 subject to tariffs, to pipe nipples, couplings
14 and hangers not subject to tariffs.

15 It is for these reasons that we ask
16 you to consider including pipe nipples, pipe
17 couplings, and pipe hangers on the list of
18 products to which the Section 301 tariffs would
19 apply. These products are included in the HTS
20 subheadings identified in our written submission
21 and they accounted for about \$542 million of
22 imports from China in 2017.

1 A 25 percent tariff on these
2 subheadings would go a long way to leveling the
3 playing field and allowing Anvil to maintain its
4 current market share and potentially to regain
5 some of the market share it has lost to China
6 over the past two decades.

7 Anvil also believes that including
8 those tariff subheadings in the Section 301 list
9 would not cause disproportionate harm to the U.S.
10 interests. The consumers of these products are
11 primarily commercial builders.

12 The cost of these products that we are
13 asking to be included represent only a tiny
14 fraction, less than one percent of a commercial
15 building.

16 Moreover, Anvil is not operating
17 anywhere near its manufacturing capacity and we
18 could easily add a second or third shift without
19 any additional capital.

20 Even if the 25 percent tariffs were
21 imposed on Chinese nipples, couplings, and
22 hangers, these Chinese products would still be

1 competitive in the U.S. market, the only
2 difference being that the competition would be on
3 a more level playing field.

4 I thank you for your time and your
5 continued efforts on behalf of the interests of
6 U.S. manufacturers and their workers.

7 MR. BISHOP: Thank you, Mr. Fish. Mr.
8 Chairman, that concludes direct testimony from
9 this panel.

10 CHAIR BUSIS: Mr. Banker, did you in
11 your written comments or in your oral comments
12 identify the HTS numbers of the fabricated steel
13 that you're interested in?

14 MR. BANKER: Yes, we did.

15 MR. McCARTIN: I'd first like to thank
16 all of the witnesses for coming to Washington and
17 sharing your information and your perspectives.

18 MR. BISHOP: Could you please identify
19 yourself for the court reporter? Thank you.

20 MR. McCARTIN: I'm Terry McCartin,
21 Acting Assistant U.S. Trade Representative for
22 China Affairs.

1 MR. BISHOP: Thank you.

2 MR. McCARTIN: My question is for Mr.
3 Fish. You proposed that we include on our tariff
4 list three categories of pipe products that you
5 manufacture. I have two questions. One, how are
6 other manufacturers, U.S. manufacturers of those
7 particular products, impacted, and do you
8 anticipate that they would agree with your views?

9 My second question is can you
10 elaborate a bit on the impact on U.S. consumers
11 other than commercial builders?

12 MR. FISH: Okay, the first question,
13 I believe that other U.S. manufacturers of this
14 product would be impacted the same way we are.

15 It's going to cause an increase in
16 their raw material costs, and so therefore, we
17 would need, to maintain our profitability or be
18 able to succeed, we would need to increase our
19 prices, wherein the price of the product from
20 China is not increasing at all. We have already
21 seen that in the first quarter of this year.

22 As to the second question, say that -

1 can you give that to me again?

2 MR. McCARTIN: In your testimony, you
3 mentioned that this would - putting the duties in
4 place would not have a significant impact on your
5 primary consumers who are commercial builders.
6 I'm just asking about other U.S. consumers of
7 your products and how the tariffs might impact
8 them.

9 MR. FISH: The other U.S. consumers
10 would be impacted, that would be impacted are
11 probably the consumers who purchase their
12 products from either Home Depot, or Lowe's, or
13 one of the do-it-yourself hardware situations.

14 The fact of the matter is those
15 products, depending on what Home Depot and Lowe's
16 would want to do, would ultimately probably
17 increase as well, but a typical consumer going in
18 to buy those products would buy one or two, and
19 sometimes you buy two or three of different sizes
20 because you don't know what you need.

21 The bottom line as it relates to that
22 piece of the business is that we at Anvil used to

1 supply Home Depot and Lowe's. What happened was
2 they took that business overseas and simply got a
3 lower cost, but the price to the consumer never
4 changed, so it's kind of an ironic situation that
5 we have here.

6 One of my favorite things to do is to
7 go into Home Depot and ask the manager of that
8 aisle where the domestic product is. He has a
9 very difficult time answering that question.

10 MR. McCARTIN: Thank you.

11 MS. SALZMAN: Rachel Salzman from the
12 Department of Commerce. This is a question for
13 Mr. Banker.

14 MR. BISHOP: Can you pull your mic a
15 little closer, please?

16 MS. SALZMAN: Sorry, Rachel Salzman
17 from the Department of Commerce. This is a
18 question for Mr. Banker. I wanted to know
19 approximately how long it would take you to ramp
20 up capacity to meet the domestic demand of
21 fabricated structural steel if that item is
22 included on the tariff list?

1 MR. BANKER: We have the plant
2 capacity. It comes down to human capital to be
3 able to ramp up and that does take time training
4 people that have left the industry, getting young
5 people interested in the industry, but we've done
6 some very unique things with that.

7 In both Virginia and New Jersey, we've
8 gotten the Labor Departments there both involved
9 in funding training programs specific for blue
10 collar labor in our industry, so we feel like we
11 could do that pretty rapidly. In six months to a
12 year, we could be at greater than full capacity.

13 CHAIR BUSIS: It would be helpful if
14 in your rebuttal testimony you also estimate how
15 many additional jobs that would involve.

16 MR. BANKER: If we were to go and use
17 our full capacity, we could almost double our
18 work force from 550 to 1,100 employees.

19 MS. HOLMAN: Good afternoon. I'm Amy
20 Holman from the Department of State.

21 My question is for Mr. Sterner. What
22 would be the impact on downstream industries in

1 your sector if tariffs were placed on fabricated
2 structural steel? Thank you.

3 MR. STERNER: The bridge industry in
4 the United States already is subject to the Buy-
5 America Act so we do not pay any tariffs on the
6 raw material that we purchase. However, there is
7 an impact as the -- there's that blend of
8 domestic and international product that comes
9 into the United States and it has increased the
10 price of steel plate which is our raw material at
11 some level. It's now stabilized after some
12 period of volatility with the new announcement of
13 Section 232. So, we don't see any other further
14 impacts of Section 301 in the bridge industry
15 because we uniquely have the Buy-America Act in
16 our FHWA regulations.

17 MS. HOLMAN: Thank you.

18 MR. AMDUR: I'm Alexander Amdur with
19 the U.S. Customs Border Protection.

20 I have a question for Mr. Ahlin. So,
21 I realize that your company is the producer of
22 the guides in tooling for the nail and rivet

1 industry. I have a question about your
2 customers.

3 MR. AHLIN: Okay.

4 MR. AMDUR: You mentioned that there's
5 two American manufacturers of finished nails and
6 rivets.

7 MR. AHLIN: Yes.

8 MR. AMDUR: But if these items are
9 subject to increased tariffs, will there be
10 sufficient to domestic capacity to meet domestic
11 demands for these products.

12 MR. AHLIN: They're running at probably
13 about 15 to 20 percent capacity. I'll have to
14 ask them but they could really ramp up and they
15 have the manufacturing capabilities to do a large
16 quantity more daily. And we'll put that in the
17 rebuttal comments.

18 MR. AMDUR: Great. Thank you very
19 much.

20 MR. AHLIN: All right. Thanks.

21 MS. SALZMAN: I have a question for Mr.
22 De May. What would be the impact on downstream

1 industries be in your sector if tariffs were
2 placed on tiny sheet piling and other large
3 diameter pipe product?

4 MR. DE MAY: Well, I don't think there
5 would be any impact on the projects themselves.
6 So, we deliver to contractors who will
7 immediately install the project -- the steel, the
8 sheet piles and the pipe into projects like port
9 construction, these kinds of things. And I think
10 those jobs will be able to move forward. That's
11 not a change. I think the change is that at
12 least we'll have a level playing field. So, in
13 other words, we today can really just not compete
14 for those numbers anymore and if we don't do so
15 we will not be able to be there when we really
16 are needed. And some of these things are really
17 critical. There's really critical -- when I
18 described in my testimony here an example of
19 remediation site in Detroit. Well, these things
20 can be really critical. It could be really
21 contamination that we need to be able to -- and
22 so that probably is something that we need to

1 think about. But would the end market change for
2 that, would it be impacted? I don't think they
3 will be impacted. They are plenty of sources
4 domestically. There's plenty of sources
5 internationally but they're not acting the same
6 way that China is.

7 MS. PETTIS: This is a question for Mr.
8 Griggs. I'm Maureen Pettis from the Department
9 of Labor.

10 Approximately how long would it take
11 you to ramp up capacity to meet domestic demand
12 if tariffs were placed on Chinese steel piling
13 and other large diameter pipe projects.

14 MR. GRIGGS: Tomorrow. We are running
15 at slower speeds. We're running 24 hours a day
16 four days a week. We have the capacity to run
17 two more days a week. We've just been devastated
18 by the Chinese selling material at their cost.
19 And, you know, I would like to say this. This is
20 what I've been told. On this 25 percent that
21 we're talking about in the 232 I was told by my
22 customers that Chinese suppliers representatives

1 said they would absorb that 25 percent today with
2 not one effect on them. So, we're looking at
3 when you talk about 25 percent that will not stop
4 this and that's the reason that we need to keep
5 looking and keep talking and discussing what's
6 happening. So, we could make-- we could add 25
7 to 30 percent to our capacity as long as we can
8 get hot rolled steel in a month.

9 MR. McCARTIN: Let me just ask one more
10 follow-up question.

11 You mentioned in your testimony that
12 you've been forced to cancel planned
13 modernization and expansions. What would your
14 plans be in that regard if these additional
15 products were put on the tariff list?

16 MR. GRIGGS: We have done a -- two
17 years ago we had done a study for a cold form
18 sheet mill and the capital expenditure was too
19 much and with the foreign competition the numbers
20 just didn't look right. We had also wanted to
21 expand and put a hydro tester in and some other
22 things in our plant and it just didn't make

1 sense. We continually -- you know, in my
2 testimony for the 203 we lost the Holland Tunnel
3 project. We have a transloading facility 70
4 miles from there. We ship from St. Louis on the
5 NS. We get a really wonderful rail rate from
6 there. \$50 a ton and we lost that to parts of
7 Chinese steel by 12 percent. So, there's just
8 places. Last year we lost \$35 million in about a
9 hand full of projects that would have had us at
10 capacity. Okay. We did not bonus out last year
11 to share the 20 percent that I said that I told
12 you that we share with our employees. We're an
13 open book management. We haven't done that over
14 the last several years just because of the
15 competition on the pricing.

16 One thing that everybody needs to
17 understand, even if they don't get the order what
18 they do is they force your customer to leverage
19 that price against you. So, what we see is
20 reduced margins and so even if they give us the
21 order we still have to match those prices. So,
22 whether the foreign steel gets it or not just

1 them being in the marketplace with those
2 ridiculously low numbers force us to be at those
3 bottom margins.

4 CHAIR BUSIS: Mr. Kopf, it would be
5 helpful if you could briefly describe to the
6 committee what the end uses of the tin mill
7 products are that you covered in your testimony.

8 MR. KOPF: Sure. Thank you for the
9 question. Rob Kopf with U.S. Steel.

10 Most of the tin mill products that we
11 produce find their way into canned goods, largely
12 food canned goods. There are other applications
13 such as oil filters, window spacers, decorative
14 cans, those kinds of things that are also
15 produced out of the products that we make.

16 MS. SALZMAN: Thank you, Mr. Kopf. A
17 follow-up on that.

18 What would the estimated impact be on
19 U.S. consumers if a comprehensive list of tin
20 mill products were being included in this tariff
21 list?

22 MR. KOPF: Thank you for the question.

1 Rob Kopf with U.S. Steel.

2 This market for tin mill products here
3 in the United States is very competitive. There
4 are very recent reports that you can see in the
5 recent ITC Staff Report that this industry
6 operated at less than 50 percent capacity
7 utilization over the past couple of years. There
8 is ample capacity in this country to produce much
9 more product than we are producing today across
10 the board at all producers and I believe that in
11 all those cases we would be -- any incremental
12 business that were to come our way we would be
13 going at tooth and nail like we always do with
14 our competitors. And the customers of our
15 products are very shrewd buyers. I'm sure they
16 would find a way to really have no impact on the
17 price of tin plate that they would pay to us for
18 any incremental volume that was coming our way.
19 So, I don't believe there would be any impact at
20 all.

21 MR. BISHOP: We thank this panel. You
22 are free to go and we would invite our next panel

1 to please come forward and be seated.

2 (Whereupon, the above-entitled matter
3 went off the record at 12:52 p.m. and resumed at
4 12:55 p.m.)

5 MR. BISHOP: Before we begin this panel
6 I would invite the members of our next panel to
7 come sit in our reserved witness area. Thank
8 you.

9 If the room would please come to
10 order.

11 Our first witness on this panel is
12 Mary Buchzeiger of Lucerne International. Ms.
13 Buchzeiger, you have five minutes.

14 MS. BUCHZEIGER: My name is Mary
15 Buchzeiger and I'm the President and CEO of
16 Lucerne International, a global automotive
17 supplier headquartered in Auburn Hills, Michigan.

18 I'm a proud Republican and I thank you
19 for the opportunity to participate in this public
20 comment period.

21 Lucerne is a supplier of cast, forged
22 and stamped components and assemblies to the

1 automotive and heavy truck industries. We are a
2 growing company located in Auburn Hills,
3 Michigan.

4 In 2008 when I took over the business
5 our sales were under \$2 million and in 10 short
6 years we've grown sales to over \$35 million. And
7 with current contracts we'll be well over \$50
8 million next year.

9 Our workforce is just over 40 people
10 with plans to expand by over 25 percent in the
11 coming year, that is, unless Washington gets in
12 my way.

13 The tariff proposed by President Trump
14 would cripple my business and many like it in the
15 Midwest. The beating heart of what often is
16 called Trump Country would be stifled by the
17 unintended consequences of these tariffs. I'm
18 sorry if it sounds harsh but it's true. I'm
19 fighting for the life of my company and the
20 livelihood of my employees and I'm fighting to
21 protect an intricate auto supply chain that
22 creates hundreds of thousands of U.S. jobs.

1 Among many other parts we produce all
2 the hinges for the Jeep Wrangler. We've been
3 producing the door and hood hinges since 2005.
4 We were recently awarded the Next Gen Contract
5 and we have 28 parts in every four-door vehicle
6 rolling off the assembly line in Toledo. This
7 business amounts to roughly 30 million of annual
8 revenue.

9 We won the contract because Lucerne is
10 one of the only company in the world that
11 produces Class A forgings. Our process combines
12 the strength of forged steel and aluminum and the
13 subtly of fine art to produce polished perfect
14 hinges for the Wrangler's outer body. And we're
15 damn proud of this work.

16 Overseas we have seven long-term
17 strategic manufacturing partners where these
18 hinges are manufactured. They are then shipped
19 to my plant in Auburn Hills, inspected,
20 repackaged and sent to another plant in Milan,
21 Michigan, where they are assembled before finally
22 being shipped to Toledo to be put on the Jeep.

1 That's the supply chain. Thousands of American
2 jobs and billions of American dollars and now
3 it's all in danger.

4 According to HGS Subheading 83021030-I
5 inner seal aluminum or zinc hinges designed for
6 motor vehicles, we could now be subject to an
7 additional 25 percent duty. If that happens my
8 plants in Asia will pass those costs on to me.
9 I'll attempt to pass the increased costs on to my
10 customer but the customer will then seek other
11 suppliers overseas because there is no capacity
12 here in the U.S. to produce these parts and I
13 can't swallow these costs. I don't have that
14 kind of margin in this program. I will
15 essentially be forced out of business.

16 Make no mistake, this duty aimed at
17 Asian companies is effectively a 25 percent tax
18 on my company. More than a dollar out of every
19 2,000 of this proposal has a direct effect on my
20 small woman-owned business in Michigan. And I
21 resent it. I'm angry. I'm frustrated and
22 honestly I'm scared. I'm scared that my

1 President is about to make a terrible mistake.
2 Scared for my employees who love their jobs, who
3 make good money, who get their tuitions paid
4 should they choose to further their schooling.
5 Scared for my community and my country which is
6 about to be blind-sided by a bad policy forged
7 with best intentions.

8 I agree with the President and I think
9 he's right. The trade deficit needs to be tamed.
10 But, please, not this way. Not on the backs of
11 my employees and the future of our growing
12 business. And I'll address the elephant in the
13 room.

14 Yes, these products produced by
15 Lucerne are manufactured in Asia and frankly I'm
16 proud of that. I'm proud of the partnership
17 forged on years of travel to build a Michigan-
18 based business and take it global. I'm the
19 mother of three young children. I spent so much
20 time on the road away from my kids, away from my
21 husband that sometimes I tell people my
22 forwarding address is Delta 9A.

1 I have sacrificed so much over the
2 years and put in so much time, busted my butt to
3 make this business what it is today and now it's
4 all in jeopardy.

5 Would I like to move manufacturing
6 back to the U.S.? Absolutely. As a matter of
7 fact when this contract came up for renewal in
8 2015 we systematically looked at every forging
9 plant in the United States and just recently went
10 through this exercise again as a back-up plan.
11 We have yet to find one manufacturing facility
12 here that has the capacity to take on even one
13 part number that we produce. Because of this
14 prior to the proposed tariffs being announced, I
15 started exploring opening my own forging plant in
16 Flint, Michigan. I've got a strategic plan laid
17 out. I'm in negotiations with investors and I'll
18 be in talks with the local government soon, but
19 this takes time. Much more time than allowed
20 under the Administration's trade strategy. And I
21 certainly won't be able to forge forward with
22 these plans if I'm forced to hang an Out of

1 Business sign on my front door.

2 I truly wonder. Does President Trump
3 know that these tariffs threaten the livelihood
4 of so many American businesses. I don't think he
5 does. Because I know that my President cares and
6 I've got to believe he'll change his mind, amend
7 this policy, grant Lucerne an exclusion and help
8 companies like ours make America great again.

9 Thank you.

10 MR. BISHOP: Thank you, Ms. Buchzeiger.

11 My next witness is Jonathan King of
12 TCL North America. Mr. King, you have five
13 minutes.

14 MR. KING: Good afternoon, ladies and
15 gentlemen. My name is Jonathan King and I'm the
16 Vice President of Legal Affairs for TCL North
17 America, the independently operating U.S.
18 television subsidiary of TCL Corporation.

19 I'm here before you today to
20 respectfully request that televisions be excluded
21 from the proposed 25 percent tariff on products
22 imported into the U.S. from China. Specifically,

1 HTS category number 8528.72.64.

2 TCL designs, manufactures, markets and
3 sells TVs in the United States and is America's
4 fastest growing TV brand. TCL is fully licensed
5 for all essential intellectual property, creates
6 jobs and opportunities, has a strong record of
7 environmental sustainability and has earned a
8 tremendous reputation among its U.S. technology
9 partners and consumers.

10 TVs may have changed over the years
11 since the introduction of over the air broadcasts
12 and the advent of the Internet but it is still
13 the cornerstone of the American home now more
14 than ever.

15 The majority of the TVs sold in the
16 U.S. originate from China, more than 18 million
17 in 2017. TVs from China are predominantly high
18 quality, feature rich affordable TVs that enable
19 the American consumer to enjoy entertainment and
20 obtain information at a far lower cost than TVs
21 from Japan and Korea. They are also increasingly
22 Smart TVs, employing emerging technologies,

1 systems, and intellectual property developed and
2 owned by American companies and offered to
3 consumers at a substantial value. In fact,
4 studies show that TVs manufactured in China have
5 an average unit value of just under \$200 while
6 those from Japanese or Korean companies are far
7 higher priced models. Directly stated consumers
8 shopping for a TV manufacturer in China are not
9 the same consumers buying Korean or Japanese TVs.
10 Any tariff imposed on these goods will directly
11 result in the unintended consequence of causing a
12 significant reduction in the availability of
13 affordable models, decreasing cost savings and
14 choice for Americans. The application of these
15 tariffs will result in a combined 28.9 percent
16 when added to existing duties effectively
17 increasing consumer prices for most models of TVs
18 between \$50 and \$200, while reducing consumer
19 demand. Affordable quality TVs for Americans
20 will quickly become out of reach.

21 Although one of the alleged aims of
22 the tariffs is to enable a return of

1 manufacturing to America's shores, it is
2 paramount to note that this is not true of the TV
3 manufacturing sector. The notion that TV
4 manufacturing can move from around here to there
5 and quickly emerge in another country or here in
6 the U.S. for that matter is simply not feasible.
7 There is currently no TV manufacturing in the
8 United States. Some companies taking advantage
9 of State incentives while circumventing current
10 tariffs either assemble or have announced plans
11 to do so in America. I would caution you that
12 assembling is not manufacturing. These companies
13 offer a low number of assembly jobs with no
14 technology or value added, and the very TVs they
15 are assembling are actually manufactured in China
16 by another company and shipped as a kit to be
17 assembled together.

18 The manufacturing process is complex
19 involving multi-billion dollar panel factories,
20 technology licensing, quality and ethical raw
21 material suppliers, research and development,
22 environmental and sustainability concerns,

1 vertical integration and complex logistics in
2 addition to qualified and accredited pools of
3 talent.

4 Another misconception is the notion
5 that goods imported into the U.S. from China only
6 benefit China and this could not be further from
7 the truth in this industry. Although we build
8 TVs in China we design them here, we support them
9 here and we sell them here. Our jobs are here.
10 Our technology partners including many of whom
11 you'll see in the coming days are here. Our
12 patent and technology licensors are here. The
13 vast majority of the benefits are truly felt
14 right here.

15 The negative impact of the imposition
16 of tariffs will have long-term consequences
17 causing disproportionate economic harm to
18 millions of Americans while simultaneously
19 disrupting markets injecting uncertainty into
20 those markets and losing American technology
21 market share.

22 A recent study shows that tariffs

1 targeting just the first fifty billion dollars in
2 goods will cause the loss of nearly 134,000 jobs.
3 The conclusion drawn from this study says that
4 the proposed tariffs would and I quote "Have
5 significant net negative impacts on the U.S.
6 economy and U.S. workers. These impacts will be
7 felt in nearly every sector in every U.S. State."
8 In partnership with other American success
9 stories employing hundreds of American workers
10 we've been able to offer low cost quality feature
11 rich TVs to fill the needs and wishes of millions
12 of Americans. TCL has worked hard to achieve its
13 market position. The tariffs could certainly
14 present challenges to many companies that have
15 worked so diligently to earn their brand
16 recognition.

17 We are respectfully requesting that
18 this honorable committee take a closer look at
19 the TV market. When you see for yourself the
20 potential consequences the tariffs will have, we
21 firmly believe that you will see the wisdom of
22 leaving these products off the tariff list. We

1 also hope you'll take a closer look at our
2 company to see what American workers can achieve
3 when they dedicate themselves to caring not to
4 just about quality products but also about our
5 communities. We urge you to keep TVs off the
6 tariff list.

7 Thank you for your time.

8 MR. BISHOP: Thank you, Mr. King.

9 Our next witness is Aaron Lowe of the
10 Auto Care Association. Mr. Lowe, you have five
11 minutes.

12 MR. LOWE: Good afternoon. My name is
13 Aaron Lowe and I'm Senior Vice President for
14 Regulatory and Government Affairs for the Auto
15 Care Association.

16 The Auto Care Association is the voice
17 of the \$381 billion auto care industry. Our
18 nearly 3,000 member companies represent some
19 150,000 independent automotive businesses that
20 manufacture, distribute and sell motor vehicle
21 parts, accessories, tools, equipment, materials,
22 and supplies, and perform vehicle services and

1 repairs.

2 Our industry represents a significant
3 sector of the U.S. economy employing 4.6 million
4 people or 3.2 percent of the workforce. Our
5 members include businesses with global operations
6 that depend on well-established integrated supply
7 chains to increase competitiveness and product
8 offerings for our member customers.

9 The Auto Care Association supports the
10 Administration's efforts to address China's
11 unfair trade policies that discriminate against
12 and restrict U.S. commerce to force technology
13 transfers, data localization and lack of
14 enforcement. We continue to work with our
15 members to address a number of intellectual
16 property concerns as it is often a company's most
17 valuable asset and competitive edge supporting
18 jobs and driving economic growth. However, as a
19 manufacturing hub and an important source of
20 imports China is also a critical trading partner
21 in our industry supply chain. We are concerned
22 with the Administration's recent proposed action

1 to impose an additional duty of 25 percent on
2 certain products imported from China. There are
3 a number of automotive parts and components
4 included on the proposed tariff list that
5 although imported support U.S. jobs downstream
6 throughout the U.S. supply chain.

7 Sourcing determinations are made
8 months and years in advance leaving minimal
9 adjustments to tariffs that force our members to
10 modify their supply chains, find new sources for
11 parts, face new capacity or quality issues and
12 likely pass the increased costs downstream to the
13 consumer.

14 All of these factors and disruptions
15 could cause companies to be less competitive in
16 the U.S. and in the global markets, even force
17 them to cease operations. Additionally, China's
18 announcement of retaliatory tariffs on goods in
19 the U.S. is also of concern as China's large
20 population and growing economy have made it the
21 fastest growing market for U.S. exporters in the
22 last decade and third largest market for U.S.

1 exports of auto parts in 2017.

2 China's amount of vehicles and
3 operation is growing the largest in the world
4 with vehicles requiring repairs currently growing
5 at a rate of double digits. Our members report
6 that a number of products included in the tariff
7 list cannot be sourced in the U.S. as there is no
8 U.S.-based factories producing some of these
9 products. At the same time minimal alternative
10 sources exist as China is the primary supplier to
11 the world. Therefore, we do not see any benefits
12 to the U.S. economy or U.S.-based manufacturers
13 in imposing tariffs on these products, as
14 sourcing would just shift to low-cost countries
15 would not alleviate the overall U.S. trade
16 imbalance.

17 Our members also report that producing
18 a number of products included on the tariff list
19 would be extremely cost prohibitive if
20 manufactured in the U.S. This is especially true
21 for air conditioning systems in the aftermarket
22 industry where the volume per part number is low

1 due to the number of unique parts covering every
2 single make and model and vehicle on the road.
3 Imposing additional tariffs on these auto parts
4 and components would increase the price
5 substantially making it difficult for working
6 Americans to afford cost-effective options when
7 repairing their vehicles.

8 We urge the Administration to consider
9 this severity of imposing tariffs on imported
10 good and the unintended negative consequences not
11 only in the U.S. automotive industry but also on
12 the overall U.S. economy.

13 We hope the Administration will work
14 toward a carefully constructed rules-based
15 bilateral trading system where China abides by
16 its commitments when it joined the World Trade
17 Organization. To level the playing field and
18 address market access barriers this framework
19 should include enforceable, strong intellectual
20 property rights protection system which would
21 help create a more predictable and fair trade
22 environment to U.S. companies doing business in

1 China.

2 In conclusion, we support the
3 Administration's efforts to improve U.S.
4 competitiveness in the global marketplace but we
5 hope that the Administration will continue
6 engaging in high-level dialogue with China in
7 addressing these issues, protect investments,
8 facilitate trade, create competitive value chains
9 that benefits the global growth of our members.

10 We appreciate the opportunity to
11 testify and are available to answer any questions
12 you might have.

13 MR. BISHOP: Thank you, Mr. Lowe.

14 Our next witness is Mike Mohan of Best
15 Buy Company, Incorporated.

16 Mr. Mohan, you have five minutes.

17 MR. MOHAN: Good afternoon, Chairman,
18 and the USTR Committee.

19 I am Mike Mohan, the Senior Executive
20 Vice President and Chief Merchandising and
21 Marketing Officer of Best Buy, a U.S. retailer of
22 consumer electronics and related services

1 headquartered in Richfield, Minnesota. Best Buy
2 is also a manufacturer of flat panel televisions
3 under our private label Insignia brand.

4 On behalf of Best Buy and its 110,000
5 employees across all 50 States and right here in
6 the District of Columbia I thank you for the
7 opportunity to appear before you today.

8 Best Buy respectfully requests that
9 the USTR remove flat panel televisions classified
10 under the U.S. harmonized tariff schedule
11 subheading 8528.72.64 from the proposed list of
12 products subject to the Section 301 tariffs.

13 Importantly, I want to emphasize that
14 Best Buy is supportive of the goals of the USTR
15 as set forth in its Section 301 report regarding
16 force technology transfers in other unfair trade
17 practices. However, today I'd like to outline
18 three reasons why we are seeking exclusion of
19 televisions from the list of proposed tariffs.

20 First, tariffs on flat panel
21 televisions will not be effective in addressing
22 the Chinese industrial policies identified in the

1 Section 301 Report. Simply put, targeting flat
2 panel televisions will not directly help change
3 these policies because these policies are not
4 seen in a Chinese flat panel TV industry.
5 Specifically, in the Section 301 Report the USTR
6 found that the policy of the Chinese government
7 is designed to promote Chinese companies to
8 leading roles in certain advanced technology
9 industries in part by replacing China's reliance
10 on imported technology in these industries.
11 Notably, flat panel televisions are not among the
12 list of advanced leap frog technologies that are
13 targeted by Chinese government policies. In
14 addition, foreign investment in development of
15 the industry generally is taking place free of
16 restrictions and compulsory technology transfer
17 policies. In fact, major Japanese, Korean and
18 Taiwanese companies have wholly owned
19 subsidiaries in China that develop and produce
20 flat panel TVs. Most companies instead have been
21 able to control the licensing and use of their
22 own technology under what Best Buy understands to

1 be entirely voluntary and on commercial terms.

2 Finally, Best Buy is not aware of any
3 significant IP theft in the Chinese flat panel TV
4 industry. In addition, targeting flat panel
5 televisions will not indirectly affect China's
6 policies because the overwhelming majority of TV
7 panels sold in the United States are made in
8 China. There are no near term alternative
9 sources, meaning consumers will have no choice
10 but to continuing purchasing TVs made from
11 Chinese panels. Developing alternative sources
12 would entail massive new investments that would
13 take several years if ever to develop.

14 As a result, a 25 percent tariff will
15 have no effect directly or indirectly on Chinese
16 policy and only result in a significant
17 disruption to the U.S. economy producing a result
18 that runs counter to this data process employed
19 by the USTR in choosing products to which the
20 tariff would apply.

21 Second, tariffs will adversely affect
22 Americans, namely, U.S. consumers and businesses.

1 In its written comments, Best Buy provides
2 confidential data demonstrating the impact on the
3 market, U.S. retailers and consumers. Given the
4 lack of manufacturing alternatives mentioned
5 before, Best Buy submits that imposing a tariff
6 of 25 percent on goods that represent such a
7 sizeable portion of the total U.S. market would
8 amount towards effectively a significant new tax
9 on U.S. consumers and businesses, raising retail
10 prices as much as 23 percent according to a
11 recent industry analysis. This increase in cost
12 would fall primarily on the U.S. consumers who
13 purchase smaller TV panels from China,
14 televisions that are more accessible to American
15 households with limited disposable income. In
16 our view, this is inconsistent with the USTR's
17 stated intent to place tariffs on products that
18 are not likely to cause disruptions to the U.S.
19 economy and U.S. businesses and consumers.

20 Finally, we think there are more
21 effective approaches. Rather than imposing
22 tariffs on flat panel TVs, the Administration

1 should take other more targeted approaches to
2 address the important issues highlighted in the
3 Section 301 report. We have outlined these
4 suggested approaches more specifically in our
5 confidential written comments.

6 In conclusion, Best Buy understands
7 and supports the motivation for fair trade
8 policies and a level playing field with China as
9 pursued by the USTR. However, we respectfully
10 request that flat panel televisions imported from
11 China be removed from the Section 301 tariff list
12 because it will not accomplish the desired
13 purpose and instead will have negative unintended
14 consequences on U.S. retailers like Best Buy,
15 American workers and consumers.

16 Thank you for your consideration. I
17 welcome any questions you may have.

18 MR. BISHOP: Thank you, Mr. Mohan.

19 Our next witness is Patrick Rogers of
20 TECO-Westinghouse Motor Company. Mr. Rogers, you
21 have five minutes.

22 MR. ROGERS: Good afternoon and thank

1 you for this opportunity.

2 My name is Patrick Rogers. I'm the
3 President of TECO-Westinghouse Motor Company
4 located in Round Rock, Texas.

5 At this facility which was once owned
6 by the Westinghouse Electric Corporation,
7 Westinghouse built this facility in Round Rock in
8 1972. Westinghouse's name is significant to our
9 lineage since both George Westinghouse and Nikola
10 Tesla were accredited with inventing and
11 commercializing the modern day poly phase
12 induction motor in 1888.

13 Our parent company, TECO Electric and
14 Machinery Company purchased the company in 1995
15 and currently employs 300 employees at this
16 facility in Round Rock, Texas. This is three
17 times the number of employees prior to TECO
18 purchasing the company.

19 TECO is headquarters in Taipei,
20 Taiwan, but also has manufacturing facilities in
21 mainland China. Our factory in the United States
22 specializes in manufacturing large electric

1 machines as well as the distribution of low-
2 voltage motors, variable frequency drives for
3 industrial applications. We also operate our
4 service and repair group in this factory and
5 repair electric motors from all over the world.
6 Some of our team members are second-generation
7 employees that are productive citizens and
8 contributors to the local and national economy.

9 While we strongly support the
10 President and national security concerns we
11 kindly request a re-evaluation of electric motor
12 products identified in the Annex that will be
13 subject to potential tariffs for products
14 originating from China. We do this for the
15 following reasons.

16 Number one. We seek free and fair
17 trade due to globalization as an industry that
18 has clear parameters. In the HTS listing some
19 products of a similar class were omitted or
20 lacking definition, thus, the tariff appears
21 ambiguous.

22 Number two. Based on the current

1 global competitive landscape we believe there is
2 no harm to American intellectual property rights,
3 innovation or technology development for these
4 specific products. Many of these products are
5 off-the-shelf type and are shown in catalogs by
6 many suppliers. Many of our products were
7 designed in Taiwan and simply manufactured within
8 China.

9 Number three. The industry is often
10 deemed as mature and even a commodity product in
11 many cases. Seeking the next lower cost region
12 is always being explored by the global supply
13 chain. While imposing tariffs on products
14 manufactured in China appears to be a step in the
15 right direction, it could serve to simply
16 distribute the problem faced there to many other
17 countries as companies realign their supply
18 chains.

19 TECO-Westinghouse in Round Rock,
20 Texas, has invested with U.S. capital and
21 equipment in China for electric motor winding
22 parts. These electrical winding parts fall under

1 HTS 8501, 8502, 8503 and 8504 and such parts will
2 be subject to the 25 percent taxation under
3 Section 301 thereby hurting TECO-Westinghouse's
4 ability to be competitive in the marketplace.

5 Number five. To protect the USA steel
6 industry TECO can insure that TECO made in China
7 products will not use steel from China. TECO
8 will provide certificate proof of using non-China
9 steel from sources in Taiwan and Japan. Our
10 United States operation had revenue totaling 206
11 million U.S. dollars in 2017 with 300 employees.
12 Approximately 30 percent of our business is
13 potentially impacted by the imposition of these
14 tariffs on electric motors. In essence, 300
15 employees will not be required to account for the
16 reduction of this business. Our latest
17 estimation projects a reduction of approximately
18 100 employees as a result of this diminished
19 business.

20 Customers will not purchase these
21 specified products and items with a tariff
22 included as the marketplace is very stiff in

1 competition. The end user customer will
2 continue to receive these motors from other low-
3 cost countries. Prices will rise as competition
4 will be limited to fewer participants.

5 Unfortunately, the toll does not stop there.

6 Many of these electric motors are sold by our
7 distributors partners throughout the United
8 States with inventory and support their local
9 industries. Many of them are privately owned
10 businesses.

11 After discussing our issue with
12 Representative John Carter's office we wanted to
13 show the impact of these tariffs on our business
14 here in the United States. We thank you for your
15 time and strongly request not to impose these
16 duties directly on the jobs of American workers.

17 Respectfully, Patrick Rogers,
18 President, TECO-Westinghouse Motor Company.
19 Thank you.

20 MR. BISHOP: Thank you, Mr. Rogers.

21 Our next witness is Chas Smith of
22 Roku, Incorporated.

1 Mr. Smith, you have five minutes.

2 MR. SMITH: Good afternoon. My name is
3 Chas Smith and I'm General Manager for Roku TV
4 and Players. On behalf of Roku and our 800 U.S.
5 employees, thank you for the opportunity to
6 attend today.

7 Roku holds over 55 patents and has
8 pioneered streaming to the television. Using one
9 of our products, almost 21 million customers
10 globally, the vast majority of whom are here in
11 the United States, choose from over 6,000 content
12 channels and millions of hours of On Demand
13 programming from partners like Netflix, Hulu, PBS
14 and ESPN. Roku users can also choose from a
15 variety of specialized channels that would
16 otherwise be unavailable due to the way that
17 cable TV is packaged.

18 For example, we offer hundreds of
19 religious and education channels that are not
20 generally available on cable. We are an American
21 company. The vast majority of our employees are
22 in the United States. And the vast majority of

1 those employees are in the high value added parts
2 of our business. This includes engineering and
3 product development as well as maintenance of
4 state of the art servers and databases are built
5 specifically to support our business.

6 Roku has grown exponentially in recent
7 years from 500 employees at the end of 2016 to
8 over 900 today. And approximately 800 here in
9 the United States.

10 I'm here today to talk about our Smart
11 TVs, what we call Roku TVs and the fact that the
12 Section 301 tariffs could cover these products
13 and explain if it did what the detrimental impact
14 that could have on Roku and our U.S. workforce.

15 First of all, what is a Roku TV?
16 Starting in 2014 we began to license our
17 proprietary operating system to various TV
18 manufacturers including companies that
19 manufacture in China. Roku licensees integrate
20 the operating system into their TVs and pay us
21 for that intellectual property. In a nutshell,
22 Roku intellectual property is what makes the TV

1 Smart. And that intellectual property also opens
2 up the TV for additional U.S. business for Roku.
3 These TVs are co-marketed and sold using the Roku
4 TV name.

5 In just three short years we made
6 immense progress. In the first quarter of this
7 year approximately one in every four Smart TVs
8 sold in the United States was a Roku TV. Roku
9 TVs are a vital part of our business and the
10 extension of vital part of keeping Roku the
11 innovative leader in streaming technologies.
12 Sales of Roku TVs generate licensing revenue for
13 Roku but they also create a pool of new customers
14 for Roku's platform business.

15 A growing active user base is
16 extremely important to Roku. With our platform
17 business the channels that are accessed through
18 our operating system will generate significant --
19 will share revenues with Roku. Will also
20 generate significant advertising content
21 distribution and promotion revenue from our
22 platform. This revenue increases as our active

1 user base increases. Hence, the importance of
2 our fast-growing Roku TV business.

3 I'd also like to note that we see no
4 valid reason to include Roku TVs on the list of
5 product subject to Section 301. We have
6 agreements with the manufacturers that protect
7 our intellectual property and can happily report
8 that those business arrangements are working well
9 and our closed proprietary system does not allow
10 anyone to access our source code without our
11 permission.

12 If the tariffs resulted in higher
13 price points for Roku TVs and this resulted in
14 fewer TVs being sold it could have a negative
15 impact on our business, potentially stifling our
16 ability to innovate. In short, Section 301
17 tariffs could undermine Roku's ability to
18 maintain American leadership in revolutionizing
19 the TV experience. We ask that Roku TVs be
20 excluded from the list of products subject to
21 Section 301 tariffs.

22 Thank you. And I'll be happy to

1 answer questions later.

2 MR. BISHOP: Thank you, Mr. Smith.

3 Our final witness on this panel is
4 Bill Fath of the Weir Slurry Group.

5 Mr. Fath, you have five minutes.

6 MR. FATH: Committee Chairman Busis and
7 distinguished members of the Section 301
8 Committee, my name is Bill Fath and it is my
9 privilege to appear today on behalf of several
10 U.S. companies that provide products and services
11 to oil and gas companies, mining companies and
12 producers of raw materials in all 50 States in
13 the United States.

14 Those companies are Weir Minerals
15 where I'm the Managing Director, Trio Engineered
16 Product, SPM Flow Control, Seaboard
17 International. These American companies are all
18 affiliated with the Weir Group, a global
19 industrial group that has grown from a small
20 engineering firm founded in Glasgow, Scotland, in
21 1871. I'm here to explain why four specific
22 categories of parts should be removed from the

1 list of products subject to the additional duties
2 proposed in the Trade Representatives' Notice.

3 Those parts are specifically
4 identified in our written comments but in general
5 they serve two main functions. Pump parts and
6 valve parts that the Weir companies use to custom
7 build machines and systems critical to U.S. oil
8 and gas and mining projects and grinding and
9 sorting machine that the Weir companies use in
10 developing systems to extract ores and minerals
11 from mined rocks and to produce the aggregate use
12 throughout the building and construction trades.

13 In deciding whether to impose new
14 tariffs on pumping-related parts and grinding-
15 related machines there are two questions that
16 should be asked. The first question is, will the
17 new tariffs have a disproportionate impact on the
18 U.S. economy? We believe the answer to that
19 question is yes. The second question is, will
20 the new tariffs be effective in persuading China
21 to stop its discriminatory trade practices with
22 respect to U.S. technology and intellectual

1 property? We believe the answer to that question
2 is no.

3 Before I discuss why the new tariffs
4 would not deter Chinese misconduct and would do
5 disproportionate harm to the U.S. economy I'd
6 like to tell you a little bit about the Weir
7 Group, our business model and our long history of
8 creating desirable engineering and manufacturing
9 jobs in the United States.

10 We engineer and manufacture
11 sophisticated equipment in the United States. We
12 design and build both high pressure fracking
13 pumps that may weigh more than 10 tons and slurry
14 pumps that weigh more than 20. As part of the
15 process we import low technology component parts
16 from China and other countries. Our business is
17 organized so that the valuable engineering
18 projects and jobs stay in the United States while
19 low technology parts, machines and components are
20 in some cases sourced from countries with less
21 qualified labor and industrial markets. By
22 diversifying our sourcing this way we are able to

1 provide the best products at the best price for
2 our mining and oil and gas customers throughout
3 the world.

4 We have more than 60 facilities in 20
5 states. We are proud of the fact that we provide
6 high-quality jobs for thousands of highly skilled
7 people in the United States. We believe that
8 keeping those high-quality jobs in the United
9 States is good for our employees, good for our
10 companies and good for the customers we serve.

11 We think that last category is
12 especially important because companies we serve
13 are among the most critical industry sectors in
14 the U.S. economy. Driving up the costs of our
15 products would hurt these sectors. We believe
16 this would cause disproportionate harm to the
17 U.S. economy. Weir products are made of steel
18 and aluminum. Since the introduction of the
19 duties on these materials as a result of the
20 Section 232 investigation we have seen our costs
21 rise. The additional duties proposed by the
22 Section 301 notice would impose yet another price

1 increase on our operations.

2 As these costs are increasing we are
3 seeing a contraction in our markets as a result
4 of sanctions that have been imposed by the United
5 States and Russian and certain Russian oligarchs.
6 In our industry changing from a Chinese
7 components suppliers to some other source is much
8 easier said than done. We believe it would take
9 at a minimum 12 to 18 months to change over. We
10 would have to identify and qualify new suppliers,
11 relocate tooling or invest in new tooling and
12 move production operations. Because we cannot
13 change suppliers quickly or cheaply we believe
14 the cost of the products that we design and build
15 in the United States will have to go up. The
16 economic sectors that will have to pay those
17 increased costs are at the foundation of the U.S.
18 economy. Our customers supply the raw materials
19 for the production of energy, steel, aluminum and
20 other metals, aggregates, fertilizer and other
21 building blocks of the economy. It is these
22 industries that will ultimately pay the increased

1 costs associated with the proposed duties.

2 The pumping, grinding and sorting
3 parts that Weir imports are low technology parts.
4 They are not high tech equipment, information
5 technology or valuable intellectual property.
6 American engineers and skilled laborers use these
7 low tech parts to build custom design highly
8 engineered systems in the United States.

9 Imposing new duties on Weir's imports
10 is not part of the solution. Made in China 2025
11 identified 10 favored economic sectors. Weir's
12 imports are not among those sectors. Driving up
13 the cost of oil and gas production, coal mining,
14 steel production, infrastructure repair and
15 development in the United States will have no
16 meaningful effect on Made in China 2025.

17 Thank you very much for your
18 attention. I look forward to any questions.

19 MR. BISHOP: Thank you, Mr. Fath.

20 Mr. Chairman, that concludes direct
21 testimony from this panel.

22 MS. HOWE: Julia Howe from USTR's China

1 Office.

2 The first question is for Mr. Lowe.

3 Can you estimate the price impact to
4 aftermarket consumers if your members needed to
5 source product outside of China and if these
6 products are not currently produced domestically
7 do you expect the production to shift back to the
8 United States and, if not, what country is most
9 like to replace imports from China?

10 MR. LOWE: Well, it's a broad question
11 because I think every component is different so
12 there would probably be different sourcing. We
13 expect that if the part -- a lot of the parts,
14 like the air conditioning parts that we talked
15 about, there's really no other place in the world
16 but China right now that are sourcing those
17 components. And so likely in the short term
18 those prices will just go up for the consumer.
19 The amount is unclear but most of the price will
20 probably be transferred to the consumer.

21 What country, I couldn't answer that
22 question at this point. I would have to go back

1 to my numbers and look at that.

2 MR. LOWE: Is that something you want
3 to submit later in written comments that would be
4 helpful.

5 MS. HOWE: Sure.

6 MR. LOWE: Thanks.

7 CHAIR BUSIS: A follow-up question, Mr.
8 Lowe. You mentioned that there was a low volume
9 in some of these air conditioning parts and thus
10 that China was the best source. Is there some
11 specific structural advantage China has that can
12 produce low volume parts because low volume parts
13 have to be produced somewhere. So, what is it
14 about China that makes low volume parts the only
15 source?

16 MR. LOWE: Well, I think the labor
17 rates are lower in China and so to bring them
18 back here, to bring all, you know, it would take
19 years to have the machinery and I don't think
20 that's what would happen. I think either it
21 would get sourced elsewhere or the costs would
22 just be absorbed by the consumer. But I think

1 what I'm saying is, the volume, you know, there's
2 so many different components, different makes and
3 models that there's not one mass, you know, part
4 that can get produced across vehicle lines. They
5 have produced multiple makes and models of parts.
6 So, that's why it's very cost prohibitive in the
7 U.S. at this point. It doesn't pay to build that
8 kind of -- you're not going to have that kind of
9 labor here in the U.S. at this point. We don't
10 see that changing.

11 MR. SULBY: Ari Sulby from the State
12 Department's Trade Office.

13 My question is for Mr. Mohan. Does
14 Best Buy import flat screen televisions produced
15 in any other countries? If Best Buy were to
16 develop alternate sources for specific flat panel
17 television that they are requesting to remove
18 where would these sources most likely be located?

19 MR. MOHAN: Thank you for the question.
20 Chairman and Committee Members, the vast majority
21 of the TVs we import directly do come from China.
22 As stated by another panel member I think it's

1 important to give a little context on the U.S.
2 television industry. There is no manufacturing
3 capabilities today and in the near term available
4 to actually build TVs in the United States. The
5 only thing that exists currently is a small
6 assembly facility that will be able at capacity
7 if it runs at capacity to build and produce less
8 than three million televisions. The U.S. demand
9 on an annual basis is in excess of 35 million
10 TVs.

11 The predominance of TVs we're talking
12 about from China fall into the 30 inch to 46 inch
13 size segment. And China is simply the only place
14 that has the capacity to assembly those TVs and
15 have us import them whether they're under our
16 brand or somebody else's.

17 I'm answering your question by saying
18 there are no other alternative places to store
19 TVs from. While there is assembly in Mexico,
20 it's for a different size TV and the ability for
21 them to scale the size for us to allow import
22 doesn't exist. So, the vast majority of our TVs

1 come from China with a small percentage we
2 directly import from Mexico.

3 CHAIR BUSIS: Ms. Buchzeiger, you had
4 mentioned that you had been considering opening a
5 forging plant in I think Michigan.

6 MS. BUCHZEIGER: Yes.

7 CHAIR BUSIS: Would there be government
8 policies -- Federal government policies that
9 could encourage that kind of investment?

10 MS. BUCHZEIGER: Right now actually
11 we're looking into that and working with a couple
12 of different investment firms and we are looking
13 into that. So far we've had some very hopeful,
14 yeyes from the Government and we're excited about
15 it. But, again, unless I'm around --

16 CHAIR BUSIS: When you say the
17 Government do you mean the Federal Government or
18 --

19 MS. BUCHZEIGER: Federal Government --
20 I'm sorry, State -- at the State level.

21 CHAIR BUSIS: Okay. So, you're working
22 with the State government?

1 MS. BUCHZEIGER: Correct.

2 CHAIR BUSIS: Okay. Got you. Thank
3 you.

4 MR. AMDUR: Alex Amdur from Customs
5 Border Protection, I have a couple more questions
6 for Ms. Buchzeiger.

7 CHAIR BUSIS: Hold your mic a little
8 closer please.

9 MR. AMDUR: Okay. Alex Amdur from
10 Customs Border Protection. A couple more
11 question for Ms. Buchzeiger.

12 So, your testimony mentions plants in
13 Asia. Are there other Asian countries besides
14 China that you source from?

15 MS. BUCHZEIGER: No. Taiwan and China
16 are where we produce the bulk of the parts that
17 we import right now.

18 MR. AMDUR: Okay. So, you also produce
19 source products from Taiwan as well?

20 MS. BUCHZEIGER: Taiwan and China, yes.

21 MR. AMDUR: Okay.

22 MS. BUCHZEIGER: Which I'm assuming

1 Taiwan is covered under this proposal as well.

2 MR. AMDUR: And I'll just have a
3 question, you specified one HTS category in your
4 testimony for certain types of hinges.

5 MS. BUCHZEIGER: Yes.

6 MR. AMDUR: Who are the other major
7 U.S. and foreign producers for this product?

8 MS. BUCHZEIGER: I'm working very
9 closely with NEMA right now as well and I was
10 inquiring with them who the other players would
11 be and that's right now the other people that
12 import under this code are an after-market
13 company. But there's other companies such as
14 Magna, MultiMaddock and Ed Shaw that also produce
15 these parts globally and import as well.

16 MR. AMDUR: And what about in the
17 United States? Production in the United States?

18 MS. BUCHZEIGER: In the United States I
19 am not aware of any forging facility that makes
20 any door hinges anywhere in the United States.
21 And, again, we went through systematically to
22 look for capacity to do just that and we found

1 nothing.

2 MR. AMDUR: Okay, thank you.

3 CHAIR BUSIS: Ms. Buchzeiger, it would
4 helpful is you in your additional comments could
5 break down the extent you purchase from Taiwan
6 versus from China generally because they're
7 separate custom territories.

8 MS. BUCHZEIGER: Okay. That's
9 wonderful. I will do that in our written
10 submission.

11 CHAIR BUSIS: Great, thank you.

12 MS. PETTIS: This is a question for
13 Chas Smith of Roku.

14 I'm Maureen Pettis from Department of
15 Labor.

16 Does Roku license their operating
17 system to any TV manufacturers outside of China
18 and where do the TVs that Roku competes with such
19 as Samsung, LG, and Vizio import TVs into the
20 United States. Where to their TVs come from?

21 MR. SMITH: Thanks for the question.
22 Yes, we license to multiple brands. We have 10

1 brands currently selling Roku TVs. There are
2 Chinese companies in that. There are also
3 companies from Japan, from the U.S. Actually,
4 several of the brands we work with are right here
5 in the U.S.

6 MS. PETTIS: Okay.

7 MR. SMITH: And the TV manufacturers
8 that you mentioned like Samsung, I believe they
9 build TVs in Korea but they also build TVs in
10 China. And I'm sure other countries but I don't
11 have the complete details of that.

12 MS. PETTIS: Thank you.

13 MR. SMITH: Okay.

14 MR. SULBY: Thank you, my next question
15 is for Mr. King.

16 In your testimony you indicate that
17 "TCL designs, manufactures, markets and sells TVs
18 in the United States." Can you provide details
19 about the U.S. manufacturing operations, how many
20 U.S. employees does TCL have and how many are
21 engaged in manufacturing?

22 MR. KING: So, when it comes to the

1 manufacturing side of it that's done in China.
2 The TVs are designed here. They are marketed
3 here and sold here to U.S. consumers and the
4 people that do the designing and the marketing
5 are Americans working here in America. The TVs
6 themselves are manufactured in China just like
7 most TVs that come into this country, especially,
8 TVs at that particular price point.

9 TCL's U.S. operation stands --
10 honestly, I'd have to ask, say 80 people in one
11 building, another 100 in another building. But
12 we're growing. We are America's fastest growing
13 TV brand. We've doubled our sales just about
14 here over a year. And that has resulted in
15 significant hiring. As a matter of fact, we just
16 relocated our headquarters to a building three
17 times the size of its former building just to
18 accommodate the growth we have. So, we are, in
19 essence, a success story employing Americans and
20 growing at a substantial rate.

