

**TESTIMONY OF GREGORY A.C. YULL
CEO OF INTERTAPE POLYMER GROUP
BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION ON
PRESSURE SENSITIVE TAPE FROM ITALY
FEBRUARY 2, 2016**

Good morning. My name is Greg Yull of Intertape Polymer Group, often known as IPG. I am the CEO of the company. IPG's U.S. headquarters are in Sarasota, Florida, which is where my office is. IPG is a Canadian company that is publically traded on the Toronto Stock Exchange with the majority of manufacturing and revenues based in the US. IPG is the second largest tape manufacturer in North America and was founded in 1981. We employ approximately 2000 employees, mostly in the United States.

Hot Melt carton sealing tape was the original product for IPG. This product continues to be one of our largest product lines. Our hot melt product line opens doors in our customer network and allows us to successfully market our other tape products.

Our Danville Virginia plant makes both hot melt and acrylic carton sealing tape. I would like to thank the two Commissioners and several staff members that visited our Danville facility in December. In addition to Danville, we also make hot melt product in our facility in Carbondale, Illinois, and make film, as well as natural rubber product, in our plant in Brighton, Colorado. Altogether, we have 8

plants for tape products in the United States, with 11 plants in total, plus our headquarters in Sarasota.

Our company has grown largely through a number of acquisitions over the last 15 years. Most recently, we acquired Tara Tape, which is a producer located in Pennsylvania. We are the only producer here today that produces natural rubber carton sealing tape and the only significant producer left for acrylic carton sealing tape in the U.S. My colleague Dean Blockowitz will explain in a few minutes, the markets for natural rubber and acrylic carton sealing tapes have changed in recent years.

In analyzing the situation for this review, we have come to the conclusion that hot melt, acrylic and natural rubber products each have different characteristics, uses, customers and production processes. It is important to note that recent changes in the corrugated industry have driven demand for Hot Melt carton sealing tape. Paper is a highly recycled commodity in the U.S. Due to the amount of recycled paper, the recycled content in corrugated boxes has increased dramatically over the past several years. Because of its superior adhesive and shear properties, Hot Melt tape has become the industry solution for sealing high recycle content corrugated boxes. This situation has furthered the differences in the market between the three carton sealing tape technologies.

In assessing the situation in Italy, we concluded that a major threat comes from hot melt products in Italy, where there is a significant market for the product in the United States and where the overcapacity and willingness to sell at low prices from Italy have been proven.

We do not want broader protection against unfairly traded goods than is justified and are not asking that the order be extended on products such as acrylic and natural rubber carton sealing tape. Those products are either dominated by Asian suppliers or are a small part of the U.S. market. We therefore ask that the Commission find that the standards have been met to continue the dumping order against hot melt carton sealing tape from Italy. I will be glad to provide any other information that you need. Thank you.