

# H. P. SNYDER MANUFACTURING COMPANY, INC.

LITTLE FALLS, NEW YORK

H. W. SNYDER  
PRESIDENT  
B. E. SCHNEIDER  
VICE PRESIDENT  
R. A. MITCHELL  
SECRETARY AND TREASURER

BICYCLES  
VELOCIPEDES  
PLAY CYCLES  
EXERCISERS  
BICYCLE SUNDRIES

April 18, 1955

Mr. Richard Balch, President  
Horrocks-Ibbotson Company  
20 Whitesboro Street  
Utica, New York

Dear Mr. Balch:

We would like to present to you, in writing, a few of the salient facts concerning the problem facing the City of Little Falls, and also other sections of New York State, because of the uncontrolled importation of cheap foreign bicycles.

1. The attached charts will show the picture quickly. Chart No. 1 shows that cheap imports have risen six thousand and eleven percent (6,011%) in the five years since the last tariff decrease. Chart No. 2 shows that cheap imports took 38% of the American Market in 1954. This has risen to an estimated 55% in the first three months of 1955.

2. The following figures show the pattern of imports for the last two years:

	<u>1953</u>	<u>1954</u>	<u>Gain</u>
United Kingdom	408,387--68.79%	530,230--55.02%	29.7%
Germany	109,984--18.53%	262,276--27.22%	139.7%
All Others	<u>75,288--12.68%</u>	<u>171,161--17.76%</u>	<u>127.0%</u>
Total	593,659 100.00%	963,667 100.00%	62.5%

NOTE: Germany is the growing threat, not England. They are out-merchandising and out-pricing all others.

3. It is important to note that all this has been caused by low prices generated by cheap foreign labor and tariff reductions. No new item or new market has been created. Foreign models, especially the German-make, are duplicates of American models.

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3.-Continued... American manufacturers have always had light-weight models available, but the public would not take them until the prices reached the present import level. It should be noted, however, the English lightweight is losing out to the German duplicates of American bicycles.

EFFECT ON NEW YORK STATE--CITY OF LITTLE FALLS.

1. Little Falls (less than 10,000 population) is already in a Government designated Distress Area (Utica, Rome, Little Falls Area). It has previously lost two well established plants: one, the Cheney Hammer Company which employed an estimated 100 people. This was presumably lost to foreign competition in their line. Secondly, the Automotive Fibres Plant which found it too expensive to operate in New York State and moved west. They employed over 600 people.

2. Approximately 2,300 people (male and female) are normally employed in Little Falls. As many as 800 of these have been employed in the Bicycle Industry (the H. P. Snyder Mfg. Co., Inc.). The H. P. Snyder Mfg. Co., Inc. is now only employing approximately 300. These 300 face the loss of their jobs if bicycle importation is not curtailed, or if the price level of imports is not raised in order that domestic industry be given a fair chance to compete. Unit sales loss, plus price demoralization due to cheap foreign imports has, within two years, changed the domestic industry from a profitable American enterprise to a losing one. The Bicycle Industry loss in 1954 was 1.9%.

3. There is little or no chance of diversification for this Industry in Little Falls. Little Falls will lose an Industry that has employed approximately 1/3 of its workers through peace and war for 59 years, unless relief is forthcoming. There is no place for them to be absorbed.

4. It has been estimated that if the H. P. Snyder Mfg. Co., Inc. had its Industry's percentage of the 963,000 bicycles that came into this country last year, as much as 231 man years would have been added to the employment in Little Falls last year.

EFFECTS ON OTHER NEW YORK STATE COMMUNITIES.

1. Although the H. P. Snyder Mfg. Co., Inc. is the only major bicycle producer in New York State, many other communities will suffer and are suffering because of this cheap foreign invasion.

2. The attached list is a rather comprehensive coverage of the New York State suppliers to us and to the Bicycle Industry. From this list it is self-evident that many a New York State wage earner's

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job depends on the Bicycle Industry. These are suppliers to the Industry, some of whom are major suppliers to the Bicycle Industry in general, such as: Eclipse in Elmira who make bicycle brakes; Williams Steel Wheel & Rim, Utica, who make bicycle rims; McCauley Metal Products, and Elrae Pressed Metals, Inc., both in Buffalo, who supply the Industry with metal parts; Charles Gulotta Company, Glendale, Long Island, who supplies us with accessories; the Magna Products Corporation, Brooklyn, who make pedals.

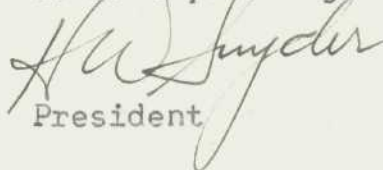
Further than this, not included on this list are two smaller bicycle manufacturing firms in Brooklyn: the Ross Cycle Company and the Stelber Cycle Company. Again, we wish to point out that a much larger section of New York State labor is effected than would appear on the surface.

Mr. Balch, we trust that although the above is very brief, that we have covered the major points involved in this case. We believe these points, plus many others that could be added, show very clearly the reason why the United States Tariff Commission has recommended relief for our Industry. We need and appreciate your support. We must get favorable action from President Eisenhower on the Tariff Commission's recommendations, or an old, well-established domestic and defense industry will be lost to New York State, with subsequent loss of thousands of irreplaceable jobs for New York State workers.

Again, thanks for your interest in this company, its employees, and its industry.

Sincerely

H. P. Snyder Mfg. Co., Inc.

  
President

HWS:SM  
Enclosures

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