21 MS. SALZMAN: Question for Mr. Rogers.

22 Of the products that you discussed in

1 your testimony has TECO-Westinghouse ever sourced
2 these products from within the United States and
3 alternatively or in addition do you ever source
4 these parts from outside of China?

5 MR. ROGERS: Yes, thank you. Just a
6 quick update I think would be that we have
7 separate the electric motor business that I
8 discussed in my testimony into very large custom
9 machines, several tons, 85,000 horsepower type
10 material that we manufacture in the United States
11 in Round Rock, Texas.

12 The other portion of my testimony is
13 regarding small, what we call NEMA frame motors
14 which are made generally up to about 500, 600,
15 700 horsepower. Those machines are built
16 overseas. Most of my competitors manufacture
17 those machines overseas today. They manufacture
18 them in other countries other than China. So,
19 basically, I import those products into my
20 warehouses. I distribute them through our supply
21 chain to our independent distributors throughout
22 the United States and they sell to their local

1 industries. Okay. I'm not sure I answered your
2 question.

3 MS. SALZMAN: No, it's fine. Thank
4 you.

5 CHAIR BUSIS: So, you used Chinese
6 produced parts in a larger motor, correct?

7 MR. ROGERS: We use China -- yes.

8 CHAIR BUSIS: A larger pump, right?

9 MR. ROGERS: Yes. In our motors as in
10 my testimony I did say that we did invest capital
11 as well as equipment into a facility in China
12 that manufactures mining parts, basically coils
13 for large electric motors that we bring over.
14 And in the 301 docket there is broken down by
15 parts obviously with stators and rotors and
16 things like that so it's quite encompassing, yes.
17 We would source that from China and/or from other
18 factories.

19 CHAIR BUSIS: Would it be possible for
20 your to estimate, probably this is confidential
21 but for your rebuttal submission. When you sell
22 a pump that has a Chinese winding in it what the

1 percentage of the value is of --

2 MR. ROGERS: As the --

3 CHAIR BUSIS: -- as the U.S. content
4 versus the Chinese content?

5 MR. ROGERS: Sure. It's probably 40
6 percent more for me to manufacture that piece of
7 equipment in the United States.

8 CHAIR BUSIS: I want to ask you this.
9 The percentage in the final value of the pump
10 what's the percentage of Chinese content versus
11 what you're currently doing it. And, again, that
12 may be confidential but --

13 MR. ROGERS: No, it's not confidential.
14 It depends on the type of product and the
15 requirements. We can bring in parts and pieces
16 and manufacture complete motors within the United
17 States in Round Rock. We can bring in two major
18 components to put them together, finish
19 modifications, assemble and do the testing or we
20 can build the complete product overseas. So,
21 there is some flexibility there depending on the
22 competitiveness of the operation as well as the

1 customer. Some customers want U.S. built.

2 MS. HOWE: My question is for Mr. Fath.

3 Has Weir Slurry Group ever sourced
4 these parts and components domestically or
5 outside of China and, if so, where? And also in
6 your post-hearing submission could you specify
7 the exact subheadings that you would like removed
8 from the list?

9 MR. FATH: Absolutely, we will specify
10 in the written report.

11 Yes, I would say at one point in time,
12 you know, whether it's Weir, Weir Slurry or SPM
13 or Trio. Well, not Trio is an exception. There
14 probably was sourcing in the U.S. for a lot of
15 these components, but I've been in the pump and
16 valve industry now for 20 plus years and I can
17 tell you during that time the industry shifted a
18 lot of the lower technology parts off shore and
19 concentrated on what we could put in the
20 factories here that were, you know, harder to
21 duplicate, if you will, because we're competing
22 globally. So, the capability and those supply

1 chains, the tooling patterns, for example, on
2 this they don't exist anymore domestically in
3 most of our business units.

4 MS. HOWE: And what about other
5 countries outside of China?

6 MR. FATH: Outside of China, yes. We
7 source not those particular parts. Usually with
8 the cost of tooling we're investing quite a bit
9 with the foundries because there's fair amount of
10 development of those suppliers to provide parts
11 to the quality that we need in our equipment that
12 we're building. Weir also has plants in China
13 that we'll bring over equipment or components
14 with as well that are impacted by this tariff as
15 well.

16 CHAIR BUSIS: Mr. Bishop, I think we've
17 finished our questions for this panel. Thank
18 you.

19 MR. BISHOP: We release this panel with
20 our thanks. And we --

21 CHAIR BUSIS: I just have a -- for the
22 next panel my colleague, Mr. Tsao will be

1 chairing the meeting for the remainder of the
2 three panels. Thank you.

3 MR. BISHOP: If our panel that is
4 seated here would please come forward and be
5 seated. And the following panel please come
6 forward and be seated in the waiting area.

7 We're going to go ahead take a ten-
8 minute break before we hear direct testimony from
9 this panel. We stand in recess until five
10 minutes to two.

11 (Whereupon, the above-entitled matter
12 went off the record at 1:44 p.m. and resumed at
13 1:54 p.m.)

14 CHAIR TSAO: Will the room please come
15 to order.

16 Okay. Good afternoon. My name is
17 Arthur Tsao. And I'm an Assistant General
18 Counsel with the Office of General Counsel at
19 USTR.

20 At this time we have some new members
21 on our Committee members. And I will ask them to
22 introduce themselves.

1 MS. KORKOS: Sorry. Nicole Korkos,
2 Counsel of Economic Advisors.

3 MR. SULBY: Ari Sulby, Department of
4 State.

5 MS. HOWE: Julia Howe, U.S. Trade
6 Representative's Office.

7 MR. MITCHELL: Stevan Mitchell,
8 International Trade Administration, Department of
9 Commerce.

10 MS. PETTIS: Maureen Pettis,
11 Department of Labor.

12 MR. AMDUR: Alexander Amdur, Customs
13 and Border Protection.

14 CHAIR TSAO: Great. Thank you. And
15 Mr. Bishop, we're ready to begin.

16 MR. BISHOP: Our first speaker on this
17 Panel is Mike Branson of Rheem Manufacturing
18 Company Air Condition Division Operations.

19 Mr. Branson, you have five minutes.

20 MR. BRANSON: Thank you to the Section
21 301 Committee and USTR for arranging this
22 important hearing. And for giving me the

1 opportunity to speak with you today.

2 My name is Mike Branson. I'm the
3 Executive Vice President and General Manager for
4 the Air Conditioning Division Operations at Rheem
5 Manufacturing Company.

6 Rheem is a market leader in heating,
7 cooling, water heating, pool heaters, and
8 commercial refrigeration products with
9 manufacturing, operations, and markets in the
10 United States and around the world.

11 We are headquartered in Atlanta,
12 Georgia. And we have U.S. Manufacturing
13 facilities in Alabama, Arkansas, California,
14 Connecticut, and North Carolina.

15 Rheem currently employs approximately
16 3200 people in the United States. Which includes
17 over 1700 production workers.

18 We continue to invest heavily in our
19 U.S. manufacturing operations. And in fact we
20 just recently launched a new air conditioning
21 platform and invested tens of millions of dollars
22 into our Fort Smith, Arkansas facility that

1 originally opened in 1970.

2 I worked in the HVAC industry for over
3 two decades after serving as an officer in the
4 U.S. Navy. And I've been with Rheem since 2010.

5 The market has certainly evolved over
6 this time. When I got into this market, Chinese
7 manufacturers were not significant players in the
8 ducted type of air conditioning equipment that is
9 used almost exclusively in the North American
10 Market.

11 However, in recent years, we've
12 observed certain Chinese manufacturers,
13 strategically focusing on products for this
14 market. And making serious inroads through
15 extremely aggressive pricing.

16 The intentions of these manufacturers
17 has clearly been to displace U.S. based companies
18 in this industry. This became personal to me
19 just a few years ago when I was approached by a
20 Chinese manufacturer that expressed an interest
21 in making and branding Rheems' products for less
22 than what it cost to make our own products in

1 America.

2 An executive from this Chinese-based
3 company stated that it did not consider U.S.
4 manufacturers to be competitors. But merely
5 initial suppliers of a channel until they could
6 introduce their own brands to displace the
7 traditional U.S. brands in the market.

8 Without hesitation, we respectfully
9 declined their terminal offer. We appreciate
10 that the Section 301 measures are intended to
11 support U.S. manufacturers.

12 The tariffs thus should not be
13 structured in a way that could further damage the
14 domestic air conditioning industry. And that is
15 why I've requested to speak with you today.

16 There's a problem and an opportunity
17 with the scope of coverage of the Section 301
18 members, at least as it has been proposed in the
19 April announcement.

20 The preliminary list of products
21 subject to 301 tariffs includes the inputs that
22 go into making air conditioners, parts of the air

1 conditioners and various articles of steel and
2 aluminum already appear on the list. But the
3 list does not yet reflect any tariff's on
4 finished good air manufactured in China.

5 Here's the concern. If the inputs are
6 subject to tariffs, but the finished goods are
7 not, it creates an incentive for Chinese
8 manufacturers to shift more production
9 downstream, from air conditioner parts to
10 finished air conditioners, to avoid the tariffs.

11 This could create increased
12 competition for our industry, while at the same
13 time hampering our ability to compete. Because
14 tariffs on our inputs increase our production
15 costs even when we source domestically.

16 If our inputs are subject to tariffs,
17 the finished air conditioners made by our Chinese
18 competitors are not, air conditioners produced by
19 Chinese manufactures would have a cost advantage.
20 And there would be further disruption to Rheem
21 and the remainder of the U.S. industry.

22 Accordingly, assuming parts of air

1 conditioners remain on the list, we request that
2 finished air conditioners also be included on the
3 list. The specific tariff items that should be
4 added are referenced in our May 11 written
5 submission.

6 Inclusion of these additional HTS
7 codes on a section 301 tariff list would not
8 cause disproportionate economic harm to U.S.
9 interests.

10 With our recent capital investments in
11 manufacturing operations, we have sufficient
12 capacity to react to an increase in domestic
13 demand. And other domestic and non-Chinese
14 foreign suppliers of air conditioners also have
15 capacity to meet demand.

16 I thank you for your time today. And
17 for your continued efforts on behalf of the
18 interests of U.S. manufacturers and their
19 workers.

20 MR. BISHOP: Thank you Mr. Branson.
21 Our next witness is Robert Beckwith with Crosman
22 Corporation.

1 Mr. Beckwith, you have five minutes.

2 MR. BECKWITH: Thank you. And thank
3 you very much for allowing me to speak with you
4 today.

5 By way of background, Crosman
6 Corporation is a leading provider of air guns,
7 consumer optics, consumer lasers, and archery
8 products to the consumer market.

9 We are in fact, the only mass
10 production airgun company in the world to
11 manufacture our products in the United States.
12 And have been doing so for almost 100 years.

13 Crosman's operations are in upstate
14 New York, employing over 280 people. Not in my
15 testimony there, about 200 of those are in
16 manufacturing.

17 Additionally, we operate a foreign
18 trade zone in both of our upstate New York
19 locations. The establishment of the foreign
20 trade zone enabled us to have a cost structure
21 consistent with that of our foreign and foreign
22 source's competitors.

1 Therefore, we believe we have a unique
2 perspective the Committee should hear. Our
3 believe is that HTS Code 90131010, which is
4 telescopic sites for rifles not designed for use
5 with infrared light and to include that in
6 Section 301 is inappropriate.

7 First it says that -- I read through
8 the Federal Register, Volume 83, Number 67, it
9 states that trade analysts from several U.S.
10 government agencies identified products that
11 benefit from Chinese industrial policies
12 including Made in China 2025.

13 The list was refined by removing
14 specific products identified by the analysts as
15 likely to cause disruption in the U.S. economy.
16 We do not believe the consumer scopes will
17 benefit from any of the Chinese trade policies
18 being discussed and being addressed by the
19 regulations.

20 However, the inclusion of consumer
21 scopes and the list of tariff increases will
22 cause the disruption in the U.S. economy. Why is

1 that?

2 Because many of the items imported
3 under that code are low to mid-end consumer
4 scopes. That are generally not manufactured in
5 the U.S.

6 There is no low to mid-end consumer
7 scopes manufactured in the U.S. Only very high
8 end scopes at high price points.

9 Therefore, the inclusion of this code
10 will have a negative impact on the consumer.
11 Consumer scope production does not fall under the
12 four acts, policies and practices under
13 investigation described in supplementary
14 implementation Chapter B.

15 Additionally, none of those products
16 fall within any of the ten product codes listed
17 under Made in China 2025. If the code is
18 included, we'll respectfully request that there
19 be an exemption allowed for the foreign trade
20 zone.

21 Again, we are the only manufacturer --
22 mass produce air gun producer in the world, in

1 the U.S. We bring in scopes from China to put on
2 our product.

3 Our competitors import a completed
4 product with a scope on it at a much lower HTS
5 code then the scope rate is. The foreign trade
6 zone has allowed us to utilize the 3.9 percent
7 rate for the imported product so we could be
8 competitive with those bringing them in
9 assembled, complete.

10 However, if we -- the regulations go
11 through as proposed, our duty rate will
12 effectively go from 3.9 percent on these scopes
13 to 40 percent. Making us much more uncompetitive
14 in the marketplace.

15 In conclusion, we think that the
16 tariff increases will not accomplish the goals
17 stated in the USTR 2018-05 will cause harm to
18 both the U.S. consumer economy. And will result
19 in the loss of U.S. jobs.

20 We will have no choice but to have to
21 react to make our cost structure consistent with
22 those of our competitors. And I welcome any

1 questions you've got.

2 MR. BISHOP: Thank you Mr. Beckwith.
3 Our next witness is Paul Czachor with American
4 Keg Company.

5 Mr. Czachor, you have five minutes.

6 MR. CZACHOR: Thank you for having me.
7 My name is Paul Czachor. I am the CEO of
8 American Keg Company.

9 American Keg Company is the last
10 remaining domestic supplier of stainless steel
11 kegs. We're requesting today that stainless
12 steel kegs be added to the 301 tariffs.

13 In addition to the summary, we've also
14 submitted business confidential information to go
15 along with this summary.

16 Kegs are -- stainless steel kegs are
17 primarily made of stainless steel. And the kegs
18 on this particular presentation, on that slide,
19 those are domestically produced kegs with 100
20 percent domestic steel from U.S. mills.

21 Currently, there are numerous sizes of
22 stainless steel kegs that are imported from China

1 with a zero percent tariff. We are requesting
2 that the Office of the United States Trade
3 Representative add stainless steel kegs to the
4 301 tariff with a 76 percent tariff.

5 The background is China supplies steel
6 import kegs. And they make up approximately 43
7 percent of all the kegs sold in the market in
8 2017.

9 Which equates to approximately 40
10 million dollars. As stated earlier, there's only
11 one domestic stainless steel keg manufacturer
12 using domestic steel.

13 And without the ability to level the
14 playing field, it is highly doubtful that this
15 supplier or manufacturer will be in business past
16 the end of the summer.

17 There are no specific HTS codes for
18 stainless steel kegs. Most or all of the Chinese
19 imported kegs are imported under HTS 7310.290050,
20 7310.10.001.

21 I would note that for those two
22 categories, it was approximately 126 million

1 dollars for the entire Chinese import in those
2 two categories. And kegs made up approximately
3 30 percent of that in 2017.

4 Moving forward, talking about the
5 Chinese import injury. The domestic stainless
6 steel keg industry is materially injured by the
7 dumping and countervailing of Chinese stainless
8 steel kegs.

9 These kegs are imported at a cost that
10 is just a few dollars more than the cost of the
11 raw materials, which is domestic stainless steel,
12 to produce a keg in the use. This unfair pricing
13 practice puts the price of a domestically
14 produced keg as much as 50 to 76 percent higher
15 than a Chinese import.

16 Chinese stainless steel kegs are
17 manufactured using low-cost Chinese steel. And
18 are subsidized. This has been well documented in
19 many cases.

20 The most recent tariff of 25 percent
21 on raw rolled stainless steel is driving up
22 domestic stainless steel pricing. This is a key

1 point.

2 As our prices rise for domestically
3 produced steel, these imported kegs are coming
4 into the United States with zero percent tariff.
5 So the price is continuing to increase for our
6 production and to our customers, while imported
7 kegs are coming in with zero percent tariff.

8 On the next slide you can see clearly
9 the cost of the raw material for particular kegs
10 on this slide are just a few dollars more than
11 the raw material costs. It virtually makes it
12 impossible for a domestic supplier to compete
13 once you add in labor, rent, utilities, et
14 cetera.

15 As stated earlier, an unfair practice
16 -- unfair practice that puts price of
17 domestically produced kegs as much as 50 to 76
18 percent compared to the Chinese imports.

19 The impact of putting tariffs on
20 Chinese imported stainless kegs, adding a
21 stainless steel keg to the 301 tariff would have
22 a neglectable to no impact on consumers. And a

1 non-material impact on the businesses that
2 purchase kegs.

3 301 tariffs would be effective in
4 eliminating China's bad practices while having no
5 economic harm to U.S. interests. It would
6 effectively allow the U.S. to bring back more
7 jobs and spur growth by allowing companies in the
8 U.S. to be competitive in making stainless steel
9 kegs.

10 In conclusion, on behalf of American
11 Keg and its suppliers, we respectfully request
12 that the USTR implement a tariff of 76 percent on
13 stainless steel keg imports from China.

14 Thank you.

15 MR. BISHOP: Thank you Mr. Czachor.

16 Our next witness is David Baer with Element
17 Electronics.

18 Mr. Baer, you have five minutes.

19 MR. BAER: Thank you. On behalf of
20 Element Electronics and it's nearly 200 factory
21 workers in Winnsboro, South Carolina, thank you
22 for the opportunity to testify today.

1 Despite what you may have heard,
2 Element Electronics is the sole U.S. mass
3 producer of LCD televisions within the United
4 States. We're in the top five unit market share
5 in the U.S. for TVs. And our factory is nowhere
6 near its capacity.

7 Element Electronics supports free and
8 fair trade that ensures a level playing field for
9 American workers. Unfortunately, the current
10 playing field is far from level.

11 Our current trade agreements provide
12 significant advantages to imports over U.S.
13 produced TVs. The normal duty rate on imports of
14 finished good TVs is 3.9 percent.

15 The normal duty rate on imports of LCD
16 panels, which is the critical component of a TV
17 is 4.5 percent, a classic tariff inversion. To
18 make matters worse, imports of finished TV
19 through Mexico under NAFTA faces zero percent
20 duty.

21 So why is Mexico relevant? TVs
22 produced in Mexico are produced using Chinese

1 parts. And Mexico is simply a final assembly
2 location for purposes of avoiding duties that
3 American companies like Element pays.

4 As a result, U.S. duties incentivize
5 moving TV production outside of the U.S. And
6 favor Chinese and Mexican workers over U.S.
7 workers.

8 The 301 has the potential to level the
9 playing field for Element's U.S. work force and
10 workers across America. Therefore, Element
11 supports the inclusion of finished TVs in the
12 scope of the 301. And also supports the
13 exclusion of LCD panels used in the assembly of
14 TVs from the list.

15 LCD panels are a critical input
16 component necessary for the production of TVs in
17 the U.S. And there's no U.S. production of these
18 TV LCD panels.

19 The application of the 25 percent duty
20 on finished TVs from China would address some of
21 the tariff inversion issues. Over the impact of
22 imports directly from China, they are not the

1 only problem to be addressed in order to increase
2 U.S. production of TVs.

3 The 301 must have strong anti-
4 circumvention provisions to address evasion
5 tactics that have already begun. Element has
6 firsthand knowledge in the marketplace.

7 The Chinese producers have already
8 begun to move components and subassemblies to
9 places like Thailand, Vietnam, and Mexico for the
10 sole purpose of evading any duties that may be
11 imposed under 301.

12 This can be done quite easily given
13 the rules of origin that normally apply to
14 televisions. The 301 would be a toothless tiger
15 without protections against these circumventions.

16 The administration could ensure an
17 effective 301 remedy by imposing for purposes of
18 a 301 duty requirement that all imported TVs
19 classified under 8528.70 must undergo a tariff
20 shift from any other tariff heading other than
21 9013.80 or 8529.

22 The application of this rule would

1 prevent Chinese producers from shifting
2 production to other countries simply for the
3 purpose of evading the 301 duties.

4 Recently, the National Retail
5 Federation and Consumer Technology Association
6 released a study arguing that inclusion of TVs
7 would have a negative impact on the US economy.
8 This analysis is fundamentally flawed because it
9 relies on false assumptions.

10 The study assumes that import TVs from
11 China and Mexico are not substitutable. This is
12 not true. The data that we provide in our
13 written submission shows that 84 percent of all
14 TVs imported from China and Mexico fall under the
15 same four HTS lines.

16 Second, the study concludes that
17 because the average cost of TVs from China are
18 lower than the average cost of TVs from Mexico,
19 they're not suitable alternatives. Again, this
20 is a distortion of the facts.

21 The reason for the cost differences
22 between China and Mexico are a function of

1 importers engineering the lowest duty cost as it
2 relates to freight. So, small screen sizes equal
3 a small duty and so they're shipped directly from
4 China.

5 Large screen sizes, higher cost, much
6 higher duty. So they flow through Mexico and get
7 zero duty treatment under NAFTA.

8 Finally, claims that U.S. consumers
9 will see a significant price increase for TVs as
10 a result of the 301, are simply not supported by
11 real world facts. Element's proof, we're
12 currently sold throughout retail at a competitive
13 price with imports.

14 So, the 301 presents an opportunity to
15 level the playing field for Element's workers in
16 South Carolina. And to do this, the 301 must do
17 three things.

18 One, impose a 25 percent duty on
19 imports of finished TVs on the list. Two,
20 maintain the exclusion from the 301 duties of the
21 LCD panels.

22 And finally, impose strong anti-

1 circumvention provisions to prevent Chinese
2 producers from evading the 301 duties simply by
3 moving final assembly to other Southeast Asian or
4 Mexico -- Southeast Asian countries or Mexico.

5 Thank you very much for your time.

6 And I'd be happy to answer any questions.

7 MR. BISHOP: Thank you Mr. Baer. Our
8 next witness is David Feniger with the American
9 Posts, LLC.

10 Mr. Feniger, you have five minutes.

11 MR. FENIGER: Good afternoon Chairman
12 and distinguished members of Section 301 --

13 MR. BISHOP: I need you to speak into
14 the microphone, please.

15 MR. FENIGER: Oh, sorry.

16 MR. BISHOP: Thank you.

17 MR. FENIGER: Good afternoon Chairman
18 and distinguished Members of Section 301
19 Committee. My name is David Feniger. And I am
20 President of American Posts of Toledo, Ohio,
21 which manufactures steel posts for the commercial
22 and military market.

1 On behalf of my employees and their
2 families, I am honored to have the opportunity to
3 speak to you today. I've also submitted extended
4 comments for the record.

5 I'm here today to respectfully request
6 the addition of HTS Code 7326.90.8635 to the
7 proposed Section 301 list. This HTS covers steel
8 fence posts, including new posts we make, which
9 are three to eight feet long steel posts for
10 fencing and other farm and garden needs in the
11 U.S.

12 We are also proud suppliers of steel U
13 posts to the U.S. Department of Defense to meet
14 worldwide military security requirements. Twenty
15 years ago, four active U.S. companies were
16 manufacturing steel U posts for the commercial
17 market.

18 However, years of unfair Chinese trade
19 practices have forced our U.S. competitors out of
20 business, leaving American Post as the last
21 standing American manufacturer. Today our only
22 competition for commercial sales in the U.S., are

1 Chinese manufacturers, who possess 85 percent of
2 the market.

3 We deeply appreciate what the
4 Committee and the Administration are doing to
5 ensure businesses like mine that they can compete
6 against China on a fair and level playing field
7 for the business of the American consumer. The
8 fact is, we're fighting to stay in business.

9 With only 15 percent of the market and
10 our operations running at only 35 percent
11 capacity, I do not see a clear path to avoid the
12 fate of our former U.S. competitors if fair -- if
13 unfair Chinese trade practices are allowed to
14 continue without penalty.

15 To be clear, American Post strongly
16 supports both Section 232 and Section 301
17 tariffs. But in their current form they have no
18 impact on our Chinese competitors who are able to
19 bypass the tariff rules.

20 Our steel U posts are manufactured by
21 roll forming light gauge hot rolled steel, and
22 applying a powder coated finish. This is the

1 same process our competitors use, but we use
2 American made steel.

3 In fact, the steel in the U posts
4 account for over 70 percent of the cost of the
5 final product. The steel is not only on Section
6 232, it is also on the proposed Section 301 list.

7 Yet the finished product steel U post
8 itself is not on either list. As a result,
9 Chinese manufacturers can produce steel U posts
10 in China, using Chinese steel for direct sale to
11 the U.S. without penalty, again, despite the fact
12 that 70 percent of the content of steel is
13 subject to the tariff.

14 For further context, American Post
15 specializes in providing a just in time delivery
16 system for U.S. based customers. However,
17 despite our low-cost business model, the Chinese
18 competitors still hold 85 percent of the U.S.
19 market.

20 This is largely due to lower
21 production costs the Chinese competitors have.
22 Specifically the cost of steel mill articles used

1 to manufacture steel U posts.

2 Chinese steel mills have historically
3 benefitted from subsidies, preferential trade
4 policies, unjustly low wages, and the avoidance
5 of environmental and work force regulations,
6 which have kept their steel prices artificially
7 low.

8 This unfair advantage is not a new
9 development. The issue was brought before the
10 U.S. International Trade Commission in 2002,
11 where the Commission ruled that the U.S. industry
12 was materially injured by reason of less than
13 fair value imports for steel U posts.

14 However, the duties were allowed to
15 sunset in 2008. This already difficult market
16 dynamic has been further compounded since the
17 announcement of 232, which has caused the
18 increase of over 25 percent on U.S. steel prices.

19 This has significantly increased the
20 production costs, while our Chinese competitors'
21 costs remain the same. A 25 percent tariff is
22 needed to level the playing field.

1 The price chart in my confidential
2 submission shows that a 25 percent tariff on
3 Chinese manufacturers will allow us to maintain
4 competitive pricing with minimal impact to the
5 American consumers.

6 In fact, this action would finally
7 give American Posts a level playing field to
8 compete for the business of the nation's largest
9 big box retailers, so that Americans can once
10 again have a choice between buying American and
11 buying Chinese. Orders from just one of the
12 large big box retailers in the U.S., would result
13 in the creation of at least 40 U.S. jobs.

14 In summary, China's unfair trade
15 practices and their ability to bypass steel
16 tariffs has created an unsustainable situation
17 for American Post. Both Section 232 and proposed
18 Section 301 included the hot rolled steel coils
19 used to manufacture U posts.

20 To be effective, the finished product
21 U posts made from the tariff steel must also be
22 added to Section 301 list. Failure to take

1 action will jeopardize the viability of our
2 company.

3 On behalf of American Post, I deeply
4 appreciate your time and consideration of my
5 request.

6 MR. BISHOP: Thank you Mr. Feniger.
7 Our next witness is Chad Severson with
8 InSinkErator.

9 Mr. Severson, you have five minutes.

10 MR. SEVERSON: Thank you. Good
11 afternoon Mr. Tsao and Members of the Section 301
12 Subcommittee.

13 My name is Chad Severson. And I'm the
14 President of InSinkErator. Thank you for the
15 opportunity to appear before you today on behalf
16 of InSinkErator and our 1,400 -- I'm sorry, 1,342
17 employees in southeast Wisconsin who work at the
18 first and the only remaining U.S. manufacturer of
19 food waste disposers.

20 Let me give you a brief introduction
21 to my company. InSinkErator is celebrating its
22 80-year anniversary of manufacturing food waste

1 disposers here in the United States.

2 In fact 100 percent of our food waste
3 disposer production comes from our two U.S.
4 plants located in Racine and Kenosha, Wisconsin.
5 Not only do we manufacture all our disposers in
6 the United States, we source here as well.

7 For example, InSinkErator purchases
8 tens of millions of dollars of U.S. steel every
9 year. We are responsible for over 350 jobs at
10 associated suppliers.

11 I am here today to request that food
12 waste disposers entering the United States under
13 HTS Code 8509.80.20 be included on the list of
14 products subject to tariffs per the Section 301
15 investigation.

16 Inclusion of these products will help
17 protect my 1,342 employees. It will also protect
18 the nearly 100 million in recent investments we
19 have made in U.S. manufacturing.

20 Our employees are dependent on a level
21 playing field here in the United States. The
22 United States is the primary game in town for

1 food waste disposers representing the vast
2 majority of total global demand.

3 While domestic demand in China is
4 microscopic, as a result the Chinese industry is
5 almost entirely export oriented, actually U.S.
6 oriented. Unfortunately, unfairly traded Chinese
7 imports have made recent and troubling inroads in
8 the U.S. market.

9 Disposer imports from China have
10 doubled in the last four years. Over the last
11 decade, during which InSinkErator has been
12 subjected to imbalanced tariffs and intellectual
13 property infringement, disposer imports from
14 China have resulted in a loss of hundreds of
15 millions in sales revenue.

16 We are deeply concerned that the
17 Chinese industry is driven by the policies that
18 Section 301 is designed to address. Specifically
19 rampant intellectual property theft.

20 I am also concerned that the customs
21 duties on disposers are not reciprocal. Which
22 means that we pay high tariffs and have no access

1 to Chinese markets while the Chinese competitors
2 we face enjoy duty-free access to ours.

3 Specifically, our exports into China
4 have historically been subject to a 20 percent
5 tariff currently reduced to a 10 percent on a
6 temporary basis. While exports from China to the
7 United States face no tariff.

8 The intellectual property story is
9 straightforward and deeply troubling. Our
10 Chinese competitors have manufactured and
11 exported products that infringed our patents
12 covering InSinkErator's state of the art grind
13 mechanism shredder plates and antimicrobial
14 additives.

15 That intellectual property is the
16 heart and soul of our product. And represents
17 the primary value add of our Wisconsin workforce.

18 There have also been egregious
19 violations of InSinkErator's trademarks and
20 copyrights. Third parties have copied entire
21 portions of our website content in an effort to
22 sale knock-off disposers.

1 Chinese authorities have also allowed
2 the registration of trademarks in China that are
3 identical or nearly identical to the InSinkErator
4 logo. U.S. authorities would have never dreamed
5 of registering these rip-offs. And examples are
6 in the last page of my testimony.

7 Our efforts to address these
8 infringers in China have tied up company
9 resources that should have been reinvested in my
10 employees and facilities in Wisconsin, not with
11 Chinese lawyers.

12 These intellectual property issues
13 occur against a backdrop of Chinese state
14 policies designed to encourage Chinese production
15 of environmental goods like food waste disposers.
16 As noted in the Section 301 report, environmental
17 goods have been designated a strategic emerging
18 industry by the Chinese State Council.

19 It is clear, our industry has a target
20 on its back. And we need the U.S. government to
21 act through the Section 301 process.

22 Lastly, I want to reiterate the non-

1 reciprocal tariff regime for food waste
2 disposers. Imports into China of U.S. disposers
3 are subject to varying duties between 10 and 20
4 percent, while imports into the United States
5 enter duty free.

6 This is exactly the type of situation
7 the President has told the people of Wisconsin
8 that he would stop.

9 Thank you for your time. I am happy
10 to answer any of your questions.

11 MR. BISHOP: Thank you Mr. Severson.
12 Our next witness is Michael Stateczny of New
13 Castle Stainless Plate.

14 Mr. Stateczny, you have five minutes.

15 MR. STATECZNY: Thank you Committee
16 Members, for holding this hearing today. And for
17 allowing me to testify on behalf of the Coalition
18 of Energy Equipment Manufacturers, CEEM.

19 My name is Mike Stateczny. I am the
20 President and Chief Executive Officer of
21 Newcastle Stainless Plate based out of Newcastle,
22 Indiana.

1 CEEM is a coalition of U.S.
2 fabricators that manufacture highly specialized
3 industry components that are necessary to
4 produce, store, transport, and refine oil and gas
5 and related products. As well as other mission
6 critical applications vital to the functioning of
7 an advanced economy.

8 I am here today to ask that process
9 industry components for the energy related and
10 refining industries be included in the final list
11 of products covered by the Section 301 action.

12 Much like the steel industry, U.S.
13 fabricators that manufacture these critical
14 components have been hit especially hard in the
15 last few years by unfair competition from foreign
16 companies.

17 Heavily subsidized foreign
18 corporations have begun dumping fabricated energy
19 equipment at prices that are often below the cost
20 of materials for the same equipment manufactured
21 in the United States.

22 This is an intentional effort on the

1 part of companies and countries to avoid the
2 duties that are already in place. And has made
3 it nearly impossible for U.S. companies to
4 compete in the open market for fabrication jobs,
5 many that are being utilized within a few miles
6 of U.S. manufacturing facilities.

7 This has resulted in a substantial
8 loss of high paying jobs in the manufacturing
9 sector. Especially in equipment for offshore oil
10 and gas production and in refining operations.

11 This will only continue to happen and
12 get far worse unless the federal government
13 intervenes in a meaningful way.

14 Whilst we support the Administration's
15 goal of protecting our national security, the
16 Section 232 steel tariffs are having the harmful
17 effect of undermining the competitiveness of U.S.
18 manufacturers by increasing the material cost to
19 fabricators for components critical to both
20 national security and energy independence.

21 To that end, it is imperative that the
22 specific issues of energy equipment fabricators

1 be addressed in the overall plan to combat
2 discriminatory practices of many of our foreign
3 trade competitors.

4 While the current list of proposed
5 products subject to the Section 301 action
6 includes many upstream steel products, it does
7 not include process industry components that are
8 also manufactured in China, and are already
9 flooding into the U.S. market.

10 We feel that it is appropriate to
11 include these components critical to our national
12 security and energy independence, within the
13 scope of the expanded Section 301 petition that
14 is currently under consideration.

15 Failure to do so, could literally wipe
16 out most of the U.S. fabricators that manufacture
17 this equipment. Thereby eliminating the ability
18 to domestically produce these highly specialized
19 components.

20 The ability to design, engineer, and
21 fabricate components critical to our national
22 security and energy independence is of paramount

1 importance in relation to U.S. innovation.
2 China's trade practices have decimated our ASME
3 qualified companies with dumped, subsidized and
4 predatory pricing practices.

5 There remain roughly six thousand
6 companies operating within this space that
7 produce components critical to the U.S. economy
8 in times of peace, as well as building defense
9 related articles during times of war. Being a
10 lifer in the steel industry, I can tell you, it
11 was only a couple of decades ago, there were
12 sixteen thousand companies that had ASME
13 credentials.

14 To close, I would like to provide you
15 with a specific example that demonstrates just
16 how egregious some of our foreign competitors
17 have become. A U.S. fabricator lost an order for
18 a refinery upgrade in Montana where they have a
19 shop in Idaho that has always enjoyed a close
20 relationship to the customer based on service and
21 quality.

22 Being by far the closest fabricator

1 with the capability to manufacture such a
2 product, and given the fact that the
3 transportation of such large scale equipment to
4 the job site makes up a substantial portion of
5 the overall cost of the project, the company held
6 a very competitive advantage in winning the job.

7 The U.S. company quoted a price of 1.9
8 million dollars installed. And felt this was a
9 very aggressive price based on U.S. plate prices,
10 after the imposition of duties on carbon and
11 alloy plate in March of 2017.

12 A foreign fabricator took the order
13 for 900 thousand dollars. Which was less than
14 the material cost in the United States.

15 Making matters worse, a well-respected
16 logistics consultant with experience in ocean
17 shipping, river barging and offloading to the
18 point of installation, confirmed the cost of
19 transportation was 600 thousand dollars.

20 Clearly this is an outrageous example
21 of dumping and subsidization as no private
22 enterprise could sell components for 300 thousand

1 dollars based on the raw material cost and the
2 steel plate alone.

3 Thanks again for the opportunity to
4 speak on behalf of American workers and companies
5 that make mission critical components for our
6 energy independence and national security.

7 MR. BISHOP: Thank you Mr. Stateczny.
8 Our final witness on this panel is Scott Lechner
9 of Zoeller Pump Company.

10 Mr. Lechner, you have five minutes.

11 MR. LECHNER: First I want to thank
12 this 301 Committee for considering our position
13 on this important initiative. My name is Scott
14 Lechner and I represent Zoeller Pump Company, a
15 family-owned business.

16 But more importantly, I represent
17 seven hundred U.S. employees who manufacture just
18 about -- just under 200 million dollars in
19 domestic sales. And we have manufacturing
20 facilities in Kentucky, Indiana, Texas, and
21 Wisconsin, with numerous vendors, local vendors
22 who supply our components to us.

1 Zoeller manufactures centrifugal water
2 pumps. Specifically product code 8503.00.65.

3 These products move water in every different way
4 from potable drinking water, to industrial pumps,
5 to irrigation pumps, to gray effluent pumps, and
6 yes, even sewage pumps.

7 And I think everyone is aware of the
8 global importance of moving water. Which is, and
9 will continue to be among the most important
10 natural resources we have globally.

11 We feel Zoeller is an American success
12 story. Zoeller divisions started in 1866
13 manufacturing windmills and hand pumps.

14 And we've been in the water business
15 ever since. Currently 85 percent of our products
16 are still manufactured in the United States.

17 In fact, we recently made a decision
18 to repatriate a half million motors from Mexico
19 back in the United State for quality
20 considerations and our Made in America campaign.
21 All Zoeller Company is looking for is an even
22 playing field.

1 Thus, we are in favor of the proposed
2 301 action. Zoeller is the market leader in sump
3 and sewage pump products in the United States
4 with a dominant market share.

5 Zoeller products do have acquired IP
6 distinctiveness. As a result, our pumps are the
7 most knocked off products in the industry, with
8 China suppliers even copying our casting part
9 numbers when they copy our pumps.

10 And as it was stated previously in
11 this hearing from other visitors, it is difficult
12 to take your major customers to court over the IP
13 issues. And in fact, some of our major customers
14 are the ones taking our pumps over to China and
15 saying here, copy these so we can knock them off.

16 In addition, we have seen China
17 subsidize machined raw material products cheaper
18 than what -- then the per pound raw material
19 costs that we can purchase it at at market
20 pricing.

21 And for a company -- for a privately
22 owned company that stands on the four pillars of

1 quality, service, innovation, and integrity, this
2 has been hard to comprehend.

3 Recently, Zoeller has embarked on an
4 Empower the American Worker campaign, which has
5 been quite well received in the marketplace.
6 However, with state mandated laws stating that
7 Made in the USA must use 100 percent U.S. sourced
8 materials, it puts these cheaper import guys
9 pretty much on an even playing field to us as
10 we're 92 to 94 percent made in the USA.

11 And they can simply throw the flag on
12 the box and say engineered in USA, designed in
13 USA, and things like that. Even though we do
14 manufacture in the USA.

15 In conclusion, what we're looking for
16 is an even playing field. It is anticipated that
17 the proposed 301 tariffs will help legitimize --
18 legitimately level the playing field.

19 Although it may not give Zoeller
20 relief in terms of IP theft, it will make China
21 knock offs and made products less appealing,
22 strengthening our U.S. manufacturing proposition.

1 And it will result in other
2 manufacturers rethinking decisions and possibly
3 moving jobs back to the United States. We think
4 this can be a boom for others besides just the
5 pump manufacturers like Zoeller Pump Company.

6 I want to thank you for your time and
7 attention.

8 MR. BISHOP: Thank you Mr. Lechner.
9 Mr. Chairman, that concludes direct testimony
10 from this Panel.

11 CHAIR TSAO: Great. Thank you. I
12 want to turn to my colleagues to see if there are
13 any questions?

14 MR. AMDUR: Again, Alexander Amdur
15 from Customs and Border Protection.

16 MR. BISHOP: We need you a little
17 closer to your mic, please.

18 MR. AMDUR: Okay. Again, Alexander
19 Amdur from Customs and Border Protection. I have
20 a question for Mr. Czachor.

21 You indicate there's only one
22 remaining domestic stainless steel keg

1 manufacturer using domestic stainless steel in
2 the United States. Approximately how long would
3 it take for you to ramp up capacity to meet
4 domestic demand if tariffs were placed on Chinese
5 stainless steel beer kegs?

6 MR. CZACHOR: All right, even with a
7 large tariff placed on Chinese import kegs, it's
8 unlikely that they would stop importing. It
9 would just be reduced significantly.

10 Our time to ramp up would be a matter
11 of weeks to months. And we would be able to
12 accommodate a large portion of that.

13 In addition, there are other
14 suppliers, mainly European and Mexican suppliers
15 that import into this country. The key
16 difference is, it's not subsidized or dumped low-
17 cost steel.

18 So, the industry would not miss a
19 beat.

20 MR. MITCHELL: Stevan Mitchell from
21 the Department of Commerce. A similar question
22 for Mr. Feniger.

1 You indicated that you're the only
2 remaining domestic manufacturer of steel U posts
3 for the lawn and garden industry. And the
4 Chinese manufacturers are currently supplying 85
5 percent of the U.S. market.

6 How long would it take for the
7 domestic industry to ramp up capacity to meet
8 domestic demand if tariffs were placed on the
9 import of these products from China?

10 MR. FENIGER: I have a similar answer
11 to him on the sense of that imports will still
12 continue to happen. But, American Post could
13 ramp up their production levels within two to
14 four months to handle most of, 75 to 80 percent
15 of the domestic market, seeing that we're only
16 running at 35 capacity -- 35 percent capacity
17 today.

18 And the impact on the consumer would
19 only be 20 to 40 cents per unit additional cost
20 to be able to buy an American product. And over
21 the last ten years, we've seen that that's not an
22 issue, seeing that Ace Hardware has had that in

1 their stores since we opened the doors of our
2 facility.

3 CHAIR TSAO: Arthur Tsao, USTR. This
4 question is for Mr. Baer.

5 Mr. Baer, you indicated that you're
6 the only remaining U.S. mass producer of LCD
7 televisions. In your opinion, if tariffs were
8 placed on imports of both the finished TVs and
9 the LCD screens, you know, from China, what would
10 the effect be on consumer pricing?

11 MR. BAER: I think the effect on
12 consumer pricing at that point would be an
13 increase. Because you would have then eliminated
14 the ability to have a domestic market.

15 I think the value of having the key
16 component, the panel, which is 70 to 75 percent
17 of the cost of the TV and not available in the
18 U.S., having that component available, being off
19 the list and allowing that to come in without the
20 additional duty allows not only Element but
21 multiple producers to come into this marketplace,
22 employ thousands of U.S. workers and assemble

1 televisions here in the U.S.

2 MR. SULBY: Ari Sulby, Department of
3 State. Question for Mr. Severson.

4 What would be the expected impact on
5 U.S. consumers of food waste disposals from China
6 being the subject to the 301 tariffs?

7 MR. SEVERSON: Yes. Thank you for the
8 question. I think, you know, one thing to look
9 at is we participate in all levels of the
10 marketplace.

11 From the very aggressive MRO part of
12 the business to builder parts of the business and
13 frankly. So, it's not as if there is one section
14 of the marketplace that is subject to imports or
15 not.

16 And so frankly, I believe there will
17 be little or no impact based on the fact that we
18 are competing at all of those levels. And have
19 multiple channel partners competing for business
20 in those levels.

21 MS. PETTIS: Maureen Pettis,
22 Department of Labor. This is a question for Mr.

1 Stateczny.

2 Approximately how long would it take
3 your domestic industry to ramp up capacity and
4 meet domestic demand if process industry
5 components imported from China were subject to
6 tariffs?

7 MR. STATECZNY: Tomorrow. Tomorrow.
8 There is so much underutilization amongst our
9 U.S. fabricators, designers, and engineers.

10 That it's just heartbreaking to see
11 shops stand empty as barge after barge of Chinese
12 process industry equipment goes through the
13 Houston ship channel for destinations involving
14 LNG installations, ethylene crackers, et cetera.

15 So there's ample capacity. Our
16 membership stands ready to produce a quality
17 product on time, engineered to the highest
18 standards.

19 And much of the Chinese material
20 that's coming in actually has to be reworked,
21 because it doesn't meet the AM semi code
22 standard. So actually there's a cottage industry

1 developing amongst some of fabricators where
2 they're actually reworking Chinese -- a product
3 that is not up to standard.

4 So, it's a very, very quick ramp up
5 period. Literally tomorrow. We stand ready.

6 MR. SULBY: Question for Mr. Branson.
7 You indicated that adding certain air
8 conditioners, heat pumps, and gas furnaces to the
9 tariff list will not impose significant harm on
10 U.S. consumers.

11 Can you expand on how you reached that
12 determination?

13 MR. BRANSON: Certainly. With the
14 tariffs that have already been in place and the
15 additional 301s, there is definitely an increased
16 cost to manufacturing these products.

17 Even if those parts aren't purchased
18 from China, there is a migration upward in the
19 market price. However, it's -- and we've even
20 seen that pass through.

21 So certainly there will be an impact
22 to them. But I think it would be -- the benefit

1 to the U.S. economy in having additional workers
2 and manufacturing here domestically is of great
3 value.

4 And having the products here and the
5 quality that is received is of value as well.
6 But there definitely will be an increase in
7 price.

8 MS. BONNER: This question is for Mr.
9 Beckwith. I'm Sarah Bonner from the US Small
10 Business Administration.

11 In your written testimony you indicted
12 that low to mid end consumer scopes are generally
13 not manufactured in the United States. Are these
14 products available from manufacturers outside of
15 Chinese manufacturers?

16 And also, are there additional issues
17 that might be concerns for U.S. small businesses
18 operating in FTZs that this Committee should be
19 considering?

20 MR. BECKWITH: Absolutely. So, to
21 answer your first question, China is the only
22 place that makes these scopes. They're not

1 available anywhere else at this point.

2 MS. BONNER: Um-hum.

3 MR. BECKWITH: To answer your second
4 question, I absolutely think, and there's going
5 to be testimony presented by a group representing
6 foreign trade zones later this week, but I
7 completely agree with their testimony.

8 And the fact that a lot of those
9 foreign trade zones were set up so that U.S.
10 companies, particularly small ones like ours
11 could continue to compete with foreign source
12 products.

13 So when you have, we've mentioned duty
14 inversion earlier, when you have the ability to
15 sell the product as if it is a component of the
16 final product, rather than the duty rate as if it
17 was sold separately, levels the playing field
18 with any who might import that product.

19 So, and to use my example earlier, and
20 a scope, for example, on an air gun. It can be
21 anywhere between 20 to 40 percent of the value of
22 that air gun, depending upon what kind of scope

1 you're putting on it.

2 And if the foreign source supplier is
3 taking that same scope from that same factory,
4 putting it on their air gun, and then bringing it
5 in at a 4 percent rate, and yet we are going to
6 have that particular product be a 40 percent up
7 from 4, losing the protection of the foreign
8 trade zone, you really are negating the reason it
9 was set up in the first place.

10 MS. BONNER: Thank you.

11 MS. KORKOS: All right. Nicole Korkos
12 from CEA. And my question is for Mr. Lechner.

13 So you indicted that there are few
14 remaining manufacturers of centrifugal pumps.
15 And that approximately 60 percent of the 2.5
16 million household sump pumps imported per year
17 come for China.

18 Approximately how long would it take
19 for the domestic industry to ramp up capacity to
20 meet domestic demand if tariffs were placed on
21 imports of these products from China?

22 And also, from which countries do the

1 other 40 percent of imported pumps originate?

2 MR. LECHNER: Well, I'd go back just -
3 - I've been in this industry for 30 years, and
4 I'd go back 15 years ago and there were 25
5 competitive pump companies domestically in the
6 United States.

7 They eventually got bought out by the
8 conglomerates, Pentair, Franklin Electric, ITT,
9 and all these smaller companies got bought out.
10 And consequently all their manufacturing went
11 over to China and Asia.

12 So, and the other thing that's
13 interesting too, is that the retail shelves, when
14 15 years ago most of the practical retail shelves
15 had domestic products. When the China product
16 came in, those retails did not go down. They
17 stayed the same.

18 So, the margins went to these -- to
19 the big merchants. Right now, there's only us
20 and another manufacturer still manufacturing any
21 substantial throughout the United States.

22 I would venture to say these tariffs

1 went into effect, the pricing for the first year
2 would be absorbed by the retailers and so forth.
3 It would go up, the pricing would go up.

4 Those retailers could absorb those.
5 They're making a huge margin on this product now.
6 And I would say in about a year, a year and a
7 half there could be reaction to bringing that
8 manufacturing.

9 Most of the manufacturing is like in
10 Ohio and some of these places are just skeletons.
11 The manufacturing equipment is even still there.

12 So, the companies could react rather
13 quickly. Sorry for the long answer.

14 CHAIR TSAO: Sorry sir, a quick follow
15 up. So in addition to China, are there other
16 countries where these pumps can come from?

17 MR. LECHNER: There are. I mean,
18 Italy depending on what the exchange rate is,
19 there are some Italian pumps coming in.

20 But, largely it's China for the United
21 States. When the exchange rate is favorable, you
22 see some Italian pumps come in now and then.

1 CHAIR TSAO: Thank you.

2 MR. AMDUR: I have a follow up
3 question for Mr. Baer. So, in your testimony you
4 expressed some concerns about potential
5 circumvention.

6 And you proposed a potential remedy
7 about a certain -- on tariff shifts. And can you
8 just in plain English describe what you're trying
9 to achieve through these requirements?

10 MR. BAER: Certainly. The primary
11 issue, at least with respect to our products, is
12 a rule of origin issue. And so the idea is that
13 as we sit here today, Chinese producers are
14 moving subassemblies and components to other
15 countries.

16 And so countries that perhaps never
17 have assembled or manufactured TVs, you'll see a
18 massive -- assuming these duties go in place,
19 you'll see a massive spike in imports from places
20 like Thailand and Vietnam.

21 Because what they've done is they've
22 just simply moved a final assembly location from

1 inside of China to inside of a different country.
2 And then shipped the product to the U.S.

3 And so the key important piece is to
4 define a rule of origin, so to speak, for the 301
5 duty that says look, if you want to put this
6 penalty in place for these Chinese companies, you
7 can't just let them simply move across a border
8 and do the same thing they're doing, and have no
9 effect.

10 MR. AMDUR: Okay. Thank you.

11 MR. BAER: You're welcome. Thank you.

12 MR. BISHOP: We release this Panel
13 with our thanks. And we invite our next Panel.
14 Please come forward and be seated.

15 (Whereupon, the above-entitled matter
16 went off the record at 2:46 p.m. and
17 resumed at 2:50 p.m.)

18 CHAIR TSAO: Good afternoon. For the
19 record we have a new -- we have some new members
20 to the Section 301 Committee.

21 For the record, my name is Arthur
22 Tsao, USTR.

1 MR. O'BYRNE: Bryan O'Byrne, Small
2 Business Administration.

3 MR. SULBY: Ari Sulby, Department of
4 State.

5 MS. HOWE: Julia Howe, USTR.

6 MS. SALZMAN: Rachel Salzman,
7 Department of Commerce.

8 MR. STEPHENS: Andrew Stephens, U.S.
9 Department of Agriculture.

10 MS. PETTIS: Maureen Pettis,
11 Department of Labor.

12 MR. AMDUR: Alexander Amdur, U.S.
13 Customs and Border Protection.

14 MR. BISHOP: Our first witness on this
15 Panel is Nathan Bowen with the National
16 Association of State Departments of Agriculture.

17 Mr. Bowen, you have five minutes.

18 MR. BOWEN: Thank you for the
19 opportunity to testify today on behalf of NASDA.
20 My full written testimony has been submitted for
21 the record.

22 While NASDA appreciates and agrees

1 with the Administration's findings of China's
2 restrictive economic and trade policies, we are
3 concerned about the potential ramifications to
4 U.S. agriculture. Especially when crop prices
5 are down 40 percent since 2013, and farm income
6 is down 50 percent.

7 Instead of new tariffs, we believe
8 bilateral negotiations and engaging a coalition
9 of like-minded countries will more effectively
10 advance the Administration's goal of free and
11 fair trade with China, while minimizing the risk
12 to agriculture.

13 NASDA represents the Commissioners,
14 Secretaries, and Directors of the State
15 Departments of Agriculture. State Departments of
16 Agriculture are responsible for a host of
17 regulatory programs, export promotion, and for
18 managing programs that facilitate exports.

19 It is imperative that U.S. producers
20 not lose ground in the vital Chinese market.
21 China was the second largest export market for
22 U.S. ag products in 2017, as the U.S. sent more

1 then 19.6 billion dollars in exports to China.

2 While U.S. agriculture has largely
3 benefitted from the more open Chinese markets,
4 serious challenges to fully access the market
5 still exists. And we look forward to working
6 with the Administration to address.

7 In trade disputes ag products are
8 often the first line of attack. And the current
9 dispute with China is no exception.

10 For example, just days after the U.S.
11 imposed Section 201 tariffs on solar panels and
12 washing machines, the Chinese government launched
13 an investigation into U.S. sorghum imports. And
14 then imposed a 179 percent preliminary anti-duty
15 -- anti-dumping duty on U.S. sorghum.

