



The following organizations support CPA's

## “FIXING PENNSYLVANIA’S ECONOMY” INITIATIVE

### ASSOCIATIONS

Pennsylvania Chapter of the Coalition for a Prosperous America  
Alliance for American Manufacturing  
Butler County Chamber Of Commerce  
National Tooling and Machining Association — Northwest PA Chapter  
National Tooling and Machining Association — Pittsburgh Chapter  
Pennsylvania Fair Trade Coalition  
Pennsylvania Farmers Union  
Pennsylvania Manufacturers’ Association

### COMPANIES

Campbell Fittings, Inc.  
Donsco, Inc.  
Dura-Metals Product Corporation  
KB Alloys  
Penn United Technologies, Inc.  
Tech Tool & Molded Plastics, L.P.  
TrueFit Solutions  
Universal Electric Corporation

**Pennsylvania Chapter of the Coalition for a Prosperous America**

The Coalition for a Prosperous America is a unique, national coalition of agriculture, organized labor and manufacturing interests. We represent the interests of over 2.7 million citizens through our members. The Pennsylvania Chapter of CPA includes many Pennsylvania companies, the Pennsylvania Farmers Union, and several business associations in the state. We work together for free, fair and smart trade that benefits America.

The U.S. has pursued a trade policy that has produced record trade deficits, job losses, offshoring and loss of farms. Indeed, our recession has been substantially caused by the trade deficit. Many of our trading partners engage in currency manipulation, border taxes, subsidies and violations of agreements that strategically increase their exports to us, and dampen our exports to them.

Pennsylvania citizens, workers, farmers and businesses can recover when trade policy neutralizes these distorting effects. We can compete if trade is free and fair, and when our trading partners play by the rules. We ask that Pennsylvania’s state leaders and federal legislative delegation support these changes, and oppose continuation of the past, failed trade policy.



**The Alliance for American Manufacturing**

The Alliance for American Manufacturing (AAM) is a unique non-partisan, non-profit partnership forged to strengthen manufacturing in the U.S. AAM brings together a select group of America’s leading manufacturers and the United Steelworkers. Our mission is to promote creative policy solutions on priorities such as international trade, energy security, health care, retirement security, currency manipulation, and other issues of mutual concern.

The inability, and in many cases the unwillingness, of policymakers in Washington to enforce current trade laws has allowed the deck to be stacked against U.S. manufacturers and workers. As a result, U.S. manufacturers have been forced to play by a different set of rules than their competitors. This has contributed to the loss of more than 4.0 million manufacturing jobs since 2000 and the closing of more than 40,000 manufacturing facilities.

The reality is that enforcing the law works. Imposing clear and direct penalties on those who cheat or break the law is vital to ensuring that there is a level playing field around the globe. **The rules of international trade are just that – rules, not suggestions.** The time is long overdue for the U.S. to enforce its trade laws and hold our trading partners accountable for their unfair trading practices. It’s time to stand up for American workers and American manufacturers. Americans should expect nothing less.



**Butler County Chamber of Commerce**

The Butler County Chamber of Commerce is very supportive of this initiative to gather public and private sector leaders in Pennsylvania to rethink trade. We regret that we are unable to attend the April 20, 2009 "Fixing Pennsylvania's Economy" Press Conference and Luncheon in Harrisburg. We are proud that one of our active member companies, Penn United Technologies, is a leader in these efforts and in the Coalition for a Prosperous America (CPA).

Butler County has a strong manufacturing and agricultural economy. It is vital to our economy that trade is free, fair, and smart. We believe leaders must develop intelligent positions in response to the issues raised in the "Fixing America's Economy" strategy presented by CPA. Business-as-usual on trade will not reverse America's toxic trade deficit and dependency on foreign borrowing.

We agree with CPA that solutions to our economic problems must include a national economic strategy that is good for domestic producers and workers; solutions that address both the import and export sides of the trade equation. State and local leaders must help to hold our national leaders accountable to effectively confront the unfair trade practices that are contributing to our economic crisis. The Butler County Chamber intends to be involved of this process.

Stan M. Koscuizko  
President

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**National Tooling and Machining Association—Northwest PA Chapter**

The mission of the National Tooling and Machining Association (NTMA) is to help members of the U.S. precision custom manufacturing industry achieve business success in a global economy through advocacy, advice, networking, information, programs, and services. The Northwestern PA Chapter of the NTMA works with 80 member companies to promote the business success of our members through continual analysis of needs, empowerment of our members with knowledge and resources, identification, utilization and sharing of resources to benefit our members, and the promotion of a positive image and the importance/value of our industry to our community, government and customers.

