

HAP A

265 Industrial Way West, Ste. 7 Eatontown, NJ 07724-2213 Tel: (732) 982-8222 • Fax: (732) 982-8223 www.hapmarketing.com

Client: Gannon & Scott, Inc.

Media contact: Charles Bins 732-982-8232 charles.bins@hapmarketing.com

FOR IMMEDIATE RELEASE

"Made in USA" Rules Can Cloud Metals Recycling Efforts

CRANSTON, RI (December 12, 2018) – The current *Made in America* standards can add a burden to U.S. metals recycling efforts and create confusion for manufacturers, according to Chris Jones, president of precious metals (PM) refiner <u>Gannon & Scott Inc.</u>

Jones recapped legislative issues impacting metals recycling in a session on the future of refining at E-Scrap 2018 in New Orleans in October. The conference attracts more than 1,200 people involved in the electronic recycling industry every year.

Per the Federal Trade Commission (FTC), *Made in USA* means that "all or virtually all" the product has been made in America, i.e. all significant parts, processing and labor. Further, unqualified U.S. origin claims should be substantiated.¹

"Jewelers and others manufacturing goods made from metals recycled in the U.S. would like to use the *Made in USA* designation if they can," Jones said. "The requirements raise questions, though, because in the metals recycling world it can be virtually impossible to identify where a metal is from or where it is mined. If country of origin can be established, the compliance work increases overhead costs. So the question becomes: Is the designation worth it?" It is a frustrating issue, Jones observed, because over 80 percent of U.S. consumers are willing to pay more for *Made in USA* products.(2) He noted that the International Precious Metals Institute (IPMI) and the jewelry industry led by RichLine are seeking modifications to ease the FTC rules, first enacted in 1997. IPMI submitted comments to the FTC on the matter in August.(3)

Mike Riess, a consultant, said, "We expect the FTC to cover *Made in USA* during a public hearing in January. We don't know if they will make a change, but we want them to review the issue as part of their current efforts to reform FTC policies on competition and consumer protection in the 21st Century."

Gannon & Scott offers a portfolio of precious metals (PM) recovery services for manufacturers, as well as electronic recyclers and collectors who fully process scrap from obsolete electronics. Services include the new *TRu3Tec*[®] Thermal Reduction System which efficiently recovers PMs from electronic devices and subassemblies, and processes organic materials more cleanly than other systems.

Integrity, value and timely settlement are hallmarks of Gannon & Scott, which has been advancing precious metals refining and assaying for 100 years. The company services customers across North America, processing materials containing PM and other high-value metals at its facilities in Phoenix, Arizona, and Cranston, Rhode Island.

For more information, visit Gannon & Scott (<u>www.gannon-scott.com</u>), or call 800.556.7296. ####

References

(1) Complying with the *Made in USA* Standard," Federal Trade Commission, December 1998.

⁽²⁾ Oliver St. John, "Made in USA makes comeback as a marketing tool," *USA Today*, Jan 21, 2013. <u>https://www.usatoday.com/story/money/personalfinance/2013/01/21/made-in-usa-trend/1785539</u>

(3) "Comments of the International Precious Metals institute, Inc. to the Federal Trade Commission Regarding Hearings on "competition and Consumer Protection in the 21st Century, Project Number P181201, August 16, 2018.

(Images and captions)

Chris Jones, President Gannon & Scott Inc.

Editor's note: For images of patriotic jewelry, please photo credit: Allurez.

<u>Patriotic Images</u> (USA broach – low res) (American flag – lapel pin – hi res)

(Caption) USA patriotic jewelry from <u>Allurez</u> is manufactured in the U.S. Photo credit: Allurez

####

(GAN-3033)

(approx. 425 words)