16 And in response to U.S. Section 232
17 tariffs on steel and aluminum, China announced
18 tariffs of roughly two billion on U.S. food and
19 ag exports.

20 That same week China proposed levying
21 additional tariffs on U.S. ag and food products,
22 impacting approximately 16.5 billion worth of

1 U.S. exports. The announcement came just hours
2 after the U.S. proposed implementing 50 billion
3 worth of tariffs in response to this Section 301
4 investigation.

5 At a time when crop prices are down
6 and farm income has fallen 50 percent, farmers
7 cannot afford additional tariffs. While China
8 has not yet implemented these proposed tariffs,
9 American agriculture is already starting to see
10 signs of obstruction in the marketplace,
11 including delaying U.S. product entering the
12 country.

13 NASDA understands, there are
14 legitimate commercial concerns that need to be
15 addressed stemming from this investigation.
16 However, NASDA strongly believes that all
17 bilateral and multilateral negotiating
18 opportunities should be exhausted before the U.S.
19 imposes additional duties on Chinese products.

20 We urge the U.S. government to
21 negotiate with China in order to avoid a trade
22 confrontation and eliminate the need to impose

1 tariffs. Thus in response to USTR's request,
2 NASDA recommends no products be subject to
3 increased duties, no increase in the rate of
4 duties, and no additional duties be levied at
5 this time.

6 Trade actions that trigger
7 retaliation, threaten real jobs. And follow this
8 proportionately on agriculture.

9 Tariffs may propose some short term
10 relief to a few industries, but they will also
11 increase consumer and business costs and lead to
12 retaliation. Instead, NASDA urges and stands
13 ready to support bilateral negotiations to avoid
14 the negative impact of increased tariffs or other
15 restrictions on economic engagement with China.

16 Moreover, NASDA urges the
17 Administration to pursue full enforcement of
18 existing international and domestic trade rules.
19 Including the initiation of additional WTO cases.

20 We encourage engagement with our trade
21 partners. And the utilization of regional and
22 global challenges in order to reduce and

1 eliminate trade and investment impediments
2 deployed by China.

3 In conclusion, while there are
4 legitimate issues for the Administration to
5 address with China, it is imperative these issues
6 be addressed with the coalition of like-minded
7 countries in order to ensure U.S. agriculture
8 producers are able to continue to take advantage
9 of export opportunities with the vital Chinese
10 market.

11 Again, thank you for the opportunity
12 to testify today.

13 MR. BISHOP: Thank you Mr. Bowen. Our
14 next witness is Ed Brzytwa of the American
15 Chemistry Council.

16 Mr. Brzytwa, you have five minutes.

17 MR. BRZYTWA: Thank you. The American
18 Chemistry Council appreciates the opportunity to
19 testify today.

20 I plan to use the next few minutes to
21 highlight four key points from our public
22 comments, describe the real world impacts of

1 China's proposed retaliation on U.S. chemical
2 manufacturers.

3 First, China's proposed retaliatory
4 tariffs on U.S. chemicals could not be more ill-
5 timed for our industry and our country. We are
6 an 800 billion dollar enterprise with 822,000
7 workers and 194 billion dollars in announced U.S.
8 investments.

9 We are the top U.S. exporting industry
10 with 181 billion dollars in exports in 2017. And
11 we expect to have a trade surplus of 73 billion
12 dollars by 2022.

13 Nearly a third of U.S. chemical
14 manufacturing jobs depend on exports. Given this
15 potential for growth, we are deeply concerned
16 about the impact of tariffs on our industry.

17 Second, our primary concern is the
18 threat of retaliation by China. Forty percent of
19 the products on China's initial retaliation list
20 relate to chemicals.

21 These products are largely basic
22 chemicals, plastic resins, and some specialty

1 chemicals as well as some finished forms of
2 plastics. China is a key export market for U.S.
3 made chemicals.

4 That China has included these products
5 on its tariff list is a recognition of the
6 competitiveness of the U.S. chemicals industry
7 and the challenge it poses to China's own fast
8 growing chemical sector. Enabling a retaliatory
9 trade war will only advantage China's growing
10 industry at the expense of America's production.

11 China's tariff's will hit the U.S.
12 chemicals industry not once, but twice. By
13 closing the China market both to our exports and
14 to exports of products using chemicals in their
15 production. For example, agricultural goods and
16 automotive products.

17 The tariffs on downstream products
18 will lead to less demand for those products. And
19 therefore less demand for U.S. made chemicals.
20 ACC estimates that as many as 24 thousand U.S.
21 jobs and the chemicals in downstream sectors
22 would be lost.

1 Third, we agree that USTR has
2 identified the right set of problems in China.
3 Intellectual property theft and enforced
4 technology transfer are challenging issues for
5 our industry.

6 However, punitive tariffs against
7 China are not the solution. Neither the threat
8 of tariffs nor their application will change
9 China's mercantilist behavior.

10 Imposing increased duties on the
11 products in the annex to the Federal Register
12 notice would not be practicable or effective to
13 obtain the elimination of China's acts, policies,
14 and practices. These duties, if applied, would
15 cause disproportionate economic harm to U.S.
16 interests including SMEs and consumers.

17 Fourth, about five percent of the
18 products in the U.S. annex are related to
19 chemicals. We urge USTR to remove these products
20 from the list and reconsider the inclusion of so
21 many vital inputs that U.S. manufacturers use to
22 further their operations and support American

1 jobs in manufacturing.

2 I would like to conclude my remarks by
3 sharing a few firsthand accounts from ACC's
4 members on the damaging real world impacts these
5 tariffs would have on their businesses.

6 One company reports that a number of
7 its U.S. source specialty plastic products are on
8 China's list. The overall direct impact to this
9 company is likely to be into the millions of
10 dollars.

11 It's also worried about the indirect
12 downstream impact of the tariffs which they
13 expect to be significant. The tariffs will
14 incentivize off shoring. The company anticipates
15 moving the production of these materials to its
16 European or Asian operations.

17 Some ACC members are specialty polymer
18 producers serving global markets from U.S. based
19 plants and competing with non U.S. suppliers.
20 China's retaliatory tariffs will weaken the
21 competitiveness of the U.S. producers in very
22 important export markets.

1 Some producers will reduce or end
2 production in the United States in order to
3 maintain access to China's market. And others
4 will be greatly disadvantaged.

5 The tariffs could also result in
6 significant supply chain interruptions for
7 critical applications such as healthcare and
8 water purification.

9 A number of ACC members are invested
10 in agricultural crop protection. A 25 percent
11 tariff on U.S. soybean imports to China would
12 lead to loss of earnings and redirection of trade
13 flows to Argentina and Brazil, making the U.S.
14 crop protection market less attractive.

15 Some ACC members research, develop,
16 and manufacture catalyst, catalyst basis, and
17 absorb into the U.S. and then export to China for
18 use in oil refining processes.

19 The products would face a 31.5 percent
20 applied tariff to the border of China,
21 contributing tens of millions of dollars in
22 additional duties. Lower cost competitors would

1 gain more Chinese customers, become stronger in
2 China and globally, undermining U.S.
3 competitiveness.

4 A preferred pathway to solving these
5 problems is constructive, thorough, and sustained
6 negotiations focused on pragmatic solutions to
7 the challenges of China's mercantilist policies.

8 We are pleased that the U.S. and China
9 have begun to negotiate. We strongly urge both
10 sides to avoid the imposition of tariffs.

11 We'd welcome the opportunity to
12 discuss alternative ways to change China's
13 behavior in the question and answer period.
14 Thank you for your time.

15 MR. BISHOP: Thank you Mr. Brzytwa.
16 Our next witness is Joseph Cohen of Snow Joe,
17 LLC.

18 Mr. Cohen, you have five minutes.

19 MR. COHEN: Thank you. Good
20 afternoon. I'm Joseph Cohen, the founder and CEO
21 of Snow Joe. I'd like to testify today that
22 imposing tariffs on certain snow removal products

1 would harm American consumers and businesses in
2 the United States. Thank you for this
3 opportunity.

4 I launched Snow Joe as a junior in
5 high school more than a decade ago. The goal was
6 to help Americans clear out snow during a storm
7 with a better, more affordable tool. When I
8 founded the company, we sold only one product, an
9 electric snow shovel that you could buy for less
10 than \$100. Called the Snow Joe, we took our
11 first order with television channel QVC. The
12 product sold out in seven minutes and our company
13 was born.

14 Fourteen years later, Snow Joe is a
15 thriving and rapidly growing company which
16 creates work for hundreds of Americans and
17 achieves retail sales greater than one quarter
18 billion. We take pride in our continued
19 development of innovative and high-quality
20 outdoor tools that make American consumers' lives
21 easier and safer in the winter months. I have
22 attached, with a copy of the testimony, some

1 example products.

2 We invest heavily in American R&D and
3 provide work for approximately 300 people,
4 primarily in the greater New Jersey and New York
5 areas. Next month, we are opening a new 277,000
6 square foot state-of-the-art distribution and
7 test facility in Mahwah, New Jersey that will
8 support at least 100 more jobs. We are also
9 expanding into Washington State with a planned
10 200,000 square foot facility in 2020.

11 Because we are a company founded on
12 American ingenuity, Snow Joe recognizes the
13 importance of fair and reciprocal trade and
14 protecting intellectual property rights. We,
15 therefore, appreciate the goals that the
16 administration has set to promote these policy
17 priorities. However, we believe that several of
18 the proposed tariffs would cause undue harm to
19 our customers and to our company without
20 addressing the stated concerns of the
21 administration.

22 Although Snow Joe snow throwers and

1 shovels are designed and developed in the United
2 States, they are manufactured in China out of
3 necessity. To be clear, we source what we can
4 from the United States. For example, we produce
5 ice melt in Delaware. But let me explain why we
6 had to turn to China for manufacturing of these
7 snow tools.

8 When I launched the company, I looked
9 for U.S. suppliers of gas-free powered snow
10 products in the United States but found none. I
11 have not found any such U.S. suppliers over the
12 past 14 years. Today, I am not aware of any
13 significant production of any such products
14 anywhere in the world outside of China.

15 U.S. manufacturing of our products is
16 out of the question today and here's why. The
17 manufacturing of these powered snow tools in the
18 U.S. would require the building of a new
19 production facility from scratch with massive
20 investment. However, such investment would take
21 years before production would be realized. The
22 seasonal nature of these products, which are

1 generally sold between September and January each
2 year, diminishes incentives for U.S. production.
3 For a small and medium-sized company like mine,
4 such an investment simply is not commercially
5 feasible.

6 Because Snow Joe's tools are marketed
7 and sold for home use, the primary users of these
8 products are ordinary do it yourself families and
9 individuals looking for a better way to clear out
10 snow. Our customers seek out our affordable
11 products at times when they need them the most,
12 such as during a serious snow storm. The
13 imposition of a significant tariff on Snow Joe's
14 powered snow products would harm our customers
15 who rely on these products during such times of
16 need. Without any alternatives sourcing options,
17 we would be unable to offset the impact of the
18 tariffs by purchasing domestically or from
19 another country. Because of the complexities,
20 costs, and startup time associated with building
21 a new factory in the United States, the limited
22 supply options would persist well into the

1 foreseeable future. The result undermines the
2 stated goals of the administration in proposing
3 these tariffs.

4 For example, in seeking to address
5 China's trade practices, the administration
6 indicated its intent to target tariffs on
7 products benefitting from China's industrial
8 policy such as Made in China 2025. Snow Joe's
9 consumer snow products are not a focus of China's
10 industrial policies or its efforts to challenge
11 U.S. leadership in high technology sectors, nor
12 is Snow Joe aware of any instances of Chinese
13 intellectual property theft with respect to these
14 products.

15 Moreover, because there is no known
16 U.S. or significant third country supply for
17 powered snow tools, the imposition of tariffs
18 would essentially result in a tax on U.S.
19 consumers who rely on these products. The
20 proposed tariffs would also disproportionately
21 harm the small and medium-sized businesses such
22 as mine that provide these useful snow removal

1 tools.

2 For these reasons, Snow Joe
3 respectfully requests that the USTR exclude from
4 its proposed list the specific tariffs
5 highlighted in our submission, which cover
6 electric and cordless snow blowers and snow
7 shovels.

8 Thank you for this opportunity to
9 present these views today and I'm happy to answer
10 any questions during the Q and A session.

11 MR. BISHOP: Thank you, Mr. Cohen.
12 Our next witness is Linda Dempsey with the
13 National Association of Manufacturers. Ms.
14 Dempsey, you have five minutes.

15 MS. DEMPSEY: Thank you. The National
16 Association of Manufacturers, the NAM, is the
17 oldest and largest manufacturing association in
18 the United States, representing more than 14,000
19 manufacturers, small and large, in every
20 industrial sector in all 50 states.
21 Manufacturing employs 12.6 million U.S. workers
22 and had a record \$2.25 trillion in output in

1 2017, about half of which was exported.

2 Manufacturers have been energized by
3 the President's commitment to manufacturing
4 opportunities across the country. His leadership
5 in securing tax reform and addressing excessive
6 regulation has helped free manufacturers to grow
7 and invest in America. That leadership has also
8 highlighted the urgency of addressing foreign
9 market distortions that have held our
10 manufacturers back for too long. Nowhere is that
11 focus more important than China, which presents
12 both major challenges and opportunities for our
13 manufacturers.

14 Consider that our manufacturers sell
15 more to China than to any other country outside
16 of Canada and Mexico and those exports alone
17 support hundreds of thousands of U.S.
18 manufacturing jobs.

19 U.S. manufacturing goods exports to
20 China have grown five-fold since China joined the
21 WTO, reflecting both China's market openings and
22 economic growth resulting from that accession.

1 China is now the number one consumer market in
2 the world for cars, food, and many other
3 products, with an economy four times bigger than
4 it was in 2001 and a middle class that has grown
5 by hundreds of millions of new entrants.

6 Our manufacturers need to tap into
7 that enormous growth to support and create more
8 good paying manufacturing jobs here at home.
9 Yet, our manufacturers have long-faced a wide
10 range of distortive activities in China,
11 including many extensively documented by this
12 investigation. Those barriers limit U.S.
13 exports, distort market conditions in the U.S.
14 and third countries, and result in the theft and
15 mistreatment of U.S. property and investment.
16 Those activities have crippled manufacturers and
17 their workers and urgent solutions are required.

18 The United States has taken many
19 actions to address these challenges, some
20 successful, others less so, including more than
21 20 WTO challenges, 150 trade remedy cases, more
22 than 100 Section 337 IP actions, bilateral

1 negotiations, and ongoing work with our allies.
2 While these approaches must remain part of the
3 solution, they are not sufficient and create no
4 framework to bind China to deeper, broader,
5 international rules.

6 The NAM, therefore, urges the
7 administration to seize the moment with a strong
8 solutions-based approach. As NAM president and
9 CEO, Jay Timmons explained in a letter to the
10 President on January 8, the most effective path
11 forward is a comprehensive and strategic approach
12 that has at its core a modern, innovative,
13 bilateral trade agreement that restructures our
14 economic relationship with China. Such an
15 agreement must eliminate Chinese barriers, raise
16 Chinese standards, and create new rules to
17 prohibit market distorting practices that violate
18 free markets and fair competition and create
19 binding and neutral enforcement to address
20 cheating and violations. This approach
21 represents the best way to treat the disease, not
22 just the symptoms.

1 We appreciate the administration's
2 efforts to identify and solve these important
3 problems and the clear signal-centering
4 discussions in Beijing.

5 This Section 301 investigation has
6 certainly raised the level of focus here and in
7 China and we hope it will provide just the
8 opening to move forward aggressively on a
9 strategic new approach, yet the actual imposition
10 of tariffs, themselves, would not solve the
11 underlying problems. All of the U.S. proposed
12 tariffs are on manufactured goods imports and
13 many would impact inputs critical to sustain
14 U.S.-based manufacturing. While tariffs may
15 provide short term relief to some, we are hearing
16 regularly and broadly from manufacturers across
17 the country who are deeply concerned about the
18 harmful, albeit unintended impacts of the
19 proposed tariffs and their impact on
20 manufacturing and jobs. These tariffs would
21 cripple many manufacturers that depend on imports
22 of covered materials that are not available from

1 U.S. or third country suppliers. These tariffs
2 would increase direct input costs for some
3 manufacturers and their customers, particularly
4 small and medium-sized manufacturers, challenging
5 their ability to remain competitive at home or in
6 third markets.

7 In short, if tariffs are imposed,
8 manufacturers would face the unenviable choice of
9 incurring a substantial economic loss to foreign
10 competitors or manufacturing overseas to remain
11 competitive. Manufacturers will also be injured
12 by the loss of sales if China imposes its
13 proposed tariffs, nearly 60 percent of which are
14 targeted at U.S. manufactured goods exports.

15 Chinese proposed tariffs on U.S.
16 agricultural exports would also harm our
17 manufacturers by reducing our opportunity for
18 domestic sales of agricultural equipment and
19 supplies.

20 If tariffs escalate, so will the harm
21 to manufacturers and their workers. We,
22 therefore, urge the administration to move

1 forward with a strategic solutions-oriented
2 approach to address, once and for all, all of the
3 underlying issues and to put manufacturers and
4 their workers on a fair and competitive playing
5 field with China.

6 Thank you.

7 MR. BISHOP: Thank you, Ms. Dempsey.

8 Our next witness is Clark Packard of R
9 Street Institute. Mr. Packard, you have five
10 minutes.

11 MR. PACKARD: Mr. Chairman, members of
12 the committee, my name is Clark Packard and I'm
13 Trade Policy Counsel with the R Street Institute
14 located here in Washington, D.C.

15 The U.S.-China relationship is the
16 single most important geopolitical relationship
17 in the world right now and increasingly so.
18 Getting it right is crucial to future peace and
19 prosperity around the globe. Let me state
20 unequivocally that certain Chinese trade policy
21 practices, including their intellectual property
22 practices, are cause for concern and ought to be

1 addressed. I take USTR Section 301 report at
2 face value but I believe there is a better course
3 of action than the one laid out by the President
4 and USTR, one that is consistent with domestic
5 law and our international trade obligations.

6 I have significant concerns about
7 imposing unilateral tariffs without first
8 receiving a WTO ruling. This investigation and
9 the proposed remedies are being issued pursuant
10 to Section 301 of the Trade Act of 1974. Section
11 301 gives the President and USTR the authority to
12 take actions to address unfair trade practices
13 not covered by trade agreements. The law is
14 unique among domestic trade statutes in that the
15 goal of the statute is to open foreign markets
16 abroad and not to curb imports.

17 For a time, especially during the
18 1980s, the United States relied heavily on
19 Section 301 to address foreign trade practices.
20 This aggressive unilateralism was viewed
21 skeptically by our trading partners. When the
22 United States and our trading partners began

1 negotiation of the Uruguay Round, the subject of
2 unilateral trade enforcement was a major point of
3 contention. Through negotiations, the United
4 States and the European Commission agreed on what
5 became known as the Round's Grand Bargain. As
6 part of the Grand Bargain, the United States
7 agreed to give up unilateral enforcement of U.S.
8 rights under the WTO in exchange for other
9 nations and trading partners giving up their veto
10 in the dispute settlement system. This
11 commitment is found in Article 22 -- or 23.1 of
12 the WTO's dispute settlement understanding and
13 has been a cornerstone of WTO jurisprudence since
14 1995.

15 And it's not just our international
16 legal obligations that impose this requirement.
17 When Congress ratified the Uruguay Round in 1994,
18 it implemented the agreement through the Uruguay
19 Round Agreements Act or the URAA. Through the
20 URAA, Congress required USTR to use the WTO's
21 dispute settlement process for all violations of
22 WTO agreements. The URAA and the binding

1 statement of administrative action that
2 accompanied it, allowed USTR and the executive
3 branch to take unilateral action against foreign
4 trade practices only when those practices fall
5 outside the scope of the WTO agreements. For
6 trade practices that can be addressed within the
7 WTO, imposing unilateral tariffs before bringing
8 the dispute to the WTO is a per se violation of
9 both our international and domestic laws.

10 Make no mistake, China will challenge
11 our unilateral tariffs and the WTO will sanction
12 Chinese retaliation against American exports.
13 This will make China the defender of the rules-
14 based trading system and the United States will
15 look like the scofflaw in the eyes of the world.

16 The question then is: Which trade
17 practices violate WTO agreements and what can be
18 addressed through the WTO's dispute settlement?

19 At the outset, I agree with the
20 administration's decision to bring a WTO dispute
21 against China's licensing regime but would
22 suggest that there are potential remedies within

1 the WTO to address other aspects of the
2 complaint. For these areas, the United States
3 bringing WTO complaints should be expanded and we
4 should bring in Japan, the EU, and like-minded
5 countries into the fold. A broad coalition
6 speaking with one voice has much more moral
7 authority than a rogue unilateral approach.

8 Jim Bacchus, former Congressman from
9 Florida and former chief judge on the WTO's
10 appellate body, has written persuasively about
11 how the WTO's TRIPS Agreement, as well as China's
12 accession protocol provide ample authority to
13 address most of the United States' complaint.
14 Bacchus has pointed out that the rules contained
15 in the TRIPS agreement are, quote, unique among
16 WTO rules because they impose affirmative
17 obligations but have been, quote, largely
18 unexplored in WTO dispute settlement.

19 Along with alleged intellectual
20 property abuses and unlawful licensing regime,
21 USTR's report focuses on forced technology
22 transfers. Article 7.3 of China's Accession

1 Protocol prohibits Beijing from conditioning
2 importation or investment on, among other things,
3 the transfer of technology. This is an explicit
4 prohibition.

5 Together, the TRIPS Agreement and
6 China's Accession Protocol provide the United
7 States and its trading partners with the unique
8 opportunity to set a strong precedent that these
9 agreements have teeth and can be applied to the
10 changing nature of trade in the 21st century. If
11 the United States were to lose this challenge, it
12 could then reassess how to address unfair and
13 abusive trade practices by China. But haphazard
14 attempts to act unilaterally without first
15 attempting to use the legally prescribed channels
16 will certainly fail. There seems to be a basic
17 believe in this administration that the WTO is an
18 effective organization to deal with China's
19 intransigence. Facts belie this belief. The
20 United States wins more than 90 percent of the
21 cases it brings at the WTO. Likewise, the United
22 States wins a greater percentage of the cases

1 brought against it than most. And finally, China
2 has a good, though not perfect, record of
3 complying with adverse rulings from the WTO's
4 Dispute Settlement Body.

5 Thank you.

6 MR. BISHOP: Thank you, Mr. Packard.

7 Our next witness is Michelle Erickson
8 Jones with Farmers for Free Trade. Ms. Jones,
9 you have five minutes.

10 MS. JONES: Good afternoon. My name
11 is Michelle Erickson Jones and I am a fourth
12 generation farmer from Montana. I am president
13 of the Montana Grain Growers Association, serve
14 on the Board of Directors for the National
15 Association of Wheat Growers, and am a member of
16 Farmers for Free Trade.

17 It is my honor to testify today on the
18 impacts of Section 301 proposed tariffs on U.S.
19 farmers, agribusiness, and the entire rural
20 economy. Farmers for Free Trade is a bipartisan
21 nonprofit organization that represents America's
22 farmers, ranchers, and agricultural businesses.

1 Our members recognize that our livelihood is
2 supported by and benefits from the highly
3 integrated cross-border supply chains that make
4 up the agriculture and food processing
5 industries, serving customers around the globe.

6 American agriculture is a tremendous
7 global marketing success story. We export 50
8 percent of our major commodities, such as corn,
9 wheat, and soybeans; 70 percent of fruit nuts;
10 and more than 25 percent of our pork. Exports
11 account for 20 percent of all U.S. farm revenue
12 and rely on strong commercial relationships in
13 key markets, including Canada, Mexico, Japan, the
14 European Union, and, of course, China, the second
15 largest market for U.S. agriculture, accounting
16 for nearly \$19 billion in exports in 2017.

17 U.S. agricultural exports also support
18 over a million American jobs. As such, trade is
19 critically important to the U.S. economy in our
20 rural communities. As I noted publicly in recent
21 months, while many rural American families are
22 optimistic about economic growth under the

1 current administration, there is concern among
2 farmers about trade policies that reduce access
3 to the export markets that we depend on.

4 Farmers for Free Trade respects the
5 administration's efforts to address China's
6 unfair trade practices, however, we are very
7 concerned about the unintended consequences if
8 the tariffs are placed on Chinese imports under
9 Section 301 of the 1974 Trade Act. Of particular
10 concern is the likely damage to a vital market
11 that I and other farmers depend on.

12 The Office of the U.S. Trade
13 Representatives has asked whether maintaining or
14 imposing additional duties on a particular
15 product would cause disproportionate economic
16 harm to U.S. interests. With respect to farmers
17 and ranchers, the answer is clear. It will and
18 we are already seeing the effects. This comes at
19 a time when American farmers are currently
20 bearing the brunt of the U.S.-China trade dispute
21 related to Section 232, tariffs on steel and
22 aluminum. The retaliation for these tariffs is

1 imposing a staggering burden on key U.S. farm
2 sectors, including grapes, wine, almonds,
3 walnuts, pistachios, pork, and oranges.

4 Let me offer a personal example of
5 Section 232 tariffs are raising the costs of
6 capital investments for farmers such as myself.
7 Earlier this year, we priced a new 25,000 grain
8 bin to increase grain storage capacity on our
9 farm. The price was 12 percent higher than an
10 identical bin we built in 2017. As we weighed
11 our options, the initial bid on bin number two
12 expired, so we sought a second bid. This bid was
13 eight percent higher than the initial one just a
14 few weeks prior. A 20 percent increase in the
15 cost of a steel product in just one year. The
16 bin company attributed the increase to a
17 significant increase in their cost of steel. It
18 seemed their domestically-sourced steel suppliers
19 had increased their prices to match the price of
20 imported steel. As a result of this dramatic
21 cost increase and volatility in the market, we
22 abandoned our grain storage expansion project.

1 The implication of that decision not only harmed
2 my operation, it also hurt my community. A small
3 local construction company lost a project. A
4 U.S. grain bin company missed a sale. And a
5 domestic steel company had one less shipment to
6 send out of their factory.

7 Now, let me provide some real world
8 examples of the impact of actual and threatened
9 Chinese retaliation on U.S. agriculture from the
10 232 and pending 301. China is the third-largest
11 export market for fresh cherries from the United
12 States. In 2017, U.S. exporters shipped \$119
13 million of fresh cherries. For California,
14 cherry exports doubled over the past five years
15 and the California cherry industry sees China as
16 the export market with the greatest growth
17 potential, far surpassing Canada as the largest
18 export market for cherries produced in the
19 Pacific Northwest.

20 Cherries now face a 15 percent
21 retaliatory tariff. The walnut industry is
22 similarly dependent on exports to foreign markets

1 and is now facing a 15 percent retaliatory
2 tariff.

3 With respect today's hearing, it is
4 important to note that while the Section 301
5 tariffs are not yet in effect, the U.S. farmer
6 community is already feeling the effects of
7 threatened tariff action, including depressed
8 commodity prices, shipments held up at port,
9 increased inspections, and canceled orders.

10 The threat hits close to home because
11 U.S. wheat is on China's proposed retaliation
12 list, facing a 25 percent tariff. Last year, the
13 U.S. exported 61 million bushels of wheat worth
14 \$459 million to China; \$65 million of that came
15 out of Montana alone, a major market for the
16 United States. China also purchases wheat from
17 Australia, Canada, Kazakhstan, and Russia, some
18 of our top competitors. There is no doubt that
19 if retaliatory tariffs are implemented on U.S.
20 wheat, we could lose market share to our
21 competitors who would benefit from a significant
22 price advantage. This would have a major

1 negative impact on U.S. farmers who are already
2 suffering from extended periods of low prices.

3 Sorry.

4 Currently, farmers across America are
5 in the field wondering whether the seeds of their
6 planting will produce a profitable crop at
7 harvest time in the fall.

8 Finally, Farmers for Free Trade urges
9 the administration to take a thoughtful and long-
10 term approach to resolving the Section 301 trade
11 dispute with China.

12 MR. BISHOP: Thank you, Ms. Jones.

13 Our next witness is Greg Skelton of
14 SABIC. Mr. Skelton, you have five minutes.

15 MR. SKELTON: Good afternoon and thank
16 you for the opportunity to comment on the
17 administration's proposed 301 action.

18 SABIC is one of the world's leading
19 petrochemical manufacturers, currently the
20 fourth-largest petrochemical manufacturer in the
21 world. We have operated in the United States for
22 more than 30 years. We have more than 3,500

1 employees in the U.S. and operate 14 sites in 11
2 U.S. sites, with our headquarters for the
3 America's region in Houston. We have ambitious
4 plans for further growth in the U.S., including a
5 proposed \$10 billion manufacturing facility in
6 Texas, via a joint venture with Exxon Mobile,
7 which would feature the world's largest ethylene
8 cracker.

9 As a global company, SABIC attaches
10 high importance to clear enforceable rules for
11 international trade, including for the protection
12 of intellectual property. We are concerned,
13 however, that the administration's proposed
14 action and China's retaliation would have
15 significant negative impact on our business in
16 the U.S. The proposed additional tariffs, if
17 applied, would undermine the competitiveness of
18 our production in the U.S., damage the investment
19 climate for the future expansion of domestic
20 chemical manufacturing, and raise costs for
21 customers and suppliers.

22 We provided separate business

1 confidential comments that outline the specific
2 impact of the proposed action on our operations.

3 Today, I would like to outline in
4 broad terms the reasons why the proposed U.S.
5 action, if implemented, would lead to unintended
6 consequences and result in disproportionate harm
7 to one of the most competitive manufacturing
8 sectors in the United States.

9 In the proposed U.S. action, we've
10 seen that shale gas revolution has dramatically
11 changed the economics of chemicals and plastics
12 production in the U.S. We've gone from a high-
13 cost producer to one of the most competitive in
14 the world. This has resulted in massive new
15 investment in domestic chemical manufacturing
16 estimated by the American Chemistry Council to
17 total more than \$190 billion across the industry.
18 We are one of the companies leading the surge.
19 We have identified North America as a priority
20 region for future growth, as demonstrated by the
21 recent formation of our joint venture with Exxon
22 Mobile on the Gulf Coast. Several additional

1 projects are in the planning stage.

2 The concern that the proposed U.S.
3 tariffs would undermine the value proposition for
4 this expansion, some of the products on the
5 proposed U.S. tariff list are important inputs to
6 plant construction in the U.S. Imposing
7 additional tariffs on the steel, iron, aluminum,
8 and other equipment items would directly increase
9 costs for new investment in chemical
10 manufacturing.

11 In particular, SABIC calls for the
12 exclusion of items beginning with HTS code 8419
13 from the proposed action. This HTS subheading
14 includes large modules that form the building
15 blocks for new construction of petrochemical
16 manufacturing facilities by SABIC and other
17 companies. This modular assembly helps to reduce
18 construction costs and makes the building of
19 multi-billion dollar chemical plants economically
20 viable, particularly given the shortage of
21 available skilled labor in the United States. We
22 anticipate that future plant construction in the

1 U.S. will require up to 80 percent
2 modularization.

3 The inclusion of these modules in the
4 proposed action would have a major impact on
5 current and future SABIC investment in the U.S.,
6 potentially resulting in planned projects either
7 not going ahead or being constructed outside the
8 U.S. Given the multi-decade operating life of
9 these high-technology, high-wage facilities, the
10 imposition of tariffs and items beginning with
11 HTS code 8419 under the proposed action would
12 risk significant economic losses across the
13 country.

14 Turning to China's proposed
15 retaliation, as noted previously by the American
16 Chemistry Council, China's list of proposed
17 tariffs has a heavy focus on chemicals and
18 plastics. In part, that is likely a recognition
19 of the competitiveness of U.S. chemicals and
20 plastics manufacturing but it may also result in
21 U.S. manufacturers losing market share in China
22 to Chinese or other foreign manufacturers. SABIC

1 is a significant exporter of potentially affected
2 products to China, particularly polycarbonate
3 plastic. Specific numbers are included in our
4 business confidential submission.

5 We manufacture polycarbonate in Mount
6 Vernon, Indiana and Burkville, Alabama, locations
7 that rely heavily on the good manufacturing jobs
8 that we provide and that would suffer adverse
9 effects from a prolonged disruption in demand due
10 to higher Chinese tariffs.

11 If China implements the retaliatory
12 tariffs, we would seek to maintain our market
13 share in China but this may mean moving
14 production out of the U.S. to our existing
15 production facilities in other regions. This
16 would have associated cost impacts for downstream
17 industries in the U.S. such as automotive,
18 electronics, and medical devices that currently
19 source their polycarbonate from our U.S.
20 production.

21 While it is not the intention of the
22 administration's proposed action to bring

1 negative repercussions to companies manufacturing
2 in the U.S., it is important to factor in the
3 real world impact. Imposing tariffs on the
4 imported modules that we and other companies use
5 to construct new chemical plants in the U.S.
6 would significantly undermine the business case
7 for new investment and undermine economic growth
8 and job creation in local communities.

9 Chemical and plastics manufacturing is
10 one of the fastest growing industries in the
11 U.S., with a large and growing trade surplus, yet
12 the administration's proposed action and China's
13 announced retaliation would disproportionately
14 affect our industry and the numerous downstream
15 sectors that we supply. SABIC urges the U.S.
16 Government to avoid actions that would adversely
17 affect our current operations and future growth
18 in the United States.

19 Thank you.

20 MR. BISHOP: Thank you, Mr. Skelton.

21 Our final witness on this panel is
22 Josh Kallmer with the ITI Council. Mr. Kallmer,

1 you have five minutes.

2 MR. KALLMER: Thank you and thanks for
3 having me here for this really important
4 discussion.

5 ITI is a collection of 66 of the
6 world's most innovative companies, spanning the
7 entire tech sector, hardware, software, services,
8 internet. Every one of our companies is global.
9 Virtually, every one of them does business in
10 China or seeks to do business in China and so, as
11 you can imagine, we have a lot of thoughts about
12 the topic today.

13 I just have a few -- three points,
14 actually, that I want to make and then I'll leave
15 as much time as possible for questions.

16 The first is that we have strongly
17 supported the administration initiating and
18 carrying out this investigation. Ever since it
19 joined the WTO and really well before, China has
20 abused the privilege of being a member of the
21 multilateral rules-based system and it is high
22 time that others called them to account.

1 The report that USTR put out on March
2 22nd is as good of an example as there exists on
3 the planet of a description of the tapestry of
4 laws, regulations, and other measures that China
5 enacts, often in unwritten form, to put the thumb
6 on the competitive scale against non-Chinese
7 companies and, in particular, fundamentally
8 change the landscape for those trying to innovate
9 and those trying to do business in the technology
10 sector.

11 And so we commend the administration
12 for taking a pretty significant step to try to
13 redefine the relationship and it is a step that
14 we have tried to be supportive of.

15 Being supportive of that includes
16 being honest about what we view to be the
17 appropriate way to proceed, especially when it
18 comes to remedies. And this brings me to my
19 second point, which is that tariffs are not the
20 answer.

21 The reason tariffs are not the answer
22 is because they are a tax. And as we have seen

1 throughout U.S. history, they simply don't work.
2 The thing they do is create pain, create harm,
3 create loss for U.S. industries and American
4 workers. So, whether you're looking at the
5 McKinley era, tariffs of the 1890s, or the Smoot
6 Hawley tariffs of the 1930s, or the chicken
7 tariffs, or the tariffs on steel in 2002, or on
8 tires in 2009, it's hard to say that any of them
9 succeeded in achieving the aims that the
10 administration at the time was setting out to
11 achieve.

12 The reason they don't work is because
13 ultimately they hurt the very people that they
14 are intended to help. So, the easy case are
15 consumers. When tariffs are placed on consumer
16 products, as they would be under the proposal
17 that is on the table now, that results, simply
18 put, in higher prices for ordinary Americans. So
19 whether you're talking about televisions or
20 dishwashers, or hand-held radios, those are
21 higher prices that Americans pay for.

22 But in a way, it's the more subtle

1 impacts that are the most pernicious. And so it
2 is the tariffs on inputs into products that are
3 produced in the United States either for
4 consumption in the United States or, more
5 importantly, for production and export overseas
6 to the 96 percent of the world's consumers that
7 live outside the United States, where the pain is
8 really felt. It's not just higher prices that
9 consumers pay. It's reduced competitiveness in
10 the companies for which they work. And that
11 spells fewer jobs, fewer economic opportunities,
12 fewer export markets.

13 And then you look at the impact on
14 small businesses. For big companies, dealing
15 with tariffs are a cost of doing business. For
16 small businesses, they can be the difference
17 between in existence and not.

18 Finally, a lot of unseen impacts on
19 community health providers, on medical equipment,
20 things like dialysis machines, communications
21 gear, the kinds of things that first responders
22 use, these are things where we have a public

1 interest in ensuring supply at affordable rates.
2 When we're talking about putting tariffs on those
3 things, we're talking about reducing the supply.

4 There is a lot of discussion about
5 potentially sourcing everywhere -- or excuse me,
6 sourcing not from China but sourcing the things
7 that would have tariffs slapped on them from
8 places elsewhere around the globe, it's not that
9 easy. The companies that are engaged both in the
10 production of goods and supply of services have
11 really complex global supply chains that cannot
12 just be picked up and moved. Supply cannot just
13 be rendered from another market. It takes years
14 to renegotiate contracts. It takes years to move
15 physical equipment.

16 And so the third point I would make,
17 and I see my time is coming to a close, so I will
18 conclude, is that there are other ways of doing
19 this that we support and, in particular, tools
20 involving multilateral pressure, coordination
21 with key allies, doing things that are WTO-
22 consistent that we think, on balance, would have

1 the greatest likelihood of success and help us
2 collective solve what is a deep structural and
3 substantive problem that we are, again, very
4 supportive that the administration has decided to
5 try to address.

6 Thank you.

7 MR. BISHOP: Thank you, Mr. Kallmer.

8 Mr. Chairman, that concludes direct
9 testimony from this panel.

10 CHAIR TSAO: Okay, I will start the
11 question with SBA.

12 MR. O'BYRNE: Mr. Brzytwa, we
13 understand that small and medium-sized --

14 MR. BISHOP: Can you speak more
15 directly into your mike, please? Thank you.

16 MR. O'BYRNE: We understand that small
17 and medium-sized enterprises account for over 50
18 percent of ACC's membership. Would you please
19 comment on whether or not you expect any
20 differential or disproportionate impacts on these
21 members versus your larger member companies?

22 MR. BRZYTWA: Thank you for the

1 question.

2 Yes, indeed, I think we anticipate our
3 small and medium-sized members being
4 disproportionately impacted because of the fact
5 that they are having to either import products at
6 higher costs or they're being locked out of
7 markets. I mean for some of the companies, when
8 they choose an export market, they really focus
9 on an export market and if that market
10 disappears, it makes things very difficult for
11 them.

12 So I think, in just speaking with our
13 members, I know how important the China market
14 is. I know for some products it's ten percent of
15 their overall exports. That would really
16 undermine their operations in the long term if
17 they were retaliated against -- if China
18 retaliated against the United States' chemical
19 companies.

20 MR. O'BYRNE: Thank you.

21 MR. SULBY: My question is for Linda
22 Dempsey. Ms. Dempsey, in your statement you

1 stated that urgent solutions are required to deal
2 with the wide range of trade distortive
3 activities in China.

4 What, in your view, are the steps that
5 the United States should take in order to get the
6 Chinese Government to negotiate and then
7 implement solutions to these distortions in place
8 of imposing the proposed tariffs?

9 MS. DEMPSEY: So, as I said in my
10 testimony, we are very happy to see that the
11 United States and China are at the negotiating
12 table and that those negotiations will reconvene
13 this week, looking at real solutions and trying
14 to move quickly.

15 We believe that there are a whole host
16 of issues, obviously, the ones identified in this
17 investigation but manufacturers, obviously, have
18 identified many more in various submissions to
19 this administration. And we believe that we can
20 come -- that the administration and China can
21 come forward quickly to try to resolve some of
22 those. There have been lots of attempts at

1 agreements before. There are fact sheets where
2 China has agreed to things but has not bound
3 itself. There are things that China is doing
4 that we know that we could lock in quickly that
5 would benefit manufacturers in a number of areas.
6 We could see movement along those lines, as well
7 as a staged approach to move forward as quickly
8 as possible on the broad range of issues.

9 Some will, obviously, be harder but,
10 again, the attention and focus that this
11 administration has brought to this issue I think
12 has added to the ability to get China to the
13 table. But as we've seen in past negotiations
14 with China, in terms of other mechanisms, such as
15 dealing with forced technology transfer, the
16 United States has been negotiating on that issue
17 before in the context of an investment treaty
18 negotiation and the performance requirement
19 discipline. And that discipline would be
20 something that would really do a lot, combined
21 with the national treatment, most-favored-nation
22 treatment to require openness of the investment

1 climate in China really get, in a very strong
2 way, at the technology transfer issues that we
3 are looking at and have been documented in this
4 investigation.

5 So we are for using all of those tools
6 but also thinking much more innovatively about
7 some of the challenges that have not been
8 disciplined in other types of agreements or that
9 we don't have a template for, things like
10 intellectual property problems. Even where there
11 is a good standard in China, our companies have
12 shown concerns about whether they're getting a
13 neutral dispute settlement forum in the Chinese
14 court system if it's in the hometown of the
15 company that they are bringing the case against.
16 Are there ways that we can address those issues
17 and create neutral patterns for moving forward?

18 And that's why we've made the
19 recommendation that we really need to get to the
20 table on a comprehensive, cohesive trade
21 agreement-type approach that we do believe could
22 be staged and moved quickly.

1 MS. SALZMAN: Thank you. My question
2 is for both Mr. Bowen and Ms. Erickson Jones.

3 So you both highlighted in your
4 statements the retaliation against U.S.
5 agricultural products that is already being
6 experienced as a result of recent U.S. trade
7 enforcement actions.

8 What additional Chinese actions do you
9 anticipate if the proposed tariffs are put in
10 place?

11 MS. JONES: Thank you. Some of the
12 additional actions that we are concerned about
13 are not only increased tariffs but also non-
14 tariff barriers to trade, including increased
15 inspections, slowing down movement of goods
16 through the ports, particularly the perishable
17 goods, including fruit have been slowed down
18 significantly, as well as canceling orders.
19 Chinese companies have canceled orders for
20 soybeans as well as in the grape and wine
21 industry; they have also experienced
22 cancellations in recent weeks.

1 And we are concerned that that
2 behavior will only escalate as the trade war
3 escalates or as these threats of tariffs drag on.

4 MR. BOWEN: And I would second those
5 comments and also indicate that in addition to
6 the fresh produce sector, we're also seeing
7 things at the border with respect to products
8 like pork going into China. We are already
9 seeing that U.S. pork is now being sampled at 20
10 percent rather than the previous five percent as
11 it's entering China.

12 CHAIR BUSIS: Excuse me. Just a quick
13 follow-up on that.

14 What are the reasons that the Chinese
15 officials have given to our exporters with
16 respect to these new additional measures?

17 MR. BOWEN: I don't know that those
18 reports have at least filtered to us but we do
19 see that they are happening, at least at an
20 anecdotal level.

21 MR. AMDUR: I have a question for Mr.
22 Cohen.

1 So you talked in your testimony that
2 you weren't aware of any significant production
3 of your similar products anywhere in the world
4 outside of China. Could you explain a little
5 more what you mean by significant production and
6 where the production is actually taking place?

7 MR. COHEN: Sure. So primarily our
8 tools are battery-powered and corded. So you
9 plug them in. So typically, you would find them
10 at a Home Depot or at Lowe's. The industry is
11 relatively new, as a whole. And I think one of
12 the challenges that we've seen with this 301 list
13 that had come out is that where classified and
14 sort of arcane codes that don't really apply to
15 the tools that we make. I mean typically, we'll
16 sell a garden cultivator or a snow thrower. It's
17 meant for a small consumer home, a small home,
18 you know urban area, typical footprint of a home.

19 For looking at production, there are
20 no sources outside of China that made this pocket
21 of inventory, other than petro or gas-powered
22 equipment, which is something we don't produce.

1 So there are some domestic
2 manufacturers that make gas heavy equipment but
3 in our segment, it's been relatively new and it's
4 grown so quickly that we don't think the HTS
5 system has sort of caught up with all this new
6 technology that has come out.

7 And that's been sort of I guess an
8 unintended consequence of this list that had come
9 out that we're sort of wrapped up into this.
10 It's not that there is a source to procure an
11 electric snow blower. It just doesn't exist.
12 We've looked and they're not here.

13 CHAIR TSAO: This is Arthur Tsao,
14 USTR. This question is for Mr. Packard.

15 China has been a WTO member since
16 2001. If you believe in your opinion that
17 China's forced tech transfer policy are
18 inconsistent with the current WTO rules, why do
19 you think that no previous U.S. administrations
20 or any other WTO members, for that matter, have
21 ever sought to challenge these measures before
22 the WTO DSB?

1 MR. PACKARD: Thanks for the question.
2 I think that the United States has been
3 reluctant. It is my understanding that the
4 United States has been reluctant to expand beyond
5 -- you know to challenge intellectual property
6 practices under the TRIPS Agreement, in large
7 measure, because we needed China's support to
8 deal with broader geopolitical issues,
9 principally, perhaps North Korea. But it seems
10 like there's been a separation in this
11 administration in the sense that we can now talk
12 about trade outside of the context of other
13 geopolitical issues.

14 So I think that that's been the
15 primary reason. But again, I think that this --
16 we don't know definitively on the TRIPS Agreement
17 whether or not it would work but my point is we
18 should try it before we sort of throw it out.
19 And I think that that's the smarter approach than
20 acting unilaterally.

21 MS. PETTIS: Maureen Pettis,
22 Department of Labor. This is a question for Mr.

1 Skelton.

2 How would you propose -- how would the
3 proposed tariff affect your workforce, in terms
4 of job loss? You testified that SABIC has
5 operated 14 sites in 11 U.S. States. Are there
6 sites that will be hit harder than others?

7 MR. SKELTON: Thank you for the
8 question.

9 Yes, the two sites that would be hit
10 harder than others are our major polycarbonate
11 manufacturing facilities in Mount Vernon, Indiana
12 and in Burkville, Alabama. Mount Vernon is
13 currently our largest U.S. manufacturing site,
14 with more than 1,100 employees on-site.

15 Thank you.

16 MS. HOWE: My question is for Josh
17 Kallmer.

18 You referenced studies about the
19 economic costs of the 2002 and 2009 safeguard
20 tariffs in terms of job loss and consumer
21 welfare. Do you have or are you aware of any
22 studies on the estimated economic cost of the

1 proposed tariff action?

2 MR. KALLMER: That's a great question.
3 We have been looking into it. I'd be happy to
4 come back to you with a sense of what we've found
5 because it has been something we've been digging
6 into. I can't give any chapter and verse here
7 but I'd be happy to do that. Great question.

8 CHAIR BUSIS: And a quick follow-up on
9 that. Are you aware of any studies about the
10 economic impact of China's forced technology
11 transfer policy or sort of other unfair trade
12 policies that was discussed in the Section 301
13 report?

14 MR. KALLMER: I'm sorry, I got a
15 little bit distracted.

16 CHAIR BUSIS: That's okay.

17 MR. KALLMER: Could you repeat the
18 first half of your question?

19 CHAIR BUSIS: Sure. Are you aware of
20 any economic studies that details the economic
21 cost of China's forced technology transfer
22 policies or the other policy and practices

1 discussed in the USTR's report?

2 MR. KALLMER: Yes, so I have basically
3 the same response on that one. My colleague
4 reminds me that with respect to the first, there
5 is a study recently done by the Consumer
6 Technology Association and the National Retail
7 Federation that goes into the economic analysis
8 of the tariffs that are on the table now. We'd
9 be happy to pull that and provide it, if you
10 don't have it handy.

11 And then we'll take back the second
12 question, as well, and see what we can give you
13 there.

14 MR. BURCH: We thank this panel of
15 witnesses for their testimony. You may now be
16 dismissed.

17 And we'll take a brief ten-minute
18 break.

19 (Whereupon, the above-entitled matter
20 went off the record at 3:46 p.m. and resumed at
21 3:57 p.m.)

22 MR. BISHOP: Will the room please come

1 to order?

2 CHAIR TSAO: Good afternoon. We have
3 new members to the Section 301 Committee. So I
4 will ask each member to introduce themselves.

5 MR. SULBY: Ari Sulby, Department of
6 State.

7 MS. HOWE: Julia Howe, USTR.

8 CHAIR TSAO: Arthur Tsao, USTR.

9 MS. SALZMAN: Rachel Salzman,
10 Department of Commerce.

11 MS. MITCH: Sage Mitch, Treasury.

12 MS. PETTIS: Maureen Pettis,
13 Department of Labor.

14 MR. AMDUR: Alexander Amdur, Customs
15 and Border Protection.

16 MR. BISHOP: Our first witness on this
17 panel is Xinze Liu of the China General Chamber
18 of Commerce-USA. Mr. Liu, you have five minutes.

19 MR. LIU: Thank you.

20 On behalf of Chinese businesses you
21 asked the China General Chamber of Commerce
22 appreciates this opportunity to provide our

1 comments before this committee.

2 As of 2017, CGCC's 1,500 Chinese
3 member companies have had over \$120 billion in
4 tax revenues in the U.S. and directly employed
5 more than 200,000 jobs, indirectly support over 1
6 million jobs throughout the U.S. It's our
7 opinion that report made arbitrary assumptions of
8 the facts to reach a predetermined conclusion
9 without any actual evidentiary support.

10 The tariffs proposed in the report
11 will not only impede decades of progress towards
12 global free trade, but significantly hurt
13 American consumers, American businesses, American
14 jobs, and deter future foreign direct investment
15 into the United States.

16 The proposed actions in the report
17 would do more than harm than good to the United
18 States and create great uncertainty and
19 unpredictability to U.S.-Chinese business
20 relations. The report disregards the harm caused
21 to the American consumers and key export
22 industries in the U.S. and violates international

1 agreements.

2 On behalf of Chinese enterprises, we
3 are firmly against the findings and conclusions
4 in the report. We oppose the use of tariff and
5 investment restriction measures as tool for
6 political gain.

7 First, evidence clearly shows that the
8 proposed \$50 billion tariff measure will have
9 significantly higher impact on U.S. consumers
10 than it will hurt Chinese companies. The
11 sanction will hurt U.S. consumers for higher
12 price to end consumers. For example, according
13 to the U.S. Consumer Technology Association,
14 about 47 percent of all TVs sold in the U.S. are
15 imported from China, as are 83 percent of PC
16 monitors and 34 percent of lithium batteries.
17 After the proposed tariffs, American shoppers
18 could expect to pay about 23 percent more for TV
19 and like products. These products represent just
20 a small portion of the 1,300 tech-related imports
21 from China the 301 report has targeted.

22 More importantly, this does not only

1 affect the products that are made in China but
2 the overall prices for these products across the
3 board., since the retailers would spread their
4 additional costs of other models.

5 For our TV example, the U.S. consumers
6 could pay the additional \$711 million a year and
7 cut back their total purchase by 7.8 percent.

8 Second, the tariff will hurt the
9 development of related export industries in the
10 United States. Many U.S. firms rely on imported
11 components
12 from China. Increased tariffs would hurt their
13 competitiveness in the global market. The
14 currently published HTS of the United States for
15 the steel industries, especially machinery
16 manufacturing industries, contains a large number
17 of the general machinery equipment such as
18 elevators, boilers and baking ovens under the HTS
19 headings beginning with number 840, 841, 842.
20 The low added the value of these products
21 effectively fills the gap in the U.S. domestic
22 output.

1 As such, the high tariff imposed will
2 hurt the development of related industries.

3 Lastly, the punitive measures from the
4 301 report violate WTO rules and disregard the
5 international rules and guidelines. Extreme
6 tariff measures are unilateral behavior. It was
7 not authorized by WTO obligations and the rules.
8 We urge the U.S. and the Chinese governments to
9 continue with good faith, bilateral negotiation
10 and dialog to settle disagreements. Chinese
11 investments in the United States have brought
12 substantial benefits to U.S. economical
13 development, government revenue, and job
14 creation. As a representative of the business
15 community --

16 MR. BISHOP: Mr. Liu, your time has
17 expired. Could you please wrap up?

18 Thank you.

19 MR. LIU: Thank you.

20 MR. BISHOP: Our next witness on this
21 panel is Jian Tan and Guiqing Wang of the China
22 Chamber of International Commerce.

1 Gentlemen, you have five minutes.

2 MR. JIAN: Thank you. I'm Tan Jian,
3 Deputy Director General of the IP Service Center
4 of China Chamber of International Commerce, which
5 represents 120 enterprises across all industries
6 and sectors in China.

7 CCOIC strongly opposes US proposed
8 action to increase tariffs on a list of Chinese
9 goods -- Chinese products. First, the proposed
10 action and underlying determination are
11 inconsistent with both the international
12 obligations and the domestic laws of the U.S. By
13 levying an additional duty of 25 percent on
14 Chinese products, the U.S. will act
15 inconsistently with the WTO agreement, including
16 Article 1, the most-favored-nation treatment; and
17 2, Schedule of Concessions of the GATT 1994, and
18 Article 23 of the Dispute Settlement
19 Understanding.