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**The Pennsylvania Fair Trade Coalition**

The PA Fair Trade Coalition is a non-profit statewide group of labor, faith, environment, family farm and other society groups with a common mission: to work for socially, economically and environmentally just trade policies which

promote a fair global economy and to oppose unjust, unsustainable trade policies.

One of the greatest challenges facing our nation is creating new trade and globalization policies that serve America’s workers, consumers, farmers and firms. Rebalancing our trade policies so that they create and retain good jobs here at home -- along with fostering sustainable and equitable development worldwide -- is an urgent challenge. The dramatic economic downturn caused in part by the lack of prudent global regulation of commerce and massive trade and financial imbalances, demonstrates why America needs a new direction on trade. It will be challenging to remedy the considerable damage that our past policies have wrought, however we are confident that working together, we can replace the failed trade policies of the past **with those that deliver broadly shared benefits.**

Nearly three-quarters of Americans believe that a “free trade agreement” has had a negative effect on their families. Majorities oppose NAFTA across every demographic. Imports from abroad have reduced demand for American-made goods, cost jobs here at home, and produced potentially unsafe products. In the new Congress, we look forward to working with you and the Obama administration to seize this exciting opportunity to create better rules for our trade and globalization policy.

The PA Fair Trade Coalition would also like to thank all the co-sponsors of the 2008 Trade Act. And a special thanks to Congressman Holden for his co sponsorship of the 2009 bill. We believe that the **2008 Trade Reform, Accountability, Development and Employment (TRADE) Act** – put forward in the 110th Congress by Senator Sherrod Brown, Representative Mike Michaud and over eighty of their House and Senate colleagues – offers a helpful roadmap for new policies that could rebuild a consensus in favor of expanded trade.



**Pennsylvania Farmers Union**

Pennsylvania Farmers Union is a general farm organization advocating for Pennsylvania farm families and rural communities since 1937. We protect and enhance the economic well being and quality of life of our members and communities. Pennsylvania Farmers Union is also a leader in the Pennsylvania Chapter of the Coalition for a Prosperous America.

Our members have been harmed by a broken trade policy that benefits multinationals and foreign exporters while reducing opportunities and living standards for Pennsylvania’s farmers, their families, and communities. U.S. agriculture was a large net food exporter, but because of failed trade policies, has become the largest food importer in the world.

We ask that Pennsylvania’s leaders work for trade policy change that benefits our farmers, workers and businesses. A policy of blindly pursuing the next trade

agreement has failed. We have lost jobs, farmers and manufacturers. Our state's leaders need to help us pursue food security, a return to net exports, increased net income, food and product safety, and a return to prosperity. We need a trade policy restores America's strong position in the world economy.

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**Campbell Fittings, Inc.**

Louis Campbell Sr. founded Campbell Fittings in the early 1900's in the Berks County community of Boyertown, Pa. It was originally called The Campbell Nipple Works and was a small pipe nipple manufacturer serving industrial markets primarily in the Mid-Atlantic States. The Philadelphia Naval Shipyard was a major customer and was virtually the only customer during both World Wars I and II. Since that time, Campbell Fittings has expanded its business from being a regional manufacturer of a single product line to a national and international supplier of a variety of products for the Water Well and Industrial Hose Coupling Industries. The company currently employs approximately 50 individuals at its main manufacturing facility, still located in Boyertown, Pennsylvania. It also has additional distribution centers in Chicago, IL, Houston, TX and Ceres, CA. and serves the market thru qualified Industrial Hose Distributors.

Campbell Fittings, Inc. supports the Coalition for a Prosperous America (CPA) and its initiative to inform the public and our elected representatives of the danger inherent in allowing our manufacturing base to erode. It is time to challenge our government's lack of concern and failure to provide a fair and level playing field for US domestic manufacturers and their families. The production abilities of many manufacturers in America have been dismantled over the past 10 years due to unfair mercantile practices by countries who manipulate their currencies and provide unfair subsidies to their industries.

Our trade & tax policies should not reward those who act in this manner but rather counterbalance the effects of unfair practices. Our policies should reflect this country's desire to employ its citizens in well paying jobs that make products essential to our national interest and provide stability to our communities. Domestic manufacturers are not looking for hand-outs, but rather a fair and open market in which to compete.

JoeMcGlynn  
Vice President  
Campbell Fittings Inc

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**DONSCO, Inc.**

Donsco, Inc., founded in 1906, operates three foundries in Pennsylvania. Located in Lancaster, York and Mifflin Counties along with a machine shop in Wrightsville, PA, Donsco currently employs 450 people.

