



FACES *of* TRADE[®]



Irvine, Pennsylvania

Roger Clark
President and CEO

Industry
Manufacturing

Number of U.S. Employees
625

Exporting to China Since
1990

www.nationalforge.com

National Forge Company, a sector of Ellwood Group Incorporated, spent seven years developing its business in China before shipping one product. While estimated sales to China of National Fore Company's pipe mold spinning equipment and other products are projected to decrease, the company remains competitive in over 30 foreign markets. "Our China business peaked in 1997 and reached 15% of our company's total sales, but dropped in 1998 - and continues to drop - due to a very high tariff increase," comments Joe Bizjak, the company's World Product Line Marketing Manager.

According to Bizjak, National Forge Company cannot be competitive in China if the U.S. Congress does not pass PNTR because European and other competitors will be able to sell at much lower prices. **"We can't build market share if we cannot take advantage of lower tariff and non-tariff barriers. If we want to keep our jobs in the United States, it is imperative that Congress pass PNTR."**