20 Moreover, by making determinations
21 without recourse through the WTO dispute
22 settlement procedure, the USTR appears to have

1 acted inconsistently with Section 303 and 304 of
2 the Trade Act of 1974, as the present
3 investigation does involve certain provisions of
4 the WTO agreement.

5 Second, the underlying determination
6 lacks factual basis and supporting evidence.
7 Foreign enterprises are not de jure or de facto
8 forced to transfer technology in China. There is
9 no causal link between foreign ownership
10 restrictions and/or administrative approval
11 processes, on the one hand, and technology
12 transfer on the other.

13 B. There is no correlation between
14 investment by Chinese enterprise in the United
15 States and the Chinese industrial policies.
16 Chinese enterprise investment spreads widely
17 across various U.S. industries and motivated by
18 diverse reasons, all consistent with market
19 principles.

20 The USTR's findings are based on
21 inaccurate factual information and biased
22 assessment of select cases, and disregard the

1 significant contribution of Chinese investment.

2 C. The U.S. and China share common
3 cybersecurity challenges, which the two countries
4 should collaborate hand-in-hand to deal with.

5 D. The USTR failed to provide any
6 explanation for its sources and method of
7 calculating the alleged 50 billion U.S. dollars
8 of harm. Until the harm, if any, is accurately
9 assessed, to implement the proposed action would
10 inappropriate.

11 Third, the proposed action is not in
12 the interest of the United States. As numerous
13 interested parties have demonstrated, raising
14 tariffs will not only hurt U.S. importers,
15 retailers, and downstream industries, but also
16 results in higher cost of living for ordinary
17 Americans and put at risk millions of American
18 jobs tied to trade with China.

19 The proposed action will also disrupt
20 global industrial supply chain and undermine the
21 multilateral trading system, both of which
22 benefit the United States greatly.

1 Fourth, the proposed action is
2 counterproductive for purposes of resolving U.S.
3 concerns. Should the U.S. implement the proposed
4 action, it will lead to nothing but confrontation
5 between the two countries.

6 Fifth, cooperation is only appropriate
7 way to resolve differences. China and the U.S.
8 share a wide range of common interests and goals,
9 which furnish a sound basis for reaching mutually
10 acceptable solutions and, moreover, to resolve
11 differences in a constructive way is supported by
12 public opinion in the U.S. and is expected by the
13 international community.

14 In conclusion, the proposed action is,
15 first, inconsistent with U.S. international
16 obligation and the domestic laws; 2) unsupported
17 by fact and evidence; 3) not in the U.S. national
18 interest; 4) counterproductive for purpose of
19 resolving differences; and 5) contrary to popular
20 opinion.

21 The USTR should decline to take such
22 action. Thank you.

1 MR. BISHOP: Thank you, Mr. Tan.

2 Our next witness is John Tang of DHH
3 Washington, D.C. law office. Mr. Tang, you have
4 five minutes.

5 MR. TANG: Good afternoon and thank
6 you for this committee for this opportunity to
7 speak. I am a partner at DHH Law Firm. We are a
8 global law firm with about 1,100 attorneys and
9 30-some offices worldwide.

10 For our testimony here, on behalf of
11 ourselves and our clients, we plead with this
12 committee to reevaluate its proposed additional
13 25 percent tariff across the board on
14 approximately 1,300 products from China, which is
15 approximately \$50 billion in new taxes. This
16 action would be detrimental to the U.S. economy,
17 compounded with the fact that this action would
18 not resolve the alleged intellectual property
19 violations. We request that this committee
20 reconsider the onerous, unjust, arbitrary
21 taxation proposed.

22 First, the proposed action does not

1 address the alleged IP issues identified in the
2 301 report. As a U.S.-licensed attorney with
3 many Western clients in China, I believe that
4 intellectual property is one of the most
5 important aspects of doing business anywhere but
6 there is absolutely no correlation between the
7 proposed additional tariffs and the alleged
8 intellectual property issues in the report. The
9 methodology for identifying the 1,300 products is
10 completely arbitrary. It does not even consider
11 protecting IP rights, technology transfer, or
12 innovation.

13 In other words, the proposed remedy
14 does not the issues presented. Instead, those
15 companies that are subject to the additional 25
16 percent tax, their downstream customers, and the
17 end user all have to be burdened with the
18 additional tax for nothing they did wrong.

19 For example, I have a client that
20 manufactures electrohydraulic steering pump
21 assembly. The HTS code for that is 8413.60.0030.
22 It ships to its own subsidiary in the U.S., which

1 then finishes the product and supply it to be
2 used in the Jeep Wrangler. This company employs
3 26 people in the suburbs of Detroit and has
4 already invested over \$6 million in its
5 operations. It is an active member of the
6 community and does not participate in any of the
7 alleged IP issues identified in the 301
8 investigations. Yet, due to the 25 percent tax
9 increase, this company would either have to
10 withdraw its investments in the U.S., which means
11 job losses in one of the toughest cities in
12 America, or pass on that cost to its customer,
13 which ultimately mean an increase in price of the
14 Jeep Wrangler. My client is just one example in
15 one industry.

16 Second, the proposed action in the
17 report would not resolve the issues identified in
18 the report. The conclusion in the report are
19 based on flawed presumptions and ignore the
20 facts. The main flaw is this presumption that
21 the Chinese Government controls the actions of
22 the Chinese companies. Chinese investment in

1 U.S. technology, Chinese acquisition of U.S.
2 technology, the formation of joint venture
3 partners between U.S. and China counterparts are
4 based on a market-driven need. U.S. companies
5 often need capital infusion and Chinese companies
6 often need new product lines.

7 A report by the Rhodium Group found
8 that in 2017, private investors from China
9 accounted for about 90 percent of the investment
10 in the U.S. In other words, the Chinese
11 Government does not have control over this
12 market.

13 As a side note, if the tariffs were to
14 actually succeed in limiting Chinese investment
15 in U.S. technology, this would be
16 counterproductive to the fostering of innovation
17 in the U.S. Chinese investments are a major
18 source of capital and venture capital markets in
19 the U.S., especially in Silicon Valley. If this
20 source of capital is stopped, then many
21 innovations will not even exist.

22 Third, the proposed action would be

1 detrimental to the U.S. economy. Aside from not
2 actually addressing or resolving the issues
3 identified in the 301 investigations, the
4 proposed action would be detrimental to the U.S.
5 economy. The reciprocal sanctions from China on
6 American agriculture, chemicals, cars, and
7 aircraft products will be felt throughout the
8 U.S.

9 China has already imposed tariffs on
10 about \$3 billion of U.S. products and plans
11 another \$50 billion on 106 U.S. products. The
12 president of the Chamber of Commerce in Shanghai
13 warned, in his comments to the Section 301
14 investigation last year, and I quote, politically
15 driven actions, such as imposing broad tariffs,
16 are likely to result in equally brought
17 counteraction by the Chinese Government. A tit
18 for tat trade war would be damaging for all
19 parties.

20 For example, one of the prominent
21 products that the Chinese would put restrictions
22 on is soybeans. China is the largest soybean

1 importer in the world, with \$34 billion worth
2 last year. A third of that was from the U.S.
3 However, the looming 25 percent import tax on
4 U.S. soybean imports will harm states like
5 Illinois, Iowa, Minnesota, Indiana, Nebraska, and
6 Ohio. Additionally, as previously addressed,
7 American consumers would be the ultimate payer of
8 the increase of 25 percent tax.

9 For example, according to the U.S.
10 Consumer Technology Association, about 47 percent
11 of all TVs sold in the U.S. are imported from
12 China. After the proposed tariffs, American
13 shoppers could expect to pay about 23 percent
14 more for their TVs. In dollar figures, that
15 means U.S. consumers could pay an additional \$711
16 million a year for their TVs. The key point is
17 that --

18 MR. BISHOP: Mr. Tang, your time has
19 expired. If you could wrap up, please.

20 MR. TANG: Okay, I'm sorry.

21 In conclusion, our law firm urges this
22 committee to consider the negative effects of the

1 proposed actions on us, as U.S. taxpayers and
2 businesses, and urge an alternative negotiated
3 resolution with the Chinese Government over the
4 intellectual property concerns.

5 Thank you.

6 MR. BISHOP: Thank you, Mr. Tang.

7 Our next witness is Guiqing Wang with
8 the China Chamber of Commerce for Import and
9 Export of Machinery and Electronic Products. And
10 Frank Mou, interpreter for Mr. Wang.

11 Gentlemen, you have five minutes.

12 MR. WANG: Thank you. Good afternoon.
13 Thank you for giving me the opportunity to appear
14 at today's hearing. I am Guiqing Wang, Vice
15 President of China Chamber of Commerce for Import
16 and Export of Machinery and Electronic Products,
17 or CCCME, which now has nearly 10,000 member
18 companies.

19 I would like to make the following
20 comments. As for the report of the 301
21 investigation, China does not have any existing
22 laws preparing for in coming years to transfer

1 technology to their Chinese partners. Companies
2 in China have rarely chosen their business
3 partners and their projects. All business
4 activities, including technology transfers are
5 decisions made by the free will of the executive
6 running the business and mildly driven by the
7 market. Besides this, China will continue its
8 open door policy. President Xi Jinping announced
9 a series of new measures on April 10th, including
10 opening the market access, reaching a more
11 attractive investment environment, stronger
12 protection of intellectual property rights, and
13 expanding imports.

14 Imports and tariffs more than \$300 per
15 tax will harm a large number of Chinese
16 companies, as well as U.S. companies. More than
17 38,000 companies in China will be affected,
18 including many U.S. companies doing business in
19 China. They comply with the laws when conducting
20 their business and should without intervention
21 from the government. They have done nothing
22 wrong, as accused by this 301 investigation.

1 However, they become the innocent victims, which
2 is unfair for these companies.

3 Should the tariffs be imposed, the
4 U.S. retailers and the distributors will be faced
5 with many challenges, including shortage of
6 goods, loss of competitive advantages, and the
7 reduction of coverage profits, and consumers will
8 bear the burden of increased price and the high
9 cost of living.

10 Additional tariffs will also lead to
11 adjustments in the supply chain and breaking the
12 trade chain because many U.S. manufacturers
13 purchase the components and the materials from
14 China. Thus, it will increase the cost which
15 will carve down the profit and then cause the
16 shutdown of certain companies.

17 The impacts on companies will also
18 shift to many of U.S. workers. The pressure of
19 increased cost will eventually be passed on to
20 hundreds of millions of U.S. consumers.
21 Therefore, they will be the innocent victims,
22 too.

1 We noticed that after the U.S.
2 released the proposed list, the Government of
3 China also released a corresponding list in the
4 response. If the trade war ever starts, more
5 U.S. and Chinese companies will suffer.

6 In summary, import tariffs cannot
7 solve any problems mentioned in the report and it
8 cannot address the trade deficit either.
9 Instead, it will only hurt innocent companies and
10 the consumers in both countries.

11 We urge the U.S. Government to listen
12 to the wisest of people. Takes the concerns of
13 the companies into account and reconsider the
14 tariff proposals.

15 We look forward to the two governments
16 strengthening consultations to resolve
17 differences and achieve positive outcomes.

18 Thank you.

19 MR. BISHOP: Thank you, Mr. Wang.

20 Our final witness on this panel is Bo
21 Yi of Southeast University Law School. Mr. Yi,
22 you have five minutes.

1 MR. YI: Thank you for saving time. I
2 directly start my testimony on the second page of
3 formal statement.

4 Good afternoon distinguished
5 chairperson and members of the 301 Committee. My
6 name is Bo Yi, Associate Professor of
7 International Trade Law at Southeast University
8 Law School, China.

9 I would like to give my warmest thanks
10 for the opportunity. I am pleased to submit this
11 oral argument.

12 My opinion is that the United States
13 should be obligated under international trade law
14 to bring the dispute to the WTO under a
15 settlement understanding, not to unilaterally
16 claim against China and to impose additional
17 tariffs under its domestic law for the following
18 reasons.

19 Firstly, WTO's dispute settlement
20 mechanism promised WTO members to bring trade
21 dispute involving the WTO agreements and, again,
22 as the members of the WTO, instead of resorting

1 to unilateral trade-related action. However,
2 Section 301 allows the USTR to implement trade-
3 related matter without following formal WTO
4 dispute settlement processes, if USTR determines
5 that the conduct encroaching does not involve a
6 trade agreement.

7 In 1994, when the United States became
8 one of the original members of WTO, the United
9 States Government issued one statement of
10 administrative action. Most importantly, the
11 statement indicated that the United States would
12 welcome applying Section 301 in a manner which
13 would cover its WTO obligations, indicating that
14 if a Section 301 investigation involves a
15 relation of a WTO agreement, the United States is
16 committed to pursuing formal dispute settlement
17 before the WTO.

18 In USTR's final report, it concluded
19 that certain acts, policies, and practices of
20 China Government related to technology transfer,
21 intellectual property, and innovation are
22 unreasonable or discriminatory and burden or

1 restrict U.S. Commerce. And USTR law proposes to
2 impose a 25 percent duty covered about United
3 States \$50 billion was of China exports to the
4 United States.

5 And it is the United States position -
6 - appears to be that is unnecessary to bring the
7 instant dispute to WTO's settlement mechanism.
8 However, USTR also announced it had requested
9 consultations with China. This announcement
10 seems to indicate that the USTR considers that at
11 least some of conducting investigated during the
12 Section 301 investigation involves a trade
13 agreement and, therefore, requests resort to the
14 WTO's Dispute Settlement Body.

15 In accordance with Article 23,
16 paragraph 1 of the Dispute Settlement
17 Understanding of WTO, you can reference footnote,
18 the WTO rules do not permit the United States to
19 unilaterally claim against China and impose
20 additional tariffs without also position from
21 WTO's Dispute Settlement Body. And the Section
22 301 tariffs could eventually result in

1 retaliatory tariffs from China.

2 Lastly, if Section 301 investigation
3 does not involve a trade agreement, it will also
4 be ruled and regulated by non-violation claims in
5 GATT WTO jurisprudence. You can read from my
6 first paragraph for saving my time directly on
7 the second paragraph. Thank you.

8 Because Section 301 investigation does
9 not involve a trade agreement, it is form
10 available to address unfair practices from China
11 that do not relate to the United States regs or
12 delaying benefit under WTO agreement.

13 In other words, it is unnecessary to
14 resort to dispute settlement processes of WTO
15 when Section 301 investigation does not involve a
16 trade agreement. However, under these
17 circumstances, Section 301 investigation will
18 also be ruled and regulated by non-violation
19 claims in GATT WTO jurisprudence, which means
20 that Section 301 investigation which was not
21 ruled by WTO trade agreement could be claimed by
22 China by virtue of non-violation notification or

1 impairment doctrine in GATT WTO. You can
2 reference Article 23 of GATT 1994.

3 In conclusion with Article 23 of GATT
4 1994, the results of Section 301 investigation to
5 China's practice does not relate to the WTO rules
6 or is not subjected by WTO laws. It is also be
7 constructed as one matter, whether or not if
8 conflicted with WTO dispute settlement
9 understanding and China will have legal right to
10 start the implementation of non-violation
11 complainants against the United States under WTO
12 laws.

13 That is all. Thanks for listening. I
14 will be happy to answer your questions.

15 MR. BISHOP: Thank you, Mr. Yi.

16 Mr. Chairman, that concludes direct
17 testimony from this panel.

18 CHAIR TSAO: Thank you. Department of
19 Commerce, you have the first question.

20 MS. SALZMAN: Thank you. This
21 question is for Mr. Wang.

22 MR. BISHOP: Pull your mike a little

1 closer, if you would, please. Thank you.

2 MS. SALZMAN: This is Rachel Salzman,
3 Department of Commerce and this question is for
4 Mr. Wang.

5 You mentioned in your testimony that
6 setting up joint ventures in China is a voluntary
7 action. Doesn't China's Foreign Investment
8 Catalogue have an entire category of restricted
9 sectors, whereby foreign ownership is limited and
10 joint ventures are required?

11 MR. WANG: Thank you for your
12 question.

13 The proportion of the ownership of the
14 joint equity ventures is public available
15 information. It is open and transparent. And
16 this regulation does not violate WTO's
17 regulation.

18 And thirdly, this regulation only
19 covers certain sectors of industry. It does not
20 apply to all joint ventures. In fact, it is a
21 common practice that many countries all have such
22 restrictions for their certain sectors of the

1 industry when the foreign companies invest into
2 these sectors.

3 As far as I know, United States has
4 such restrictions and you have scrutinies for
5 investment based on the national security
6 concerns. Because they only cover certain
7 sectors of industries, we are still willing to
8 sit down and negotiate and discuss.

9 April the 10th, Chinese President Xi
10 Jinping made it clear that China will continue
11 its open door policy and it will even relax the
12 entrance of the market, and encourage the
13 investment, and further improve the investment
14 environment.

15 Let me state one more time that this
16 restriction only covers certain sectors of
17 industry and we are willing to negotiate with the
18 department concerned in those sectors.

19 And also, this is not directly related
20 to the technology transfer. There was no
21 mandatory technological transfer.

22 Thank you for your question.

1 CHAIR TSAO: Just a quick follow-up,
2 sir.

3 Why are certain sectors -- why would
4 the investment restrictions apply to certain
5 sectors but not others?

6 MR. WANG: Maybe it would be better
7 for me to answer your question if you can give me
8 an example.

9 CHAIR TSAO: Oh, no, there's no
10 specific examples. But he did mention that the
11 rules apply to only certain sectors but not
12 others and I'm curious to see what the reasons
13 are.

14 MR. WANG: Let me give you an example.
15 Let me give you an example of the sector that was
16 covered in the 301 investigation. It is the
17 agricultural products. Even though that's not in
18 my industry as a CCCME, as you know that China is
19 the largest agricultural country in the world.
20 So the security of the grain supply is vital to
21 the survival of the country and stability of the
22 country. And I think if there is any problem in

1 the food supply to China, it will not only
2 disrupt the Chinese security but also the
3 stability of the world. So that's why China set
4 the limits for the investment into the
5 agricultural sectors.

6 And I think this shows the Chinese
7 responsibility for the security of its own
8 country and also for the stability of the world.

9 I have more examples but I think this
10 one may be adequate.

11 Thank you.

12 CHAIR TSAO: Thank you. Thank you for
13 your response.

14 MR. AMDUR: I am Alexander Amdur, U.S.
15 Customs and Border Protection. Question for Mr.
16 Tan.

17 You state in your testimony that
18 United States and China share common
19 cybersecurity challenges. Can you give some
20 examples or give us some more details about this?

21 MR. TAN: Yes, can I just let my
22 assistant Mr. Ren Qing to answer this question?

1 MR. REN: First, I want to thank you
2 for the question. I would like to clarify that
3 your question is about not that China and the
4 United States can cooperate and address the
5 challenge. Is that your question?

6 MR. AMDUR: No, I'm just asking about
7 the language, the specific testimony, the written
8 testimony which states the United States and
9 China share common cybersecurity challenges. If
10 you could, give some more details about which
11 challenges you're referring to.

12 MR. REN: Okay, thank you very much.

13 I can recall that in last September
14 and October there are questions from the Section
15 301 Committee about what kind of common
16 challenges in this area. We have provided many
17 examples to demonstrate that in China -- I mean
18 to ensure that -- to address that Chinese
19 companies also face cybersecurity challenge. The
20 trade secrets and other confidential information
21 also have been stolen or otherwise interfered by
22 some sort of parties, including from our side of

1 China. In our submission last October, we
2 provided the detailed written information in this
3 regard.

4 If you would like to have a look, we
5 can provide to you in our written submission
6 after this hearing. Thank you.

7 MR. AMDUR: It's really up to you. If
8 you believe that is sufficient and that is
9 already on the record, that's fine. Thank you.

10 MR. TANG: Thank you.

11 MR. SULBY: My question is for Mr.
12 Liu. Could you expand upon your argument that
13 increasing tariffs on Chinese imports would raise
14 costs on other similar products that would not be
15 subject to the tariffs? Why exactly do you
16 believe that retailers would spread their
17 additional cost to other models, rather than just
18 passing the cost of the tariffs onto purchasers
19 of Chinese goods?

20 MR. LIU: So I think it's about
21 industries or the tax. So maybe to funnel to
22 consumers accept the tax to some things.

1 So about the industries, I think maybe
2 let Mr. Wang help me to answer you.

3 MR. SULBY: Okay, that will be fine.

4 MR. LIU: Yes, would you mind if Mr.
5 Wang answer your question?

6 MR. SULBY: Not at all. Please.

7 MR. WANG: Let's say there are two
8 similar products and the one product is subject
9 to the proposed tariff, additional tariff, then
10 to the market there would be only the other
11 product available. Even though the supply volume
12 may remain the same but because more purchasers
13 want this product. So it will cause the prices
14 going up.

15 MR. TANG: Also, if I may add, we
16 heard from Panel 5's testimony that they have
17 seen that when the Chinese import prices were
18 increased, causing those products to have a price
19 increase in the market, they have seen American
20 manufacturers actually raise their prices just to
21 match. So that increases prices for that
22 particular product, really no matter where it's

1 manufactured.

2 And to answer your question about the
3 retailers, we have clients of the law firm that
4 has retailers and their practice is if one of
5 their product has an increase in cost, in order
6 to spread that cost around and ensure that they
7 have a sufficient profit margin, they'll spread
8 that cost amongst many other products. So you'll
9 see that you won't only affect the particular
10 product that is taxed but it will affect a
11 related product from that particular retailer.

12 CHAIR TSAO: And just for the record,
13 that was Mr. John Tang.

14 This question is for Mr. John Tang.
15 You had testified that the conclusion in the USTR
16 Section 301 report is based on flawed
17 presumptions and ignore the facts. But as you
18 know, it is a 200-page document with I think over
19 a thousand footnotes and a detailed examination
20 of Chinese laws and regulations.

21 Do you have any specific examples of
22 where the conclusions in the report or findings

1 in the report are actually -- are flawed or based
2 on -- or ignore the facts or based on flawed
3 presumptions?

4 MR. TANG: I don't have specific
5 examples at this point but I would definitely
6 supplement that in my post-hearing comments. But
7 the general idea is that there are certain facts
8 that we look at that there can be two
9 explanations for it.

10 And we have heard testimony back in
11 October as to both sides but there is really no
12 way to -- how do you say -- to prove either
13 testimony -- the accuracy of the evidence given.
14 And if you can't -- I'm sorry, I'm an attorney.
15 But if you can't show that the evidence is based
16 on solid fact, you can't submit that evidence and
17 reach a conclusion when there is two possible
18 reasons that leads you to a final point.

19 MR. REN: I supplement answers from
20 Mr. Tang about --

21 CHAIR TSAO: This is Mr. Ren.

22 MR. REN: Yes, thank you.

1 In our written submission, written
2 comments -- this time we prepared 220 pages of
3 written comments. In our written comments, we
4 provide the comments and the findings of the so-
5 called forced technology transfer and also we
6 provide comments regarding the Chinese outbound
7 investments in the United States.

8 In our comments, we provided concrete
9 examples which was used in the Section 301 report
10 by the United States Trade Representative Office
11 which are not factually correct or the facts
12 cannot support the final findings.

13 I can give you some examples. For
14 example, regarding the connection, the alleged
15 connection between administrative approval
16 process in China and the alleged forced
17 technology transfer, in the Section 301 report,
18 the USTR appears to consider that in China all of
19 the FIE projects or the establishment of foreign
20 investment enterprises needs to be approved by
21 the Chinese Government. That is not correct.

22 In 2016, China implemented a reform in

1 this area. Most of the foreign investment
2 enterprises will need only to go through a
3 record-finding process according to the
4 statistics of the Minister of Commerce of China.
5 Now, only four percent of the establishment of
6 FIE need to be approved by the Government. Only
7 four percent. This is one example.

8 The second example is about the
9 Chinese outbound investment. In this Section 301
10 report of the United States -- USTR, one example
11 used by USTR to suggest that the Chinese outbound
12 investment is encouraged by the Chinese
13 Government as a means to acquire foreign advanced
14 technology is that it is a policy of
15 international industrial capacity cooperation.
16 However, it is well-known that most of the
17 industries for which the Chinese Government
18 encourages international industrial capacity
19 cooperation are those industries where Chinese
20 companies enjoy competitive advantages. You can
21 look closely at the policy document. They
22 mention those industries where they encourage

1 industrial international cooperation.

2 For example, they mention the sectors
3 of textile, construction materials, railway
4 equipment, electricity infrastructures. All
5 these industries are those that Chinese companies
6 enjoy competitive advantages. The purpose is to
7 encourage. It is not acquire. They find
8 technology to share the Chinese technology with
9 other countries.

10 For the sake of time, I only give you
11 two examples. There are many examples in our
12 written comments. Thank you.

13 CHAIR TSAO: Thank you, sir, for your
14 response.

15 And the last question is for Professor
16 Bo Yi. Professor, you have testified on numerous
17 legal issues with respect to the WTO agreement.
18 And you also may be aware that the Government of
19 China has also announced that it intends to
20 impose a \$50 billion -- impose additional tariffs
21 on \$50 billion of U.S. exports.

22 In your opinion, if China, the

1 Government of China imposed these tariffs without
2 going the WTO dispute settlement process, would
3 such measure be consistent with China's WTO
4 obligation?

5 MR. YI: Thanks for your question.

6 Because according to China foreign trade law it
7 provided that if China face unfair treatment
8 without resolve the trade dispute by much natural
9 trade dispute because China has its domestic law
10 to initiate the retaliatory tariffs from foreign
11 countries that is domestic law provisions.

12 But however, because China also
13 initiate the WTO dispute case which number is
14 543, which means that China would like to resolve
15 the trade dispute between United States under the
16 much natural trade dispute mechanism under the
17 framework of WTO law.

18 Yes, for your question you mentioned
19 that whether China will let the WTO rules but my
20 opinion is that because at current China's
21 activity is against the United States
22 unilaterally claim against China's export

1 production to America, which means that the China
2 Government attitude and opinion is to find the
3 proper methods to resolve this dispute
4 settlement.

5 But in my opinion, both countries are
6 members of the WTO. To use WTO dispute
7 settlement mechanism to resolve their dispute
8 settlement, that is a proper method.

9 CHAIR TSAO: Thank you for your
10 response.

11 Okay, I'd like to thank the panel
12 again. And we've completed Panel 6. I would
13 also like to thank all the witnesses who have
14 traveled far to be here today.

15 The proceeding is adjourned until
16 tomorrow morning at 0900. Thank you.

17 (Whereupon, the above-entitled matter
18 went off the record at 4:51 p.m.)

19
20
21
22

A	
a.m 1:11 6:2 63:7	account 94:14 140:15 191:4 253:11 265:22 270:17 301:13
Aaron 2:20 4:17 126:9 126:13	accountable 40:19 46:20
abandoned 255:22	accounted 83:5 99:21 295:9
abides 130:15	accounting 253:15
abilities 37:21	accounts 232:3
ability 33:8 37:4 57:2 58:8 61:22 62:1 77:17 99:1 140:4 145:16,17 155:20 172:13 179:13 193:15 202:17,20 212:14 217:14 245:5 273:12	accredited 124:2 137:10
able 32:4 33:14 56:21 60:18 62:13 68:4 102:18 105:3 108:10 108:15,21 119:21 125:10 133:21 148:22 155:6 190:18 210:11 211:20 228:8	accuracy 315:13
above-entitled 63:6 114:2 167:11 222:15 282:19 320:17	accurate 21:5
above-referenced 39:4	accurately 290:8
abroad 247:16	accused 299:22
absolutely 12:19 51:13 119:6 165:9 216:20 217:4 293:6	Ace 211:22
absorb 110:1 220:4 233:17	achieve 87:22 125:12 126:2 221:9 267:11 301:17
absorbed 153:22 220:2	achieves 235:17
abused 265:20	achieving 267:9
abuses 250:20	acquire 317:13 318:7
abusive 251:13	acquired 207:5
Academy 52:5	acquisition 295:1
ACC 230:20 232:17 233:9,15	act 73:7 106:5,15 198:21 247:10 248:19 251:14 254:9 288:14 289:2
ACC's 232:3 270:18	acted 289:1
accept 35:20 312:22	acting 11:18 65:16 101:21 109:5 279:20
acceptable 291:10	action 7:12,13,19 8:2 8:10 16:21 47:1,20 54:19 55:20 58:22 59:8 61:7 73:22 75:10 76:7 86:4,8 88:19 89:6,8,21 94:2 127:22 193:6 194:1 200:11 202:5 207:2 247:3 249:1,3 257:7 258:17 259:14 260:2,5,9 261:13 262:4,11 263:22 264:12 281:1 288:8,10 290:9,11,19 291:1,4,14,22 292:16 292:17,22 294:16 295:22 296:4 303:1 303:10 307:7
accepted 9:20	actionable 7:1,7
access 42:10 87:6 97:18 130:18 145:10 196:22 197:2 225:4 233:3 254:2 299:10	actions 16:22 19:9 23:1 27:10 43:10,12 44:6 46:8 55:5 227:6 242:19,22 247:12 264:16 275:7,8,12 284:16 294:21 296:15 298:1
accessed 144:17	active 18:21 144:15,22 189:15 294:5
accessible 135:14	actively 43:15 86:9
accession 241:22	activities 20:18 242:10 242:16 272:3 299:4
accessories 126:21	activity 93:13 319:21
accident 34:10	acts 6:8,20 7:6 176:12 231:13 303:19
accommodate 161:18 210:12	actual 73:17 92:13 244:9 256:8 284:9
accompanied 249:2	add 13:12 18:5 48:21 72:12 75:10 76:8,13 91:9 95:7 100:18 110:6 179:3 181:13 197:17 313:15
accompany 51:20	added 28:3 81:15 122:16 123:14 143:1 173:4 178:12 193:22 273:12 286:20
accomplish 136:12 177:16	adding 29:8 49:8,13 83:14 91:15 95:3 181:20 215:7
	addition 16:14 17:4 29:7 50:8 76:12 77:13 79:18 95:6 124:2 133:14 134:4 162:3 178:13 189:6 207:16 210:13 220:15 276:5
	additional 7:14 17:3 29:20 36:21 49:10 50:8,20 58:9 61:8 72:15 76:9 79:5 81:8 82:21 83:2 88:13 89:18 90:5 93:11 100:19 105:15 110:14 117:7 128:1 130:3 144:2 147:1 149:21 159:4 173:6 211:19 212:20 215:15 216:1 216:16 225:21 226:7 226:19 227:4,19 233:22 254:14 259:16 260:22 261:7 275:8 275:12 276:16 286:4 286:6 288:13 292:12 293:7,15,18 297:15 300:10 302:16 304:20 312:17 313:9 318:20
	Additionally 128:17 174:17 176:15 297:6
	additions 38:13
	additives 197:14
	address 18:2 27:10 28:16 46:19 49:20 51:11 58:14,20,21 59:7 73:4 79:7 80:14 81:3 83:15 90:7 118:12,22 127:10,15 130:18 136:2 184:20 185:4 196:18 198:7
	225:6 228:5 239:4 242:19 243:19 246:2 247:12,19 250:1,13 251:12 254:5 270:5 274:16 293:1 301:8 305:10 311:4,18
	addressed 175:18 185:1 202:1 226:15 228:6 247:1 249:6,18 297:6
	addresses 17:18 84:4
	addressing 82:20 131:7 132:21 236:20 241:5 241:8 296:2
	adds 20:19
	adequate 310:10
	adjacent 72:4
	Adjourn 5:19
	adjourned 320:15
	adjustments 128:9 300:11
	administration 1:15,19 11:13 12:1 20:6 38:11 47:7,15 48:7 65:10 73:2 86:11 88:18 89:22 91:9 130:8,13 131:5 135:22 168:8 185:16 190:4 216:10 223:2 225:6 227:17 228:4 236:16,21 239:2,5 243:7 245:22 251:17 254:1 258:9 265:17 266:11 267:10 270:4 272:19,20 273:11 279:11
	administration's 43:12 46:22 70:22 86:7,19 119:20 127:10,22 131:3 201:14 224:1 224:10 244:1 249:20 254:5 258:17 259:13 263:22 264:12
	administrations 278:19
	administrative 8:13 249:1 289:10 303:10 316:15
	Adobe 59:12
	adopted 81:17
	advance 128:8 224:10
	advanced 87:18 89:18 133:8,12 200:7 317:13
	advantage 36:11 99:11 123:8 153:11 172:19 192:8 204:6 228:8 230:9 257:22
	advantages 183:12 300:6 317:20 318:6

- advent** 121:12
adverse 83:16 252:3
 263:8
adversely 95:9 134:21
 264:16
advertising 144:20
Advisors 1:17 168:2
advocated 19:8
aerospace 2:17 4:6
 18:13,19 19:1,7,14,19
 19:21,22 20:4,7,13,15
 21:1,4,10,21 22:6
 23:5 52:19 61:7 62:4
Affairs 11:19 12:7 65:6
 65:17 101:22 120:16
 126:14
affect 38:10 58:8,11,22
 59:8 134:5,21 264:14
 264:17 280:3 286:1
 314:9,10
affiliated 146:18
affirmative 250:16
afford 130:6 226:7
affordable 121:18
 122:13,19 235:7
 238:10 269:1
after-market 158:12
aftermarket 129:21
 152:4
afternoon 64:19 65:1
 65:15,18 66:2 70:16
 76:1 80:20 85:21
 105:19 120:14 126:12
 131:17 136:22 142:2
 167:16 188:11,17
 194:11 222:18 234:20
 252:10 258:15 283:2
 292:5 298:12 302:4
ag 224:22 225:7,19,21
agencies 11:4,4 28:22
 85:15 175:10
agency 6:6 8:14 9:19
aggregate 147:11
aggregates 150:20
aggressive 19:13 37:2
 170:15 204:9 213:11
 247:20
aggressively 14:14
 89:15 244:8
ago 45:16 110:17
 170:19 189:15 203:11
 219:4,14 235:5
agree 102:8 118:8
 217:7 231:1 249:19
agreed 248:4,7 273:2
agreement 40:1 60:21
 243:13,15 248:18
 250:11,15 251:5
 279:6,16 288:15
 289:4 303:6,15
 304:13 305:3,9,12,16
 305:21 318:17
agreement-type 274:21
agreements 145:6
 183:11 247:13 248:19
 248:22 249:5,17
 251:9 273:1 274:8
 285:1 302:21
agrees 223:22
agribusiness 252:19
agricultural 35:21
 230:15 233:10 245:16
 245:18 252:22 253:17
 275:5 309:17,19
 310:5
agriculture 2:6 5:9
 223:9,16 224:4,12,15
 224:16 225:2 226:9
 227:8 228:7 253:4,6
 253:15 256:9 296:6
ahead 15:2 63:3 167:7
 262:7
Ahlin 2:4 4:11 63:12,13
 65:22 66:1,2,3 70:13
 106:20 107:3,7,12,20
aimed 117:16
aims 122:21 267:9
air 2:7 5:2 34:15,20
 35:1 38:16 57:20
 121:11 129:21 152:14
 153:9 168:18 169:4
 169:20 170:8 171:14
 171:22,22 172:4,9,10
 172:17,18,22 173:2
 173:14 174:6 176:22
 215:7 217:20,22
 218:4
aircraft 20:11 21:22
 22:13,17 27:2 296:7
airgun 174:10
Airport 72:2
AISC 94:12
aisle 104:8
Alabama 96:4 169:13
 263:6 280:12
albeit 56:5 244:18
Alex 64:17 157:4,9
Alexander 1:14 12:9
 64:20 65:2 106:18
 168:12 209:14,18
 223:12 283:14 310:14
align 40:11
alleged 122:21 250:19
 290:7 292:18 293:1,7
 294:7 316:14,16
alleviate 129:15
allies 243:1 269:21
allocation 12:18
allow 32:13 56:5 85:8
 145:9 155:21 182:6
 193:3
allowance 36:16
allowed 10:17 39:9 60:3
 84:21 119:19 176:19
 177:6 190:13 192:14
 198:1 249:2
allowing 93:21 100:3
 174:3 182:7 199:17
 212:19
allows 75:3 212:20
 303:2
alloy 204:11
almonds 255:2
alter 37:3
alternate 154:16
alternative 16:17 79:21
 84:8 129:9 134:8,11
 155:18 234:12 298:2
alternatively 162:3
alternatives 135:4
 186:19 238:16
AlterSciences 2:10 4:8
 39:15 58:19
altogether 38:4
aluminum 116:12 117:5
 149:18 150:19 172:2
 225:17 254:22 261:7
amazingly 40:1
ambiguous 138:21
ambitious 259:3
Amdur 1:14 12:8,9
 53:16,17,21 64:19,20
 65:1,2 106:18,18
 107:4,8,18 157:4,4,9
 157:9,18,21 158:2,6
 158:16 159:2 168:12
 168:12 209:14,14,18
 209:19 221:2 222:10
 223:12,12 276:21
 283:14,14 310:14,14
 311:6 312:7
amend 120:6
America 2:18 4:17
 18:22 32:17 35:5 48:2
 70:3 106:5 120:8,12
 120:17 123:11 161:5
 171:1 184:10 206:20
 241:7 258:4 260:19
 294:12 320:1
America's 121:3 123:1
 161:12 230:10 252:21
 259:3
American 2:9,11,14,21
 4:9 5:3,4,9 23:22
 24:10 28:6,10 33:8
 43:3,7,13 44:3 46:16
 47:2,3,9 48:4,8 70:7
 80:6 91:6 92:17,18
 107:5 117:1,2 120:4
 121:13,19 122:2
 124:20 125:8,9 126:2
 135:14 136:15 139:2
 141:16 142:20 145:18
 146:17 151:6 170:9
 178:3,8,9 182:10
 183:9 184:3 188:8,20
 189:20,21 190:7,15
 191:2,14 193:5,7,10
 193:17 194:3 205:4
 206:11 208:4 211:12
 211:20 226:9 228:14
 228:17 231:22 235:1
 235:20 236:2,12
 249:12 253:6,18,21
 254:19 260:16 262:15
 267:3 284:13,13,13
 284:21 285:17 290:17
 296:6 297:7,12
 313:19
American-made 66:11
Americans 122:14,19
 124:18 125:12 130:6
 134:22 161:5,19
 193:9 235:6,16
 267:18,21 290:17
Americas 2:8 4:5 13:2,7
 13:14 15:15 18:8
amount 32:14 129:2
 135:8 152:19 166:9
amounts 73:19 116:7
ample 91:20 113:8
 214:15 250:12
AMSC 4:9 43:15 44:4,8
 44:9,9,12 45:2,8,16
 46:13 47:17
AMSC's 43:18,21 44:18
 44:20 45:1,6,14 46:10
 55:20
Amy 1:16 11:14 65:18
 105:19
analysis 135:11 186:8
 282:7
analysts 175:9,14
anchor 77:11
and/or 163:17 289:10
Andrew 223:8
anecdotal 276:20
anecdotally 21:17
angles 14:15
angry 117:21
annex 138:12 231:11
 231:18

anniversary 194:22
announced 7:5,12
 87:11 97:7 119:14
 123:10 225:17 229:7
 264:13 299:8 304:8
 318:19
announcement 106:12
 128:18 171:19 192:17
 226:1 304:9
annual 7:15 116:7
 155:9
answer 18:9 30:2 58:4
 70:12 131:11 146:1
 147:18 148:1 152:21
 188:6 199:10 211:10
 216:21 217:3 220:13
 234:13 240:9 254:17
 266:20,21 306:14
 309:7 310:22 313:2,5
 314:2
answered 163:1
answering 90:11 104:9
 155:17
answers 315:19
anti- 49:2 185:3 187:22
anti-dumping 49:18
 68:14 74:5 225:15
anti-duty 225:14
anticipate 102:8 261:22
 271:2 275:9
anticipated 208:16
anticipates 232:14
antimicrobial 197:13
Anvil 2:14 4:14 95:13
 95:21,21 96:7,9,18
 97:9 98:5 100:3,7,16
 103:22
Anvil's 97:22
anymore 108:14 166:2
appealing 208:21
appear 13:9 76:6 86:3
 132:7 146:9 172:2
 194:15 298:13
appearing 9:7
appears 138:20 139:14
 288:22 304:6 316:18
appellate 250:10
applaud 46:22
applauding 70:21
applicability 39:5
application 38:22 42:18
 60:9 122:14 184:19
 185:22 231:8
applications 26:12
 112:12 138:3 200:6
 233:7
applied 92:4 231:14
 233:20 251:9 259:17

apply 99:19 134:20
 185:13 277:14 307:20
 309:4,11
applying 190:22 303:12
appreciate 13:8 42:11
 75:18 80:22 86:2,11
 131:10 171:9 190:3
 194:4 236:15 244:1
appreciates 89:1
 223:22 228:18 283:22
approach 40:7 56:4
 243:8,11,20 244:9
 246:2 250:7 258:10
 273:7 274:21 279:19
approached 170:19
approaches 135:21
 136:1,4 243:2
appropriate 202:10
 266:17 291:6
approval 57:13 289:10
 316:15
approved 57:14 316:20
 317:6
approximately 7:16
 44:19 45:18 56:19
 57:6,18 67:5 69:3
 80:2 104:19 109:10
 140:12,17 143:8
 144:7 169:15 179:6,9
 179:22 180:2 210:2
 214:2 218:15,18
 225:22 236:3 292:14
 292:15
April 7:4,12,19 171:19
 299:9 308:9
arbitrary 284:7 292:20
 293:10
arcane 277:14
archery 174:7
area 114:7 167:6
 277:18 311:16 317:1
areas 38:10 88:1 236:5
 250:2 273:5
arena 22:2
Argentina 233:13
arguing 186:6
argument 302:11
 312:12
Arguments 22:5
Ari 1:21 154:11 168:3
 213:2 223:3 283:5
Arkansas 76:17 169:13
 169:22
Armed 26:16 27:10
arrangements 145:8
arranging 168:21
art 116:13 143:4 197:12
Arthur 1:11,14 167:17

212:3 222:21 278:13
 283:8
article 42:3 248:11
 250:22 288:16,18
 304:15 306:2,3
articles 172:1 191:22
 203:9
artificially 16:12 192:6
ascension 41:4
Asia 117:8 118:15
 157:13 219:11
Asian 117:17 157:13
 188:3,4 232:16
Aside 296:1
asked 147:16 254:13
 283:21
asking 69:21 100:13
 103:6 311:6
ASME 203:2,12
aspects 86:10 250:1
 293:5
assemble 123:10
 164:19 212:22
assembled 34:19 98:21
 116:21 123:17 177:9
 221:17
assemblies 91:12 94:1
 95:2,3 114:22
assembling 123:12,15
assembly 116:6 123:13
 155:6,14,19 184:1,13
 188:3 221:22 261:17
 293:21
Asserting 22:9
assessed 290:9
assessment 289:22
asset 127:17
assist 29:20
assistant 11:18 12:12
 65:16 101:21 167:17
 310:22
Associate 302:6
associated 151:1
 195:10 238:20 263:16
association 2:6,12,16
 2:20 4:5,17 5:8,10
 18:12,18 26:7 126:10
 126:15,16 127:9
 186:5 223:16 240:13
 240:16,17 252:13,15
 282:6 285:13 297:10
assumes 186:10
assuming 157:22
 172:22 221:18
assumptions 186:9
 284:7
Atlanta 169:11
attached 42:2 68:21

235:22
attaches 259:9
attack 225:8
attacks 28:2 86:6 87:9
attempt 117:9
attempting 251:15
attempts 251:14 272:22
attend 34:11 142:6
attention 70:11 90:10
 151:18 209:7 273:10
attitude 320:2
attorney 293:2 315:14
attorneys 292:8
attractive 233:14
 299:11
attributed 255:16
Auburn 114:17 115:2
 116:19
audio 10:16
August 6:12 43:17
Augustyn 34:8 58:3
Australia 54:8 257:17
authorities 198:1,4
authority 247:11 250:7
 250:12
authorized 287:7
auto 2:20 4:17 115:21
 126:10,14,16,17
 127:9 129:1 130:3
automobile 34:20 35:2
 37:7
automotive 34:15,21
 57:21 58:5 114:16
 115:1 126:19 128:3
 130:11 230:16 263:17
automotive-related
 30:15
availability 38:21 62:19
 122:12
available 35:12 36:9
 38:21 39:6 131:11
 142:20 155:3 212:17
 212:18 216:14 217:1
 244:22 261:21 305:10
 307:14 313:11
avenue 45:13
avenues 45:12
average 122:5 186:17
 186:18
avoid 50:21 75:15
 86:20 89:21 172:10
 190:11 201:1 226:21
 227:13 234:10 264:16
avoidance 192:4
avoiding 184:2
awarded 78:4 116:4
aware 13:14 16:9 79:14
 134:2 158:19 206:7

237:12 239:12 277:2
280:21 281:9,19
318:18

B

B 176:14 289:13
Bacchus 250:8,14
back 26:3 41:8 52:16
54:13 62:2 119:6
152:7,22 153:18
182:6 198:20 206:19
209:3 219:2,4 241:10
281:4 282:11 286:7
315:10
back-up 119:10
backbone 71:18 74:17
93:14
backdrop 198:13
background 31:3 81:12
174:5 179:5
backing 29:18
backs 118:10
backyard 78:1 85:11
bad 118:6 182:4
Baer 2:4 5:4 182:16,18
182:19 188:7 212:4,5
212:11 221:3,10
222:11
baking 286:18
balance 269:22
Banker 2:5,5 4:12,12
70:14,14,15,16,18,19
71:3,12 72:11 75:20
101:10,14 104:13,18
105:1,16
Banker's 71:9
bar 76:14 77:11,11
78:18 79:10
Bargain 248:5,6
barge 214:11,11
barging 204:17
barriers 130:18 242:12
243:15 275:14
base 19:22 51:22 52:9
53:8,12 144:15 145:1
baseball 71:19
based 7:3 14:21 17:10
25:3 39:21 91:2
118:18 138:22 170:17
191:16 199:21 203:20
204:9 205:1 213:17
232:18 249:14 289:20
294:19 295:4 308:5
314:16 315:1,2,15
basic 229:21 251:16
basically 98:13,20
162:19 163:12 282:2
basis 155:9 197:6

233:16 289:6 291:9
batteries 32:1 285:16
battery 30:14
battery-powered 277:8
BBC 42:3
beams 71:14
bear 300:8
bearing 254:20
beat 210:19
beating 115:15
Beckwith 2:5 5:3
173:21 174:1,2 178:2
216:9,20 217:3
beer 210:5
began 43:16 81:15
143:16 247:22
beginning 261:12
262:10 286:19
begun 185:5,8 200:18
234:9
behalf 2:8 4:4,6,7 13:1
13:7 18:8 23:9,14,21
33:22 34:6 43:6 50:14
70:1 101:5 132:4
142:4 146:9 173:17
182:10,19 189:1
194:3,15 199:17
205:4 223:19 283:20
285:2 292:10
behavior 231:9 234:13
276:2 287:6
Beijing 244:4 251:1
Belgium 54:8
belie 251:19
belief 251:19
believe 24:7 46:18
73:18 102:13 113:10
113:19 120:6 125:21
139:1 147:18 148:1
149:7,15 150:8,13
160:8 175:1,3,16
213:16 224:7 236:17
247:2 251:17 272:15
272:19 274:21 278:16
293:3 312:8,16
believed 73:14
believes 94:12 100:7
226:16
belongs 54:14
beneficial 32:12 49:14
50:9
benefit 16:7 24:10
29:10 56:7,21 69:9
79:14 83:19 124:6
175:11,17 215:22
257:21 273:5 290:22
305:12
benefits 17:19 36:18

124:13 129:11 131:9
253:2 287:12
benefitted 44:22 83:22
192:3 225:3
benefitting 94:7 239:7
best 2:22 4:18 21:5
40:22 51:8 118:7
131:14,21 132:1,4,8
132:14 133:22 134:2
135:1,5 136:6,14
149:1,1 153:10
154:14,15 243:21
better 41:16 51:8 60:4
86:18 235:7 238:9
247:2 309:6
beyond 33:11 41:21
279:4
biased 289:21
bid 255:11,12,12
bids 77:22
big 62:14 193:9,12
219:19 268:14
bigger 242:3
biggest 33:2 56:17
bilateral 130:15 224:8
226:17 227:13 242:22
243:13 287:9
Bill 2:1,13 4:22 146:4,8
billion 7:16 41:10 44:11
44:13,16 45:1,18
50:17 94:8 125:1
126:17 225:1,18,22
226:2 229:6,7,10,11
235:18 253:16 259:5
260:17 284:3 285:8
290:7 292:15 296:10
296:11 297:1 304:3
318:20,21
billions 26:9 117:2
bin 255:8,10,11,16
256:4
bind 243:4
binding 243:19 248:22
bipartisan 252:20
Bishop 2:1 12:15,16
18:10 23:8 30:4 33:21
39:13 43:1 48:11,18
53:19 61:3 62:22 63:9
64:21 65:21 70:13
75:20 80:16 85:17
90:13,20 95:11 101:7
101:18 102:1 104:14
113:21 114:5 120:10
126:8 131:13 136:18
141:20 146:2 151:19
166:16,19 167:3
168:15,16 173:20
178:2 182:15 188:7

188:13,16 194:6
199:11 205:7 209:8
209:16 222:12 223:14
228:13 234:15 240:11
246:7 252:6 258:12
264:20 270:7,14
282:22 283:16 287:16
287:20 292:1 297:18
298:6 301:19 306:15
306:22
bit 48:19 52:6 102:10
148:6 166:8 281:15
blend 106:7
blind-sided 118:6
blocks 150:21 261:15
blower 278:11
blowers 240:6
blue 105:9
Bo 3:22 5:18 301:20
302:6 318:16
board 91:5 113:10
252:14 286:3 292:13
body 116:14 250:10
252:4 304:14,21
boilers 286:18
bolt 92:12
Bonner 1:15 216:8,9
217:2 218:10
bonus 111:10
book 81:17 111:13
boom 209:4
border 1:15 12:10 65:3
106:19 157:5,10
168:13 209:15,19
222:7 223:13 233:20
276:7 283:15 310:15
born 235:13
bottom 55:13 103:21
112:3
bought 219:7,9
bound 273:2
Bowen 2:6 5:8 223:15
223:17,18 228:13
275:2 276:4,17
box 193:9,12 208:12
branch 249:3
brand 121:4 125:15
132:3 155:16 161:13
branding 25:12 170:21
brands 159:22 160:1,4
171:6,7
Branson 2:7 5:2 168:17
168:19,20 169:2
173:20 215:6,13
Brazil 233:13
break 9:3,4,5 62:18,18
63:4 159:5 167:8
282:18

breakdown 57:5
breaking 300:11
breakthroughs 88:1
bridge 77:5 106:3,14
bridges 72:20 74:18
 91:4 92:14 93:16
brief 9:3 194:20 282:17
briefed 56:16
briefly 112:5
Brightbill 2:8 4:4 13:1,2
 13:3,6 18:10 48:21
 49:12
bring 54:13 56:20 57:17
 153:17,18 163:13
 164:15,17 166:13
 177:1 182:6 249:20
 250:4 263:22 302:14
 302:20 304:6
bringing 177:8 218:4
 220:7 249:7 250:3
 274:15
brings 251:21 266:18
broad 76:21 152:10
 250:5 260:4 273:8
 296:15
broadcasts 121:11
broader 243:4 279:8
broadly 244:16
broken 163:14
broker 81:15
brought 192:9 252:1
 273:11 287:11 296:16
brunt 254:20
Bryan 1:19 11:10,12
 223:1
Brzytwa 2:9 5:9 228:14
 228:16,17 234:15
 270:12,22
Buchzeiger 2:9 4:16
 114:12,13,14,15
 120:10 156:3,6,10,19
 157:1,6,11,15,20,22
 158:5,8,18 159:3,8
build 39:20 40:8 52:15
 118:17 124:7 147:7
 148:12 150:14 151:7
 154:7 155:4,7 160:9,9
 164:20
builder 213:12
builders 100:11 102:11
 103:5
building 19:3,14 72:2,4
 73:20 77:5 100:15
 147:12 150:21 161:11
 161:11,16,17 166:12
 203:8 237:18 238:20
 261:14,18
buildings 72:20 74:18