With over 8000 active parts in production, Donsco makes a broad range of industrial castings for farm machinery, diesel engines, water, air and hydraulic pumps, water meters, brakes and wood stoves to mention a few.

In 1990, Donsco, Inc. employed over 750 people. When one of our foreign trading partners devalued its currency by 40% in December, 1994 it signaled a drastic change in the pricing of US domestic casting markets. Along with export subsidies and tax holidays, the foundries of our foreign trading partner could easily undercut US producers--not because of any inefficiencies here at home, but because of the protectionist and aggressive trade policies of their government.

One of our largest customers, Boston Gear, sourced their parts with a Chinese Army owned company that was blacklisted by the Pentagon for shipping weapons to Iran.

Our company has suffered lost sales and the State of Pennsylvania has lost employment and tax revenue because of the misguided trade policies of the Federal Government.

Some economists think that the six trillion dollars sent abroad over the past eight years to pay for imported goods and services over and above the goods and services we exported is at the root of our present financial state. Overseas dollars, multiplied 10x in the international reserve banking system created over sixty trillion dollars that went all over the world, much of it returning to finance mortgages and Wall Street speculation.



**Dura-Metal Products Corporation**

Dura-Metal Products Corporation is a 37 year old metalworking company located in Southwest Pennsylvania with a primary focus in servicing the tungsten carbide and industrial ceramic manufacturing sector.

Dura-Metal employed 89 people in January 2009. Today we employ a staff of 61, offering a family-sustaining income. Among our employees include many highly skilled metalworking craftsmen. Like most small and medium manufacturers, our business and industry is half of what it would be if it were not for unfair foreign competition. We lose jobs daily to foreign competitors (even though our products are the more competitive) because their governments illegally intervene in the market to give them an unfair price advantage. The national

manufacturing base we service is eroding rapidly as domestic manufacturing is shifted off shore at unprecedented rates.

Dura-Metal supports the trade reforms outlined in the "Fixing America's Economy" strategy. These are not protectionist actions. Rather, these actions are aimed to counter the protectionism and mercantilism of other nations. We want genuine free trade. Allowing foreign trading partners to cheat and steal our future is not free trade. The actions supported by the Coalition for a Prosperous America and its allies will help free trade to work better for companies like ours.

We regret that we cannot attend the April 20 Press Conference. We support this effort to rally state leaders to take a good look at the way U.S. trade policy is affecting manufacturers in Pennsylvania. We need the help of these leaders to change our nation's trade policy. Without trade reform, neither our state nor national economies will recover their strength.

Robert J. Kettering  
Manufacturing Manager



**KB Alloys**

KB Alloys traces our roots back to a garage in Boyertown, PA nearly sixty years ago. We are the only remaining producer of the full line of aluminum master alloys left in the US and the only producer of strontium metal outside of China.

KB Alloys sells our products into the aluminum industry. We have seen that industry shrink as unfair competition from subsidized foreign sources have taken over much of the manufacturing that historically was performed in the US and still would be if the subsidies were removed.

In addition, we are under attack from foreign competitors that have favorable duty and taxation treatment. We see the many subsidies available to and used by the foreign traders with whom we work and maintain that these subsidies violate any sense of free trade.



**Penn United Technolgies, Inc.**

Penn United is proud to support this "Fixing Pennsylvania's Economy" initiative. We are an employee-owned company with 500+ employees. We are precision high-tech manufacturers and offer diverse products to thousands of companies in dozens of industries including medical, electronic, energy, military, automotive, and cosmetics. We started to invest in the trade reform movement when we began to experience a major loss of business due to unfair foreign competition. Dave Frengel at Penn United is one of the founding board members of the Coalition for a Prosperous America

The skilled craftsmen who comprise the core of our workforce earn family-sustaining incomes that include healthcare and retirement. Several times in the past, we have had to lay off more than 100 dedicated employees due to unfair trade policies. Some international companies have offered to enrich us if we agree to offshore our manufacturing operations, but we are committed to our community. One of our core values is to create good jobs here. If not for unfair foreign trade practices, we would employ more than 1000 people in Pennsylvania.

It is absolutely necessary for our state and local leaders to learn about the trade issues that are destroying Pennsylvania's manufacturing base and to speak up on our behalf to the national leaders responsible for fixing trade policy and enforcing trade laws. We endorse the "Fixing America's Economy" strategy.

William A. Jones  
President

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### **Tech Tool & Molded Plastics, L.P.**

**Tech Tool & Molded Plastics, L.P.** (Tech) located in Meadville, Pennsylvania, is a HUB Zone and ISO 9001:2000 certified injection molded plastics company that supplies full-service injection mold design & development, precision mold tooling, custom injection molding, and integrated packaging & assembly to the medical, automotive, consumer, electronics, and aeronautics industries. Tech specializes in precision, high volume production molds & production quality prototypes, custom molded plastics and integrated assembly.

