

August 7, 1997

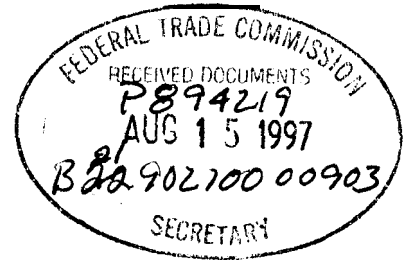
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AUG 11 1997

OFFICE OF THE CHAIRMAN

The Honorable Robert Pitofsky
Chairman
Federal Trade Commission
Room 159
Sixth and Pennsylvania Avenue, NW
Washington, DC 20580



Dear Sir,

I am writing in regards to the new proposed guidelines. The new proposed standard of 75% content which includes labor and material is much more realistic than the current standard of 100% content. New Balance can not purchase outside units in the United States as they are no longer available. New Balance shoes are made right here in Maine and Massachusetts, not overseas. As New Balance employees, we take alot of pride in making our shoes in the United States. If we can't put a made in USA label on our products, then it could be assumed that New Balance shoes are made overseas just as the shoes made by our competitors.

My biggest concern is that many U.S. plants have already closed their doors and many American workers have lost their jobs. If we implement the new proposed standard of 75% that will encourage American manufacturers to stay in the United States and be competitive. The last thing we want to do is encourage American businesses to abandon U.S. manufacturing for cheap overseas labor.

Sincerely,

Mary J. Henderson