



EMINENCE  
SPEAKER, LLC

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12/07/09

**RE: S.2325**

Dear Mr. Honorable Members of the Senate Finance Committee,

S.2325 is a bill that we have vehemently opposed in the past, and sincerely hope that you will give our comments consideration prior to your deliberations on this matter.

USA loudspeaker manufacturers have been struggling to survive for almost ten years. Business was good for all of us during the 90s, but at the turn of the century our customers in the car audio, home hi-fi, musical instrument, and professional audio industries started to endure extreme pricing pressure from Asian competitors. Most brands had no choice but to move production of their own products to the Pacific Rim. Within a few short years, the bulk of all car audio loudspeakers, musical instrument amplifiers, home hi-fi equipment, and professional audio speaker enclosures moved off shore. Our business alone declined from nearly \$40MM to less than \$25MM as a result of their departure. This decline also resulted in the loss of countless suppliers who served loudspeaker manufacturers, and forced our company to make the decision to begin sourcing some of our own components from China. To summarize, the USA was the world leader in technology for all these industries. Today, not much remains except the brand names and much scaled down versions of the companies that once employed many thousands.

Bill S.2325 proposes a continued relief of duty on loudspeakers not mounted in enclosures that also meet specified technical criteria as further described in the bill. The test criteria, while very technical in nature does not reflect a rigorous or difficult standard that could not easily be met by most any US loudspeaker manufacturer. Therefore, adoption of this bill would give an unfair and distinct advantage to off shore manufacturers of these products.

Never in history has it been so economically critical to our great nation, that we as American citizens and leaders support USA manufacturers. This bill on the other hand gives the advantage to manufacturers outside the USA. Please consider for a moment how this can possibly be of benefit to the American economy, American business, or the many thousands of US citizens that make their living here building loudspeakers and related products. In Eminence, KY alone, there are nearly 150 families depending on our honorable congressmen to ensure we have a level playing field, and the chance to keep the manufacturing of loudspeakers here in the small towns we live in and support through our commerce.

Please consider American citizens, American manufacturers, and the American economy as you formulate your decision on this bill. We need your support on this issue to keep the manufacturing of these products in the USA.

Respectfully,



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