Tech was founded in 1973 as a small precision tooling and heat treating service. Today, Tech employs over 65 people and provides world-class service for engineering and design of precision mold tooling, mold build, and custom injection molding.

The value of Tech's services includes:

- **Speed-to-Market** service through in-house design, development and CAD to CAM tooling and machining capability operating 24 hours a day,
- **Maximum Efficiency** through optimization of mold performance with Moldflow analysis, Melt Management Technologies and Shotscope monitoring systems,
- **Increased Product Performance** through design & development collaboration, lean production methods, scientific molding and high-performance polymer processing,
- **Responsive Customer Service** through dedicated program management that corresponds and communicates with you through all stages of product manufacturing,
- **Highest Total Delivered Value** through strategic project management control from design to delivery, throughout the entire product life cycle.

Tech offers the highest total delivered value for collaborative product development, new product design and innovative performance solutions for:

- Engineering and Design Innovation
- Product Enhancement and Development
- Rapid Delivery Precision Mold Tooling
- Pre-Production Planning and Consultation
- Mold Building Technologies
- Miniature Molding
- Full Service Custom Injection Molding
- TPE Injection Molding
- Automation, Assembly & Integrated Packaging
- Precision Speed-to-Market Plastics Production

Fair Trade policy has critical importance to the 65 families within our operation that receive an income from precision manufacturing. Trade policy provides a significant disadvantage to US manufacturers that make products in the United States. The image of yesterday's manufacturing has been replaced by highly trained and skilled talent working with computer aided design, computer aided manufacturing, and statistical process control. We have the most productive, hardworking people, yet we compete at a 40% price deficit due to currency misalignment, tariffs, subsidies, and burdensome operating regulations.

We are NOT protectionist. Fair Trade provides a vital balance of market access that enhances global stability and improves the flow of goods throughout the world. Trade reform is essential to building a competitive global trade network that rewards innovation, investment and profitability for all parties. Free trade has not been fair trade.

When we compete on products that enter our market for a price less than the cost of raw materials, there is a serious imbalance in competitive and sustainable trade. High wage, high value jobs will continue to migrate off-shore unless trade is reformed to include currency manipulation provisions, boarder adjustable taxes, and re-negotiated trade agreements which include environmental and human rights standards.



### **TrueFit Solutions**

TrueFit Solutions is 11 years old and employs 30 people, including more than 20 excellent software engineers. We serve a diverse market that includes many manufacturing customers. We are committed to growing our business here in Southwestern Pennsylvania.

Some of our stiffest competition is from foreign companies. When manufacturers are lured offshore by unfair trade practices, it becomes much harder for us to compete. In difficult economic times like this, even customers

who prefer to do business with us are forced to outsource to cheaper foreign sources.

Bad government policies make it more expensive to do business here. Bad trade policy is a large part of that problem. To the extent that there is not a level playing field in the global economy, we cannot grow here. We support the efforts of the Coalition for a Prosperous America to convene state leaders and pressure national leaders to make needed trade reforms.

Darrin Grove  
President



**Universal Electric Corporation**

Universal Electric Corporation (UEC) is located in Canonsburg, Pennsylvania, south of Pittsburgh. We are a manufacturer of specialty electrical power distribution equipment for industrial, commercial and retail buildings, as well as for computer centers and high tech facilities. We are a growing company employing about 125 people in Pennsylvania. Universal Electric was established in the 1960's selling primarily to the steel and related heavy industries. Since our inception, we have steadily added jobs in PA. We built a new 85,000 square foot factory in 2007 with future plans for expansion.

We recognize that it is imperative that we be globally competitive and we are actively working towards that goal. Our five year plan calls for our exports to increase from about 5% to 25% of total company sales. This goal is hard to achieve when our foreign trading partners exercise unfair trade policies.

Our foreign trading partners heavily favor their exports. They have major barriers to American imports and aggressively export undervalued products. While competition is reasonable, this competition is maintained by imbalanced policies. UEC is vulnerable in this situation. It threatens our business and jobs in Pennsylvania. Action needs to be taken to remedy this state of affairs. UEC's future success will be impacted by our politicians' decisions on trade laws.

We agree with the principles put forth by the Coalition for a Prosperous America. We call on our state and federal elected officials to take action immediately and stop the unfair trade laws and business practices of foreign governments and nations. We can then look forward to a more prosperous future, and continue our growth in business and job creation in the commonwealth.