77:8 92:14 93:16
built 72:8 137:7 143:4
 162:15 165:1 255:10
bulk 157:16
BURCH 2:2 282:14
burden 6:22 18:4 50:21
 255:1 300:8 303:22
burdened 293:17
Bureau 12:6 65:6
Burkville 263:6 280:12
bushels 257:13
business 1:15,19 11:13
 14:14,18 30:12 31:13
 36:10 37:6 50:22 66:5
 66:13 69:1 77:2 78:9
 78:17 81:13,18 85:3
 86:1,11 96:7 103:22
 104:2 113:12 115:4
 115:14 116:7 117:15
 117:20 118:12,18
 119:3 120:1 130:22
 140:12,16,19 141:13
 143:2,5 144:2,9,14,17
 145:2,8,15 148:7,16
 162:7 166:3 178:14
 179:15 189:20 190:7
 190:8 191:17 193:8
 205:15 206:14 213:12
 213:12,19 216:10
 223:2 227:11 259:15
 259:22 263:4 264:6
 265:9,10 266:9
 268:15 284:19 287:14
 293:5 299:2,3,6,18,20
businesses 24:17 71:3
 94:4 120:4 126:19
 127:5 134:22 135:9
 135:19 141:10 182:1
 190:5 216:17 232:5
 235:1 239:21 252:22
 268:14,16 283:20
 284:13 298:2
Busis 1:11,13 6:3 12:11
 12:11 13:4 23:19
 48:14 51:1 53:16
 54:15 57:19 58:13,19
 59:4,7 61:2,5 62:17
 63:3,14 65:12,12
 101:10 105:13 112:4
 146:6 153:7 156:3,7
 156:16,21 157:2,7
 159:3,11 163:5,8,19
 164:3,8 166:16,21
 276:12 281:8,16,19
busted 119:2
butt 119:2
buy 2:22 4:18 103:18
 103:18,19 131:15,21

132:1,4,8,14 133:22
 134:2 135:1,5 136:6
 136:14 154:14,15
 211:20 235:9
Buy- 106:4
Buy-America 106:15
buyers 113:15
buying 122:9 193:10,11
bypass 190:19 193:15

C

C 290:2
cable 142:17,20
CAD 35:14
CAER 24:1,7 28:20
 29:19
calculated 44:14
calculating 290:7
calendar 97:5
California 169:13
 256:13,15
call 143:11 162:13
called 60:1 115:16
 235:10 265:22 316:5
calls 261:11
cameras 10:16
campaign 206:20 208:4
Canada 241:16 253:13
 256:17 257:17
cancel 84:20 110:12
canceled 257:9 275:19
canceling 275:18
cancellations 275:22
cancelled 23:16 38:4
candor 54:5
canned 112:11,12
cans 112:14
capabilities 25:13
 107:15 155:3
capability 165:22 204:1
capable 19:13 60:15
capacity 52:19 89:12
 89:16,18 91:21 93:6,8
 93:10 100:17 104:20
 105:2,12,17 107:10
 107:13 109:11,16
 110:7 111:10 113:6,8
 117:11 119:12 128:11
 155:6,7,14 158:22
 173:12,15 183:6
 190:11 210:3 211:7
 211:16,16 214:3,15
 218:19 255:8 317:15
 317:18
capital 37:18 38:3
 41:22 85:7 100:19
 105:2 110:18 139:20
 163:10 173:10 255:6
 295:5,18,18,20
carbide 2:4 4:11 63:12
 65:22 66:4,11
carbon 204:10
care 2:20 4:17 126:10
 126:15,16,17 127:9
carefully 8:3 130:14
cares 120:5
caring 126:3
Carlisle 2:10 4:8
Carlyle 39:14,15,17
 43:1 54:17,21 55:14
 58:20 59:2,5,10
Carolina 169:14 182:21
 187:16
carrying 265:18
cars 36:8 242:2 296:6
Carter's 141:12
carve 300:15
case 31:18 46:11 51:18
 264:6 267:14 274:15
 319:13
cases 26:21 113:11
 139:11 148:20 180:19
 227:19 242:21 251:21
 251:22 289:22
cast 114:21
casting 207:8
castings 34:17
Castle 3:11 5:5 199:13
catalogs 139:5
Catalogue 307:8
catalyst 233:16,16
categories 102:4
 146:22 179:22 180:2
category 121:1 149:11
 158:3 307:8
caught 278:5
causal 289:9
cause 92:2 100:9
 102:15 125:2 128:15
 135:18 149:16 173:8
 175:15,22 177:17
 231:15 236:18 246:22
 254:15 300:15 313:13
caused 67:5,16 192:17
 284:20
causing 67:13 122:11
 124:17 313:18
caution 123:11
cautiously 45:7
CCCME 298:17 309:18
CCOIC 288:7
CCP 41:17
CEA 218:12
cease 128:17
CEEM 199:18 200:1
celebrated 30:11

celebrating 194:21
cells 13:12,16 16:1 17:3
 17:12 18:6 48:22 49:4
 49:8,13
Center 71:21 288:3
Central 72:5
centrifugal 206:1
 218:14
cents 211:19
century 251:10
CEO 96:11 114:15
 178:7 234:20 243:9
certain 79:6 86:12
 88:15 89:3 128:2
 133:8 150:5 158:4
 170:12 215:7 221:7
 234:22 246:20 289:3
 300:16 303:19 307:19
 307:22 308:6,16
 309:3,4,11 315:7
certainly 52:18 96:18
 119:21 125:13 170:5
 215:13,21 221:10
 244:6 251:16
certificate 140:8
cetera 181:14 214:14
CGCC's 284:2
Chad 3:8 5:5 194:7,13
chain 54:1 56:13 72:18
 89:13 91:17 92:11
 93:21 115:21 117:1
 127:21 128:6 139:13
 162:21 233:6 290:20
 300:11,12
chains 20:19 25:7
 127:7 128:10 131:8
 139:18 166:1 253:3
 269:11
Chair 1:13,14 4:2 6:3
 10:11 12:11,13 48:14
 51:1 53:16 54:15
 57:19 58:13,19 59:4,7
 61:2,5 62:17 63:3,14
 65:12,13 101:10
 105:13 112:4 153:7
 156:3,7,16,21 157:2,7
 159:3,11 163:5,8,19
 164:3,8 166:16,21
 167:14 168:14 209:11
 212:3 220:14 221:1
 222:18 270:10 276:12
 278:13 281:8,16,19
 283:2,8 306:18 309:1
 309:9 310:12 314:12
 315:21 318:13 320:9
chairing 167:1
Chairman 12:16 23:19
 48:12 63:10 101:8

131:17 146:6 151:20
 154:20 188:11,17
 209:9 246:11 270:8
 306:16
chairperson 302:5
Chairs 1:11
challenge 97:9 99:4
 230:7 239:10 249:10
 251:11 278:21 279:5
 311:5,19
challenges 40:21
 125:14 225:4 227:22
 234:7 241:12 242:19
 242:21 274:7 277:12
 290:3 300:5 310:19
 311:9,11,16
challenging 25:6 231:4
 245:4
chamber 2:20 3:5,13,18
 5:14,15,17 35:19
 283:17,21 287:22
 288:4 296:12 298:8
 298:15
chambers 35:17
change 36:2 55:4,10
 74:14 108:11,11
 109:1 120:6 133:2
 150:9,13 231:8
 234:12 266:8
changed 73:3 104:4
 121:10 260:11
changes 40:14 55:12
changing 96:19 150:6
 154:10 251:10
channel 171:5 213:19
 214:13 235:11
channels 142:12,15,19
 144:17 251:15
chapter 176:14 281:6
charged 27:12
chargers 30:14
charging 32:1,1
Charles 81:14
chart 193:1
Chas 3:10 4:21 141:21
 142:3 159:13
cheaper 207:17 208:8
cheaply 150:13
cheated 85:9
cheating 243:20
chemical 229:1,13
 230:8 259:20 260:15
 261:9,19 264:5,9
 271:18
chemicals 229:4,20,22
 230:1,3,6,12,14,19,21
 231:19 260:11 262:17
 262:19 296:6

Chemistry 2:9 5:9
 228:15,18 260:16
 262:16
cherries 256:11,13,18
 256:20
cherry 256:14,15
chicken 267:6
chief 18:16 70:18 90:18
 91:2 95:20 131:20
 199:20 250:9
children 118:19
China's 6:8 15:13 17:21
 18:2 20:3 21:13 25:16
 41:4 42:14 46:2,8,9
 47:4 52:19 73:17 76:7
 80:8 81:3 83:15 87:13
 88:19 95:8 127:10
 128:17,19 129:2
 133:9 134:5 182:4
 193:14 203:2 224:1
 229:1,3,19 230:7,9,11
 231:9,13 232:8,20
 233:3 234:7,12 239:5
 239:7,9 241:21
 249:21 250:11,22
 251:6,18 254:5
 257:11 259:14 262:14
 262:16 264:12 278:17
 279:7 281:10,21
 306:5 307:7 319:3,20
 319:22
Chinese-based 171:2
Chinese-origin 13:10
chip 25:13
choice 84:18 122:14
 134:9 177:20 193:10
 245:8
choose 118:4 142:11
 142:14 271:8
chooses 16:5
choosing 134:19
chosen 299:2
circumstances 305:17
circumvent 93:22
circumventing 123:9
circumvention 86:20
 89:21 94:3,22 185:4
 188:1 221:5
circumventions 185:15
cities 294:11
citizens 41:15 42:11
 138:7
city 25:19 71:13 72:6
 78:14
claim 52:4 302:16
 304:19 319:22
claimed 305:21
claims 187:8 305:4,19

clarify 61:10 311:2
Clark 2:10 5:11 246:8
 246:12
class 35:20 116:11
 138:19 242:4
classic 183:17
classified 72:13 81:9
 132:9 185:19 277:13
clear 42:15 46:11 73:16
 138:18 190:11,15
 198:19 235:6 237:3
 238:9 244:3 254:17
 259:10 308:10
clearly 39:22 56:3
 170:17 181:8 204:20
 285:7
client 34:6 293:19
 294:14
clients 292:11 293:3
 314:3
climate 259:19 274:1
close 61:13 94:2,21
 203:14,19 257:10
 269:17
closed 145:9
closely 22:7 82:7 158:9
 317:21
closer 48:19 53:20 61:4
 64:21 90:20 104:15
 125:18 126:1 157:8
 209:17 307:1
closest 203:22
closing 42:14 230:13
clutch 38:15
Co- 1:11
co-marketed 144:3
coal 151:13
coalition 23:22 199:17
 200:1 224:8 228:6
 250:5
coast 71:6 260:22
coated 190:22
coating 76:19
code 30:18 33:18 61:12
 145:10 158:12 175:3
 176:3,9,17 177:5
 189:6 195:13 206:2
 214:21 261:12 262:11
 293:21
codes 38:15 39:1,5
 91:9,13,15 94:19 95:1
 95:4 173:7 176:16
 179:17 277:14
Cohen 2:11 5:10 234:16
 234:18,19,20 240:11
 276:22 277:7
cohesive 274:20
coils 84:16 163:12

193:18
cold 110:17
collaborate 290:4
collar 105:10
colleague 166:22 282:3
colleagues 209:12
collect 45:12
collected 7:4
collection 265:5
collective 270:2
Columbia 24:5 78:1
 132:6
combat 17:21 202:1
combined 23:2 122:15
 273:20
combines 116:11
come 52:16 63:2,9 68:4
 70:8 85:1 113:12
 114:1,7,9 154:21
 156:1 159:20 161:7
 167:4,5,14 212:19,21
 218:17 220:16,22
 222:14 272:20,21
 277:13 278:6,8 281:4
 282:22
comes 11:6 105:2
 106:8 160:22 195:3
 254:18 266:18
coming 21:21 26:3 55:2
 62:2 101:16 113:18
 115:11 124:11 181:3
 181:7 214:20 220:19
 269:17 298:22
commend 266:11
comment 51:22 58:21
 60:5 114:20 258:16
 270:19
comments 8:6,8 10:1
 34:6 41:12 48:10
 51:12 56:16 57:4
 58:14 64:14 87:2
 101:11,11 107:17
 135:1 136:5 147:4
 153:3 159:4 189:4
 228:22 260:1 276:5
 284:1 296:13 298:20
 315:6 316:2,3,3,4,6,8
 318:12
commerce 1:19,20 3:6
 3:14,18 5:16,17 7:1
 12:1 18:4 29:1,7
 51:16 65:11 90:7
 104:12,17 127:12
 168:9 210:21 223:7
 283:10,21 287:22
 288:4 296:12 298:8
 298:15 304:1 306:19
 307:3 317:4

Commerce-USA 2:20
 5:15 283:18
commercial 21:22
 27:14 46:6 71:6 87:7
 87:17 88:21 100:11
 100:14 102:11 103:5
 134:1 169:8 188:21
 189:16,22 226:14
 253:12
commercializing
 137:11
commercially 15:8
 238:4
Commission 1:10 2:1,2
 192:10,11 248:4
Commissioners 224:13
commitment 45:22
 46:3 241:3 248:11
commitments 40:11,13
 130:16
committed 303:16
committee 1:3,9 4:2 6:6
 6:18 8:2,5,8 9:17,20
 10:3 12:14 23:20
 26:17 28:20 29:21
 34:4 64:9,16 65:14
 70:17 75:17 95:17
 112:6 125:18 131:18
 146:6,8 154:20
 167:21 168:21 175:2
 188:19 190:4 199:15
 205:12 216:18 222:20
 246:12 283:3 284:1
 292:6,12,19 297:22
 302:5 311:15
Committee's 98:5
commodities 253:8
commodity 139:10
 257:8
common 290:2 291:8
 307:21 310:18 311:9
 311:15
Commonwealth 44:4
communications
 268:20
Communist 41:17
communities 72:21
 126:5 253:20 264:8
community 118:5 256:2
 257:6 268:19 287:15
 291:13 294:6
companies' 87:5
company 2:5,11,19 3:7
 4:12,20 5:3,6 21:1
 25:8 31:11,16 32:4
 34:13,15 38:8 43:10
 48:4 56:4 58:9 59:1,9
 63:12 66:1,4,6,21

70:15 78:6 81:12
 106:21 115:2,19
 116:10 117:18 123:16
 126:2 131:15 136:20
 137:3,13,14,14,18
 141:18 142:21 158:13
 168:18 169:5 171:3
 174:10 178:4,8,9
 194:2,21 198:8 204:5
 204:7 205:9,14
 206:21 207:21,22
 209:5 232:6,9,14
 235:8,12,15 236:11
 236:19 237:8 238:3
 255:16 256:3,4,5
 259:9 274:15 294:2,9
company's 44:8 127:16
compared 83:10 181:18
compensated 45:2
compete 41:2 52:17
 62:2 80:11,11 98:4
 99:2 108:13 172:13
 181:12 190:5 193:8
 201:4 217:11
competes 159:18
competing 165:21
 213:18,19 232:19
competition 68:11
 101:2 110:19 111:15
 141:1,3 172:12
 189:22 200:15 243:18
competitive 67:10
 101:1 113:3 127:17
 128:15 131:8 139:1
 140:4 177:8 182:8
 187:12 193:4 204:6
 219:5 245:5,11 246:4
 260:7,13 266:6 300:6
 317:20 318:6
competitiveness 127:7
 131:4 164:22 201:17
 230:6 232:21 234:3
 259:17 262:19 268:9
 286:13
competitor 14:13
competitors 52:16
 57:20,22 69:16,22
 113:14 162:16 171:4
 172:18 174:22 177:3
 177:22 189:19 190:12
 190:18 191:1,18,21
 197:1,10 202:3
 203:16 233:22 245:10
 257:18,21
competitors' 192:20
complainants 306:11
complaint 250:2,13
complaints 250:3

complement 89:9
complementary 74:2
complete 62:11 160:11
 164:16,20 177:9
completed 57:12 177:3
 320:12
completely 217:7
 293:10
complex 74:21 123:18
 124:1 269:11
complexities 238:19
complexity 20:20
complicate 89:16
comply 299:19
complying 252:3
component 25:21
 28:15 29:2 87:13
 148:15 152:11 183:16
 184:16 212:16,18
 217:15
components 20:7,13
 21:11 22:17,20 24:22
 25:6 26:17 30:20
 34:19 35:3 37:1 62:7
 73:21 114:22 128:3
 130:4 148:19 150:7
 152:17 154:2 164:18
 165:4,15 166:13
 185:8 200:3,9,14
 201:19 202:7,11,19
 202:21 203:7 204:22
 205:5,22 214:5
 221:14 286:11 300:13
compound 69:11
compounded 192:16
 292:17
comprehend 208:2
comprehensive 14:6
 23:3 35:8 86:4 112:19
 243:11 274:20
compressor 35:1 38:17
compressors 34:16,20
 36:6 38:16 57:21
compromise 75:3
compulsory 133:16
computer 87:6
computer-aided 35:7
computers 24:15 25:4
concentrated 165:19
concern 36:1 55:1
 61:20,21 128:19
 172:5 229:17 246:22
 254:1,10 261:2
concerned 58:5 127:21
 196:16,20 224:3
 229:15 244:17 254:7
 259:12 275:12 276:1
 308:18

- concerning** 21:3
concerns 59:13 123:22
 127:16 138:10 216:17
 221:4 226:14 236:20
 247:6 274:12 291:3
 298:4 301:12 308:6
Concessions 288:17
concise 10:8 64:11
conclude 10:12 232:2
 269:18
concluded 303:18
concludes 48:12 101:8
 151:20 186:16 209:9
 270:8 306:16
concluding 39:3
conclusion 10:20 47:17
 125:3 131:2 136:6
 177:15 182:10 208:15
 228:3 284:8 291:14
 294:18 297:21 306:3
 314:15 315:17
conclusions 285:3
 314:22
concrete 316:8
Condition 168:18
conditioner 172:9
conditioners 171:22
 172:1,10,17,18 173:1
 173:2,14 215:8
conditioning 2:7 5:2
 34:15,20 35:1 57:21
 129:21 152:14 153:9
 169:4,20 170:8
 171:14 251:1
conditions 35:17 54:22
 242:13
conduct 303:5
conducting 47:19
 95:17 299:19 304:11
conducts 87:4
confidential 135:2
 136:5 163:20 164:12
 164:13 178:14 193:1
 260:1 263:4 311:20
confirmed 204:18
conflicted 306:8
confrontation 226:22
 291:4
conglomerates 219:8
Congress 47:7,16 48:7
 248:17,20
Congressman 250:8
conjunction 6:5
connect 95:22
Connecticut 169:14
connecting 96:8
connection 6:7 21:12
 316:14,15
- consequence** 122:11
 278:8
consequences 115:17
 124:16 125:20 130:10
 136:14 254:7 260:6
consequently 219:10
conservative 24:12
 94:13
consider 8:3 16:5 17:5
 50:7 99:16 130:8
 171:3 241:14 293:10
 297:22 316:18
consideration 30:2
 136:16 194:4 202:14
considerations 206:20
considering 156:4
 205:12 216:19
considers 304:10
consistent 174:21
 177:21 247:4 269:22
 289:18 319:3
consolidated 96:19
construct 264:5
constructed 130:14
 262:7 306:7
construction 35:15
 71:7 75:5 77:4,5
 81:21 91:7 92:19 93:4
 93:13 94:4,20 108:9
 147:12 256:3 261:6
 261:15,18,22 318:3
constructive 234:5
 291:11
consultant 204:16
consultations 301:16
 304:9
consume 55:14
consumer 27:21 41:19
 92:2 103:17 104:3
 121:19 122:17,18
 128:13 131:22 152:18
 152:20 153:22 174:7
 174:7,8 175:16,20
 176:3,6,10,11 177:18
 186:5 190:7 211:18
 212:10,12 216:12
 227:11 239:9 242:1
 267:15 277:17 280:20
 282:5 285:13 297:10
consumer-oriented
 92:8
consumers 29:16 92:7
 100:10 102:10 103:5
 103:6,9,11 112:19
 121:9 122:3,7,9 134:9
 134:22 135:3,9,12,19
 136:15 152:4 161:3
 181:22 187:8 193:5
- 213:5 215:10 231:16
 235:1 239:19 267:15
 268:6,9 284:13,21
 285:9,11,12 286:5
 297:7,15 300:7,20
 301:10 312:22
consumers' 235:20
consuming 55:15
consumption 268:4
contain 24:16
contained 250:14
containing 44:2
contains 286:16
contamination 78:11
 108:21
contemplate 37:13
content 53:3 142:11
 144:20 164:3,4,10
 191:12 197:21
contention 248:3
CONTENTS 4:1
context 55:20 74:16
 155:1 191:14 273:17
 279:12
continually 36:2 111:1
continue 40:12 41:3
 44:20 52:1 66:21 70:6
 71:3 75:13 80:7 85:9
 127:14 131:5 141:2
 169:18 190:14 201:11
 206:9 211:12 217:11
 228:8 287:9 299:7
 308:10
continued 70:22 73:1
 78:17,20 101:5
 173:17 235:18
continues 41:4
continuing 41:13
 134:10 181:5
contract 57:15 116:4,9
 119:7
contracted 44:12
contracting 78:13
contraction 150:3
contractors 108:6
contracts 37:7 58:8
 115:7 269:14
contrary 291:19
contrast 26:12 40:4
contributing 233:21
contribution 290:1
contributors 138:8
control 27:1 29:9 60:19
 133:21 146:16 295:11
controlled 21:3 35:2,16
controls 294:21
Convention 71:21
convert 67:22
- convictions** 46:10 48:1
cooling 169:7
cooperate 311:4
cooperation 291:6
 317:15,19 318:1
coordination 269:20
copied 197:20
copy 42:3 207:9,15
 235:22
copying 31:7 207:8
copyrights 197:20
corded 277:8
cordless 240:6
core 243:12
corn 253:8
cornerstone 121:13
 248:13
Corp 50:14
Corporation 2:5,15,16
 2:19,21 4:6,9,13 5:3
 23:10,15 25:8 43:3,7
 76:4 85:19 86:2
 120:18 137:6 173:22
 174:6
corporations 200:18
correct 32:6 157:1
 163:6 316:11,21
correlation 289:13
 293:6
corresponding 301:3
Cory 3:21 4:7 30:5,10
cost 19:20 20:8,15 22:7
 32:3 36:19 37:9 60:4
 62:9 68:7 78:15 84:15
 97:11,16,18 98:1,3
 99:10 100:12 104:3
 109:18 121:20 122:13
 125:10 129:19 135:11
 139:11 141:3 150:14
 151:13 154:6 166:8
 170:22 172:19 174:20
 177:21 180:9,10
 181:9 186:17,18,21
 187:1,5 191:4,22
 200:19 201:18 204:5
 204:14,18 205:1
 210:17 211:19 212:17
 215:16 233:22 255:15
 255:17,21 260:13
 263:16 268:15 280:22
 281:21 290:16 294:12
 300:9,14,19 312:17
 312:18 314:5,6,8
cost-effective 130:6
costs 32:5 37:10 67:9
 97:15 99:7 102:16
 117:8,9,13 128:12
 149:14,20 150:2,17

151:1 153:21 172:15
 181:11 191:21 192:20
 192:21 207:19 227:11
 238:20 245:2 255:5
 259:20 261:9,18
 271:6 280:19 286:4
 312:14
cottage 214:22
Council 1:17 2:9,18 5:9
 5:12 198:18 228:15
 228:18 260:16 262:16
 264:22
Counsel 65:13 167:18
 167:18 168:2 246:13
counter 134:18
counteraction 296:17
counterfeit 24:22 25:9
 26:4,17,22 27:5,13
 28:1,3 32:7
counterfeiters 25:3
 26:12 27:17 28:19
 29:11
counterfeiters' 25:10
counterfeiting 25:17
counterparts 40:17
 41:20 295:3
counterproductive
 291:2,18 295:16
countervailing 49:3,18
 68:15 74:6 180:7
countries 19:10,13 50:1
 53:7 73:20 74:10
 94:16 129:14 139:17
 141:3 148:16,20
 154:15 157:13 160:10
 162:18 166:5 186:2
 188:4 201:1 218:22
 220:16 221:15,16
 224:9 228:7 242:14
 250:5 290:3 291:5
 301:10 307:21 318:9
 319:11 320:5
country 17:17 23:5 26:1
 40:2 41:16 42:1 52:11
 60:6,10,11 113:8
 115:16 118:5 123:5
 152:8,21 161:7
 210:15 222:1 226:12
 229:5 238:19 239:16
 241:4,15 244:17
 245:1 262:13 309:19
 309:21,22 310:8
country's 23:5
couple 113:7 156:11
 157:5,10 203:11
couplings 96:2 97:12
 97:21 98:18 99:3,13
 99:17 100:21

course 30:12 31:16
 49:20 50:6 98:19
 247:2 253:14
court 45:3,7 64:17
 101:19 207:12 274:14
courts 45:17 46:2
cover 9:4 68:6,9 69:5
 81:7 86:22 90:3
 143:12 240:5 303:13
 308:6
coverage 67:1 171:17
 300:7
covered 6:21 22:3 61:9
 67:20 70:9 75:12
 112:7 158:1 200:11
 244:22 247:13 304:2
 309:16
covering 130:1 197:12
covers 189:7 307:19
 308:16
cracker 259:8
crackers 214:14
create 25:5 28:13 55:4
 56:1 67:3 92:13
 130:21 131:8 144:13
 172:11 242:7 243:3
 243:16,18 267:2,2,3
 274:17 284:18
created 193:16
creates 74:11 115:22
 121:5 172:7 235:16
creating 41:14,18 148:8
creation 193:13 264:8
 287:14
credentials 203:13
criminal 44:6 46:10
 48:1
cripple 115:14 244:21
crippled 242:16
criteria 16:5 79:12
critical 18:2 25:1 27:18
 75:4 81:3 108:17,17
 108:20 127:20 147:7
 149:13 183:16 184:15
 200:6,13 201:19
 202:11,21 203:7
 205:5 233:7 244:13
critically 91:15 253:19
crop 224:4 226:5
 233:10,14 258:6
Crosman 173:21 174:5
Crosman's 174:13
cross-border 253:3
crosshairs 68:11
crossroads 85:2
crucial 246:18
cry 55:10
cultivator 277:16

curb 95:8 247:16
curious 309:12
current 37:4,14 38:6
 67:11 90:1 93:8 94:6
 100:4 115:7 123:9
 138:22 183:9,11
 190:17 202:4 225:8
 254:1 262:5 264:17
 278:18 319:20
currently 30:19 31:22
 32:15,19 33:9,11 37:1
 49:2 54:6 59:10,15,16
 59:17 91:17 95:1 96:5
 123:7 129:4 137:15
 152:6 155:5 160:1
 164:11 169:15 178:21
 187:12 197:5 202:14
 206:15 211:4 254:19
 258:4,19 263:18
 280:13 286:14
custom 147:6 151:7
 159:7 162:8
customer 26:11 31:13
 31:18 36:2 57:12
 111:18 117:10,10
 141:1 165:1 203:20
 294:12
customers 31:8 33:2
 66:13,20 67:9,12
 69:10 70:1 77:1 107:2
 109:22 113:14 127:8
 140:20 142:9 144:13
 149:2,10 150:18
 165:1 181:6 191:16
 207:12,13 234:1
 236:19 238:10,14
 245:3 253:5 259:21
 293:16
customs 1:15 12:10
 65:3 94:11 106:19
 157:4,10 168:12
 196:20 209:15,19
 223:13 283:14 310:15
cut 84:18 92:11 286:7
cyber 80:9 86:6 87:8,13
 87:20 88:20
cyber-hacking 17:21
cyber-terrorists 28:2
cyber-theft 14:17 15:8
 17:1 46:5
cybersecurity 290:3
 310:19 311:9,19
cycle 26:2
Czachor 2:11 5:3 178:3
 178:5,6,7 182:15
 209:20 210:6

D 290:5
D.C 1:10 3:15 246:14
 292:3
daily 107:16
damage 171:13 254:10
 259:18
damages 14:19 44:14
 45:18
damaging 232:4 296:18
damn 116:15
danger 117:3
Daniel 2:21 4:9 43:2
data 17:10 73:16
 127:13 134:18 135:2
 186:12
databases 143:4
date 39:9 45:18
David 2:4,14 5:4,4
 182:16 188:8,19
day 69:7 85:10 109:15
 137:11
days 8:18 109:16,17
 124:11 225:10
DC 5:16
de 2:12 4:12 75:21,22
 76:1,2 80:16 107:22
 108:4 289:7,7
deal 69:15 251:18 272:1
 279:8 290:4
dealing 268:14 273:15
decade 128:22 196:11
 235:5
decades 83:21 100:6
 170:3 203:11 284:11
decided 270:4
deciding 147:13
decimated 203:2
decision 45:20 73:5
 89:2 206:17 249:20
 256:1
decisions 209:2 299:5
decline 19:21 51:21
 291:21
declined 171:9
decorative 112:13
decrease 67:13
decreased 96:13
decreases 53:8,9,10,14
decreasing 122:13
dedicate 126:3
deemed 139:10
deep 270:2
deeper 243:4
deeply 190:3 194:3
 196:16 197:9 229:15
 244:17
defend 32:6 73:9
defender 249:13

D

- defense** 19:2 24:18
25:15 26:22 27:16
189:13 203:8
- deficit** 41:10 118:9
301:8
- define** 222:4
- definitely** 215:15 216:6
315:5
- definition** 138:20
- definitively** 279:16
- Delaware** 237:5
- delaying** 226:11 305:12
- delays** 40:12
- deliver** 108:6
- delivery** 76:20 191:15
- Delta** 118:22
- demand** 20:3 88:3
91:21 93:9,11 97:3
104:20 109:11 122:19
142:12 155:8 173:13
173:15 196:2,3 210:4
211:8 214:4 218:20
230:18,19 263:9
- demanding** 35:4
- demands** 21:13 107:11
- demonstrate** 311:17
- demonstrated** 39:22
45:21 260:20 290:13
- demonstrates** 203:15
- demonstrating** 135:2
- Dempsey** 2:12 5:10
240:12,14,15 246:7
271:22,22 272:9
- department** 1:14,16,16
1:18,19,20,20,21
11:16 12:1,4,7 44:13
45:9 50:13 51:16 65:7
65:11,20 87:10
104:12,17 105:20
109:8 159:14 168:3,8
168:11 189:13 210:21
213:2,22 223:3,7,9,11
279:22 283:5,10,13
306:18 307:3 308:18
- Department's** 154:12
- Departments** 2:6 5:9
105:8 223:16 224:15
224:15
- depend** 127:6 229:14
244:21 254:3,11
- dependable** 40:7
- dependent** 195:20
256:22
- depending** 62:19
103:15 164:21 217:22
220:18
- depends** 19:5 164:14
- developed** 228:2
233:15
- developed** 31:21 74:22
122:1 237:1
- developing** 26:9,13
134:11 147:10 215:1
- development** 16:11
33:14 36:6 41:22 42:6
87:18 123:21 133:14
139:3 143:3 151:15
166:10 192:9 235:19
286:9 287:2,13
- develops** 62:1
- device** 28:4
- devices** 263:18
- DHH** 3:15 5:16 292:2,7
- dialog** 287:10
- dialogue** 56:1 131:6
- dialysis** 268:20
- diameter** 76:9 77:12
79:9 81:8 108:3
109:13
- Die** 2:4 4:11 63:12
65:22 66:4
- dies** 66:9 70:6
- difference** 101:2 210:16
268:16
- differences** 40:20
186:21 291:7,11,19
301:17
- different** 11:5 20:1
31:22 42:16 56:5 61:1
98:19 103:19 152:11
152:12 154:2,2
155:20 156:12 206:3
222:1
- differential** 270:20
- difficult** 20:16 21:15
31:10 37:12 68:5
104:9 130:5 192:15
207:11 271:10
- difficulties** 56:12 58:2
- difficulty** 58:17 60:15
- digging** 281:5
- Digital** 27:22
- digits** 129:5
- diligently** 125:15
- dilute** 92:22
- diminished** 140:18
- diminishes** 238:2
- direct** 9:21 15:17 22:3
46:18 48:12 50:9 86:5
101:8 117:19 151:20
167:8 191:10 209:9
232:8 245:2 270:8
284:14 306:16
- directed** 64:10 87:14
- direction** 139:15
- directly** 67:9 83:15
88:21 122:7,10 133:2
134:15 141:16 154:21
156:2 184:22 187:3
261:8 270:15 284:4
302:2 305:6 308:19
- Director** 11:15,21 18:17
65:19 146:15 288:3
- Directors** 91:6 224:14
252:14
- disadvantaged** 233:4
- disagreements** 287:10
- disappears** 271:10
- discipline** 273:19,19
- disciplined** 274:8
- discriminate** 127:11
- discriminatory** 6:22
147:21 202:2 303:22
- discuss** 47:14 148:3
234:12 308:8
- discussed** 161:22
162:8 175:18 281:12
282:1
- discussing** 110:5
141:11
- discussion** 265:4 269:4
- discussions** 244:4
- disease** 243:21
- dishwashers** 267:20
- dismiss** 62:22
- dismissed** 282:16
- displace** 170:17 171:6
- disposable** 135:15
- disposals** 213:5
- disposer** 195:3 196:9
196:13
- disposers** 194:19 195:1
195:5,12 196:1,21
197:22 198:15 199:2
199:2
- disproportionate** 50:21
100:9 124:17 147:17
148:5 149:16 173:8
231:15 254:15 260:6
270:20
- disproportionately**
239:20 264:13 271:4
- dispute** 60:3 225:9
248:10,12,21 249:8
249:18,20 250:18
252:4 254:20 258:11
274:13 288:18,21
302:14,19,21 303:4
303:16 304:7,14,16
304:21 305:14 306:8
319:2,8,9,13,15,16
320:3,6,7
- disputes** 59:18 225:7
- disregard** 287:4 289:22
- Depot** 103:12,15 104:1
104:7 277:10
- depressed** 257:7
- Deputy** 12:12 288:3
- derive** 47:12
- describe** 49:7 112:5
221:8 228:22
- described** 108:18
176:13
- description** 266:3
- deserve** 70:3 89:6
- design** 35:7,13,22
36:11 57:11 94:4
124:8 148:12 150:14
151:7 202:20
- designated** 198:17
- designed** 28:5 117:5
133:7 139:7 161:2
175:4 196:18 198:14
208:12 237:1
- designers** 214:9
- designing** 161:4
- designs** 74:20 121:2
160:17
- desirable** 148:8
- desired** 136:12
- desk** 11:1
- despite** 40:10 78:3 97:3
183:1 191:11,17
- destinations** 214:13
- destiny** 60:20
- destroyed** 44:8
- detail** 64:12
- detailed** 7:9 14:5 20:17
21:2 29:17 82:14
312:2 314:19
- details** 7:17 21:6
160:11,18 281:20
310:20 311:10
- detect** 25:6
- detection** 25:9
- deter** 148:4 284:14
- determent** 52:9,21
- determination** 7:6,18
22:15 47:1 215:12
288:10 289:5
- determinations** 128:7
288:20
- determine** 61:14
- determined** 87:3
- determines** 303:4
- detrimental** 143:13
292:16 296:1,4
- Detroit** 78:11 108:19
294:3
- devastated** 14:1 109:17
- develop** 57:8 89:17
133:19 134:13 154:16

- disregards** 284:20
disrupt 16:15 79:19
84:7 290:19 310:2
disrupting 124:19
disruption 92:3 134:17
172:20 175:15,22
263:9
disruptions 128:14
135:18
distinctiveness 207:6
distinguished 146:7
188:12,18 302:4
distort 242:13
distorting 243:17
distortion 186:20
distortions 241:9 272:7
distortive 79:15 242:10
272:2
distracted 281:15
distribute 126:20
139:16 162:20
distribution 138:1
144:21 236:6
distributor 25:14 27:12
distributors 141:7
162:21 300:4
District 24:5 132:6
diverse 38:10 289:18
diversifying 148:22
Division 2:7 5:2 168:18
169:4
divisions 206:12
do-it-yourself 103:13
docket 10:19 30:19,21
33:17 163:14
doctrine 306:1
document 314:18
317:21
documented 180:18
242:11 274:3
doing 31:4 33:13
130:22 164:11 174:12
190:4 222:8 268:15
269:18,21 273:3
293:5 299:18
DOJ 14:12
dollar 22:13 117:18
123:19 229:6 261:19
297:14
dollars 26:9 32:5,8
117:2 125:1 140:11
169:21 179:10 180:1
180:10 181:10 195:8
204:8,13,19 205:1,18
225:1 229:7,10,12
232:10 233:21 290:7
domestic 13:22 16:12
28:13 29:12 34:18
56:19 67:6 71:8 73:9
89:11,17 91:20 93:8
95:9 96:21 104:8,20
106:8 107:10,10
109:11 171:14 173:12
173:13 178:10,20
179:11,12 180:5,11
180:22 181:12 196:3
205:19 209:22 210:1
210:4 211:2,7,8,15
212:14 214:3,4
218:19,20 219:15
227:18 245:18 247:4
247:14 249:9 256:5
259:19 260:15 278:1
286:21 288:12 291:16
302:17 319:9,11
domestically 38:19
97:1 109:4 152:6
165:4 166:2 172:15
178:19 180:13 181:2
181:17 202:18 216:2
219:5 238:18
domestically-sourced
255:18
dominant 207:4
dominate 88:4
Don 4:12 70:14
Donald 2:5 70:17
door 78:3 116:3 120:1
158:20 299:8 308:11
doors 212:1
double 105:17 129:5
doubled 161:13 196:10
256:14
doubt 257:18
doubtful 179:14
downstream 49:16 74:3
99:12 105:22 107:22
128:5,12 172:9
230:17,21 232:12
263:16 264:14 290:15
293:16
dozen 68:19
drag 276:3
dramatic 37:10 255:20
dramatically 260:10
drawn 125:3
dreamed 198:4
dredging 84:13
drill 92:11
drinking 206:4
drive 55:15 72:21
driven 196:17 296:15
299:6
drives 138:2
driving 127:18 149:14
151:12 180:21
DSB 278:22
ducted 170:8
due 8:8 10:3 23:16
38:20 64:14 67:4 68:3
89:9 130:1 138:17
142:16 191:20 263:9
294:8
dumped 15:3 203:3
210:16
dumping 49:3,21 180:7
200:18 204:21
duplicate 165:21
duties 13:10 16:3,6
17:3 36:13 39:18 49:3
49:3,6,17,19,19 58:9
58:10 68:2 69:6,10
74:2,6,6,7 81:5 83:18
103:3 122:16 141:16
147:1 149:19,21
151:1,9 184:2,4
185:10 186:3 187:20
188:2 192:14 196:21
199:3 201:2 204:10
221:18 226:19 227:3
227:4,4 231:10,14
233:22 254:14
duty 7:14 18:7 36:16,22
38:13 68:15 72:16
74:9 79:5,11 81:11
82:21 88:14 117:7,16
128:1 177:11 183:13
183:15,20 184:19
185:18 187:1,3,6,7,18
199:5 212:20 217:13
217:16 222:5 225:15
288:13 304:2
duty-free 197:2
dynamic 192:16
-
- E**
-
- E** 1:10
e- 25:21,22 28:9
e-recycling 29:12
e-waste 24:13,20 26:2
27:6 28:13,15 29:8
50:15,20
earlier 14:21 16:20 49:5
179:10 181:15 217:14
217:19 255:7
earn 40:16 125:15
earned 121:7
earnings 233:12
easier 150:8 235:21
easily 100:18 185:12
east 71:6
easy 267:14 269:9
eat 58:10
economic 1:17 11:3
28:8,17 87:14 124:17
127:18 150:16 151:11
168:2 173:8 182:5
224:2 227:15 231:15
241:22 243:14 245:9
253:22 254:15 262:12
264:7 268:11 280:19
280:22 281:10,20,20
282:7
economical 287:12
economically 47:9
261:19
economics 260:11
Economist 65:5
economy 16:15 24:10
26:5 47:3 55:15 72:22
79:19 83:17 84:8 92:3
125:6 127:3 128:20
129:12 130:12 134:17
135:19 138:8 147:18
148:5 149:14,17
150:18,21 175:15,22
177:18 186:7 200:7
203:7 216:1 242:3
252:20 253:19 292:16
296:1,5
Ed 2:9 5:9 158:14
228:14
edge 127:17
editorial 41:8
education 142:19
effect 32:13 49:15,18
50:10 92:22 110:2
117:19 134:15 151:16
201:17 212:10,11
220:1 222:9 257:5
effective 17:6 23:2 36:3
75:15 98:3 132:21
135:21 147:20 182:3
185:17 193:20 224:9
231:12 243:10 251:18
effectively 117:17
122:16 135:8 177:12
182:6 286:21
effects 77:16 91:17
254:18 257:6 263:9
297:22
efficient 98:3
effluent 206:5
effort 95:8 197:21
200:22
efforts 15:1 17:21 20:3
23:4 55:20 89:17
101:5 127:10 131:3
173:17 198:7 239:10
244:2 254:5
egregious 197:18
203:16

- eight** 56:2 68:14 96:3
 189:9 255:13
eight-digit 88:15
either 49:21 62:18
 96:15 103:12 123:10
 153:20 191:8 262:6
 268:3 271:5 294:9
 301:8 315:12
elaborate 50:15 56:11
 102:10
electric 3:21 4:7 30:6
 30:10 36:7,8 137:6,13
 137:22 138:5,11
 139:21 140:14 141:6
 162:7 163:13 219:8
 235:9 240:6 278:11
electrical 139:22
electricity 318:4
electrohydraulic
 293:20
electromagnetic 38:15
electronic 3:20 5:18
 24:13,22 25:20 26:17
 26:22 27:5,6 298:9,16
electronics 2:4 5:4 19:2
 23:22 24:7,15 25:14
 25:16 27:12,13 28:1
 29:13 131:22 182:17
 182:20 183:2,7
 263:18
Element 2:4 5:4 182:16
 182:20 183:2,7 184:3
 184:10 185:5 212:20
Element's 184:9 187:11
 187:15
elephant 118:12
elevators 286:18
eliminate 226:22 228:1
 243:15
eliminated 212:13
eliminating 182:4
 202:17
elimination 36:17
 231:13
else's 155:16
embarked 208:3
emerge 123:5
emerging 36:12 121:22
 198:17
emphasize 132:13
employ 96:5 212:22
employed 134:18 284:4
employee 37:16 81:20
employees 34:13 38:6
 44:9 67:14 82:8 84:22
 105:18 111:12 115:20
 118:2,11 132:5
 137:15,17 138:7
 140:11,15,18 142:5
 142:21 143:1,7 149:9
 160:20 189:1 194:17
 195:17,20 198:10
 205:17 259:1 280:14
employing 121:22
 125:9 127:3 161:19
 174:14
employment 37:5 53:13
 77:17
employs 137:15 169:15
 240:21 294:2
Empower 208:4
empty 214:11
enable 121:18 122:22
enabled 14:13 174:20
Enabling 230:8
enacted 36:14
enacts 266:5
encompassing 163:16
encourage 40:6 41:11
 41:20 156:9 198:14
 227:20 308:12 317:22
 318:7
encouraged 42:7 82:15
 317:12
encourages 88:18
 317:18
encouraging 29:12
encroaching 303:5
ends 99:5
energized 241:2
energy 16:11 17:22
 18:1 27:20 150:19
 199:18 200:9,18
 201:20,22 202:12,22
 205:6
enforceable 130:19
 259:10
enforced 32:21 231:3
enforcement 12:13
 59:19 127:14 227:17
 243:19 248:2,7 275:7
engage 61:22
engaged 160:21 269:9
engagement 227:15,20
engaging 131:6 224:8
engineer 148:10 202:20
engineered 69:20 77:3
 146:15 151:8 208:12
 214:17
engineering 76:22
 143:2 146:20 148:8
 148:17 187:1
engineers 151:6 214:9
English 221:8
enjoy 121:19 197:2
 317:20 318:6
enjoyed 203:19
enormous 242:7
ensure 15:20 48:7
 185:16 190:5 228:7
 311:18 314:6
ensures 183:8
ensuring 17:18 29:13
 269:1
entail 134:12
enter 25:7 74:8 199:5
entered 14:20
entering 195:12 226:11
 276:11
enterprise 43:19
 204:22 229:6 289:14
 289:16
enterprises 88:10
 270:17 285:2 288:5
 289:7 316:20 317:2
entertainment 121:19
entire 180:1 197:20
 252:19 265:7 307:8
entirely 134:1 196:5
entrance 308:12
entrants 242:5
environment 96:19
 130:22 299:11 308:14
environmental 36:1
 77:6 121:7 123:22
 192:5 198:15,16
environmentally 35:16
equal 187:2
equally 296:16
equates 179:9
equipment 26:19 35:21
 61:16 62:7 126:21
 139:21 148:11 151:4
 163:11 164:7 166:11
 166:13 170:8 199:18
 200:19,20 201:9,22
 202:17 204:3 214:12
 220:11 245:18 261:8
 268:19 269:15 277:22
 278:2 286:17 318:4
equity 307:14
era 267:5
Erickson 2:17 252:7,11
 275:2
escalate 245:20 276:2
escalates 276:3
especially 19:7,11
 129:20 149:12 161:7
 200:14 201:9 224:4
 247:17 266:17 286:15
 295:19
espionage 87:14
ESPN 142:14
essence 140:14 161:19
essential 121:5
essentially 23:18
 117:15 239:18
establish 47:8
established 46:1
establishment 174:19
 316:19 317:5
estimate 36:21 44:21
 105:14 152:3 163:20
estimated 112:18
 260:16 280:22
estimates 24:12 230:20
estimation 140:17
et 181:13 214:14
ethical 123:20
ethylene 214:14 259:7
EU 250:4
Europe 48:1
European 210:14
 232:16 248:4 253:14
evade 75:14 92:22
evaded 74:2
evading 185:10 186:3
 188:2
evaluate 35:13
evasion 185:4
eventually 53:14 219:7
 300:19 304:22
everybody 12:19
 111:16
evidence 7:3 15:17
 29:18 285:7 289:6
 291:17 315:13,15,16
evidentiary 284:9
evolved 170:5
exact 165:7
exactly 199:6 312:15
examination 314:19
example 15:7 17:8
 20:21 36:5 46:1 60:5
 73:18 77:19 84:12
 108:18 142:18 166:1
 195:7 203:15 204:20
 217:19,20 225:10
 230:15 236:1 237:4
 239:4 255:4 266:2
 285:12 286:5 293:19
 294:14 296:20 297:9
 309:8,14,15 316:14
 317:7,8,10 318:2
examples 21:20 37:20
 198:5 256:8 309:10
 310:9,20 311:17
 314:21 315:5 316:9
 316:13 318:11,11
excavation 77:6
exceeding 93:3
exception 165:13 225:9

excess 93:8 155:9
excessive 241:5
exchange 220:18,21
 248:8
excited 156:14
exclude 240:3
excluded 39:9 120:20
 145:20
excluding 93:18 99:8
exclusion 120:7 132:18
 184:13 187:20 261:12
exclusively 170:9
excuse 269:5 276:12
execution 40:13
executive 70:19 95:21
 131:19 169:3 171:2
 199:20 249:2 299:5
exemption 176:19
exercise 119:10
exhausted 226:18
exist 129:10 155:22
 166:2 278:11 295:21
existence 268:17
existing 89:9 122:16
 227:18 263:14 298:21
exists 32:2,20 33:11
 155:5 225:5 266:2
expand 33:9 51:22
 110:21 115:10 215:11
 279:4 312:12
expanded 75:7 92:20
 202:13 250:3
expanding 236:9
 299:13
expansion 38:2 73:6
 88:9 255:22 259:19
 261:4
expansions 84:21
 110:13
expect 152:7,13 229:11
 232:13 270:19 285:18
 297:13
expected 14:21 213:4
 291:12
expenditure 110:18
expense 230:10
experience 43:9 145:19
 204:16
experienced 275:6,21
experiencing 67:12
expertise 19:7
experts 11:3 27:17
expired 255:12 287:17
 297:19
explain 143:13 146:21
 237:5 277:4
explained 16:4 82:14
 243:9

explanation 290:6
explanations 315:9
explicit 251:3
exploited 75:2
explored 139:12
exploring 45:12 119:15
exponentially 143:6
export 3:19 5:17 28:10
 28:14 29:8 196:5
 224:17,21 228:9
 230:2 232:22 233:17
 253:7 254:3 256:11
 256:16,18 268:5,12
 271:8,9 284:21 286:9
 298:9,16 319:22
exported 197:11 241:1
 257:13
exporter 263:1
exporters 128:21
 256:12 276:15
exporting 75:8,8 92:21
 92:21 229:9
exports 24:11,21 26:2
 50:17 129:1 197:3,6
 224:18 225:1,19
 226:1 229:10,14
 230:13,14 241:16,19
 242:13 245:14,16
 249:12 253:10,16,17
 256:14,22 271:15
 304:3 318:21
exposed 66:18
express 13:9 76:6
expressed 170:20
 221:4
extend 17:14
extended 189:3 258:2
extension 95:5 144:10
extensive 10:14 43:17
extensively 242:11
extent 52:20 159:5
extract 147:10
extraordinary 72:4
Extreme 287:5
extremely 20:16 129:19
 144:16 170:15
Exxon 259:6 260:21
eyes 249:15

F

fabricate 202:21
fabricated 71:5,17 72:8
 73:12,15 74:3,9 75:8
 75:11 91:10,22,22
 92:7,17,21 93:2,9,18
 94:1,9,14 95:2,3
 101:12 104:21 106:1
 200:18

fabrication 74:13 76:19
 81:16 91:19 93:5
 95:10 201:4
fabricator 203:17,22
 204:12
fabricators 71:8 72:17
 73:10 91:4 92:10
 200:2,13 201:19,22
 202:16 214:9 215:1
face 58:1,16 128:11
 197:2,7 233:19 245:8
 247:2 256:20 311:19
 319:7
faced 139:16 300:4
faces 31:5 183:19
facilitate 131:8 224:18
facilities 10:22 24:4
 37:19 54:7 76:17,19
 81:16 96:3,20 137:20
 149:4 169:13 198:10
 201:6 205:20 261:16
 262:9 263:15 280:11
facility 34:17 35:9
 37:16 38:5,10 71:17
 77:21 111:3 119:11
 137:5,7,16 155:6
 158:19 163:11 169:22
 212:2 236:7,10
 237:19 259:5
facings 99:3 257:1,12
fact 13:18 35:19 93:9
 97:3 99:4 103:14
 119:7 122:3 133:17
 143:11 149:5 161:15
 169:19 174:9 190:8
 191:3,11 193:6 195:2
 204:2 206:17 207:13
 213:17 217:8 271:4
 273:1 291:17 292:17
 307:20 315:16
facto 289:7
factor 28:9 264:2
factories 55:3 123:19
 129:8 163:18 165:20
factors 128:14
factory 137:21 138:4
 182:20 183:5 218:3
 238:21 256:6
facts 48:2 186:20
 187:11 251:19 284:8
 294:20 314:17 315:2
 315:7 316:11
factual 289:6,21
factually 316:11
fail 69:8 251:16
failed 290:5
Failing 69:5
failure 26:18 46:8 47:4

193:22 202:15
fair 85:12 130:21 136:7
 138:16 166:9 183:8
 190:6,12 192:13
 224:11 236:13 243:18
 246:4
fairly 41:2
faith 287:9
fake 25:5,11
fall 79:11 91:12 135:12
 139:22 155:12 176:11
 176:16 186:14 249:4
 258:7
fallen 226:6
falling 67:17
false 25:12 186:9
families 189:2 238:8
 253:21
family 82:6,8 85:2,8
family-owned 66:5
 205:15
far 33:11 93:3 121:20
 122:6 156:13 183:10
 201:12 203:22 256:17
 308:3 320:14
farm 189:10 224:5
 226:6 253:11 255:1,9
farmer 252:12 257:5
farmers 2:17 226:6
 252:8,16,19,20,22
 254:2,4,11,16,19
 255:6 258:1,4,8
fast 230:7
fast-growing 145:2
fastest 121:4 128:21
 161:12 264:10
fate 190:12
Fath 2:13 4:22 146:4,5
 146:6,8 151:19 165:2
 165:9 166:6
favor 184:6 207:1
favorable 220:21
favoring 151:11
favorite 104:6
feasible 123:6 238:5
feature 121:18 125:10
 259:7
features 74:20
federal 7:20 8:7 10:5,19
 17:9 45:3 156:8,17,19
 175:8 201:12 231:11
Federation 186:5 282:7
feed 24:21
feel 10:22 105:10
 202:10 206:11
feeling 257:6
feet 77:13 189:9
felt 124:13 125:7 204:8

268:8 296:7
fence 189:8
fencing 189:10
Feniger 2:14 5:4 188:8
 188:10,11,15,17,19
 194:6 210:22 211:10
fertilizer 150:20
fewer 69:10 141:4
 145:14 268:11,11,12
FHWA 106:16
FIE 316:19 317:6
field 33:10 80:13 85:5
 100:3 101:3 108:12
 130:17 136:8 179:14
 183:8,10 184:9
 187:15 190:6 192:22
 193:7 195:21 206:22
 208:9,16,18 217:17
 246:5 258:5
Fifth 291:6
fifty 125:1
fighters 27:1
fighting 68:13 115:19
 115:20 190:8
figures 297:14
filed 14:9 45:17
files 14:10
fill 125:11
fill-in 51:2
fills 286:21
filtered 276:18
filters 112:13
final 22:15 42:9 43:2
 95:12 146:3 164:9
 184:1 188:3 191:5
 200:10 205:8 217:16
 221:22 264:21 301:20
 303:18 315:18 316:12
finalize 33:17
finally 28:6 73:3 116:21
 134:2 135:20 187:8
 187:22 193:6 252:1
 258:8 268:18
finances 37:3
financial 39:2
financially 82:5
find 60:21 112:11
 113:16 119:11 128:10
 277:9 318:7 320:2
finding 7:8 60:15
findings 14:7 28:21
 224:1 285:3 289:20
 314:22 316:4,12
fine 44:15 116:13 163:3
 312:9 313:3
finish 9:14 164:18
 190:22
finished 30:17 31:1

