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Congress of the United States
House of Representatives
Washington, DC 20515

WASHINGTON OFFICE:
1127 LONGWORTH HOUSE OFFICE BUILDING
WASHINGTON, DC 20515
(202) 225-2665

CENTRAL OFFICE:
ALEXANDER PIRNIS FEDERAL BUILDING
10 BROAD STREET
UTICA, NY 13501
(315) 793-8148

TOLL FREE: 1-800-235-2525

October 30, 1989

The Honorable Sam M. Gibbons
Chairman
House Subcommittee on Trade
1102 Longworth Building
Washington, DC 20515

LSB
W+Ms
Trade

Dear Mr. Chairman:

During the Subcommittee's deliberations on the U.S. Foreign Trade Zone (FTZ) program, I would like to offer my own observations on the program and how it helped save one company in my district, the Smith Corona Corporation, from extinction.

Using the FTZ program to reduce material costs on high quality imported components unavailable in the U.S., Smith Corona was able to produce an innovative, competitive product and return to its leadership position in the U.S. and Canadian markets. This return to profitability increased sales and had a similar effect on production demands, employment and orders for domestic materials, thus further spreading the benefits of the FTZ program.

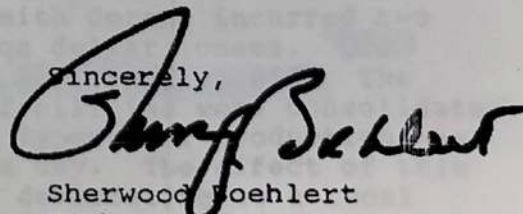
With its position in the domestic market firmly re-established, Smith Corona has now turned to the international marketplace and is actively seeking opportunities to export. Smith Corona's new goal, made attainable in part through the FTZ program, is to be the leader in the manufacture and sales of typewriters and word processors in the world.

That is the spirit and purpose of the Foreign Trade Zone Program. With your continued support and that of our colleagues, Smith Corona can continue to perpetuate it.

Thank you for your consideration of these remarks.

With warmest regards,

Sincerely,


Sherwood Boehlert
Member of Congress

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