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VIRGINIA

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United States Senate  
WASHINGTON, D.C. 20510-4603

FEDERAL TRADE COMMISSION  
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 SECRETARY

COMMITTEES  
 ARMED SERVICES  
 FOREIGN RELATIONS  
 INTELLIGENCE  
 JOINT ECONOMIC COMMITTEE  
 Vice Chairman,  
 Democratic Policy Committee

July 21, 1997

Loraine Miller  
Director, Office of Congressional Relations  
Federal Trade Commission  
6th & Pennsylvania Avenue, N.W.  
Washington, DC 20580

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FEDERAL TRADE COMMISSION  
RECEIVED  
AUG 11 1997

Dear Ms. Miller:

I have been contacted by Mr. Kerry L. Hodges of Lanexa, Virginia, expressing concern about FTC "Made in the USA" label regulations. I am enclosing a copy of the correspondence I've received.

I would appreciate it if you could review the letter and respond to the issues raised by Mr. Hodges. Many thanks for your consideration.

Sincerely,

*Charles S. Robb*

Charles S. Robb

FEDERAL TRADE COMMISSION  
 JUL 23 7 1997  
 DIVISION OF ENFORCEMENT  
 BUREAU OF CONSUMER PROTECTION

CSR/egf

Enclosure  
cc: Mr. Kerry L. Hodges

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The Ironfronts, Suite 210  
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Richmond, VA 23219  
804 377-1221

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Danville, VA 24541  
804 781-0330

Crestar Bank Building  
310 First Street SW, Suite 102  
Roanoke, VA 24011  
540 395-0103





Kerry L Hodges  
Field Manager  
15313 Two Rivers Trl.  
Lanexa, Va. 23089  
804-9669868

The Honorable Charles S. Robb  
united states senate  
Washington, D.C. 20510

Dear Senator Robb,

I am a Field Manager at the Snap-on Tools location in **Richmond, Virginia** We employ, and manage Franchisees **numbering** over 100, and have been located in Virginia since the mid-sixties

**Snap-on** is a **manufacturer** and distributor of hand tools which are made in the United States. The **FTC** has proposed guidelines which would change the definition of the Made in USA **label** and we think this is **unfair** to **American workers** and misleading to American **consumers**. I **personally purchase** as many products as possible that are "Made in USA". **Examples**; Chevrolet Vans, a C20 and a Astro, and a GMC Jimmy S 15. Also, many household products as well.

The "Made in USA" label is **second only** to price in a **consumer's** decision to **purchase** a hand tool. It is well known that a hand tool marked "Made in USA" is a quality product and this is **why** some hand tool **manufacturers** want to stamp their tools "made in USA", even though their products are not wholly American made.

**Some** of these companies have convinced the **FTC** to change the **definition from all** or **virtually all made in the USA to one that would allow products with 25% or more foreign content to be** labeled "Made in USA". I oppose that and want you to **cosponsor** H. Con. Res. 80 or its Senate companion- This bill would urge the **FTC** to back off implementing this new definition.

We need your **help**. Thank you for your attention to this problem- Please **let** me know if you do cosponsor this resolution. If you have any reason for not supporting us on this important issue, please **let** me know, since I would like to discuss this with you further.

**This is important** to our **business**, our city, our **state**, and most of **all** our **people**. **American jobs will be in trouble if we do not stop this FTC rule, and US consumers Will be misled. The United States government** should not support any action **undermining** of the meaning of the Made in USA label.

In closing I would like to leave you with one **thought**, Ephesians 5:6-7.

Sincerely,

Kerry L. Hodges