33:7 54:9 66:10,18,19
 67:20,22 68:3,9 69:5
 69:7 97:16,20 107:5
 166:17 172:4,6,10,17
 173:2 183:14,18
 184:11,20 187:19
 191:7 193:20 212:8
 230:1
finishes 294:1
finishing 8:18
firm 59:21 60:19 146:20
 292:7,8 297:21 314:3
firmly 39:18 125:21
 285:3
firms 42:13 60:12 87:14
 156:12 286:10
first 9:5 12:14,22 13:18
 16:6 20:22 36:8 48:15
 52:4 63:11 65:21
 71:14 79:13 81:12
 82:1 83:9 85:6 97:13
 101:15 102:12,21
 114:11 125:1 132:20
 143:15 144:6 147:16
 152:2 168:16 175:7
 194:18 205:11 216:21
 218:9 220:1 223:14
 225:8 229:3 235:11
 247:7 251:14 265:16
 268:21 281:18 282:4
 283:16 285:7 288:9
 291:15 292:22 305:6
 306:19 311:1
first-responders 29:15
firsthand 32:20 185:6
 232:3
Firstly 302:19
Fish 2:14 4:14 95:12,13
 95:15,20 101:7 102:3
 102:12 103:9
fittings 96:1
five 5:7 9:8 13:2 18:13
 23:10 30:6 34:2 39:15
 43:4 56:20 57:6,18
 62:18,21 63:13,22
 64:4 66:1 70:15 75:22
 80:18 85:20 87:11
 90:16 93:1 95:13
 114:13 120:12 126:10
 131:16 136:21 140:5
 142:1 146:5 167:9
 168:19 174:1 178:5
 182:18 183:4 188:10
 194:9 199:14 205:10
 223:17 228:16 231:17
 234:18 240:14 246:9
 252:9 256:14 258:14
 265:1 276:10 283:18

288:1 292:4 298:11
 301:22
five-fold 241:20
five-minute 9:13
five-year 79:16 84:1
fix 85:14
flag 208:11
flashing 9:13 64:5
flat 132:2,9,20 133:1,4
 133:11,20 134:3,4
 135:22 136:10 154:14
 154:16
flaw 294:20
flawed 186:8 294:19
 314:16 315:1,2
flaws 69:11
flexibility 164:21
flight 23:16
Flint 119:16
flooding 202:9
floor 9:20
Florida 71:9 250:9
flow 146:16 187:6
flows 233:13
focus 32:16 43:8 70:22
 239:9 241:11 244:6
 262:17 271:8 273:10
focused 6:19 77:2
 234:6
focuses 250:21
focusing 170:13
fold 250:5
follow 220:14 221:2
 227:7
follow-up 64:13 110:10
 112:17 153:7 276:13
 281:8 309:1
following 14:7 34:6
 138:15 167:5 298:19
 302:17 303:3
follows 57:6
followup 29:4
food 112:12 194:19,22
 195:2,11 196:1
 198:15 199:1 213:5
 225:18,21 242:2
 253:4 310:1
foot 236:6,10
footnote 304:17
footnotes 314:19
footprint 96:13 277:18
force 84:19 105:18
 111:18 112:2 127:12
 128:9,16 132:16
 184:9 192:5
forced 19:9 21:6,13
 61:17 62:8 84:20
 110:12 117:15 119:22

189:19 250:21 273:15
 278:17 281:10,21
 289:8 316:5,16
forefront 35:6
foreign 34:19 39:10
 46:7 67:19 68:11 75:6
 92:19 96:16 110:19
 111:22 133:14 158:7
 173:14 174:17,19,21
 174:21 176:19 177:5
 200:15,17 202:2
 203:16 204:12 217:6
 217:9,11 218:2,7
 241:8 245:9 247:15
 247:19 249:3 256:22
 262:22 284:14 289:7
 289:9 307:7,9 308:1
 316:19 317:1,13
 319:6,10
Foreign-Trade 34:16
 36:18 56:22
foreseeable 239:1
forever 72:5
forge 119:21
forged 114:21 116:12
 118:6,17
forging 119:8,15 156:5
 158:19
forgings 116:11
form 14:19 34:19 66:10
 90:1 110:17 190:17
 261:14 266:5 305:9
formal 302:3 303:3,16
formation 260:21 295:2
former 161:17 190:12
 250:8,9
forming 190:21
forms 230:1
Fort 169:22
forth 132:15 220:2
Forty 229:18
forum 274:13
forward 48:6 63:2 90:11
 108:10 114:1 119:21
 151:18 167:4,6 180:4
 222:14 225:5 243:11
 244:8 246:1 272:21
 273:7 274:17 301:15
forwarded 69:19
forwarding 118:22
fostering 295:16
found 26:20 45:5 79:1
 96:16 133:6 158:22
 237:10,11 248:11
 281:4 295:7
foundation 71:13 77:4
 77:7,14 150:17
founded 81:13 146:20

235:8 236:11
founder 70:18 80:21
 234:20
foundries 166:9
four 5:1 19:22 26:6
 56:19 64:3 78:12 93:7
 109:16 144:7 146:21
 176:12 186:15 189:15
 196:10 207:22 211:14
 228:21 242:3 317:5,7
four-door 116:5
four-minute 9:12
Fourteen 235:14
fourth 231:17 252:11
 291:1
fourth-largest 258:20
FR 6:14 7:21
fracking 148:12
fraction 22:12 100:14
frame 162:13
framework 130:18
 243:4 319:17
Frank 3:4 298:10
Franklin 219:8
frankly 118:15 213:13
 213:16
free 2:17 10:22 74:9
 113:22 133:15 138:16
 183:7 199:5 224:10
 241:6 243:18 252:8
 252:16,20 254:4
 258:8 284:12 299:5
Freedom 71:13
freight 187:2
frequency 138:2
fresh 256:11,13 276:6
frog 133:12
front 9:10 11:1 64:2
 72:3 120:1
fruit 253:9 275:17
frustrated 117:21
FTZ 37:11 39:8,10
FTZs 216:18
fueled 79:2
full 10:13 30:16 60:19
 105:12,17 111:9
 223:20 227:17
fuller 41:15
fully 41:2 50:2 77:2
 81:5 121:4 225:4
function 186:22
functioning 200:6
functions 147:5
fundamentally 186:8
 266:7
funded 44:3
funding 47:11 105:9
funnel 312:21

furnaces 215:8
furnish 291:9
further 19:21 23:6 38:2
 41:11 51:21 89:17
 99:10 106:13 118:4
 124:6 171:13 172:20
 191:14 192:16 231:22
 259:4 308:13
fuses 38:17
future 37:13 61:22
 118:11 239:1 246:18
 259:19 260:20 261:22
 262:5 264:17 284:14

G

gain 234:1 285:6
game 195:22
gap 286:21
garages 78:12
garden 189:10 211:3
 277:16
gas 146:11 147:8 149:2
 151:13 200:4 201:10
 215:8 260:10 278:2
gas-free 237:9
gas-powered 277:21
gather 71:20
GATS 40:2,5
GATT 288:17 305:5,19
 306:1,2,3
gauge 190:21
Gaylord 71:21
gear 268:21
Gen 116:4
general 2:20 5:14 38:11
 40:1 60:21 65:13 66:3
 78:13 85:22 142:3
 147:4 167:17,18
 169:3 283:17,21
 286:17 288:3 315:7
generally 9:21 133:15
 142:20 159:6 162:14
 176:4 216:12 238:1
generate 144:12,18,20
generation 36:8 52:13
 66:5 252:12
gentlemen 120:15
 288:1 298:11
geopolitical 246:16
 279:8,13
George 2:10 3:16 4:7,8
 33:22 34:5 39:14
 137:9
Georgia 169:12
getting 105:4 246:18
 274:12
gist 61:9
give 21:18 22:16,19

99:10 103:1 111:20
 155:1 193:7 194:20
 208:19 248:7 281:6
 282:12 302:9 309:7
 309:14,15 310:19,20
 311:10 316:13 318:10
given 10:6 19:5 58:20
 64:7 70:4 135:3
 185:12 204:2 229:14
 261:20 262:8 276:15
 315:13
gives 247:11
giving 95:18 168:22
 248:9 298:13
Glasgow 146:20
global 16:21 20:19 49:6
 49:22 88:4 114:16
 118:18 127:5 128:16
 131:4,9 139:1,12
 146:18 196:2 206:8
 227:22 232:18 253:7
 259:9 265:8 269:11
 284:12 286:13 290:20
 292:8
globalization 18:17
 138:17
globally 142:10 158:15
 165:22 206:10 234:2
globe 35:5 246:19
 253:5 269:8
goal 201:15 224:10
 235:5 247:15
goals 132:14 177:16
 236:15 239:2 291:8
goods 21:3 22:10 30:18
 31:1 32:8 33:7 54:10
 66:15 67:20 68:3 69:5
 69:8 112:11,12
 122:10 124:5 125:2
 128:18 135:6 172:6
 198:15,17 230:15
 241:19 244:12 245:14
 269:10 275:15,17
 288:9 300:6 312:19
gotten 105:8
government 6:21 11:4
 15:10 16:10 17:4,8
 29:3 39:18 48:5 75:2
 79:3,5,13 80:10 82:16
 82:19 84:1 85:4,15
 87:21 88:8,19 97:19
 119:18 126:14 133:6
 133:13 156:7,8,14,17
 156:17,19,22 175:10
 198:20 201:12 225:12
 226:20 264:16 272:6
 287:13 294:21 295:11
 296:17 298:3 299:21

301:2,11 303:9,20
 316:21 317:6,13,17
 318:18 319:1 320:2
government's 14:2,17
 79:15 83:12 86:6 90:8
government- 46:18
governments 287:8
 301:15
grain 252:13 255:7,8,22
 256:4 309:20
Grand 72:4 248:5,6
grant 120:7
grape 275:20
grapes 255:2
grave 72:10
gray 206:5
greater 92:2 105:12
 235:17 236:4 251:22
greatest 256:16 270:1
greatly 39:2 89:1 233:4
 290:22
green 9:11 64:3
Greg 3:9 5:12 258:13
Grewe 1:16 12:2,3
 50:12,13 51:6,10,14
Griggs 2:15 4:13 80:17
 80:18,20,21 85:17
 109:8,14 110:16
grind 197:12
grinding 147:8 151:2
grinding- 147:14
ground 71:15 224:20
group 2:13 4:22 138:4
 146:4,18,19 148:7
 165:3 217:5 295:7
grow 241:6
Growers 252:13,15
growing 20:19 88:3
 115:2 118:11 121:4
 128:20,21 129:3,4
 144:15 161:12,12,20
 230:8,9 235:15
 264:10,11
grown 115:6 143:6
 146:19 241:20 242:4
 278:4
grows 52:20
growth 29:12 44:8 93:3
 127:18 131:9 161:18
 182:7 229:15 241:22
 242:7 253:22 256:16
 259:4 260:20 264:7
 264:17
guards 10:22
guess 278:7
guide 20:1
guidelines 287:5
guides 106:22

guilty 45:6
Guiqing 3:4,18 5:17
 287:21 298:7,14
Gulf 260:22
gun 176:22 217:20,22
 218:4
guns 174:6

H
hackers 28:2
hacking 13:19 15:4
 87:8
half 206:18 220:7 241:1
 281:18
hallowed 71:16
hampering 172:13
hand 111:9 206:13
 289:11
hand-held 267:20
hand-in-hand 290:4
handful 68:18
handle 59:18 211:14
hands 28:19
handy 282:10
hang 96:1 119:22
hangers 96:2 97:12,21
 98:20 99:3,14,17
 100:22
hanging 96:8
haphazard 251:13
happen 153:20 201:11
 211:12
happened 104:1
happening 110:6
 276:19
happens 117:7
happily 145:7
happy 18:8 23:6 29:19
 52:3 70:12 145:22
 188:6 199:9 240:9
 272:10 281:3,7 282:9
 306:14
Harbor 71:22
hard 125:12 200:14
 208:2 267:8
harder 165:20 273:9
 280:6,10
hardware 26:22 103:13
 211:22 265:7
harm 15:18 71:3 78:17
 100:9 124:17 139:2
 148:5 149:16 173:8
 177:17 182:5 215:9
 231:15 235:1 236:18
 238:14 239:21 245:16
 245:20 254:16 260:6
 267:2 284:17,20
 290:8,8 297:4 299:15

harmed 43:13 44:6 45:4
 47:9 48:8 71:2 84:11
 256:1
harmful 77:16 82:20
 201:16 244:18
harming 49:16
harmonized 30:18
 33:18 38:14 72:14
 132:10
harsh 115:18
harvest 25:4 258:7
harvested 25:21
Hawley 267:6
Hayden 2:15 4:6 23:9
 23:10,12,13 30:4
 50:14 51:4,7,13
HAYS 2:16
he'll 120:6
headcount 38:6
heading 185:20
headings 286:19
headquartered 44:5
 70:19 114:17 132:1
 169:11
headquarters 137:19
 161:16 259:2
health 25:2 27:15
 268:19
healthcare 27:20 233:7
hear 59:3 167:8 175:2
heard 183:1 313:16
 315:10
hearing 1:5,10 6:7,15
 6:18,19 7:22 8:4,12
 8:15,17 9:8 10:17,18
 10:21 11:5 13:5,18
 50:18 51:12 73:1
 95:17 168:22 199:16
 207:11 244:15 257:3
 298:14 312:6
heart 115:15 197:16
heartbreaking 214:10
heat 215:8
heaters 169:7
heating 169:6,7
heavily 169:18 200:17
 236:2 247:18 263:7
heavy 115:1 262:17
 278:2
held 6:18 204:5 241:9
 257:8
helicopters 27:3
Hello 65:4
help 11:8 32:10 40:18
 48:4 79:7 85:14 120:7
 130:21 133:2 195:16
 208:17 235:6 267:14
 270:1 313:2

helped 241:6
helpful 51:6 105:13
 112:5 153:4 159:4
helps 56:1 261:17
Herrstadt 2:16 4:5
 18:11,13,15,16 23:8
 51:17 52:3 53:15 61:2
 61:5,10
hesitation 171:8
HGS 117:4
Hi 50:12 64:19
high 3:12 4:14 89:13,15
 90:14 91:2,3 121:17
 143:1 148:12 151:4
 176:7,8 196:22 201:8
 235:5 239:11 259:10
 265:21 287:1 300:8
high- 260:12
high-efficiency 36:6
high-grade 34:17
high-level 131:6
high-paying 80:8
high-quality 149:6,8
 235:19
high-rise 77:8
high-strength 87:19
high-technology 262:9
high-wage 262:9
higher 122:7 145:12
 180:14 187:5,6 255:9
 255:13 263:10 267:18
 267:21 268:8 271:6
 285:9,11 290:16
highest 214:17
highlight 228:21
highlighted 136:2
 240:5 241:8 275:3
highly 87:17 149:6
 151:7 179:14 200:2
 202:18 253:2
Hills 114:17 115:2
 116:19
hinges 116:2,3,14,18
 117:5 158:4,20
hire 60:6 84:22
hiring 161:15
historically 92:17 192:2
 197:4
history 148:7 267:1
hit 200:14 230:11 280:6
 280:9
hits 257:10
hold 38:3 40:18 46:20
 62:20 157:7 191:18
holding 6:6 13:5 199:16
holds 142:7
Holland 111:2
hollow 76:14 77:11

78:18 79:10
Holman 1:16 11:14,15
 56:10 65:18,19
 105:19,20 106:17
home 88:4 103:12,15
 104:1,7 121:13 238:7
 242:8 245:5 257:10
 277:10,17,17,18
Homeland 1:14
hometown 274:14
honest 266:16
honestly 117:22 161:10
honor 252:17
honorable 125:18
honored 189:2
hood 116:3
hope 9:4 45:4 46:13
 126:1 130:13 131:5
 244:7
hopeful 156:13
hopefully 62:11
horsepower 162:9,15
hospitals 77:9
host 224:16 272:15
hot 84:16 110:8 190:21
 193:18
Hotel 71:21
hour 63:5
hours 55:6 109:15
 142:12 226:1
household 218:16
households 135:15
housing 17:13
Houston 214:13 259:3
Howe 1:17 151:22,22
 153:5 165:2 166:4
 168:5,5 223:5,5
 280:16 283:7,7
HTS 39:1,4 61:12 75:11
 76:11,13 81:9 83:5
 86:17 91:9 94:19 95:4
 99:19 101:12 121:1
 138:18 140:1 158:3
 173:6 175:3 177:4
 179:17,19 186:15
 189:6,7 195:13
 261:12,13 262:11
 278:4 286:14,18
 293:21
hub 127:19
huge 32:3 59:22 80:5
 220:5
Hulu 142:13
human 41:22 105:2
humidity 35:18
hundred 18:20 205:17
hundreds 44:7 46:15
 115:22 125:9 142:18

196:14 235:16 241:17
242:5 300:20
hurt 149:15 256:2
267:13 284:12 285:10
285:11 286:8,12
287:2 290:14 301:9
hurting 140:3
husband 118:21
HVAC 170:2
hydro 110:21

I

IAM 18:20
ice 237:5
Idaho 203:19
idea 221:12 315:7
ideas 47:15
identical 198:3,3
255:10
identified 70:8 88:8
99:20 132:22 138:12
147:4 151:11 175:10
175:14 231:2 260:19
272:16,18 293:1
294:7,17 296:3
identify 21:15 101:12
101:18 150:10 244:2
identifying 20:13 293:9
idle 55:3
ignore 294:19 314:17
315:2
II 39:19,20
III 3:16 4:7 33:22
ill- 229:4
illegal 15:19 16:22 18:3
79:7 80:10 83:12
illegally 15:2
Illinois 76:17 297:5
illustrated 87:2
illustrates 15:8
imagine 265:11
imbalance 129:16
imbalanced 196:12
immediate 38:8 57:1
immediately 42:19
108:7
immense 144:6
impact 36:19 37:3 39:2
49:7 57:1 61:14 80:4
83:16 92:2,7 95:9
102:10 103:4,7
105:22 106:7 107:22
108:5 112:18 113:16
113:19 124:15 135:2
141:13 143:13 145:15
147:17 152:3 176:10
181:19,22 182:1
184:21 186:7 190:18

193:4 211:18 213:4
213:17 215:21 227:14
229:16 232:8,12
238:17 244:13,19
256:8 258:1 259:15
260:2 262:4 264:3
268:13 281:10 285:9
impacted 36:13 50:16
61:18 78:10 88:22
102:7,14 103:10,10
109:2,3 140:13
166:14 271:4
impacting 225:22
impacts 50:4 106:14
125:5,6 228:22 232:4
244:18 252:18 263:16
268:1,18 270:20
300:17
impairment 306:1
impede 284:11
impeded 44:7
impediments 228:1
imperative 201:21
224:19 228:5
implement 182:12
272:7 290:9 291:3
303:2
implementation 36:15
39:8 57:15 176:14
306:10
implemented 38:2,7
226:8 248:18 257:19
260:5 316:22
implementing 226:2
implements 263:11
implication 256:1
implore 85:13
import 3:19 5:17 16:18
37:1 79:21 88:1 94:12
148:15 154:14,21
155:15,21 156:2
157:17 158:12,15
159:19 162:19 177:3
179:6 180:1,5,15
186:10 208:8 210:7
210:15 211:9 217:18
271:5 297:3 298:8,15
301:6 313:17
importance 145:1
203:1 206:8 236:13
259:10
important 29:1 42:6
47:19 83:1 89:17
91:16 95:18 127:19
136:2 144:16 149:12
155:1 168:22 205:13
206:9 222:3 232:22
241:11 244:2 246:16

253:19 257:4 261:5
264:2 265:3 271:13
293:5
importantly 52:14
132:13 205:16 268:5
285:22 303:10
importation 251:2
imported 22:11 37:11
67:11 73:15,21 88:14
92:4 93:1 94:10
120:22 124:5 128:2,5
130:9 133:10 136:10
176:2 177:7 178:22
179:19,19 180:9
181:3,6,20 185:18
186:14 214:5 218:16
219:1 255:20 264:4
285:15 286:10 297:11
importer 31:17 297:1
importers 187:1 290:14
importing 210:8
imports 14:9 15:3 42:19
47:13 49:22 68:3,13
68:16 73:12 74:4
77:15 78:1,19 79:2,14
80:1 82:13,15 83:4,8
84:10 86:12 87:1
89:10,16 90:3 91:13
99:22 127:20 151:3,9
151:12 152:9 181:18
182:13 183:12,13,15
183:18 184:22 187:13
187:19 192:13 196:7
196:9,13 199:2,4
211:11 212:8 213:14
218:21 221:19 225:13
233:11 244:12,21
247:16 254:8 285:20
297:4 299:13,14
312:13
impose 17:2 73:5 79:5
128:1 141:15 147:13
149:22 187:18,22
215:9 226:22 248:16
250:16 302:16 304:2
304:19 318:20,20
imposed 13:11 16:6
47:12 49:5 66:15 81:6
83:19 100:21 122:10
150:4 185:11 225:11
225:14 245:7 287:1
296:9 300:3 319:1
imposes 226:19 245:12
imposing 40:17 49:1
82:20 88:13 129:13
130:3,9 135:5,21
139:13 151:9 185:17
231:10 234:22 247:7

249:7 254:14 255:1
261:6 264:3 272:8
296:15
imposition 39:17 98:6
124:15 140:13 204:10
234:10 238:13 239:17
244:9 262:10
impossible 37:12
181:12 201:3
imprint 71:11
impromptu 25:18
improve 46:3 54:20,22
131:3 308:13
inaccurate 289:21
inadvertently 86:21
90:2
inappropriate 175:6
290:10
incentive 67:21 74:11
172:7
incentives 123:9 238:2
incentivize 99:11 184:4
232:14
inch 98:15 155:12,12
inches 77:13 98:14,15
incident 87:16
include 16:1 27:1 30:17
33:17 50:1,3 66:22
79:8 83:2 86:17 89:2
95:1 102:3 127:5
130:19 145:4 175:5
202:7,11
included 30:21 31:2
33:19 41:7 54:10
86:12 99:19 100:13
104:22 112:20 128:4
129:6,18 140:22
173:2 176:18 193:18
195:13 200:10 230:4
263:3
includes 14:6 20:10
23:3 24:3,14 29:18
93:15 94:19 143:2
169:16 171:21 202:6
261:14 266:15
including 10:1 16:16
19:1 20:11 24:17
28:22 35:13 38:10,15
47:13 74:18 75:7
79:16 80:6 82:22
83:20 84:1 87:15
88:20 89:3,10 90:5
91:22 94:1 96:1 99:16
100:7 124:10 143:18
175:12 189:8 226:11
227:19 231:16 242:11
242:20 246:21 253:13
255:2 257:7 259:4,11

275:14,17 288:15
 299:4,9,18 300:5
 311:22
inclusion 173:6 175:20
 176:9 184:11 186:6
 195:16 231:20 262:3
income 55:9 135:15
 224:5 226:6
inconsistent 135:16
 278:18 288:11 291:15
inconsistently 288:15
 289:1
Incorporated 34:1
 90:15 131:15 141:22
increase 32:13 33:14
 37:10 58:10 67:5,8
 83:7 93:10 99:6
 102:15,18 103:17
 127:7 130:4 135:11
 150:1 172:14 173:12
 181:5 185:1 187:9
 192:18 212:13 216:6
 227:3,11 245:2 255:8
 255:14,16,17,21
 261:8 288:8 294:9,13
 297:8 300:14 313:19
 314:5
increased 67:9 68:7
 83:9 93:2 106:9 107:9
 117:9 128:12 150:17
 150:22 172:11 192:19
 215:15 227:3,14
 231:10 255:19 257:9
 275:13,14 286:12
 300:8,19 313:18
increases 25:11 37:9
 93:13 144:22 145:1
 175:21 177:16 313:21
increasing 102:20
 122:17 150:2 201:18
 312:13
increasingly 121:21
 246:17
incremental 113:11,18
incurring 245:9
indelible 71:10
independence 18:1
 201:20 202:12,22
 205:6
independent 126:19
 162:21
independently 120:17
Indiana 199:22 205:20
 263:6 280:11 297:5
indicate 160:16 209:21
 276:5 304:10
indicated 57:5 211:1
 212:5 215:7 239:6

303:11
indicating 303:13
indicted 216:11 218:13
indictment 87:11
indirect 232:11
indirectly 134:5,15
 284:5
individual 26:20
individuals 8:20 238:9
induction 137:12
industrial 2:16 16:7,13
 19:22 51:21 52:9
 53:12 79:15 80:8
 83:20 91:18 94:7
 132:22 138:3 146:19
 148:21 175:11 206:4
 239:7,10 240:20
 289:15 290:20 317:15
 317:18 318:1
industries 3:12 4:14
 15:10,12 19:1 49:16
 53:13 66:7 67:2 88:4
 90:15 91:2 94:5
 105:22 108:1 115:1
 133:9,10 141:9
 150:22 163:1 200:10
 227:10 253:5 263:17
 264:10 267:3 284:22
 286:9,15,16 287:2
 288:5 289:17 290:15
 308:7 312:21 313:1
 317:17,19,22 318:5
industry 14:1 16:13
 19:15 24:2 25:15,17
 26:7 29:13 35:7 50:16
 52:15 56:19 58:16
 66:17 68:13 70:7
 78:22 82:13 83:1,22
 84:2 85:5,7,9 89:11
 89:12 93:5 94:21
 105:4,5,10 106:3,14
 107:1 113:5 124:7
 126:17 127:2,21
 129:22 130:11 133:4
 133:15 134:4 135:11
 138:17 139:9 140:6
 149:13 150:6 155:2
 165:16,17 170:2,18
 171:14 172:12,21
 180:6 192:11 196:4
 196:17 198:18,19
 200:3,9,12 202:7
 203:10 207:7 210:18
 211:3,7 214:3,4,12,22
 218:19 219:3 229:5,9
 229:16 230:6,10,12
 231:5 256:15,21
 260:17 264:14 275:21

277:10 294:15 307:19
 308:1,17 309:18
industry's 79:16
inferred 311:21
influence 42:17
inform 11:7
information 13:19 14:7
 14:12,18,22 15:4,9,16
 21:3 28:4 29:20 43:18
 64:13 87:7 101:17
 121:20 151:4 178:14
 289:21 307:15 311:20
 312:2
informed 63:21
infrared 175:5
infrastructure 18:2
 25:2 27:19 53:9 72:20
 74:17 75:4 92:14
 93:12,15 151:14
infrastructures 318:4
infringed 197:11
infringement 196:13
infringers 198:8
infusion 295:5
ingenuity 236:12
inherently 71:1
initial 6:18 64:1 171:5
 229:19 255:11,13
initiate 319:10,13
initiated 6:12
initiating 47:18 265:17
initiation 6:14 57:15
 88:17 227:19
initiative 205:13
injecting 124:19
injured 34:10 180:6
 192:12 245:11
injuring 82:13
injury 180:5
inner 117:5
innocent 300:1,21
 301:9
innovate 77:18 145:16
 266:8
innovated 15:6
innovation 6:10 14:4
 35:11 82:18 139:3
 203:1 208:1 293:12
 295:16 303:21
innovations 295:21
innovative 36:3 53:12
 144:11 235:19 243:12
 265:6
innovatively 274:6
input 184:15 245:2
inputs 54:3 171:21
 172:5,14,16 231:21
 244:13 261:5 268:2

inquiring 158:10
inroads 170:14 196:7
inserting 23:19
inside 98:19 222:1,1
Insignia 132:3
InSinkErator 3:8 5:5
 194:8,14,16,21 195:7
 196:11 198:3
InSinkErator's 197:12
 197:19
inspected 116:19
inspections 257:9
 275:15
install 71:5 108:7
installation 204:18
installations 17:13
 214:14
installed 71:15 204:8
instances 239:12
instant 304:7
instantaneous 37:2
instantly 54:12
Institute 2:10 5:11 91:6
 246:9,13
instructions 8:14 63:19
insure 140:6
integrate 143:19
integrated 127:6 253:3
integration 124:1
integrity 208:1
Intel 59:12
intellectual 6:10 11:22
 14:3 24:16 26:6 31:1
 31:6,12,20 32:10 33:5
 43:11 44:18 45:22
 47:5 60:2 65:9 69:12
 69:15,17 82:18 121:5
 122:1 127:15 130:19
 139:2 143:21,22
 144:1 145:7 147:22
 151:5 196:12,19
 197:8,15 198:12
 231:3 236:14 239:13
 246:21 250:19 259:12
 274:10 279:5 292:18
 293:4,8 298:4 299:12
 303:21
intelligence 87:12
intended 34:9 86:19
 89:8,20 171:10
 267:14
intends 318:19
intent 75:14 135:17
 239:6
intention 263:21
intentional 200:22
intentions 118:7 170:16
Inter- 6:5

- interest** 19:6 75:7
170:20 269:1 290:12
291:18
- interested** 41:18 101:13
105:5 290:13
- interesting** 219:13
- interests** 28:17 46:7
75:6 92:20 100:10
101:5 173:9,18 182:5
231:16 254:16 291:8
- intermediaries** 72:18
- international** 1:10 2:1,2
2:9,14,16 3:5,13,16
4:5,8,14,16 5:15 11:2
11:12,22 12:3,6 18:12
18:18 19:5 34:1,7
54:1 65:5,6,10 72:2
88:9 95:13,21 106:8
114:12,16 146:17
168:8 192:10 227:18
243:5 247:5 248:15
249:9 259:11 284:22
287:5,22 288:4,11
291:13,15 302:7,13
317:15,18 318:1
- internationally** 96:21
109:5
- internet** 121:12 265:8
- interpreter** 3:4 298:10
- interruptions** 233:6
- intervenes** 201:13
- intervention** 299:20
- intransigence** 251:19
- intricate** 115:21
- introduce** 8:16 11:7,9
63:15 167:22 171:6
283:4
- introduction** 4:2 37:17
121:11 149:18 194:20
- intrusions** 87:5,13
88:20
- inventing** 137:10
- inventory** 39:8 141:8
277:21
- inversion** 183:17
184:21 217:14
- invest** 32:8 77:18 85:6
150:11 163:10 169:18
236:2 241:7 308:1
- invested** 82:4 139:20
169:21 233:9 294:4
- investigated** 304:11
- investigation** 6:8,12,13
6:16,21 7:4,7,18 8:11
13:21 16:20 21:9
43:16 47:2,19 57:7
61:19 62:4 81:2 85:16
88:17 149:20 176:13
195:15 225:13 226:4
226:15 242:12 244:5
247:8 265:18 272:17
274:4 289:3 296:14
298:21 299:22 303:14
304:12 305:2,8,15,17
305:20 306:4 309:16
- investigations** 66:16
294:8 296:3
- investing** 166:8
- investment** 37:13,16
41:16 58:12 93:11
133:14 156:9,12
228:1 237:20,20
238:4 242:15 251:2
259:18 260:15 261:9
262:5 264:7 273:17
273:22 284:14 285:5
289:14,16 290:1
294:22 295:9,14
299:11 307:7 308:5
308:13,13 309:4
310:4 316:20 317:1,9
317:12
- investments** 37:18 38:3
131:7 134:12 173:10
195:18 229:8 255:6
287:11 294:10 295:17
316:7
- investors** 119:17 295:8
- invite** 63:1 113:22
114:6 222:13
- involve** 69:14 105:15
289:3 303:5 305:3,9
305:15
- involved** 33:4 81:2
85:15 86:10 105:8
- involves** 303:14 304:12
- involving** 89:13 123:19
214:13 269:20 302:21
- Iowa** 297:5
- IP** 29:5,11 43:9,14 44:2
46:2,3,18,20 47:10,20
48:8 56:7 59:14,17
60:4,7 134:3 207:5,12
208:20 242:22 288:3
293:1,11 294:7
- iron** 95:22 261:7
- ironic** 104:4
- irrigation** 206:5
- Island** 96:4
- issue** 29:2 30:9 41:3
48:5 141:11 192:9
211:22 221:11,12
273:11,16
- issued** 45:10 247:9
303:9
- issues** 28:16 29:4 56:7
128:11 131:7 136:2
184:21 198:12 201:22
207:13 216:16 228:4
228:5 231:4 246:3
272:16 273:8 274:2
274:16 279:8,13
293:1,8,14 294:7,17
296:2 318:17
- Italian** 220:19,22
- Italy** 220:18
- ITC** 113:5
- item** 62:14 104:21
- items** 20:10 24:14 39:4
39:7 70:9 107:8
140:21 173:3 176:2
261:8,12 262:10
- ITI** 2:18 5:12 264:22
265:5
- ITT** 219:8
-
- J**
-
- January** 45:5 84:12
238:1 243:10
- Japan** 121:21 140:9
160:3 250:4 253:13
- Japanese** 122:6,9
133:17
- Jason** 34:8
- Jay** 243:9
- Jeep** 116:2,22 294:2,14
- Jeff** 90:17 91:1
- Jeffrey** 3:12 4:14 90:14
- jeopardize** 194:1
- jeopardy** 119:4
- Jersey** 71:10 105:7
236:4,7
- Jian** 3:13 5:15 287:21
288:2,2
- Jim** 250:8
- Jinping** 46:4 299:8
308:10
- job** 84:13 204:4,6 264:8
280:4,20 287:13
294:11
- jobs** 19:21 20:8 22:7
28:6,11,14 32:14 33:8
33:14,15,15 41:14
44:9 50:10 53:2,11
61:15,22 62:9 78:8
80:8 105:15 108:10
115:22 117:2 118:2
121:6 123:13 124:9
125:2 127:18 128:5
141:16 148:9,18
149:6,8 177:19 182:7
193:13 195:9 201:4,8
209:3 227:7 229:14
230:21 232:1 236:8
241:18 242:8 244:20
253:18 263:7 268:11
284:5,6,14 290:18
- Joe** 2:11 5:10 234:16,21
235:4,10,14 236:12
236:22 239:12 240:2
- Joe's** 238:6,13 239:8
- John** 3:15 5:16 141:12
292:2 314:13,14
- joined** 130:16 241:20
265:19
- joint** 60:16 259:6
260:21 295:2 307:6
307:10,14,20
- Jonathan** 2:18 4:17
120:11,15
- Jones** 2:17 252:8,8,10
252:11 258:12 275:2
275:11
- Joseph** 2:11 5:10
234:16,20
- Josh** 2:18 5:12 264:22
280:16
- judge** 250:9
- Julia** 1:17 151:22 168:5
223:5 283:7
- jump-starters** 30:14
- junior** 235:4
- jure** 289:7
- jurisprudence** 248:13
305:5,19
- jury** 45:5
- justice** 44:14 45:10,15
87:11
- justified** 50:2
-
- K**
-
- Kallmer** 2:18 5:12
264:22,22 265:2
270:7 280:17 281:2
281:14,17 282:2
- Kazakhstan** 257:17
- keep** 28:19 33:8 64:10
110:4,5 126:5
- keeping** 144:10 149:8
- keg** 2:11 5:3 178:4,8,9
179:11 180:6,12,14
181:21 182:11,13
209:22
- kegs** 178:11,12,16,16
178:17,19,22 179:3,6
179:7,18,19 180:2,8,9
180:16 181:3,7,9,17
181:20 182:2,9 210:5
210:7
- Kenosha** 195:4
- Kentucky** 205:20
- kept** 192:6

key 13:20 24:20 26:6
28:8,15 29:2 88:1
180:22 210:15 212:15
222:3 228:21 230:2
253:13 255:1 269:21
284:21 297:16
kids 118:20
kindly 138:11
kinds 84:17 108:9
112:14 268:21
King 2:18 4:17 120:11
120:12,14,15 126:8
160:15,22
kit 123:16
knock 207:15 208:21
knock-off 197:22
knocked 207:7
know-how 89:14
knowledge 185:6
known 21:16 239:15
248:5
Kopf 2:19 4:13 85:18,19
85:21,22 90:13 112:4
112:8,9,16,22 113:1
Korea 121:21 160:9
279:9
Korean 122:6,9 133:17
Korkos 1:17 168:1,1
218:11,11

L

label 132:3
labor 1:20 12:6,7 65:6,7
105:8,10 109:9
148:21 153:16 154:9
159:15 168:11 181:13
213:22 223:11 261:21
279:22 283:13
laborers 151:6
lack 127:13 135:4
lacking 138:20
lacks 289:6
ladies 120:14
laid 119:16 247:3
Lancaster 91:3
landscape 139:1 266:8
language 311:7
large 21:22 35:19,20
76:9 77:7 79:9 81:8
84:12,19 107:15
108:2 109:13 128:19
137:22 162:8 163:13
187:5 193:12 204:3
210:7,12 240:19
261:14 264:11 279:6
286:16 299:15
largely 25:3 112:11
191:20 220:20 225:2

229:21 250:17
larger 87:21 163:6,8
270:21
largest 13:15 30:13
34:22 71:7 88:11 89:5
91:4 128:22 129:3
193:8 224:21 240:17
253:15 256:17 259:7
280:13 296:22 309:19
lasers 174:7
Lastly 198:22 287:3
305:2
latest 35:12 140:16
launch 28:2
launched 169:20
225:12 235:4 237:8
Laurent 2:12 4:12 75:21
76:2
law 3:15,22 5:16,18
31:15 247:5,13 292:3
292:7,8 297:21
301:21 302:7,8,13,17
304:1 314:3 319:6,9
319:11,17
lawful 46:6
lawn 211:3
laws 208:6 249:9 266:4
288:12 291:16 298:22
299:19 306:6,12
314:20
lawsuit 31:11
lawsuits 32:5
lawyers 60:6 198:11
lay 67:13
LCD 183:3,15 184:13
184:15,18 187:21
212:6,9
lead 19:21 28:22 227:11
230:18 233:12 260:5
291:4 300:10
leader 144:11 169:6
207:2
leadership 145:18
239:11 241:4,7
leading 51:21 78:21
133:8 174:6 258:18
260:18
leads 42:9 53:13 315:18
leap 133:12
learned 25:22 33:1
leave 66:18 265:14
leaving 26:3 125:22
128:8 189:20
Lechner 2:19 5:6 205:8
205:10,11,14 209:8
218:12 219:2 220:17
left 31:17 32:19 62:15
71:10 84:17 93:21

94:22 105:4
legal 43:10 45:15,19
46:9 120:16 248:16
306:9 318:17
legally 251:15
legitimate 226:14 228:4
legitimately 208:18
legitimize 208:17
Leisure 42:5
length 46:5
Let's 313:7
letter 45:10 243:9
level 37:4 72:19 80:13
85:5 101:3 106:11
108:12 130:17 136:8
156:20 179:13 183:8
183:10 184:8 187:15
190:6 192:22 193:7
195:20 208:18 244:6
276:20
leveling 100:2
levels 33:10 37:14
58:11 89:14,15
211:13 213:9,18,20
217:17
leverage 56:1 87:22
90:7 111:18
levied 227:4
levying 225:20 288:13
LG 159:19
license 143:16 159:16
159:22
licensed 121:4
licensees 143:19
licensing 123:20
133:21 144:12 249:21
250:20
licensors 124:12
life 115:19 262:8
lifer 203:10
light 64:2,3 175:5
190:21
lights 9:9,10
like-minded 224:9
228:6 250:4
likelihood 270:1
likewise 10:10 251:21
limit 242:12
limited 9:8 27:16 38:20
67:4 135:15 141:4
238:21 307:9
limiting 28:14 295:14
limits 310:4
Linda 2:12 5:10 240:12
271:21
line 57:5 103:21 116:6
225:8
lineage 137:9

lines 77:20 154:4
186:15 273:6 295:6
link 289:9
list 7:14 13:12 16:2 18:6
20:9 29:9 48:22 49:9
49:14 50:3 62:6,10,11
62:11 68:22 72:14
75:11 76:10 79:10
83:3,14 86:13,17,21
89:4 90:1 91:11 92:1
94:6 99:17 100:8
102:4 104:22 110:15
112:19,21 125:22
126:6 128:4 129:7,18
132:11,19 133:12
136:11 145:4,20
147:1 165:8 171:20
172:2,3 173:1,3,7
175:13,21 184:14
187:19 189:7 191:6,8
193:22 195:13 200:10
202:4 212:19 215:9
229:19 230:5 231:20
232:8 240:4 257:12
261:5 262:16 277:12
278:8 288:8 301:2,3
listed 176:16
listen 41:12 301:11
listening 42:21 306:13
listing 30:18 138:18
literally 78:3 202:15
215:5
lithium 285:16
litigating 14:8
litigation 33:4 45:17
little 48:19 51:8 53:20
61:4 92:6 98:18
104:15 148:6 155:1
157:7 209:16 213:17
277:4 281:15 306:22
Liu 2:20 5:14 283:17,18
283:19 287:16,19
312:12,20 313:4
live 268:7
livelihood 115:20 120:3
253:1
lives 44:7 235:20
living 290:16 300:9
LLC 2:11,14,15 4:13 5:4
5:10 80:18 188:9
234:17
LLP 13:6
LNG 214:14
local 119:18 138:8
141:8 162:22 205:21
256:3 264:8
localization 127:13
located 34:13 96:3

115:2 137:4 154:18
195:4 246:14
location 184:2 221:22
locations 76:20 174:19
263:6
lock 273:4
locked 58:7 271:6
logical 95:5
logistics 124:1 204:16
logo 198:4
long 20:5 36:7 47:21
52:14 55:6 98:4 100:2
104:19 109:10 110:7
148:7 189:9 210:2
211:6 214:2 218:18
220:13 241:10 271:16
long- 258:9
long-faced 242:9
long-term 37:7 116:16
124:16
longer 9:4 69:1,2 98:15
longstanding 71:1
Longview 77:21
look 20:2 41:11,20 48:6
90:11 110:20 125:18
126:1 151:18 153:1
158:22 213:8 222:5
225:5 249:15 268:13
301:15 312:4 315:8
317:21
looked 119:8 237:8
278:12
looking 31:19 55:11
110:2,5 156:11,12
206:21 208:15 238:9
267:4 272:13 274:3
277:19 281:3
looming 297:3
loophole 94:3,22
lose 52:12,14 80:7
224:20 251:11 257:20
losing 61:22 77:22
85:11 124:20 218:7
262:21
loss 28:6 44:15 69:12
69:17 78:7,7 125:2
177:19 196:14 201:8
233:12 245:9,12
267:3 280:4,20 300:6
losses 45:3 84:17
262:12 294:11
lost 14:19 44:9,10,12
51:20 84:12 100:5
111:2,6,8 203:17
230:22 256:3
lot 52:8 56:2 60:7
152:13 165:14,18
217:8 265:11 268:18

269:4 273:20
lots 272:22
Louis 111:4
Louisiana 78:13
love 118:2
low 78:15 112:2 123:13
125:10 129:22 148:15
148:19 151:3,7 153:8
153:12,12,14 176:3,6
192:4,7 216:12 258:2
286:20
low- 138:1 141:2 210:16
low-cost 129:14 180:17
191:17
low-priced 89:15
Lowe 2:20 4:17 126:9
126:10,12,13 131:13
152:2,10 153:2,6,8,16
Lowe's 103:12,15 104:1
277:10
lower 67:18 68:5 78:5
97:18 104:3 121:20
139:11 153:17 165:18
177:4 186:18 191:20
233:22
lowest 187:1
Lucern 4:16
Lucerne 2:9 114:12,16
114:21 116:9 118:15
120:7
lunch 9:4,5 62:18 63:5
Lynchburg 70:20

M

machine 37:22 55:16
147:9
machined 34:17 207:17
machinery 3:19 5:17
137:14 153:19 286:15
286:17 298:9,16
machines 69:13,13
138:1 147:7,15
148:19 162:9,15,17
225:12 268:20
Machinists 2:17 4:6
18:12,18
Magna 158:14
Mahwah 236:7
main 63:20,20 147:5
294:20
mainland 137:21
maintain 36:10 37:4,13
42:7 100:3 102:17
145:18 187:20 193:3
233:3 263:12
maintaining 254:13
maintains 16:10
maintenance 143:3
major 92:16 93:20
133:17 158:6 164:17
207:12,13 241:12
248:2 253:8 257:15
257:22 262:4 280:10
295:17
majority 121:15 124:13
134:6 142:10,21,22
154:20 155:22 196:2
make-- 110:6
making 22:15 35:7
37:20 55:8 56:12
97:12 130:5 170:14
170:21 171:22 177:13
182:8 204:15 220:5
233:13 288:20
Malware 28:3
man 37:21
management 81:18
111:13
manager 34:9 66:3
85:22 104:7 142:3
169:3
managing 146:15
224:18
mandated 208:6
mandatory 308:21
manner 303:12
manufacture 32:15
54:6,11 69:2,4 71:5
96:17 98:1 102:5
126:20 143:19 148:10
162:10,16,17 164:6
164:16 174:11 192:1
193:19 195:5 200:2
200:13 202:16 204:1
205:17 208:14 233:16
263:5
manufactured 97:2,4
99:2,9 116:18 118:15
122:4 123:15 129:20
139:7,14 161:6 172:4
176:4,7 180:17
190:20 197:10 200:20
202:8 206:16 216:13
221:17 237:2 244:12
245:14 314:1
manufacturer 33:3 35:1
35:3 122:8 132:2
170:20 176:21 179:11
179:15 189:21 194:18
210:1 211:2 219:20
258:20
manufacturers 2:13
5:11 13:16 17:19
30:14 37:8 58:6 62:5
68:6,9,17 69:1,3 80:4
92:11 98:8 101:6

102:6,6,13 107:5
129:12 143:18 145:6
159:17 160:7 170:7
170:12,16 171:4,11
172:8 173:18 190:1
191:9 193:3 199:18
201:18 209:2,5 211:4
216:14,15 218:14
229:2 231:21 240:13
240:16,19 241:2,6,10
241:13,14 242:6,9,16
244:16,21 245:3,4,8
245:11,17,21 246:3
258:19 262:21,22
272:17 273:5 278:2
300:12 313:20
manufactures 95:22
121:2 160:17 163:12
172:19 188:21 206:1
293:20
map 84:5
March 204:11 266:1
margin 32:8 117:14
220:5 314:7
margins 111:20 112:3
219:18
mark 9:12,13 72:5
market 14:21 15:22
22:11 34:21 42:11
57:22 59:13 71:7
73:17 75:5 78:15
92:19 93:4 100:4,5
101:1 109:1 113:2
124:21 125:13,19
128:21,22 130:18
135:3,7 169:6 170:5,6
170:10,14 171:7
174:8 179:7 183:4
188:22 189:17 190:2
190:9 191:19 192:15
196:8 201:4 202:9
207:2,4,19 211:5,15
212:14 215:19 224:20
224:21 225:4 228:10
230:2,13 233:3,14
241:9,21 242:1,13
243:17 253:15 254:10
255:21 256:11,16,18
257:15,20 262:21
263:12 269:13 271:8
271:9,9,13 286:13
289:18 295:12 299:7
299:10 308:12 313:10
313:19
market-driven 295:4
marketed 161:2 238:6
marketing 33:15 131:21
161:4 253:7

- marketplace** 112:1
131:4 140:4,22
177:14 185:6 208:5
212:21 213:10,14
226:10
- markets** 40:19 77:4
88:5 121:2 124:19,20
128:16 148:21 150:3
160:17 169:9 197:1
225:3 232:18,22
243:18 245:6 247:15
253:13 254:3 256:22
268:12 271:7 295:18
- Mary** 2:9 4:16 114:12
114:14
- Maryland** 71:22
- mass** 154:3 174:9
176:22 183:2 212:6
- Massachusetts** 44:4
- massive** 89:12,16
134:12 221:18,19
237:19 260:14
- match** 111:21 255:19
313:21
- material** 27:5 67:18
73:18 74:13 78:16
97:15 102:16 106:6
106:10 109:18 123:21
162:10 181:9,11
201:18 204:14 205:1
207:17,18 214:19
- materially** 78:17 180:6
192:12
- materials** 24:13 28:18
38:19 84:16 97:11,18
126:21 146:12 149:19
150:18 180:11 200:20
208:8 232:15 244:22
300:13 318:3
- Matt** 66:2
- matter** 19:20 62:6 63:6
90:11 98:2 103:14
114:2 119:6 123:6
161:15 167:11 210:10
222:15 278:20 282:19
303:3 306:7 313:22
320:17
- matters** 19:6 183:18
204:15
- Matthew** 2:4 4:11 63:12
65:22
- mature** 139:10
- Maureen** 1:16,20 12:2,5
50:12 54:15 65:4
109:8 159:14 168:10
213:21 223:10 279:21
283:12
- maximum** 44:15
- McCARTIN** 1:18 11:17
11:18 48:14,16,20
49:12 50:11 65:15,16
101:15,20,20 102:2
103:2 104:10 110:9
- McGAHN** 2:21 4:9 43:2
43:4,5 48:11 55:19,22
- McKinley** 267:5
- mean** 55:7 156:17
220:17 263:13 271:7
277:5,15 294:13
311:17
- meaning** 134:9
- meaningful** 151:16
201:13
- means** 32:1 64:5 78:7
196:22 294:10 297:15
305:19 317:13 319:14
320:1
- meant** 277:17
- measure** 279:7 285:8
319:3
- measures** 171:10 266:4
276:16 278:21 285:5
287:3,6 299:9
- mechanism** 47:8
197:13 302:20 304:7
319:16 320:7
- mechanisms** 273:14
- medical** 263:18 268:19
- medium-sized** 238:3
239:21 245:4 270:13
270:17 271:3
- meet** 88:2 91:21 93:8
93:10 104:20 107:10
109:11 173:15 189:13
210:3 211:7 214:4,21
218:20
- meeting** 167:1
- melt** 237:5
- member** 11:6 91:5
126:18 127:8 154:22
252:15 265:20 270:21
278:15 283:4 284:3
294:5 298:17
- members** 18:21,22 19:4
23:20 24:4,7 34:4
47:15 63:1,16 70:16
114:6 127:5,15 128:9
129:5,17 131:9 138:6
146:7 152:4 154:20
167:20,21 171:18
188:12,18 194:11
199:16 222:19 232:4
232:17 233:9,15
246:11 253:1 270:21
271:3,13 278:20
283:3 302:5,20,22
- 303:8 320:6
- membership** 214:16
270:18
- mention** 309:10 317:22
318:2
- mentioned** 20:5 52:5
61:11 73:11 103:3
107:4 110:11 135:4
153:8 156:4 160:8
217:13 301:7 307:5
319:18
- mentions** 157:12
- mercantilist** 231:9
234:7
- Merchandising** 131:20
- merchants** 219:19
- merely** 171:4
- message** 42:15
- met** 1:9
- metals** 150:20
- method** 290:6 320:8
- methodology** 293:9
- methods** 32:1 320:3
- Mexican** 184:6 210:14
- Mexico** 54:8 155:19
156:2 183:19,21,22
184:1 185:9 186:11
186:14,18,22 187:6
188:4,4 206:18
241:16 253:13
- Mey** 2:12 4:12 75:21,22
76:1,2 80:16
- MGM** 71:21
- mic** 48:18 53:19 61:3
64:21 90:20 104:14
157:7 209:17
- Michael** 3:11 5:5 199:12
- Michelle** 2:17 252:7,11
- Michigan** 114:17 115:3
116:21 117:20 119:16
156:5
- Michigan-** 118:17
- microchips** 26:4 28:3
- microphone** 98:13
188:14
- microscopic** 196:4
- Microsoft** 59:12
- mid** 216:12
- mid-day** 8:18 9:6
- mid-end** 176:3,6
- mid-sized** 34:12
- middle** 72:19 242:4
- Midwest** 115:15
- migration** 215:18
- mike** 2:7,22 4:18 5:2
131:14,19 168:17
169:2 199:19 270:15
306:22
- Milan** 116:20
- mildly** 299:6
- miles** 71:20 111:4 201:5
- military** 17:12 26:19
27:2,14 29:15 87:12
188:22 189:14
- mill** 74:1,4,8,12 75:15
81:22 86:10,12,18
87:1 89:4,5,10,18
90:3 92:4,21 93:22
110:18 112:6,10,20
113:2 191:22
- milled** 75:8
- million** 14:19 22:13
26:21 36:21 80:2 83:6
84:14 91:13 93:7
94:11 99:21 111:8
115:5,6,8 116:7
121:16 127:3 140:11
142:9 155:8,9 179:10
179:22 195:18 204:8
205:18 206:18 218:16
240:21 253:18 256:13
257:13,14,14 284:6
286:6 294:4 297:16
- millions** 32:5 124:18
125:11 142:12 169:21
195:8 196:15 232:9
233:21 242:5 290:17
300:20
- mills** 73:7 78:4 92:13
178:20 192:2
- mind** 120:6 313:4
- mindful** 12:17 51:2
- mine** 190:5 238:3
239:22
- mined** 147:11
- minerals** 146:14 147:10
- minimal** 26:13 92:2
128:8 129:9 193:4
- minimizing** 224:11
- minimum** 150:9
- mining** 146:11 147:8
149:2 151:13 163:12
- Minister** 317:4
- Minnesota** 132:1 297:5
- minute** 62:18 167:8
- minutes** 9:8 13:2 18:14
23:11 30:6 34:2 39:16
43:4 62:21 63:13,22
64:3,4 66:1 70:15
75:22 80:19 85:20
90:16 95:14 114:13
120:13 126:11 131:16
136:21 142:1 146:5
167:10 168:19 174:1
178:5 182:18 188:10
194:9 199:14 205:10

223:17 228:16,20
 234:18 235:12 240:14
 246:10 252:9 258:14
 265:1 283:18 288:1
 292:4 298:11 301:22
misconception 124:4
misconduct 148:4
missed 256:4
missiles 27:2
mission 200:5 205:5
Mississippi 76:17
Missouri 81:14
mistake 117:16 118:1
 249:10
mistreatment 242:15
Mitch 1:18 283:11,11
Mitchell 1:19 11:20,21
 51:15,15 168:7,7
 210:20,20
mitigation 36:17
Mobile 259:6 260:22
model 130:2 148:7
 191:17
modeling 35:14,14
 74:22
models 122:7,13,17
 154:3,5 286:4 312:17
modern 137:11 243:12
modernization 84:20
 110:13
modification 36:16
modifications 56:12
 164:19
modify 128:10
modular 261:17
modularization 262:2
modules 13:12,16 16:2
 17:4 18:6 48:22 49:4
 49:9,13 261:14 262:3
 264:4
Mohan 2:22 4:18
 131:14,16,17,19
 136:18 154:13,19
moment 41:18 243:7
money 26:13 44:3 55:7
 118:3
Monitoring 12:12
monitors 285:16
monopolize 17:22
Montana 203:18 252:12
 252:13 257:15
month 27:12 55:8 57:12
 110:8 236:5
months 57:7,8,10,14
 105:11 128:8 150:9
 210:11 211:14 235:21
 253:21
moral 250:6

morning 6:3 11:11,14
 11:17,20 12:2,5,8
 13:4 23:15 30:7 34:3
 56:10 63:18 320:16
most-favored-nation
 273:21 288:16
mother 118:19
motivated 289:17
motivation 55:4 136:7
motor 3:7 4:20 117:6
 126:20 136:20 137:3
 137:12 138:11 139:21
 141:18 162:7 163:6
motors 138:2,5 140:14
 141:2,6 162:13 163:9
 163:13 164:16 206:18
Mou 3:4 298:10
Mount 263:5 280:11,12
move 20:6 52:10 98:12
 108:10 119:5 123:4
 150:12 185:8 206:3
 222:7 244:8 245:22
 269:14 272:14 273:7
moved 96:15 221:22
 269:12 274:22
movement 273:6
 275:15
moving 180:4 184:5
 188:3 206:8 209:3
 221:14 232:15 263:13
 274:17
MRO 213:11
multi- 22:12
multi-billion 123:19
 261:19
multi-decade 262:8
multilateral 11:16 23:4
 65:19 226:17 265:21
 269:20 290:21
MultiMaddock 158:14
multinationals 59:22
multiple 44:15 77:22
 79:20 154:5 159:22
 212:21 213:19
mutually 291:9
myriad 31:9

N

NAFTA 73:22 74:10
 183:19 187:7
nail 66:6 67:2,11 68:5
 68:12,22 69:13
 106:22 113:13
nails 66:10,20,22 67:7
 68:1,10,17 70:1,7
 107:5
NAM 240:16 243:6,8
name 11:11,17 18:15

23:13,19 34:4 50:12
 65:15 70:17 76:1
 80:20 85:21 90:17
 91:1 95:20 114:14
 120:15 126:12 137:2
 137:8 142:2 144:4
 146:8 167:16 169:2
 178:7 188:19 194:13
 199:19 205:13 222:21
 246:12 252:10 302:6
Nancy 41:8
NASDA 223:19,22
 224:13 226:13,16
 227:2,12,16
Nathan 2:6 5:8 223:15
nation 71:11,16 76:21
 91:20
nation's 73:2 74:17
 89:5 91:21 93:15
 193:8
national 2:6,12 5:8,10
 24:9,19 25:1 26:15
 28:7,9,17 29:2 52:5
 71:22 138:8,10 186:4
 201:15,20 202:11,21
 205:6 223:15 240:13
 240:15 252:14 273:21
 282:6 291:17 308:5
nationalism 41:21
Nationals 71:19
nations 248:9
natural 67:21 206:10
 319:8,16
nature 20:17,19 21:6
 37:6 237:22 251:10
Navy 170:4
near 89:12 100:17
 134:8 155:3 183:6
nearby 25:19
nearly 44:8 45:16 73:14
 91:14 93:7 94:8 125:2
 125:7 126:18 182:20
 195:18 198:3 201:3
 229:13 245:13 253:16
 298:17
Nebraska 297:5
necessary 46:19 57:8
 184:16 200:3
necessity 237:3
need 40:16 41:19 42:16
 60:22 70:9 73:8,9
 74:14 80:12 102:17
 102:18 103:20 108:21
 108:22 110:4 166:11
 188:13 198:20 209:16
 226:14,22 238:11,16
 242:6 274:19 295:4,5
 295:6 317:2,6

needed 36:14 74:1
 108:16 152:4 192:22
 279:7
needs 36:2,3 61:13,19
 61:21 76:22 89:22
 111:16 118:9 125:11
 189:10 316:20
negating 218:8
negative 124:15 125:5
 130:10 136:13 145:14
 176:10 186:7 227:14
 258:1 259:15 264:1
 297:22
negativity 61:18 78:10
neglectable 181:22
negotiate 226:21 234:9
 272:6 308:8,17
negotiated 298:2
negotiating 226:17
 272:11 273:16
negotiation 46:19 56:3
 57:8 248:1 273:18
 287:9
negotiations 29:3
 119:17 224:8 227:13
 234:6 243:1 248:3
 272:12 273:13
Neither 231:7
NEMA 158:9 162:13
net 125:5
Netflix 142:13
networks 27:22 87:6
 88:21
neutral 243:19 274:13
 274:17
never 45:2 104:3 198:4
 221:16
new 3:11 5:5 11:6 25:12
 35:22 36:12 52:4
 53:13,13 56:20 57:16
 57:18 63:15 71:10,10
 71:13 72:4,5 78:14
 81:22 84:13 97:14
 105:7 106:12 128:10
 128:11 134:12 135:8
 144:13 147:13,17,20
 148:3 150:10,11
 151:9 167:20 169:20
 174:14,18 189:8
 192:8 199:12 222:19
 222:19 224:7 236:4,4
 236:5,7 237:18
 238:21 242:5 243:16
 244:9 255:7 260:14
 261:9,15 264:5,7
 276:16 277:11 278:3
 278:5 283:3 292:15
 295:6 299:9

Newcastle 199:21,21
niche 68:19
Nicole 1:17 168:1
 218:11
Nikola 137:9
nipples 96:2 97:12,21
 98:14 99:2,13,16
 100:21
noise 59:3
non 232:19
non- 42:12 198:22
 275:13
non-China 140:8
non-Chinese 16:17
 79:21 173:13 266:6
non-material 182:1
non-privileged 39:10
non-violation 305:4,18
 305:22 306:10
non-working 28:15
nondiscrimination
 39:21
nonprofit 252:21
noon 63:5
normal 183:13,15
normally 64:9 185:13
North 2:18 4:17 18:22
 32:17 35:5 120:12,16
 169:14 170:9 260:19
 279:9
Northwest 256:19
Notably 133:11
note 16:19 50:6 68:12
 123:2 145:3 179:21
 257:4 295:13
noted 37:17 75:2 83:18
 198:16 253:20 262:15
notes 27:4
notice 6:14 7:20 8:7
 10:5 147:2 149:22
 231:12
noticed 301:1
notification 305:22
notion 123:3 124:4
NS 111:5
Nucor 76:4
number 10:6 67:11
 119:13 121:1 123:13
 127:15 128:3 129:6
 129:18,22 130:1
 137:17 138:16,22
 139:9 140:5 175:8
 232:6 233:9 242:1
 255:11 273:5 286:16
 286:19 299:15 319:13
numbers 75:11 76:11
 76:13 81:9 83:5 86:18
 101:12 108:14 110:19

112:2 153:1 207:9
 263:3
numerous 16:10
 178:21 205:21 264:14
 290:12 318:16
nuts 253:9
nutshell 143:21

O

O'Byrne 1:19 11:11,12
 55:18 56:9 223:1,1
 270:12,16 271:20
obligated 302:13
obligation 291:16 319:4
obligations 247:5
 248:16 250:17 287:7
 288:12 303:13
observed 170:12
obstruction 226:10
obtain 121:20 231:13
obviously 78:7 163:15
 272:16,17 273:9
occasions 14:11
occur 198:13
occurs 17:17
ocean 204:16
October 6:17 311:14
 312:1 315:11
OEM 36:8
off-the-shelf 139:5
offer 42:13 96:21
 123:13 125:10 142:18
 171:9 255:4
offered 122:2
offering 78:5
offerings 127:8
office 3:15 5:16 6:4
 11:12,15,21 12:3,9
 64:20 65:2,9,13,20
 95:15 141:12 152:1
 154:12 167:18 168:6
 179:2 254:12 292:3
 316:10
officer 70:19 90:19 91:2
 95:21 131:21 170:3
 199:20
offices 292:9
officials 87:12 276:15
offloading 204:17
offs 208:21
offset 238:17
offsets 52:6
offshore 53:7 69:22
 96:16 201:9
Ohio 76:18 188:20
 220:10 297:6
oil 112:13 146:11 147:7
 149:2 151:13 200:4

201:9 233:18
oldest 240:17
oligarchs 150:5
omits 86:21 90:2
omitted 138:19
on-site 280:14
on-time 76:20
once 25:6 57:10,12,13
 137:5 181:13 193:9
 230:12 246:2
onerous 292:20
ones 62:10,12 207:14
 217:10 272:16
ongoing 243:1
open 81:17 94:22
 111:13 201:4 225:3
 247:15 299:8 307:15
 308:11
opened 170:1 212:1
opening 4:2 40:19
 119:15 156:4 236:5
 244:8 299:10
openings 241:21
openness 273:22
opens 144:1
operate 15:12 24:4
 26:11 44:20 96:2
 138:3 174:17 259:1
operated 113:6 258:21
 280:5
operating 28:5 90:18
 91:2 100:16 120:17
 143:17,20 144:18
 159:16 203:6 216:18
 262:8
operation 82:6 129:3
 140:10 161:9 164:22
 256:2
operations 2:7 5:2
 14:14 15:18 84:11
 96:15 127:5 128:17
 150:1,12 160:19
 168:18 169:4,9,19
 173:11 174:13 190:10
 201:10 231:22 232:16
 260:2 264:17 271:16
 294:5
opinion 54:19 212:7
 278:16 284:7 291:12
 291:20 302:12 318:22
 319:20 320:2,5
opportunities 41:14
 121:6 226:18 228:9
 241:4,12 268:11
opportunity 9:18 10:14
 13:8 23:21 31:20 43:6
 46:11 47:6 48:9 64:12
 75:18 76:5 80:22 86:2

90:9 95:19 114:19
 131:10 132:7 137:1
 142:5 169:1 171:16
 182:22 187:14 189:2
 194:15 205:3 223:19
 228:11,18 234:11
 235:3 240:8 245:17
 251:8 258:16 283:22
 292:6 298:13 302:10
oppose 285:4
opposes 288:7
optics 174:7
optimistic 45:7 253:22
options 130:6 238:16
 238:22 255:11
oral 9:8 64:1 101:11
 302:11
oranges 255:3
ordeal 46:17
order 23:1 30:22 56:18
 63:10 93:19 95:7
 111:17,21 114:10
 167:15 185:1 203:17
 204:12 226:21 227:22
 228:7 233:2 235:11
 272:5 283:1 314:5
orders 67:13 68:15 92:5
 193:11 257:9 275:18
 275:19
ordinary 238:8 267:18
 290:16
ores 147:10
organization 9:7 24:2
 40:3 59:16 60:1,2
 63:22 130:17 251:18
 252:21
organized 148:17
oriented 196:5,6
origin 73:19 79:6
 185:13 221:12 222:4
original 303:8
originally 170:1
originate 121:16 219:1
originated 26:1
originating 138:14
Orlando 72:1
Orleans 84:13
ought 246:22
outbound 316:6 317:9
 317:11
outcomes 301:17
outdoor 235:20
outer 116:14
outline 132:17 260:1,3
outlined 136:3
output 240:22 286:22
outrageous 204:20
outset 249:19

outside 59:3 98:14
152:5 159:17 162:4
165:5 166:5,6 184:5
216:14 237:14 241:15
249:5 262:7 268:7
277:4,20 279:12
outsource 74:12
outsourced 21:2
outsourcing 52:7
ovens 286:18
overall 22:12 57:17
129:15 130:12 202:1
204:5 232:8 271:15
286:2
overdue 20:5 47:21
overseas 28:10 51:19
69:5 88:11 104:2
116:16 117:11 162:16
162:17 164:20 245:10
268:5
overstates 25:13
overt 21:13
overwhelming 48:2
134:6
owe 82:7
Owen 2:16 4:5 18:11,16
owned 35:2 76:3 122:2
133:18 137:5 141:9
207:22
owners 74:12
ownership 289:9 307:9
307:13

P

P-R-O-C-E-E-D-I-N-G-S
6:1
p.m 63:8 114:3,4
167:12,13 222:16,17
282:20,21 320:18
Pacific 256:19
packaged 142:17
Packard 2:10 5:11
246:8,9,11,12 252:6
278:14 279:1
packet 41:6 42:2 55:8
page 198:6 302:2
pages 316:2
paid 118:3
pain 267:2 268:7
panel 4:3,10,15 5:1,7
5:13 9:16 12:22 43:2
48:13 62:19,22 63:1
63:10,11 65:22 95:12
101:9 113:21,22
114:5,6,11 123:19
132:2,9,20 133:2,4,11
133:20 134:3,4
135:22 136:10 146:3

151:21 154:16,22
166:17,19,22 167:3,5
167:9 168:17 205:8
209:10 212:16 222:12
222:13 223:15 264:21
270:9 282:14 283:17
287:21 301:20 306:17
313:16 320:11,12
panels 8:19 9:2,3,5
17:12 134:7,11
135:13 167:2 183:16
184:13,15,18 187:21
225:11
paragraph 304:16
305:6,7
parameters 138:18
paramount 123:2
202:22
parent 137:13
park 71:19
parking 78:12
part 13:20 21:8 22:11
28:20 30:18,19 57:14
57:18 61:17,19 62:8
62:14 87:20 119:13
129:22 133:9 144:9
144:10 148:14 151:10
152:13 154:3 201:1
207:8 213:11 243:2
248:6 262:18
partial 68:22
participants 141:4
participate 114:19
213:9 294:6
participated 43:15
participating 8:15 13:5
particular 58:22 59:8
82:13 102:7 161:8
166:7 178:18 181:9
218:6 254:9,14
261:11 266:7 269:19
313:22 314:9,11
particularly 74:15
217:10 245:3 261:20
263:2 275:16
parties 197:20 290:13
296:19 311:22
partner 40:4,7 59:11
81:13 127:20 292:7
partners 116:17 121:9
124:10 141:7 142:13
213:19 227:21 247:21
247:22 248:9 251:7
295:3 299:1,3
partnership 118:16
125:8
parts 20:7,11,13,20
21:11,16 22:2,10,17

22:20 25:4,12,21
26:22 27:6 36:14
37:11 38:16,17 42:6
56:22 58:1 61:7,11,14
61:16 62:6 111:6
116:1,5 117:12
126:21 128:3,11
129:1 130:1,3 139:22
139:22 140:1 143:1
146:22 147:3,5,6,14
148:15,19 151:3,3,7
152:13,14 153:9,12
153:12,14 154:5
157:16 158:15 162:4
163:6,12,15 164:15
165:4,18 166:7,10
171:22 172:9,22
184:1 213:12 215:17
Party 41:17
Party's 55:1
pass 37:8 51:4 117:8,9
128:12 215:20 294:12
passed 300:19
passing 312:18
patent 124:12
patents 31:22 142:7
197:11
path 56:5 190:11
243:10
pathway 234:4
Patrick 2:15 3:7 4:6,19
23:9,13 136:19 137:2
141:17
patterns 166:1 274:17
Paul 2:11 5:3 178:3,7
pay 106:5 113:17
143:20 150:16,22
154:7 196:22 267:21
268:9 285:18 286:6
297:13,15
payer 297:7
paying 201:8 242:8
payments 36:22
pays 184:3
PBS 142:13
PC 285:15
peace 203:8 246:18
Pelosi 41:8
penalize 16:21 17:20
penalties 60:10
penalty 190:14 191:11
222:6
pending 256:10
Pennsylvania 76:18
91:3 96:4
Pentair 219:8
people 34:14 38:9 55:6
59:18 96:6 105:4,5

115:9 118:21 127:4
149:7 158:11 161:4
161:10 169:16 174:14
199:7 236:3 267:13
294:3 301:12
PERC 17:15
percentage 84:19 156:1
164:1,9,10 251:22
perfect 116:13 252:2
perform 126:22
performance 273:18
performed 24:8
period 83:10 96:12
106:12 114:20 215:5
234:13
periods 258:2
perishable 275:16
permanently 77:19
permission 145:11
permit 304:18
pernicious 268:1
persist 238:22
person 64:10
personal 42:6 170:18
255:4
personally 25:15
perspective 50:16
175:2
perspectives 101:17
persuading 147:20
persuasively 250:10
pervasive 26:19
perverse 74:11
petition 14:8 202:13
petro 277:21
petrochemical 258:19
258:20 261:15
Pettis 1:20 12:5,6 54:16
55:11,17 65:4,5 109:7
109:8 159:12,14
160:6,12 168:10,10
213:21,21 223:10,10
279:21,21 283:12,12
phase 137:11
philosophy 81:18
phones 24:15
photography 12:19
physical 269:15
picked 269:12
picture 72:3
piece 82:1,2 103:22
164:6 222:3
pieces 164:15
piles 25:21 78:14 108:8
piling 76:9 77:10 78:9
78:18,18 79:9 80:1
81:8 83:2,8,13,14
84:9 108:2 109:12

pillars 207:22
pioneered 36:5 142:8
pipe 76:10 77:20 78:5
 78:18 79:9 80:1 81:8
 81:22 82:2,3 83:3,8
 83:14 84:9,15 85:3
 96:1,1,8 98:13,15,18
 98:20 99:2,12,13,16
 99:16,17 102:4 108:3
 108:8 109:13
pipes 77:12
pistachios 255:3
pit 19:17
pitting 23:4
Pittsburgh 2:4 4:11
 63:12 65:22 66:4
PLA 87:13
place 15:9 20:6 49:3,10
 68:15 93:8 103:4
 133:15 135:17 152:15
 155:13 201:2 215:14
 216:22 218:9 221:18
 222:6 272:7 275:10
 277:6
placed 38:3 106:1
 108:2 109:12 210:4,7
 211:8 212:8 218:20
 254:8 267:15
places 69:20 111:8
 155:18 185:9 220:10
 221:19 269:8
placing 22:5,16,19
plain 221:8
plan 28:16 40:14
 119:10,16 202:1
 228:20
planet 266:3
planned 84:20 110:12
 236:9 262:6
planning 261:1
plans 16:13 79:17 80:9
 84:1 110:14 115:10
 119:22 123:10 259:4
 296:10
plant 34:9 105:1 110:22
 116:19,20 119:9,15
 156:5 261:6,22
planting 258:6
plants 74:19 92:17
 117:8 157:12 166:12
 195:4 232:19 261:19
 264:5
plastic 229:22 232:7
 263:3
plastics 230:2 260:11
 262:18,20 264:9
plate 3:11 5:6 98:20
 106:10 113:17 199:13

199:21 204:9,11
 205:2
plates 92:12 197:13
platform 28:1 144:14
 144:16,22 169:21
play 85:12
playbook 42:16
played 82:11
players 142:4 158:10
 170:7
playing 33:10 78:6
 80:13 85:5 100:3
 101:3 108:12 130:17
 136:8 179:14 183:8
 183:10 184:9 187:15
 190:6 192:22 193:7
 195:21 206:22 208:9
 208:16,18 217:17
 246:4
plead 292:11
please 9:14 10:22 12:17
 48:19 53:20 63:2,9
 64:10,22 90:21
 101:18 104:15 114:1
 114:9 118:10 157:8
 167:4,5,14 188:14
 209:17 222:14 270:15
 270:18 282:22 287:17
 297:19 307:1 313:6
pleased 11:2 47:14
 79:4 234:8 302:10
plenty 109:3,4
plug 277:9
plus 165:16
pocket 277:20
point 58:7 96:22 152:22
 154:7,9 161:8 165:11
 181:1 204:18 212:12
 217:1 248:2 266:19
 269:16 279:17 297:16
 315:5,18
pointed 250:14
points 145:13 176:8
 228:21 265:13
policies 6:8,20 7:6 14:2
 16:8,10 73:3 79:3,15
 80:9 82:16 83:20,22
 91:18 92:18 94:8 95:8
 127:11 132:22 133:3
 133:3,13,17 134:6
 136:8 156:8,8 175:11
 175:17 176:12 192:4
 196:17 198:14 224:2
 231:13 234:7 239:10
 254:2 281:12,22
 289:15 303:9
policy 15:13 84:3 118:6
 120:7 133:6 134:16

236:16 239:8 246:13
 246:20 278:17 281:11
 281:22 299:8 308:11
 317:14,21
polished 116:13
political 55:1 285:6
politically 296:14
poly 137:11
polycarbonate 263:2,5
 263:19 280:10
polymer 232:17
pool 144:13 169:7
pools 124:2
popular 291:19
population 34:14
 128:20
pork 253:10 255:3
 276:8,9
port 77:5 108:8 257:8
portion 25:16 80:3
 93:20 135:7 162:12
 204:4 210:12 285:20
portions 197:21
ports 275:16
pose 24:22
poses 230:7
position 98:9 125:13
 205:12 304:5,20
positive 50:5 301:17
possess 190:1
possible 10:9,20 38:20
 42:20 51:11 163:19
 265:15 273:8 315:17
possibly 209:2
post 189:20 190:15
 191:7,14 193:17
 194:3 211:12
post- 51:11
post-hearing 10:1,15
 76:15 165:6 315:6
posted 8:21 10:18
posts 2:14 5:4 188:9,20
 188:21 189:8,8,9,13
 189:16 190:20 191:3
 191:9 192:1,13 193:7
 193:19,21 211:2
potable 206:4
potential 125:20 138:13
 184:8 221:4,6 224:3
 229:15 249:22 256:17
potentially 74:5 100:4
 140:13 145:15 262:6
 263:1 269:5
pound 207:18
powder 190:22
power 44:21 59:20
 74:18 82:9 93:16
powered 237:9,17

238:14 239:17
practicable 231:12
practical 219:14
practice 180:13 181:15
 181:16 306:5 307:21
 314:4
practices 6:9,20 7:7
 14:2 15:19 18:3 46:21
 49:20 71:2,2 73:4
 79:4,7 80:15 81:4
 82:17,20 83:16 88:20
 90:8 95:9 132:17
 147:21 176:12 182:4
 189:19 190:13 193:15
 202:2 203:2,4 231:14
 239:5 243:17 246:21
 246:22 247:12,19
 249:4,4,6,17 251:13
 254:6 279:6 281:22
 303:19 305:10
pragmatic 234:6
pre-existing 39:7
precedent 251:8
precise 21:6 34:18
precision 35:8
predatory 203:4
predecessor 96:9
predetermined 284:8
predictable 130:21
predominance 155:11
predominantly 121:17
preferential 192:3
preferred 234:4
preliminary 171:20
 225:14
prepared 29:20 316:2
preparing 298:22
prescribed 251:15
present 1:12 2:1,3 34:5
 34:10 48:9 63:22
 125:14 240:9 289:2
presentation 178:18
presented 217:5 293:14
presents 31:9 97:9
 187:14 241:11
president 23:14 28:7
 30:10 34:9 46:4,14
 47:13,18 66:3 70:18
 76:2 80:21 90:18 91:1
 96:11 114:15 115:13
 118:1,8 120:2,5,16
 126:13 131:20 137:3
 138:10 141:18 169:3
 188:20 194:14 199:7
 199:20 243:8,10
 247:3,11 252:12
 296:12 298:15 299:8
 308:9

- President's** 73:5 76:7
241:3
- presiding** 1:11
- pressure** 148:12 269:20
300:18
- presumption** 294:20
- presumptions** 294:19
314:17 315:3
- pretty** 105:11 208:9
266:12
- prevent** 28:4 186:1
188:1
- previous** 276:10 278:19
- previously** 19:12 37:11
207:10 262:15 297:6
- price** 22:10,12 102:19
104:3 106:10 111:19
113:17 130:4 145:13
149:1,22 152:3,19
161:8 176:8 180:13
181:5,16 187:9,13
193:1 204:7,9 215:19
216:7 255:9,19
257:22 285:12 294:13
300:8 313:18
- priced** 122:7 255:7
- prices** 67:6,17,18 68:5
68:6 102:19 111:21
122:17 135:10 141:3
152:18 181:2 192:6
192:18 200:19 204:9
224:4 226:5 255:19
257:8 258:2 267:18
267:21 268:8 286:2
313:13,17,20,21
- pricing** 78:5 111:15
170:15 180:12,22
193:4 203:4 207:20
212:10,12 220:1,3
- pride** 70:3 235:18
- primarily** 68:15 100:11
135:12 178:17 236:4
277:7
- primary** 32:16 103:5
129:10 195:22 197:17
221:10 229:17 238:7
279:15
- principal** 91:9
- principally** 279:9
- principles** 289:19
- prior** 22:21 39:8 41:3
83:7 119:14 137:17
255:14
- priorities** 88:8 236:17
- prioritized** 15:11
- priority** 84:6 260:19
- private** 93:13 132:3
204:21 295:8
- privately** 141:9 207:21
- privilege** 146:9 265:20
- probably** 103:11,16
107:12 108:22 152:12
152:20 163:20 164:5
165:14
- problem** 24:20 27:10,16
31:5 56:17 139:16
171:16 185:1 270:3
309:22
- problems** 31:9 231:2
234:5 244:3,11
274:10 301:7
- procedural** 8:13 63:19
- procedure** 288:22
- procedures** 10:4,4
- proceed** 12:15 266:17
- proceeding** 12:20
320:15
- proceedings** 43:16
- process** 15:5 28:18
29:8 32:2 116:11
123:18 134:18 148:15
191:1 198:21 200:8
202:7 214:4,12
248:21 316:16 317:3
319:2
- processes** 37:20
233:18 289:11 303:4
305:14
- processing** 73:20 253:4
- procure** 97:11 278:10
- procurement** 17:9
- produce** 19:4 43:22
57:2 66:9 67:7 70:2
77:10 89:14 112:11
113:8 116:1,13
117:12 119:13 133:19
147:11 153:12 155:7
157:16,18 158:14
176:22 180:12 191:9
200:4 202:18 203:7
214:16 237:4 258:6
276:6 277:22
- produced** 22:18,21
54:2 74:1,4,8 82:1
92:13 112:15 118:14
152:6 153:13 154:4,5
154:14 163:6 172:18
178:19 180:14 181:3
181:17 183:13,22,22
256:18 268:3
- producer** 80:12 89:5
98:2 106:21 176:22
183:3 212:6 260:13
- producers** 14:20 22:1
67:19 68:19,20 69:8,9
70:5 72:19 75:13
- 78:20 79:20 83:13
84:14 113:10 146:12
158:7 185:7 186:1
188:2 212:21 221:13
224:19 228:8 232:18
232:21 233:1
- produces** 34:15 116:11
- producing** 113:9 116:3
129:8,17 134:17
- product** 55:2 75:11
84:8 92:9 96:17,22
97:2,4,6,17 98:1
102:14,19 104:8
106:8 108:3 113:9
127:7 139:10 143:3
145:5 146:16 152:5
158:7 164:14,20
176:16 177:2,4,7
191:5,7 193:20
197:16 204:2 206:2
211:20 214:17 215:2
217:15,16,18 218:6
219:15 220:5 222:2
226:11 235:8,12
254:15 255:15 294:1
295:6 313:8,11,13,22
314:5,10,11
- production** 19:10,16,18
20:5 21:18 36:7 38:11
52:11,12 56:18 76:16
77:20 78:7 84:18
91:19 95:10 99:12
150:12,19 151:13,14
152:7 158:17 169:17
172:8,14 174:10
176:11 181:6 184:5
184:16,17 185:2
186:2 191:21 192:20
195:3 198:14 201:10
211:13 230:10,15
232:15 233:2 237:13
237:19,21 238:2
259:18 260:12 263:14
263:15,20 268:5
269:10 277:2,5,6,19
320:1
- productive** 138:7
- Professor** 302:6 318:15
318:16
- profit** 15:22 300:15
314:7
- profitability** 77:17
102:17
- profitable** 258:6
- profited** 44:17
- profits** 44:13 81:19
300:7
- program** 47:11 87:21
- 117:14
- programming** 142:13
- programs** 105:9 224:17
224:18
- progress** 144:6 284:11
- prohibit** 17:11 19:9
32:22 243:17
- prohibition** 251:4
- prohibitive** 129:19
154:6
- prohibits** 251:1
- project** 36:2 74:12
84:14 108:7 111:3
204:5 255:22 256:3
- projected** 38:8 93:12
- projects** 72:7,20 73:10
74:19,21 77:4 78:4,13
78:21 92:14,16 93:12
93:17 108:5,8 109:13
111:9 140:17 147:8
148:18 261:1 262:6
299:3 316:19
- prolonged** 263:9
- prominent** 296:20
- promised** 40:13,14
302:20
- promising** 40:6
- promote** 88:1,3 133:7
236:16
- promoting** 28:8
- promotion** 144:21
224:17
- prone** 26:18
- proof** 140:8 187:11
- proper** 320:3,8
- property** 6:10 11:22
14:3 24:16 26:7 31:1
31:6,12,14,20 32:11
33:5 43:11,21 44:18
45:22 47:5 60:2 65:9
69:12,15,17 82:18
121:5 122:1 127:16
130:20 139:2 143:21
143:22 144:1 145:7
148:1 151:5 196:13
196:19 197:8,15
198:12 231:3 236:14
239:13 242:15 246:21
250:20 259:12 274:10
279:5 292:18 293:4,8
298:4 299:12 303:21
- proportion** 307:13
- proportionately** 227:8
- proposal** 86:7 117:19
158:1 267:16
- proposals** 301:14
- propose** 227:9 280:2
- proposes** 304:1

proposing 49:10 239:2
proposition 208:22
 261:3
proprietary 14:17,22
 15:4 20:18 43:22
 143:17 145:9
prosperity 28:8 246:19
protect 18:1 24:9 30:22
 31:20 32:10 45:22
 47:5 60:4,7 66:17
 94:3 115:21 131:7
 140:5 145:6 195:17
 195:17
protected 33:7
protecting 29:11 32:9
 46:6 201:15 236:14
 293:11
protection 1:15 12:10
 32:19 46:3 65:3 66:19
 66:22 70:4 77:9
 106:19 130:20 157:5
 157:10 168:13 209:15
 209:19 218:7 223:13
 233:10,14 259:11
 283:15 299:12 310:15
protections 59:14
 185:15
protects 73:7
protocol 250:12 251:1
 251:6
prototype 35:14
proud 96:22 114:18
 116:15 118:16,16
 149:5 189:12
prove 315:12
provide 8:13 10:14
 23:21 24:21 28:1
 29:19 45:7 47:8 59:11
 64:12 76:14 78:6
 89:20 90:6 140:8
 146:10 149:1,5
 160:18 166:10 183:11
 186:12 203:14 236:3
 239:22 244:7,15
 250:12 251:6 256:7
 263:8 282:9 283:22
 290:5 312:5 316:4,6
provided 8:3 15:15
 43:17 259:22 311:16
 312:2 316:8 319:7
provider 174:6
providers 268:19
provides 25:9 45:4
 135:1
providing 11:5 43:5
 191:15
provisional 8:21
provisions 185:4 188:1

289:3 319:11
public 1:5 6:7,15 8:1,4
 11:8 20:18 25:2 27:15
 64:16 74:19 93:17
 114:19 228:21 268:22
 291:12 307:14
publicly 21:16 253:20
published 6:14 7:10,20
 286:14
Puerto 24:6
pull 48:18 53:19 61:3
 90:20 104:14 282:9
 306:22
pump 2:19 5:6 147:5
 163:8,22 164:9
 165:15 205:9,14
 207:3 209:5,5 219:5
 293:20
pumping 151:2
pumping-related
 147:14
pumps 148:13,14 206:2
 206:4,5,5,6,13 207:6
 207:9,14 215:8
 218:14,16 219:1
 220:16,19,22
punishing 46:5
punitive 231:6 287:3
purchase 39:7 103:11
 106:6 135:13 140:20
 159:5 182:2 207:19
 286:7 300:13
purchased 137:14
 215:17
purchasers 312:18
 313:12
purchases 195:7
 257:16
purchasing 134:10
 137:18 238:18
purification 233:8
purpose 7:22 136:13
 185:10 186:3 291:18
 318:6
purposes 184:2 185:17
 291:2
pursuant 47:1 247:9
pursue 227:17
pursued 136:9
pursuing 303:16
pursuit 43:9 45:14
push-back 40:12
pushed 55:12
put 98:8 107:16 110:15
 110:21 116:22 119:2
 133:1 164:18 165:19
 177:1 222:5 246:3
 266:1,5 267:18 275:9

290:17 296:21
puts 180:13 181:16
 208:8
putting 103:3 181:19
 218:1,4 269:2

Q

Qing 3:5 310:22
qualified 124:2 148:21
 203:3
qualify 150:10
quality 28:14 121:18
 122:19 123:20 125:10
 126:4 128:11 166:11
 203:21 206:19 208:1
 214:16 216:5
quantity 107:16
quarter 83:9 97:14
 102:21 144:6 235:17
quarterly 42:20
question 42:10 48:15
 48:16,20 50:14 51:5
 51:16 53:17,21 55:18
 56:10 102:2,9,12,22
 104:9,12,18 105:21
 106:20 107:1,21
 109:7 110:10 112:9
 112:22 147:16,19,19
 148:1 152:2,10,22
 153:7 154:13,19
 155:17 157:11 158:3
 159:12,21 160:14
 161:21 163:2 165:2
 209:20 210:21 212:4
 213:3,8,22 215:6
 216:8,21 217:4
 218:12 221:3 234:13
 237:16 249:16 270:11
 271:1,21 275:1
 276:21 278:14 279:1
 279:22 280:8,16
 281:2,7,18 282:12
 306:19,21 307:3,12
 308:22 309:7 310:15
 310:22 311:2,3,5
 312:11 313:5 314:2
 314:14 318:15 319:5
 319:18
questioning 22:14
questions 9:18,18,20
 9:22 10:2,8,21 18:9
 23:7 30:3 39:11 54:16
 64:8,9 70:12 90:12
 102:5 131:11 136:17
 146:1 147:15 151:18
 157:5 166:17 178:1
 188:6 199:10 209:13
 240:10 265:15 306:14

311:14
quick 59:17 162:6
 215:4 220:14 276:12
 281:8 309:1
quickly 20:6 122:20
 123:5 150:13 220:13
 272:14,21 273:4,7
 274:22 278:4
quiet 53:2
quite 31:10 52:6 59:2
 163:16 166:8 185:12
 208:5
quote 45:11 125:4
 250:15,17 296:14
quoted 204:7
QVC 235:11

R

R 2:10 5:11 246:8,13
R&D 236:2
Rachel 1:20 65:8
 104:11,16 223:6
 283:9 307:2
Racine 195:4
radios 267:20
rail 111:5
railway 318:3
raise 68:6 243:15
 259:20 312:13 313:20
raised 29:5 244:6
raising 135:9 255:5
 290:13
ramifications 224:3
ramp 104:19 105:3
 107:14 109:11 210:3
 210:10 211:7,13
 214:3 215:4 218:19
rampant 196:19
ranchers 252:22 254:17
range 11:3 77:5 242:10
 272:2 273:8 291:8
ranging 77:12
rapidly 105:11 235:15
rarely 299:2
rate 38:13 93:6 111:5
 129:5 161:20 177:5,7
 177:11 183:13,15
 217:16 218:5 220:18
 220:21 227:3
rates 153:17 269:1
ratified 248:17
raw 67:18 84:16 97:11
 97:15,18 102:16
 106:6,10 123:20
 146:12 150:18 180:11
 180:21 181:9,11
 205:1 207:17,18
re-evaluation 138:11

- reach** 122:20 284:8
 315:17
reached 215:11
reaching 291:9 299:10
react 96:18 173:12
 177:21 220:12
reaction 220:7
read 175:7 305:5
ready 168:15 214:16
 215:5 227:13
real 59:17 95:8 187:11
 227:7 228:22 232:4
 256:7 264:3 272:13
realign 139:17
realistic 40:20
reality 46:12 69:8
realize 106:21
realized 237:21
reason 21:8 73:11
 110:4 145:4 186:21
 192:12 218:8 266:21
 267:12 279:15
reasons 88:12 89:7
 99:15 132:18 138:15
 240:2 260:4 276:14
 289:18 302:18 309:12
 315:18
reassess 251:12
rebuilding 72:1
rebuilt 71:16
rebuttal 8:7 58:14 64:13
 105:14 107:17 163:21
recall 10:13 64:11
 311:13
receive 8:1 141:2
received 8:6 208:5
 216:5
receiving 247:8
recess 167:9
reciprocal 196:21 199:1
 236:13 296:5
reciprocity 39:21
recognition 125:16
 230:5 262:18
recognize 60:9,11
 253:1
recognizes 236:12
recommend 42:18
recommendation 8:9
 274:19
recommendations
 50:19
recommends 227:2
reconsider 231:20
 292:20 301:13
reconvene 272:12
record 31:18 63:7 114:3
 121:6 167:12 189:4
 222:16,19,21 223:21
 240:22 252:2 282:20
 312:9 314:12 320:18
record-finding 317:3
recording 10:16 12:20
recoup 58:9
recourse 288:21
recovered 71:15
recreation 42:5
recycling 23:22 24:8
 28:13
red 9:13 64:5
redefine 266:13
redirection 233:12
reduce 227:22 233:1
 254:2 261:17
reduced 111:20 197:5
 210:9 268:9
reducing 122:18 245:17
 269:3
reduction 38:8,9
 122:12 140:16,17
 300:7
reductions 37:15
reevaluate 292:12
reference 304:17 306:2
referenced 173:4
 280:18
referring 311:11
refine 200:4
refined 175:13
refinery 203:18
refining 200:10 201:10
 233:18
reflect 86:19 172:3
reflecting 241:21
reform 241:5 316:22
refrigeration 169:8
regain 100:4
regard 10:12 110:14
 312:3
regarding 8:1 43:18
 87:18 132:15 162:13
 316:6,14
regardless 17:16
regards 60:13
regime 199:1 249:21
 250:20
region 139:11 259:3
 260:20
regional 227:21
regions 263:15
Register 7:20 8:7 10:5
 10:19 61:12 175:8
 231:11
registering 198:5
registration 198:2
regs 305:11
regularly 244:16
regulated 305:4,18
regulation 36:1 241:6
 307:16,17,18
regulations 106:16
 175:19 177:10 192:5
 266:4 314:20
regulatory 126:14
 224:17
Rein 2:8 4:4 13:1,6
reintroduce 64:15
reinvested 198:9
reiterate 198:22
relate 229:20 305:11
 306:5
related 6:9 19:19 20:1
 21:17 24:18 29:5 39:4
 91:18 94:19 131:22
 147:15 200:5,9 203:9
 231:18 254:21 286:9
 287:2 303:3,20
 308:19 314:11
relates 103:21 187:2
relation 203:1 303:15
relations 284:20
relationship 40:8
 203:20 243:14 246:15
 246:16 266:13
relationships 39:20
 253:12
relatively 277:11 278:3
relax 308:11
release 166:19 222:12
released 186:6 301:2,3
relevant 74:15 76:11
 83:5 183:21
reliability 27:18
reliably 26:11
reliance 19:15 133:9
relied 247:18
relief 86:19 89:20 90:6
 208:20 227:10 244:15
relies 186:9
religious 142:19
relocate 150:11
relocated 161:16
reluctant 279:3,4
rely 29:14 88:2 238:15
 239:19 253:12 263:7
 286:10
remain 21:5 39:10
 173:1 192:21 203:5
 243:2 245:5,10
 313:12
remainder 167:1
 172:21
remaining 13:15 52:17
 178:10 194:18 209:22
 211:2 212:6 218:14
remains 27:11 53:4
remarks 23:21 232:2
remediation 77:7 78:11
 108:19
remedies 49:20 50:8
 89:9 247:9 249:22
 266:18
remedy 17:18 88:19
 185:17 221:6 242:21
 293:13
remind 12:17,18
reminds 282:4
removal 234:22 239:22
remove 132:9 154:17
 231:19
removed 39:5 136:11
 146:22 165:7
removing 175:13
remuneration 56:4
Ren 3:5 310:22 311:1
 311:12 315:19,21,22
render 45:19
rendered 269:13
renegotiate 269:14
renewable 16:11 17:22
renewal 119:7
rent 181:13
repackaged 116:20
repair 138:4,5 151:14
repairing 130:7
repairs 127:1 129:4
repatriate 206:18
repeat 63:19 281:17
repercussions 264:1
replace 152:9
replacing 133:9
report 7:9,9 14:6 15:17
 21:10 27:11 79:2
 82:15 113:5 129:5,17
 132:15 133:1,5 136:3
 145:7 165:10 198:16
 247:1 250:21 266:1
 281:13 282:1 284:7
 284:10,16,20 285:4
 285:21 287:4 293:2,8
 294:17,18,18 295:7
 298:20 301:7 303:18
 314:16,22 315:1
 316:9,17 317:10
reporter 64:17 101:19
reporting 86:18
reports 73:16 113:4
 232:6 276:18
represent 66:4 73:14
 94:20 100:13 126:18
 135:6 205:14,16
 285:19

- representative** 1:1,13
 1:14,17,18 6:5,11 7:5
 7:11 8:10 11:19 28:22
 65:17 86:16 87:3
 88:13 95:16 101:21
 141:12 179:3 287:14
 316:10
Representative's 7:17
 89:2 168:6
representatives 8:15
 9:19,21 109:22
 254:13
Representatives' 147:2
represented 91:13
representing 59:9
 66:12 196:1 217:5
 240:18
represents 18:20 127:2
 197:16 224:13 243:21
 252:21 288:5
Republican 114:18
reputation 121:8
request 10:7 13:11 17:2
 18:5 21:9 76:8,13
 91:8 120:20 136:10
 138:11 141:15 173:1
 176:18 182:11 189:5
 194:5 195:11 227:1
 292:19
requested 171:15 304:8
requesting 125:17
 154:17 178:11 179:1
requests 39:3,7 72:12
 86:16 132:8 240:3
 304:13
require 29:22 237:18
 262:1 273:22
required 36:22 96:20
 140:15 242:17 248:20
 272:1 307:10
requirement 185:18
 248:16 273:18
requirements 164:15
 189:14 221:9
requiring 28:12 129:4
research 33:14 36:12
 123:21 233:15
resent 117:21
reserved 114:7
reside 52:1
resins 229:22
resolution 56:6 60:3
 298:3
resolve 272:21 291:7
 291:10 292:18 294:17
 301:16 319:8,14
 320:3,7
resolving 258:10 291:2
 291:19 296:2
resort 304:13 305:14
resorting 302:22
resources 87:22 198:9
 206:10
respect 14:2 19:11
 40:16 46:17 47:5
 82:17 147:22 221:11
 239:13 254:16 257:3
 276:7,16 282:4
 318:17
respected 35:4
respectfully 72:11
 86:15 120:20 125:17
 132:8 136:9 141:17
 171:8 176:18 182:11
 189:5 240:3
respects 254:4
responders 268:21
responding 10:8
response 7:13 8:6
 10:12 47:20 56:13
 225:16 226:3 227:1
 282:3 301:4 310:13
 318:14 320:10
responses 10:2,14
 64:11
responsibility 310:7
responsible 88:10
 195:9 224:16
rest 27:7 78:22
restitution 43:13 45:8
 45:12 46:12 47:8 48:3
 48:7
restrict 7:1 17:9,11 18:4
 41:15 55:2 127:12
 304:1
restricted 307:8
restriction 285:5
 308:16
restrictions 17:5,14
 50:20 60:20 133:16
 227:15 289:10 296:21
 307:22 308:4 309:4
restrictive 40:5 224:2
restructures 243:13
result 15:13 37:15 47:4
 83:11 97:14,20 99:6
 122:11,15 134:14,16
 134:17 140:18 149:19
 150:3 177:18 184:4
 187:10 191:8 193:12
 196:4 207:6 209:1
 233:5 239:1,18
 242:14 255:20 260:6
 262:20 275:6 296:16
 304:22
resulted 14:18 25:18
 56:3 87:16 145:12,13
 161:14 196:14 201:7
 260:14
resulting 241:22 262:6
results 93:11 267:17
 290:16 306:4
resumed 63:7 114:3
 167:12 222:17 282:20
retail 135:9 186:4
 187:12 219:13,14
 235:17 282:6
retailer 131:21 314:11
retailers 135:3 136:14
 193:9,12 220:2,4
 286:3 290:15 300:4
 312:16 314:3,4
retails 219:16
retaliated 271:17,18
retaliation 53:5 227:7
 227:12 229:1,18,19
 249:12 254:22 256:9
 257:11 259:14 262:15
 264:13 275:4
retaliatory 128:18
 229:3 230:8 232:20
 256:21 257:1,19
 263:11 305:1 319:10
rethinking 209:2
retired 18:21
retrofit 43:22
return 122:22
revenue 14:20 116:8
 140:10 144:12,21,22
 196:15 253:11 287:13
revenues 44:12 144:19
 284:4
reverse 69:20
review 7:3 8:5 61:13
 62:4
reviews 42:21
revisit 40:7
revolution 260:10
revolutionizing 145:18
reworked 214:20
reworking 215:2
Rheem 2:7 5:2 168:17
 169:4,6,15 170:4
 172:20
Rheems' 170:21
rhetoric 46:12,14
Rhode 96:4
Rhodium 295:7
rich 75:6 92:19 121:18
 125:11
Richfield 132:1
Rico 24:6
ridiculously 112:2
rifles 175:4
rights 11:22 46:1,7 47:5
 65:9 130:20 139:2
 236:14 248:8 293:11
 299:12
rip-offs 198:5
rise 141:3 149:21 181:2
risk 27:15,22 31:4
 72:10 73:11 224:11
 262:12 290:17
risks 67:3
river 78:2 204:17
rivet 66:6 67:2 68:22
 69:13 106:22
rivets 66:10,20 67:1,7
 68:1,10,18 70:1,7
 107:6
road 84:5 118:20 130:2
Rob 112:9 113:1
Robert 2:5,15,19 4:13
 4:13 5:3 80:17,21
 85:18,22 173:21
Rock 137:4,7,16 139:19
 162:11 164:17
rocks 147:11
rod 67:6,17,22
Rogers 3:7 4:19 136:19
 136:20,22 137:2
 141:17,20 161:21
 162:5 163:7,9 164:2,5
 164:13
rogue 250:7
Roku 3:10 4:21 141:22
 142:3,4,7,14 143:6,11
 143:14,15,19,22
 144:2,3,8,8,10,12,13
 144:16,19 145:2,4,13
 145:19 159:13,16,18
 160:1
Roku's 144:14 145:17
roles 133:8
roll 190:21
rolled 82:2 84:16 94:14
 110:8 180:21 190:21
 193:18
rolling 116:6
room 1:10 63:9 114:9
 118:13 167:14 282:22
Rosman 2:5 5:3
rotors 163:15
roughly 82:8 84:15 94:8
 116:7 203:5 225:18
Round 137:4,7,16
 139:19 162:11 164:17
 248:1,17,19
Round's 248:5
rule 185:22 221:12
 222:4
ruled 192:11 305:4,18

305:21
rules 10:4 75:14 78:6
 82:11 185:13 190:19
 227:18 243:5,16
 250:14,16 259:10
 278:18 287:4,5,7
 304:18 306:5 309:11
 319:19
rules- 249:13
rules-based 130:14
 265:21
ruling 45:4 247:8
rulings 252:3
run 31:4 52:14 56:17
 98:4 109:16
running 81:18 93:5
 107:12 109:14,15
 190:10 211:16 299:6
runs 134:18 155:7
rural 34:13 252:19
 253:20,21
Russia 257:17
Russian 150:5,5

S

SABIC 3:9 5:12 258:14
 258:18 259:9 261:11
 261:16 262:5,22
 264:15 280:4
sacrificed 119:1
safe 29:14
safeguard 49:6,19
 280:19
safeguards 16:20
safer 235:21
safety 25:2 27:16
Sage 1:18 283:11
sake 318:10
sale 97:5 191:10 197:22
 256:4
sales 14:19 38:11 115:5
 115:6 144:12 161:13
 189:22 196:15 205:19
 235:17 245:12,18
Salzman 1:20 65:8,8
 104:11,11,16,16
 107:21 112:16 161:21
 163:3 223:6,6 275:1
 283:9,9 306:20 307:2
 307:2
sample 42:12
sampled 276:9
samples 98:11
Samsung 159:19 160:8
sanction 249:11 285:11
sanctions 47:12 150:4
 296:5
Sanden 3:16 4:8 34:1,6

34:12,22 35:6 36:5,14
 36:20 38:12 39:3,6
 57:2
Sanden's 39:2
Sarah 1:15 216:9
saving 302:1 305:6
savings 122:13
saw 25:15
saying 154:1 155:17
 207:15
says 125:3 175:7 222:5
SBA 270:11
scale 155:21 204:3
 266:6
scared 117:22,22 118:2
 118:5
schedule 8:21 10:7
 38:15 63:4 72:14
 94:18 95:6 132:10
 288:17
scheduled 8:17,20 9:2
 56:2
school 3:22 5:18 235:5
 301:21 302:8
schooling 118:4
Schumacher 3:21 4:7
 30:5,9,11
Sciences 52:6
scofflaw 249:15
scope 6:13 171:17
 176:11 177:4,5
 184:12 202:13 217:20
 217:22 218:3 249:5
scopes 175:16,21
 176:4,7,8 177:1,12
 216:12,22
Scotland 146:20
Scott 2:19 5:6 205:8,13
scratch 237:19
screen 154:14 187:2,5
screens 212:9
scrutinies 308:4
scrutinized 22:8
se 249:8
Seaboard 146:16
seal 117:5
seals 76:22
seasonal 237:22
seated 63:11 114:1
 167:4,5,6 222:14
Seattle 78:12
second 6:15 20:22
 100:18 102:9,22
 134:21 147:19 186:16
 217:3 224:21 229:17
 253:14 255:12 266:19
 276:4 282:11 286:8
 289:5 294:16 302:2

305:7 317:8
second-generation
 138:6
Secondly 85:8
Secretaries 224:14
secrets 46:6 87:7,17
 311:20
sector 84:4 106:1 108:1
 123:3 125:7 127:3
 201:9 230:8 240:20
 265:7 266:10 276:6
 309:15
sectors 84:6 88:6,7
 149:13,15 150:16
 151:11,12 230:21
 239:11 255:2 260:8
 264:15 288:6 307:9
 307:19,22 308:2,7,16
 308:18 309:3,5,11
 310:5 318:2
securely 24:8
securing 241:5
security 1:15 24:9,19
 25:1 26:5,15 28:7,9
 28:17 29:2 74:20 75:4
 138:10 189:14 201:15
 201:20 202:12,22
 205:6 308:5 309:20
 310:2,7
seeds 258:5
seeing 97:20 150:3
 211:15,22 254:18
 276:6,9
seek 48:4 75:15 117:10
 138:16 238:10 263:12
seeking 132:18 139:11
 239:4
seeks 265:10
seen 102:21 133:4
 149:20 207:16 211:21
 215:20 260:10 266:22
 273:13 277:12 313:17
 313:19
sees 256:15
segment 155:13 278:3
seize 243:7
select 289:22
sell 15:21 57:2 97:1
 124:9 126:20 162:22
 163:21 204:22 217:15
 241:14 277:16
selling 27:13 31:7
 84:15 109:18 160:1
sells 121:3 160:17
semi 214:21
semi-annual 42:20
semiconductor 26:7,8
Senate 26:16

send 68:1 256:6
sends 42:15
Senior 34:8 126:13
 131:19
sense 57:20 69:6 111:1
 211:11 279:11 281:4
sensitive 14:10 15:9
 25:20 87:6,17
sent 116:20 224:22
separate 87:16 159:7
 162:7 259:22
separately 217:17
separation 279:10
September 45:16 238:1
 311:13
series 20:12 299:9
serious 19:20 22:13
 25:1 27:11 40:18
 41:13 170:14 225:4
 238:12
seriously 84:11
serve 18:16 31:11,16
 139:15 147:5 149:10
 149:12 252:13
served 66:6
servers 143:4
serves 71:12 88:7
service 19:5 138:4
 203:20 208:1 288:3
services 25:9 26:16
 27:11 40:2 42:12
 60:21 84:9 126:22
 131:22 146:10 265:7
 269:10
servicing 25:14 96:10
 170:3 232:18 253:5
session 240:10
set 6:13 7:19 10:5
 132:15 217:9 218:9
 231:2 236:16 251:8
 310:3
setting 267:10 307:6
settle 287:10
settlement 248:10,12
 248:21 249:18 250:18
 252:4 274:13 288:18
 288:22 302:15,19
 303:4,16 304:7,14,16
 304:21 305:14 306:8
 319:2 320:4,7,8
seven 9:1 45:16 47:22
 116:16 205:17 235:12
severe 57:1
severely 36:13 44:7
severity 130:9
Severson 3:8 5:5 194:7
 194:9,10,13 199:11
 213:3,7

sewage 206:6 207:3
shale 260:10
Shanghai 296:12
Shantou 25:19
shapes 92:12
share 72:7 73:17 75:18
 100:4,5 111:11,12
 124:21 144:19 183:4
 207:4 257:20 262:21
 263:13 290:2 291:8
 310:18 311:9 318:8
sharing 81:19 101:17
 232:3
Sharpe 23:14 25:15
 51:5
Sharpe's 25:8
Shaw 158:14
sheet 76:9 77:10 78:9
 78:14,18 79:8 80:1
 81:7 83:2,8,13,14
 84:9 108:2,8 110:18
sheets 273:1
shelves 219:13,14
Shenzhen 25:18
shift 99:11 100:18
 129:14 152:7 172:8
 185:20 300:18
shifted 165:17
shifting 186:1
shifts 67:16 221:7
ship 28:9 111:4 214:13
ship- 19:2
shipment 256:5
shipments 257:8
shipped 73:19 116:18
 116:22 123:16 187:3
 222:2 256:12
shipping 27:6 204:17
ships 293:22
shop 203:19
shoppers 285:17
 297:13
shopping 122:8
shops 214:11
shore 165:18
shores 24:21 26:3
 123:1
shoring 232:14
short 15:15 115:5 144:5
 145:16 152:17 227:9
 244:15 245:7
shortage 261:20 300:5
shovel 235:9
shovels 237:1 240:7
show 98:10 122:4
 141:13 315:15
showcase 35:10 46:2,8
shown 139:5 274:12

shows 28:12 124:22
 186:13 193:2 285:7
 310:6
shredder 197:13
shrewd 113:15
shut 77:20
shutdown 300:16
side 32:12 161:1 295:13
 311:22
sides 56:6 234:10
 315:11
sign 120:1
signal 73:1
signal-centering 244:3
significant 37:18 67:3,8
 68:17,18 77:16 99:3
 103:4 122:12 125:5
 127:2 134:3,16 135:8
 137:8 144:18,20
 161:15 170:7 183:12
 187:9 215:9 232:13
 233:6 237:13 238:13
 239:16 247:6 255:17
 257:21 259:15 262:12
 263:1 266:12 277:2,5
 290:1
significantly 36:19 37:3
 96:14 192:19 210:9
 264:6 275:18 284:12
 285:9
signs 226:10
Silicon 295:19
similar 46:17 97:6,10
 138:19 210:21 211:10
 277:3 312:14 313:8
similarly 256:22
simple 73:11
simply 37:8 52:10
 78:19 96:16 104:2
 123:6 133:1 139:7,15
 155:13 184:1 186:2
 187:10 188:2 208:11
 221:22 222:7 238:4
 267:1,17
simulate 35:17
simultaneously 124:18
single 130:2 246:16
Sinovel 43:20,21 44:1
 45:5,10 55:21
Sinovel's 44:6
Sionvel's 44:18
sir 54:5 220:14 309:2
 318:13
sit 33:10 72:18 114:7
 221:13 308:8
site 71:16 108:19 204:4
 280:13
sites 76:20 175:4 259:1

259:2 280:5,6,9
situation 54:20 104:4
 193:16 199:6
situations 103:13
six 5:13 9:1 57:6,8,12
 105:11 203:5
sixteen 203:12
sizable 86:22 90:3
size 155:13,20,21
 161:17
sizeable 135:7
sizes 103:19 178:21
 187:2,5
skeletons 220:10
Skelton 3:9 5:12 258:13
 258:14,15 264:20
 280:1,7
skeptically 247:21
skill 53:8
skill-based 52:13
skilled 72:9 149:6 151:6
 261:21
skills 51:20 52:1
skyline 2:12 4:12 72:6
 75:21 76:3,16 78:9,21
 79:4 80:7,11
Skyline's 77:16 78:17
skyrocketed 97:6
slapped 269:7
slide 178:18 181:8,10
slight 22:12
slowed 275:17
slower 109:15
slowing 275:15
slurry 2:13 4:22 146:4
 148:13 165:3,12
small 1:15,19 11:13
 25:16 50:21 62:14
 80:3 117:20 146:19
 155:5 156:1 162:13
 187:2,3 216:9,17
 217:10 223:1 238:3
 239:21 240:19 245:4
 256:2 268:14,16
 270:13,16 271:3
 277:17,17 285:20
smaller 135:13 219:9
Smart 121:22 143:10
 144:1,7
smarter 279:19
SMEs 231:16
Smith 3:10 4:21 141:21
 142:1,2,3 146:2
 159:13,21 160:7,13
 169:22
Smoot 267:5
SMT 2:15 4:6 23:10,14
 25:8 50:14

snow 2:11 5:10 234:16
 234:21,22 235:4,6,9
 235:10,14 236:12,22
 236:22 237:7,9,17
 238:6,10,12,13,14
 239:8,9,12,17,22
 240:2,6,6 277:16
 278:11
so- 316:4
societies 42:8
society 41:19,19
software 43:22 44:20
 45:1 59:11 265:7
solar 13:12,16,22 14:9
 15:21 16:1,12,20 17:1
 17:3,6,11,15,19,20,22
 18:6 48:22,22 49:4,4
 49:8,8,13 225:11
SolarWorld 2:8 4:5 13:1
 13:7,14,22 14:8,11,16
 15:1,5,7,15 16:17
 18:8
SolarWorld's 13:9,19
 14:14
sold 25:12 69:18 78:14
 97:22 121:15 134:7
 141:6 144:3,8 145:14
 161:3 179:7 187:12
 217:17 235:8,12
 238:1,7 285:14
 297:11
sole 183:2 185:10
solid 35:14 315:16
solution 40:20 151:10
 231:7 243:3
solutions 36:4 77:3,9
 234:6 242:17 272:1,7
 272:13 291:10
solutions-based 243:8
solutions-oriented
 246:1
solve 244:2,10 270:2
 301:7
solving 234:4
somebody 155:16
sons 82:7
soon 10:20 42:19 81:15
 119:18
sophisticated 25:5
 69:14 74:22 148:11
sophistication 25:11
sorghum 225:13,15
sorry 59:2 104:16
 115:18 156:20 168:1
 188:15 194:16 220:13
 220:14 258:3 281:14
 297:20 315:14
sort 31:11 277:14 278:5

278:7,9 279:18
281:11 311:22
sorting 147:9 151:2
sought 255:12 278:21
soul 197:16
sound 291:9
sounds 115:18
source 21:5 38:19
57:22 127:19 145:10
150:7 152:5 153:10
153:15 157:14,19
162:3 163:17 166:7
172:15 195:6 217:11
218:2 232:7 237:3
263:19 278:10 295:18
295:20
source's 174:22
sourced 96:21 129:7
148:20 153:21 162:1
165:3 208:7
sources 16:16,18 58:6
79:21 109:3,4 128:10
129:10 134:9,11
140:9 154:16,18
277:20 290:6
sourcing 128:7 129:14
148:22 152:12,16
165:14 238:16 269:5
269:6,6
South 35:5 182:21
187:16
southeast 3:22 5:18
188:3,4 194:17
301:21 302:7
soybean 233:11 296:22
297:4
soybeans 253:9 275:20
296:22
space 203:6
spacers 112:13
span 57:17
spanning 265:6
speak 30:8 95:19 169:1
171:15 174:3 188:13
189:3 205:4 222:4
270:14 292:7
speaker 168:16
speaking 23:18 250:6
271:12
special 36:13 38:13
specialized 46:2 142:15
200:2 202:18
specializes 137:22
191:15
specialty 68:19 229:22
232:7,17
specific 9:22 20:13
21:16 22:2 62:6,13,14

64:10 70:9 79:16 84:2
105:9 139:4 146:21
153:11 154:16 173:3
175:14 179:17 201:22
203:15 240:4 260:1
263:3 309:10 311:7
314:21 315:4
specifically 38:12
60:13 62:13 84:4
120:22 133:5 136:4
143:5 147:3 191:22
196:18 197:3 206:2
specified 140:21 158:3
specify 165:6,9
speed 35:19 41:21
speeds 109:15
spells 268:11
spend 26:8,12
spent 118:19
spike 221:19
spiral 81:22
SPM 146:16 165:12
spoke 46:4
sponsored 17:21
spot 51:3
spots 32:15
spread 286:3 312:16
314:6,7
spreads 289:16
spur 182:7
square 236:6,10
squarely 68:10 79:12
squeezed 99:4
St 81:14 111:4
stability 39:2 55:1
309:21 310:3,8
stabilized 106:11
stadiums 77:8
staff 2:1 11:6 18:16
113:5
staffing 11:5 38:9 58:11
stage 261:1
staged 273:7 274:22
staggering 255:1
stainless 3:11 5:6
178:10,11,16,17,22
179:3,11,18 180:5,7
180:11,16,21,22
181:20,21 182:8,13
199:13,21 209:22
210:1,5
stamped 98:21 114:22
stand 98:12 167:9
214:11 215:5
standard 2:16 214:22
215:3 274:11
standards 214:18
243:16

standing 189:21
stands 161:9 207:22
214:16 227:12
start 9:11,13 21:19 51:1
63:14,17 64:5,18
270:10 302:2 306:10
started 81:21 119:15
206:12
starting 143:16 226:9
starts 64:3 301:4
startup 238:20
state 1:16,21 2:6 5:8
11:16 15:11 65:20
105:20 123:9 125:7
143:4 154:11 156:20
156:20,22 168:4
197:12 198:13,18
206:19 208:6 213:3
223:4,16 224:14,15
236:9 246:19 283:6
308:15 310:17
state- 17:20
state-of-the-art 35:10
37:20 81:22 236:6
state-owned 43:19
44:21 88:9
Stateczny 3:11 5:5
199:12,14,15,19
205:7 214:1,7
stated 14:16 15:1 19:12
28:7 122:7 135:17
154:22 171:3 177:17
179:10 181:15 207:10
236:20 239:2 272:1
statement 4:2 76:12
249:1 271:22 302:3
303:9,11
statements 275:4
States' 250:13 271:18
stating 208:6
Station 72:5
statistical 86:17
statistics 317:4
stators 163:15
status 39:11
statute 247:15
statutes 247:14
stay 15:2 85:2 148:18
190:8
stayed 219:17
steal 28:4
stealing 31:14 33:4
45:6
Steel's 78:9 87:18
steel-based 97:8
steels 87:19
steering 293:20
stemming 226:15

step 139:14 266:12,13
Stephens 223:8,8
steps 80:14 81:3 272:4
Sterner 3:12 4:14 90:14
90:15,17,17,22 91:1
95:11 105:21 106:3
Stevan 1:19 11:21
51:15 168:7 210:20
stiff 140:22
stifled 115:16
stifling 145:15
stock 24:21 44:10
stole 14:10 43:11,21
stolen 15:21 17:10 44:2
44:20 45:1 311:21
stop 20:3 23:4 55:15
110:3 141:5 147:21
199:8 210:8
stopped 295:20
stops 55:16
storage 76:19 255:8,22
store 155:18 200:4
stores 212:1
stories 125:9
storm 77:9 235:6
238:12
story 161:19 197:8
206:12 253:7
straightforward 197:9
strand 77:11
strategic 116:17 119:16
198:17 243:11 244:9
246:1
strategically 170:13
strategy 23:3 28:8
119:20
stream 24:14
streaming 12:20 142:8
144:11
Street 1:10 2:10 5:11
246:9,13
strength 116:12
strengthening 208:22
301:16
strong 19:14 76:7 86:3
88:18 121:6 130:19
185:3 187:22 243:7
251:8 253:12 274:1
stronger 234:1 299:11
strongly 73:8 86:6
138:9 141:15 190:15
226:16 234:9 265:16
288:7
structural 71:6,14
72:12,17 74:16,21
77:12 91:10,16,22
92:1,8,10,15 93:2,4,9
93:14,19,20 94:9

104:21 106:2 153:11
270:2
structure 174:20
177:21
structured 171:13
structures 77:7
struggle 66:21
struggles 42:4 54:17
studies 122:4 280:18
280:22 281:9,20
study 26:16,20 27:4
28:12 110:17 124:22
125:3 186:6,10,16
282:5
sub-assemblies 20:8
20:14 21:11 22:17,20
subassemblies 185:8
221:14
Subcommittee 194:12
subheading 117:4
132:11 261:13
subheadings 86:22
88:15 90:2,6 99:20
100:2,8 165:7
subject 16:2 18:7 50:18
54:3 72:15 74:5 79:11
86:14 94:16 98:16
99:13,14 106:4 107:9
117:6 132:12 138:13
140:2 145:5,20 147:1
171:21 172:6,16
191:13 195:14 197:4
199:3 202:5 213:6,14
214:5 227:2 248:1
293:15 312:15 313:8
subjected 196:12 306:6
submission 76:15
99:20 159:10 163:21
165:6 173:5 186:13
193:2 240:5 263:4
312:1,5 316:1
submissions 10:15
272:18
submit 153:3 302:10
315:16
submits 135:5
submitted 15:17 29:17
40:3 41:6 178:14
189:3 223:20
Subsequently 45:9
subsidiaries 133:19
subsidiary 76:3 120:18
293:22
subsidies 49:22 80:10
192:3
subsidization 204:21
subsidize 207:17
subsidized 15:3 97:19

180:18 200:17 203:3
210:16
subsidizing 85:4
substantial 122:3
161:20 201:7 204:4
219:21 245:9 287:12
substantially 130:5
substantive 270:3
substitutable 186:11
substitution 88:2
subtle 21:13 267:22
subtly 116:13
suburbs 294:3
succeed 82:10 102:18
295:14
succeeded 267:9
success 125:8 161:19
206:11 253:7 270:1
successful 242:20
sue 31:13 32:4
suffer 263:8 301:5
suffered 47:4 69:16
suffering 15:13 258:2
suffers 91:17
sufficient 107:10
173:11 243:3 312:8
314:7
suggest 28:21 249:22
317:11
suggested 136:4
suggesting 61:8
suggests 45:21
suitable 186:19
Sulby 1:21 154:11,11
160:14 168:3,3 213:2
213:2 215:6 223:3,3
271:21 283:5,5
312:11 313:3,6
summarize 99:1
summary 178:13,15
193:14 301:6
summer 179:16
sump 207:2 218:16
sunset 192:15
Superconductor 2:21
4:9 43:3,7
supplement 315:6,19
supplementary 176:13
supplied 44:2
supplier 56:20 57:7,16
114:17,21 129:10
178:10 179:15 181:12
218:2
suppliers 20:21 21:1,4
21:10 52:21 62:5,12
109:22 117:11 123:21
139:6 150:7,10,13
166:10 171:5 173:14

182:11 189:12 195:10
207:8 210:14,14
232:19 237:9,11
245:1 255:18 259:21
supplies 67:4,16
126:22 179:5 245:19
supply 20:19 25:7 35:3
37:7 54:1 56:13 72:18
91:17 92:11 93:20
104:1 115:21 117:1
127:6,21 128:6,10
139:12,17 150:18
162:20 165:22 205:22
233:6 238:22 239:16
253:3 264:15 269:1,3
269:10,11,12 290:20
294:1 300:11 309:20
310:1 313:11
supplying 77:3 211:4
support 13:9 15:11
16:10 19:8 30:16
39:17 73:8 76:6 77:6
83:12 86:1,3 124:8
128:5 131:2 138:9
141:8 143:5 171:11
201:14 227:13 231:22
236:8 241:17 242:7
253:17 269:19 279:7
284:5,9 316:12
supported 7:8 16:12
88:16 187:10 253:2
265:17 291:11
supporting 24:3 26:10
76:22 127:17 289:6
supportive 132:14
266:14,15 270:4
supports 61:6 81:5
82:19 86:7 87:4 98:5
127:9 136:7 183:7
184:11,12 190:16
surge 49:22 73:13
260:18
surged 73:13
surgings 89:10
surpassing 256:17
surplus 229:11 264:11
survival 309:21
suspected 26:21
sustain 244:13
sustainability 121:7
123:22
sustainable 42:7
sustainably 24:9
sustained 234:5
SW 1:10
swallow 117:13
switch 56:18
symptoms 243:22

system 45:15,19 46:9
60:3 74:18 93:15
130:15,20 143:17,20
144:18 145:9 159:17
191:16 248:10 249:14
265:21 274:14 278:5
290:21
systematically 119:8
158:21
systemic 18:3 58:21
systems 27:2,17 122:1
129:21 147:7,10
151:8

T

table 87:2 267:17
272:12 273:13 274:20
282:8
tables 9:10
tactics 185:5
Taipei 137:19
Taiwan 137:20 139:7
140:9 157:15,19,20
158:1 159:5
Taiwanese 133:18
taken 7:13 8:10 14:22
94:2 242:18
takes 15:9 56:19 57:6
57:18 119:19 269:13
269:14 301:12
talent 124:3
talk 43:12 110:3 143:10
279:11
talked 69:11 152:14
277:1
talking 61:11 109:21
110:5 155:11 180:4
267:19 269:2,3
talks 119:18
tamed 118:9
Tan 3:13 5:15 287:21
288:2 292:1 310:16
310:21
Tang 3:15 5:16 292:2,3
292:5 297:18,20
298:6 312:10 313:15
314:13,14 315:4,20
tap 242:6
tapestry 266:3
target 14:13 75:6 91:15
92:19 198:19 239:6
targeted 38:14 87:8
133:13 136:1 245:14
285:21
targeting 125:1 133:1
134:4
tariff 8:2 22:9 32:9 33:7
33:18 38:14 39:9

- 49:11,14 54:19 55:19
67:1 72:14 73:22
76:10 86:22 90:2
91:11 92:1 100:1,8
102:3 104:22 110:15
112:20 115:13 120:21
122:10 125:22 126:6
128:4 129:6,18
132:10 134:14,20
135:5 136:11 138:20
140:21 166:14 173:3
173:7 175:21 177:16
179:1,4,4 180:20
181:4,7,21 182:12
183:17 184:21 185:19
185:20 190:19 191:13
192:21 193:2,21
197:5,7 199:1 210:7
215:9 221:7 230:5
233:11,20 238:13
256:21 257:2,7,12
261:5 275:14 280:3
281:1 285:4,8 286:8
287:1,6 292:13
301:14 313:9,9
tariff's 172:3 230:11
tat 296:18
tax 117:17 135:8 239:18
241:5 266:22 284:4
293:16,18 294:8
297:3,8 299:15
312:21,22
taxation 140:2 292:21
taxed 314:10
taxes 292:15
taxpayer 44:3
taxpayers 298:1
TCL 2:18 4:17 120:12
120:16,18 121:2,4
125:12 160:17,20
TCL's 161:9
team 29:5 47:18 76:22
138:6
teammates 80:7
tech 61:17 62:8 151:4,7
265:7 278:17
tech-related 285:20
technical 89:14
techniques 25:5
technological 36:11
62:1 84:5 87:22
308:21
technologies 24:18
121:22 133:12 144:11
technology 6:9 13:20
14:3 15:21 17:10,10
17:16 19:10,16,18
20:4 21:17 27:21
35:10,12 41:1 43:19
45:6 51:19 53:12
59:11 60:14 75:1,1
80:9 82:17 121:8
123:14,20 124:10,12
124:20 127:12 132:16
133:8,10,16,22 139:3
147:22 148:15,19
151:3,5 165:18 186:5
231:4 239:11 250:21
251:3 266:9 273:15
274:2 278:6 281:10
281:21 282:6 285:13
289:8,11 293:11
295:1,2,15 297:10
299:1,4 303:20
308:20 316:5,17
317:14 318:8,8
TECO 137:13,17,19
140:6,6,7
TECO-Westinghouse
3:7 4:19 136:20 137:3
139:19 141:18 162:1
TECO-Westinghouse's
140:3
teeth 32:22 95:8 251:9
telecommunication
41:1
telecommunications
27:19
telescopic 175:4
television 120:18 142:8
154:17 155:2 235:11
televisions 120:20
132:2,9,19,21 133:2
133:11 134:5 135:14
136:10 154:14 155:8
183:3 185:14 212:7
213:1 267:19
tell 32:20 118:21 148:6
165:17 203:10
temperature 35:18
template 274:9
temporary 197:6
ten 176:16 211:21
271:14
ten- 167:7
ten-minute 282:17
Tennessee 96:5 98:22
tens 26:8 169:21 195:8
233:21
term 134:8 152:17
155:3 227:9 244:15
258:10 271:16
terminal 171:9
terms 49:21 52:19 53:9
55:12 134:1 208:20
260:4 273:14 280:3
280:20
TERRENCE 1:18
terrible 118:1
territories 159:7
Terry 11:18 65:16
101:20
Tesla 137:10
test 236:7
testament 46:13
tester 110:21
testified 54:17 280:4
314:15 318:16
testify 8:20 9:2 13:17
43:6 90:10 131:11
182:22 199:17 223:19
228:12,19 234:21
252:17
testifying 13:6 23:13
testimony 8:1,3 9:9,15
9:16 20:2 22:4 23:17
29:18,19 30:2 33:19
41:7,7 42:22 43:8
48:12 50:7 51:18
53:22 64:1,6,8 68:22
70:10 101:8 103:2
105:14 108:18 110:11
111:2 112:7 151:21
157:12 158:4 160:16
162:1,8,12 163:10
167:8 174:15 198:6
209:9 216:11 217:5,7
221:3 223:20 235:22
270:9 272:10 277:1
282:15 292:10 302:2
306:17 307:5 310:17
311:7,8 313:16
315:10,13
testing 35:8 57:11,13
164:19
Texas 34:14 35:9 38:5
96:5 137:4,16 139:20
162:11 205:20 259:6
textbook 37:19
textile 318:3
Thailand 185:9 221:20
thanks 13:4 49:13
62:16 63:1 85:14
107:20 153:6 159:21
166:20 205:3 222:13
265:2 279:1 302:9
306:13 319:5
theft 15:4 16:1 26:6
43:9,14,18 44:18
46:18,20 47:10,20
48:9 80:9 87:5,17
134:3 196:19 208:20
231:3 239:13 242:14
theft-related 56:7
thefts 87:20
things 19:20 29:14 60:7
104:6 105:6 108:9,16
108:19 110:22 112:14
163:16 187:17 208:13
251:2 268:20,21,22
269:3,6,21 271:10
273:2,3 274:9 276:7
312:22
third 17:17 20:22 66:5
73:20 100:18 128:22
197:20 229:13 231:1
239:16 242:14 245:1
245:6 269:16 290:11
295:22 297:2
third-largest 256:10
thirdly 307:18
Thomas 2:14 4:14
95:12
thorough 234:5
thoughtful 258:9
thoughts 265:11
thousand 18:21 203:5
203:12 204:13,19,22
230:20 314:19
thousands 14:10 46:15
115:22 117:1 149:6
212:22 241:17
threated 77:11 98:13
98:19
threat 25:1 32:7 74:15
229:18 231:7 257:10
threaten 27:18 120:3
227:7
threatened 256:8 257:7
threats 26:15 276:3
three 4:15 8:17 27:15
57:10,14 69:4 77:20
83:5 102:4 103:19
118:19 132:18 137:16
139:9 144:5 155:8
161:16 167:2 187:17
189:9 265:13
thriving 235:15
throw 208:11 279:18
thrower 277:16
throwers 236:22
thumb 266:5
Thursday 8:18
thwarted 15:3
tied 198:8 290:18
tier 20:22
tiger 185:14
Tim 2:8 4:4 12:22 13:6
timed 229:5
times 137:17 161:17
203:8,9 238:11,15
242:3

Timmons 243:9
tin 86:10,12,18 87:1
 89:3,5,10,18 90:3
 112:6,10,19 113:2,17
tiny 100:13 108:2
tires 267:8
tit 296:17
to-government 46:19
today 8:16 9:2 13:7
 23:21 31:5 33:12 34:5
 40:22 41:10 43:6,8
 66:12 71:20 72:10
 75:19 76:6 82:2,10
 86:3 90:10 95:19 97:1
 98:17 108:13 110:1
 113:9 119:3 120:19
 132:7,17 142:6 143:8
 143:10 146:9 155:3
 162:17 169:1 171:15
 173:16 174:4 178:11
 182:22 189:3,5,21
 194:15 195:11 199:16
 200:8 211:17 221:13
 223:19 228:12,19
 234:21 237:12,16
 240:9 252:17 260:3
 265:12 320:14
today's 7:22 12:20
 257:3 298:14
told 53:1 109:20,21
 111:11 199:7
Toledo 116:6,22 188:20
tolerances 34:18
toll 141:5
Tom 23:14 95:20
tomorrow 109:14 214:7
 214:7 215:5 320:16
ton 111:6
tons 24:12 93:7 94:9
 148:13 162:9
tool 235:7 285:5
tooling 57:9 66:9 69:14
 69:18,19,22 106:22
 150:11,11 166:1,8
tools 15:14 126:21
 235:20 237:7,17
 238:6 239:17 240:1
 269:19 274:5 277:8
 277:15
tooth 113:13
toothless 185:14
top 89:13 183:4 229:9
 257:18
topic 95:18 265:12
total 80:2,3 97:16 135:7
 196:2 260:17 286:7
totaling 26:21 140:10
tough 51:3

toughest 294:11
tour 25:19
Tower 71:13 72:3
town 195:22
tracking 20:20
trade- 303:2
trade-related 303:1
traded 77:15,22 196:6
trademarks 197:19
 198:2
trades 147:12
trading 39:20 40:4,8
 127:20 130:15 247:21
 247:22 248:9 249:14
 251:7 290:21
traditional 171:7
training 105:3,9
transactions 88:11
transcript 10:18
transcription 11:8
transfer 6:9 19:9 20:4
 51:20 60:14 61:18
 62:8 80:9 133:16
 231:4 251:3 273:15
 274:2 278:17 281:11
 281:21 289:8,12
 293:11 298:22 303:20
 308:20,21 316:5,17
transferred 20:14 21:12
 22:6,22 51:19 53:2,7
 61:17 62:7,15 152:20
transfers 19:15,18 21:7
 21:14,17 127:13
 132:16 250:22 299:4
translate 46:12
translates 67:8,18
transloading 111:3
transparent 307:15
transport 200:4
transportation 19:2
 27:20 204:3,19
transshipped 94:15
travel 118:17
traveled 29:6 320:14
Treasury 1:16,18 12:4
 29:1,7 50:13 283:11
treat 243:21
treatment 187:7 273:21
 273:22 288:16 319:7
treaty 273:17
tremendous 121:8
 253:6
trend 75:13
tried 266:14
trigger 227:6
trillion 240:22
Trinity 2:15 4:13 80:17
 80:22 81:5,14 82:5,6

82:19 83:1 85:14
Trinity's 84:11
Trio 146:15 165:13,13
TRIPS 250:11,15 251:5
 279:6,16
troubling 196:7 197:9
truck 35:20 115:1
trucks 36:8
true 49:17 52:18 115:18
 123:2 129:20 186:12
truly 40:8 120:2 124:13
Trump 115:13,16 120:2
Trump's 28:7
truth 124:7
try 266:12 270:5 272:21
 279:18
trying 221:8 266:8,9
 272:13
Tsao 1:11,14 166:22
 167:14,17 168:14
 194:11 209:11 212:3
 212:3 220:14 221:1
 222:18,22 270:10
 278:13,13 283:2,8,8
 306:18 309:1,9
 310:12 314:12 315:21
 318:13 320:9
Tuesday 1:7 10:3
tuitions 118:3
tune 44:22
tungsten 66:11
Tunnel 111:2
tunnels 35:17
turbines 44:1,2,19
turn 9:12 45:14 58:6
 67:10 209:12 237:6
Turning 262:14
Tuttle 3:16 4:7 33:22
 34:2,3,5 39:13 56:11
 56:11,15 57:19 58:3
 58:18
TV 121:4 122:8 123:2,3
 123:7 125:19 133:4
 134:3,6 135:13 142:3
 142:17 143:15,17,22
 144:2,4,8 145:2,19
 155:20 159:17 160:7
 161:13 183:16,18
 184:5,18 212:17
 285:18 286:5
TVs 121:3,10,15,17,18
 121:20,22 122:4,9,17
 122:19 123:14 124:8
 125:11 126:5 133:20
 134:10 135:22 143:11
 143:11,20 144:3,7,9
 144:12 145:4,13,14
 145:19 154:21 155:4

155:10,11,14,19,22
 159:18,19,20 160:1,9
 160:9,17 161:2,5,7,8
 183:5,13,14,21
 184:11,14,16,20
 185:2,18 186:6,10,14
 186:17,18 187:9,19
 212:8 221:17 285:14
 297:11,14,16
Twenty 189:14
twice 230:12
two 4:10 9:5 46:10 48:1
 63:1 86:22 90:2,5
 91:13,14 100:6 102:5
 103:18,19 107:5
 109:17 110:16 138:22
 147:5,15 164:17
 167:10 170:3 179:21
 180:2 187:19 195:3
 211:13 225:18 255:11
 280:9 290:3 291:5
 301:15 313:7 315:8
 315:17 318:11
type 32:18 58:16 139:5
 162:9 164:14 170:8
 199:6
types 73:10 158:4
 274:8
typical 103:17 277:18
typically 277:9,15
TYRELL 2:2

U

U 189:12,16 190:20
 191:3,7,9 192:1,13
 193:19,21 211:2
U.S.-based 96:3,14
 97:4 129:8,12 244:14
U.S.-China 246:15
 254:20
U.S.-Chinese 284:19
U.S.-licensed 293:2
ultimate 297:7
ultimately 103:16
 150:22 267:13 294:13
Um-hum 217:2
unable 34:11 238:17
unacceptable 55:10
 60:22 85:10
unauthorized 87:4
unavailable 142:16
uncertainty 124:19
 284:18
unclear 152:19
uncompetitive 177:13
undercut 78:20
undergo 22:13 185:19
underground 78:12

underlying 244:11
246:3 288:10 289:5
undermine 145:17
259:17 261:3 264:6,7
271:16 290:20
undermines 26:5 239:1
undermining 201:17
234:2
underpin 72:21
understand 56:6 61:6
111:17 270:13,16
understanding 10:11
248:12 279:3 288:19
302:15 304:17 306:9
understands 133:22
136:6 226:13
underutilization 214:8
undoubtedly 83:11
undue 236:18
unenviable 245:8
unequivocally 246:20
unexplored 250:18
unfair 15:18 16:22
49:21 68:13 71:1 73:4
79:3,7 80:14 81:3
82:16 83:15 84:10
88:19 90:8 91:18
127:11 132:16 180:12
181:15,16 189:18
190:13 192:8 193:14
200:15 247:12 251:12
254:6 281:11 300:2
305:10 319:7
unfairly 77:15,22 196:6
unfortunately 82:12
141:5 183:9 196:6
unhappiness 42:5
54:18
unhindered 41:21
unilateral 247:7 248:2,7
249:3,7,11 250:7
287:6 303:1
unilateralism 247:20
unilaterally 251:14
279:20 302:15 304:19
319:22
unintended 115:17
122:11 130:10 136:13
244:18 254:7 260:5
278:8
union 61:6 253:14
unique 42:12 43:9
105:6 130:1 175:1
247:14 250:15 251:7
uniquely 15:16 106:15
unit 35:20 122:5 183:4
211:19
units 166:3

University 3:22 5:18
301:21 302:7
unjust 292:20
unjustly 192:4
unlawful 250:20
unnecessary 304:6
305:13
unpredictability 284:19
unprotected 93:21
unreasonable 6:22
18:3 303:22
unrestrictive 40:1
unseen 268:18
unsupported 291:16
unsustainable 193:16
untested 28:15
unused 89:12,16
unwillingness 42:14
unwritten 266:5
update 86:16 89:22
162:6
upgrade 203:18
upstate 174:13,18
upstream 69:9 70:4
202:6
upward 215:18
URAA 248:19,20,22
urban 277:18
urge 21:9 29:7 79:8
126:5 130:8 226:20
231:19 234:9 245:22
287:8 298:2 301:11
urgency 241:8
urgent 242:17 272:1
urges 28:20 227:12,16
243:6 258:8 264:15
297:21
urging 62:3
Uruguay 248:1,17,18
USA 3:16 4:8 34:1,7
140:5 208:7,10,12,13
208:14
use 15:21 25:5 35:7,12
37:11 56:22 66:10
92:15 105:16 133:21
140:7 147:6,9,11
151:6 163:7 175:4
180:12 191:1,1 208:7
217:19 228:20 231:21
233:18 238:7 248:20
251:15 264:4 268:22
285:4 320:6
useful 15:16 239:22
user 141:1 144:15
145:1 293:17
users 142:14 238:7
uses 27:14 112:6
USTPO 60:10

USTR 6:17 7:10 8:21
10:19 12:12 13:12,14
13:20 15:16 16:1,4,9
17:2 18:5 21:18 22:16
29:7,21 50:7 62:3
65:13 72:12 75:1,10
79:1,8 81:1,7 83:2,18
85:14 131:18 132:9
132:14 133:5 134:19
136:9 167:19 168:21
177:17 182:12 212:3
222:22 223:5 231:1
231:19 240:3 247:1,4
247:11 248:20 249:2
266:1 278:14 283:7,8
288:22 290:5 291:21
303:2,4 304:1,8,10
314:15 316:18 317:10
317:11
USTR's 14:5 79:12
82:14 135:16 151:22
227:1 250:21 282:1
289:20 303:18
Usually 166:7
utilities 181:13
utilization 93:6 113:7
227:21
utilize 177:6
utilized 201:5
utilizing 36:17

V

valid 145:4
validation 57:11
Valley 295:19
valuable 15:16 127:17
148:17 151:5
value 7:15 42:10 44:10
89:13 91:15 94:6
122:3,5 123:14 131:8
143:1 164:1,9 192:13
197:17 212:15 216:3
216:5 217:21 247:2
261:3 286:20
valued 40:4 94:10
values 94:12
valve 147:6 165:16
VANCE 2:16
Vanderbilt 72:2
variable 97:22 138:2
variety 14:15 18:22
27:9 142:15
various 89:3 92:5
143:17 172:1 272:18
289:17
varying 199:3
vast 41:22 124:13
142:10,21,22 154:20

155:22 196:1
vehicle 35:18,22 57:13
116:5 126:20,22
130:2 154:4
vehicles 36:7 117:6
129:2,4 130:7
vendors 205:21,21
venture 219:22 259:6
260:21 295:2,18
ventures 60:17 307:6
307:10,14,20
Vernon 263:6 280:11
280:12
verse 281:6
versus 159:6 164:4,10
270:21
vertical 124:1
vested 19:6
veterans 17:13
veto 248:9
viability 194:1
viable 261:20
vibrant 19:14
Vice 23:14 34:8 66:3
120:16 126:13 131:20
169:3 298:14
vicious 26:2
victim 86:5
victims 15:11 300:1,21
video 10:16
Vietnam 185:9 221:20
view 55:19 135:16
266:16 272:4
viewed 247:20
views 75:18 102:8
240:9
violate 243:17 249:17
287:4 307:16
violates 284:22
violation 249:8
violations 76:8 197:19
243:20 248:21 292:19
Virginia 70:20 71:9,17
105:7
virtually 181:11 265:9
virtue 305:22
visibility 58:4
visit 25:17
visitors 207:11
vital 28:16 144:9,10
200:6 224:20 228:9
231:21 254:10 309:20
Vizio 159:19
voice 126:16 250:6
volatility 106:12 255:21
voltage 138:2
volume 113:18 129:22
153:8,12,12,14 154:1

175:8 313:11
voluntary 134:1 307:6

W

wages 192:4
Wait 63:14
waiting 167:6
walnut 256:21
walnuts 255:3
Wang 3:4,18 5:17
 287:21 298:7,10,12
 298:14 301:19 306:21
 307:4,11 309:6,14
 313:2,5,7
wanted 104:18 110:20
 141:12
wants 47:17
war 27:1 39:19,20 203:9
 230:9 276:2 296:18
 301:4
warehouses 162:20
warmest 302:9
warned 296:13
washing 225:12
Washington 1:10 3:15
 5:16 71:19 76:18
 77:21 101:16 115:11
 236:9 246:14 292:3
waste 24:13,14 25:22
 26:1 27:6 28:10
 194:19,22 195:2,12
 196:1 198:15 199:1
 213:5
water 74:19 93:16
 169:7 206:1,3,4,8,14
 233:8
Watkins 3:21 4:7 30:5,6
 30:7,10 33:21 53:18
 53:22 54:5
wave 15:2
way 29:21 31:3 41:11
 51:8 98:2,7 100:2
 102:14 109:6 112:11
 113:12,16,18 115:12
 118:10 142:16 148:22
 171:13 174:5 201:13
 206:3 238:9 243:21
 266:17 267:22 274:2
 291:7,11 315:12
ways 20:1 26:6 234:12
 269:18 274:16
weaken 232:20
weapons 26:19
weather 23:16
website 7:10 8:22 10:19
 197:21
week 34:11 109:16,17
 217:6 225:20 272:13

weeks 33:1 210:11
 255:14 275:22
weigh 148:13,14
weighed 255:10
weight 22:16,19
Weir 2:13 4:22 146:4,14
 146:18 147:6,9 148:6
 149:17 151:3 165:3
 165:12,12 166:12
Weir's 151:9,11
welcome 6:3 39:11
 136:17 177:22 222:11
 234:11 303:12
weld 92:12
welded 77:12
welfare 280:21
well-established 127:6
well-known 317:16
well-respected 204:15
went 63:7 114:3 119:9
 158:21 167:12 219:10
 219:18 220:1 222:16
 282:20 320:18
weren't 63:18 277:2
Western 19:16 41:15
 293:3
Westinghouse 137:6,7
 137:9
Westinghouse's 137:8
wheat 252:15 253:9
 257:11,13,16,20
Whilst 201:14
wholly 76:3 133:18
wholly-owned 60:19
wide 242:9 272:2 291:8
widely 289:16
Wiley 2:8 4:4 13:1,6
William 1:11,13 12:11
 65:12
willing 308:7,17
win-win 40:8
wind 35:17 43:20 44:1,2
 44:19 64:6
winding 139:21,22
 163:22
windmills 206:13
window 112:13
wine 255:2 275:20
winning 204:6
Winnsboro 182:21
wins 251:20,22
winter 235:21
wipe 202:15
WIPO 60:1,8
wire 67:6,17,17,22
Wisconsin 194:17
 195:4 197:17 198:10
 199:7 205:21

wisdom 125:21
wisest 301:12
wish 17:5
wishes 125:11
withdraw 294:10
witness 9:9,10 10:12
 12:14,22 18:11 23:9
 30:5 33:22 39:14 43:2
 63:11 65:21 70:14
 75:21 80:17 85:18
 90:14 95:12 114:7,11
 120:11 126:9 131:14
 136:19 141:21 146:3
 173:21 178:3 182:16
 188:8 194:7 199:12
 205:8 223:14 228:14
 234:16 240:12 246:8
 252:7 258:13 264:21
 283:16 287:20 292:2
 298:7 301:20
witnessed 25:20
witnesses 2:3 6:19 8:19
 9:2,17,22 10:6,7,10
 10:13 12:17 63:21
 101:16 282:15 320:13
woman-owned 117:20
won 84:14 116:9
wonder 120:2
wonderful 111:5 159:9
wondering 258:5
words 108:13 293:13
 295:10 305:13
work 18:22 20:15 24:17
 36:3 42:15 47:7 52:6
 52:7,8,13 53:3,6 55:6
 55:7 59:12,15,22
 60:16 62:16 75:17
 84:19 85:11 105:18
 116:15 127:14 130:13
 160:4 184:9 192:5
 194:17 235:16 236:3
 243:1 267:1,12
 268:10 279:17
worked 39:19 52:8 60:8
 82:6 96:9 125:12,15
 170:2
worker 41:19 208:4
workers 2:17 4:6 18:13
 18:19 44:7 47:2 49:15
 53:1 54:18,20 61:19
 62:15 71:9 72:9 80:5
 80:6 101:6 125:6,9
 126:2 136:15 141:16
 169:17 173:19 182:21
 183:9 184:6,7,10
 187:15 205:4 212:22
 216:1 229:7 240:21
 242:17 245:21 246:4

267:4 300:18
workforce 37:14,16
 52:2 115:9 127:4
 143:14 197:17 280:3
working 48:6 54:22
 130:5 145:8 156:11
 156:21 158:8 161:5
 225:5
world 27:7 32:16 34:21
 39:19,20 40:3 54:6
 60:1 67:16 80:12
 116:10 129:3,11
 130:16 138:5 149:3
 152:15 169:10 174:10
 176:22 187:11 228:22
 232:4 237:14 242:2
 246:17 249:15 256:7
 258:21 260:14 264:3
 277:3 297:1 309:19
 310:3,8
world's 30:13 34:22
 40:22 258:18 259:7
 265:6 268:6
worldwide 189:14
 292:9
worried 232:11
worse 53:5 98:9 183:18
 201:12 204:15
worth 225:22 226:3
 257:13 297:1
Wrangler 116:2 294:2
 294:14
Wrangler's 116:14
wrap 287:17 297:19
wrapped 278:9
written 8:6 10:2,4,17
 20:2 22:4 29:18 31:15
 57:4 64:13 68:21
 70:10 76:12 87:2
 99:20 101:11 135:1
 136:5 147:4 153:3
 159:9 165:10 173:4
 186:13 216:11 223:20
 250:10 311:7 312:2,5
 316:1,1,3,3 318:12
wrong 85:14 293:18
 299:22
wrongdoers 46:5
wrote 41:8
WTO 40:3,5,11,15 41:4
 59:18,19 227:19
 241:21 242:21 247:8
 248:8,13,22 249:5,7,8
 249:11,17,20 250:1,3
 250:16,18 251:17,21
 265:19 278:15,18,20
 278:22 287:4,7
 288:15,21 289:4

302:14,20,21,22
 303:3,8,13,15,17
 304:17,18 305:5,12
 305:14,19,21 306:1,5
 306:6,8,11 318:17
 319:2,3,13,17,19
 320:6,6
WTO's 248:12,20
 249:18 250:9,11
 252:3 302:19 304:7
 304:14,21 307:16
WTO- 269:21
Wylie 34:14 35:9,19
 38:5

X

Xi 46:4 299:8 308:9
Xi's 46:14
Xinze 2:20 5:14 283:17

Y

year 16:21 24:14 25:11
 26:9 29:6 30:11 36:22
 49:5 53:6,6 82:1 83:7
 83:10 97:5 102:21
 105:12 111:8,10
 115:8,11 144:7
 161:14 195:9 218:16
 220:1,6,6 238:2 255:7
 255:15 257:12 286:6
 296:14 297:2,16
years 19:8 26:11 31:21
 40:10 45:16 47:22
 53:1 56:2,20 57:6,18
 66:8 68:14 69:12,17
 70:8 73:13 85:3 93:1
 96:8,10 110:17
 111:14 113:7 115:6
 118:17 119:2 121:10
 128:8 134:13 143:7
 144:5 153:19 165:16
 170:11,19 174:12
 189:15,18 196:10
 200:15 211:21 219:3
 219:4,14 235:14
 237:12,21 256:14
 258:22 269:13,14
 298:22
yellow 9:12 64:4
yeses 156:14
Yi 3:22 5:18 301:21,21
 302:1,6 306:15
 318:16 319:5
York 71:10,13 72:6
 78:14 174:14,18
 236:4
young 42:4 54:18 105:4
 118:19

Z

zero 71:15 179:1 181:4
 181:7 183:19 187:7
zinc 117:5
Zoeller 2:19 5:6 205:9
 205:14 206:1,11,12
 206:21 207:2,5 208:3
 208:19 209:5
zone 34:16 36:18 56:22
 174:18,20 176:20
 177:6 218:8
zones 217:6,9

0

0900 320:16

1

1,100 105:18 280:14
 292:8
1,300 285:20 292:14
 293:9
1,342 194:16 195:17
1,400 194:16
1,500 96:6 284:2
1,800 26:20
1.2 44:13 45:18
1.9 204:7
1:44 167:12
1:54 167:13
10 6:17 68:14 77:13
 115:5 148:13 151:11
 159:22 197:5 199:3
 259:5
10,000 298:17
10:00 1:11 6:2
10:59 63:7
100 8:19 54:11 68:17
 140:18 161:11 174:12
 178:19 195:2,18
 208:7 235:10 236:8
 242:22
106 296:11
10th 299:9 308:9
11 88:7 173:4 259:1
 280:5
110,000 132:4
114 4:16
119 256:12
12 14:11 98:14 111:7
 150:9 255:9
12.6 240:21
12:01 63:8
12:52 114:3
12:55 114:4
120 4:17 14:18 284:3
 288:5
126 4:17 179:22
13 4:5 98:15

131 4:18
132 94:19
134,000 125:2
136 4:20 93:2
14 237:12 259:1 280:5
14,000 240:18
142 4:21
146 4:22
14906 7:21
15 1:7 77:13 107:13
 190:9 219:4,14
 256:20 257:1
15-20 44:22
150 24:3 242:21
150,000 126:19
16 83:7
16.5 225:22
160 82:8
165 96:8
168 5:2
17 8:19 83:6 96:11
17-year 96:12
1700 169:17
174 5:3
178 5:3
179 225:14
18 4:6 6:12 83:9 121:16
 150:9
181 229:10
182 5:4
1866 206:12
1871 146:21
188 5:4
1888 137:12
1890s 267:5
19 253:16
19.6 225:1
190 260:17
1930s 267:6
194 5:5 229:7
1970 170:1
1972 137:8
1974 247:10 254:9
 289:2
1979 81:13
1980s 247:18
199 5:6
1994 248:17 288:17
 303:7 306:2,4
1995 137:14 248:14

2

2 7:4,12 115:5 288:17
 291:16
2,000 117:19
2.25 240:22
2.5 218:15
2:46 222:16
2:50 222:17
20 40:10 81:19 107:13
 111:11 148:14 149:4
 165:16 197:4 199:3
 211:19 217:21 242:21
 253:11 255:14 276:9
200 122:5,18 174:15
 182:20 205:18
200-page 7:9 314:18
200,000 236:10 284:5
2000 41:9 81:17 97:5
2001 242:4 278:16
2002 192:10 267:7
 280:19
2005 116:3
2006 81:21
2008 115:4 192:15
2009 267:8 280:19
201 16:19 225:11
2010 170:4
2011 45:16
2012 14:7
2013 224:5
2014 46:1 87:10 143:16
2015 46:4 88:9 119:8
2016 143:7 316:22
2017 6:17 43:17 84:12
 91:14 94:8 99:22
 121:17 129:1 140:11
 179:8 180:3 204:11
 224:22 229:10 241:1
 253:16 255:10 256:12
 284:2 295:8
2018 1:7 6:12 7:4,19
 10:3 41:5 42:16 97:14
2018-05 177:17
2020 236:10
2022 229:12
2025 79:17 83:21 84:3
 151:10,16 175:12
 176:17 239:8
203 111:2
205 5:6
206 140:10
21 142:9
21st 251:10
22 8:8 10:3 64:14
 248:11
220 316:2
223 5:9
228 5:9
22nd 266:2
23 4:6 135:10 285:18
 288:18 297:13 304:15
 306:2,3
23.1 248:11
232 66:16 67:3 68:2,8
 69:6,9 73:6 74:6

75:12 78:16 92:5
 93:19 94:3,22 95:7
 106:13 109:21 149:20
 190:16 191:6 192:17
 193:17 201:16 225:16
 254:21 255:5 256:10
234 5:10
24 109:15 230:20
240 5:11
246 5:11
25 7:14 22:9 49:10 67:5
 72:15 79:5 82:21 84:5
 88:13 97:7,13 100:1
 100:20 109:20 110:1
 110:3,6 115:10 117:7
 117:17 120:21 128:1
 134:14 135:6 140:2
 180:20 184:19 187:18
 192:18,21 193:2
 219:4 233:10 253:10
 257:12 288:13 292:13
 293:15 294:8 297:3,8
 304:2
25,000 255:7
258 5:12
26 294:3
265 5:12
277,000 236:5
28 116:5
28.9 122:15
280 174:14
283 5:15
292 5:16
297 5:16
298 5:18

3

3 29:6 291:17 296:10
3,000 126:18
3,500 258:22
3.2 127:4
3.5 36:21 84:14
3.9 177:6,12 183:14
3:46 282:20
3:57 282:21
30 4:7 69:12 110:7
 116:7 140:12 155:12
 180:3 219:3 258:22
30-some 292:9
300 24:4 137:15 140:11
 140:14 204:22 236:3
 299:14
301s 215:15
302 5:18
303 289:1
304 289:1
31.5 233:19
3101.10.00 81:9

320 5:19 83:6
3200 169:16
337 242:22
34 4:8 285:16 297:1
35 76:20 96:10 111:8
 115:6 155:9 190:10
 211:16,16
350 195:9
37 24:5 80:2 83:6
38,000 299:17
381 126:17
39 4:8 38:9
3D 35:13 74:22
3PLA 14:10

4

4 218:5,7 291:18
4.5 183:17
4.6 127:3
4.8 44:16
4:51 320:18
40 73:14 85:3 115:9
 164:5 177:13 179:9
 193:13 211:19 217:21
 218:6 219:1 224:5
400-plus 34:13
40213 6:14
41,000 34:14
42,000 28:14
43 4:9 179:6
431 38:6
459 257:14
46 155:12
47 285:14 297:10

5

5 291:19
5's 313:16
50 7:16 50:17 94:8
 97:15 111:6 113:6
 115:7 122:18 132:5
 146:12 180:14 181:17
 224:6 226:2,6 240:20
 253:7 270:17 285:8
 290:7 292:15 296:11
 304:3 318:20,21
500 1:10 55:8 143:7
 162:14
500,000 94:9
542 99:21
543 319:14
55 142:7
550 71:9 105:18

6

6 4:2 7:19 294:4 320:12
6,000 142:11
60 97:4,16 149:4 218:15

245:13
600 162:14 204:19
61 257:13
63 93:5
65 66:7 257:14
66 4:11 265:5
67 175:8
67,541st 82:2

7

7.3 250:22
7.8 286:7
70 4:12 31:21 69:3
 111:3 191:4,12
 212:16 253:9
700 44:9 162:15
70th 30:11
711 286:6 297:15
73 229:11
7305.31.40 81:10
7305.39.10 81:10
730810 91:10 95:4
730890 91:10 95:4
7310.10.001 179:20
7310.290050 179:19
7326.90.8635 189:6
75 211:14 212:16
750,000 24:12
76 4:12 179:4 180:14
 181:17 182:12
79 31:22

8

8 243:10
8,000 44:19
80 4:13 96:22 161:10
 211:14 262:1
80-year 194:22
800 142:4 143:8 229:6
82 6:14
822,000 229:6
83 7:20 175:8 285:15
83021030-I 117:4
831 91:13 94:11
84 186:13
840 286:19
841 286:19
8413.60.0030 293:21
8414.90 38:17
8419 261:12 262:11
842 286:19
85 4:13 190:1 191:18
 206:15 211:4
85,000 162:9
8501 140:1
8502 140:1
8503 140:1
8503.00.65 206:2

8504 140:1
8504.40.95 33:18
8505.90 38:16
8509.80.20 195:13
8528.70 185:19
8528.72.64 121:1
 132:11
8529 185:21
8536.10 38:18
8803-line 20:11

9

90 4:14 41:10 251:20
 295:9
900 143:8 204:13
9013.80 185:21
90131010 175:3
92 208:10
94 208:10
95 4:14
96 44:10 268:6
9A 118:22

C E R T I F I C A T E

This is to certify that the foregoing transcript

In the matter of: Section 301 Tariffs Public Hearing

Before: US Trade Representative

Date: 05-15-18

Place: Washington, DC

was duly recorded and accurately transcribed under
my direction; further, that said transcript is a
true and accurate record of the proceedings.



Court Reporter

NEAL R. GROSS

COURT REPORTERS AND TRANSCRIBERS

1323 RHODE ISLAND AVE., N.W.

WASHINGTON, D.C. 20005-3701