

## SIX YEAR GROWTH TREND, 1960-1965

The relatively steep upward trend has been dominated by sales abroad, going up 70 per cent in the 1960-1965 period. Thus, foreign sales continued to gain a more prominent share of U.S. companies' global sales, rising from 23 percent of the total in 1960 to 26 percent in 1965. The relative share of exports as percent of total foreign sales declined in every one of the six years between 1960 and 1965, from 13 percent in 1960 to six percent in 1965.

Table 1

MANUFACTURERS' SALES, 1960-1965  
(millions of dollars)

| <u>Destination</u>    | <u>1960</u>    | <u>1961</u>    | <u>1962</u>    | <u>1963</u>    | <u>1964</u>    | <u>1965</u>    |
|-----------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Domestic              | <u>\$2,201</u> | <u>\$2,259</u> | <u>\$2,480</u> | <u>\$2,604</u> | <u>\$2,763</u> | <u>\$3,121</u> |
| Private               | 2,111          | 2,147          | 2,354          | 2,468          | 2,614          | 2,876          |
| Government            | 90             | 112            | 126            | 136            | 149            | 245            |
| Foreign <sup>1/</sup> | <u>646</u>     | <u>733</u>     | <u>756</u>     | <u>865</u>     | <u>955</u>     | <u>1,098</u>   |
| Export                | 81             | 79             | 66             | 56             | 62             | 66             |
| Abroad                | 565            | 654            | 690            | 809            | 892            | 1,032          |
| TOTAL                 | <u>\$2,847</u> | <u>\$2,992</u> | <u>\$3,236</u> | <u>\$3,469</u> | <u>\$3,717</u> | <u>\$4,219</u> |

<sup>1/</sup> Intra-company exports to foreign subsidiaries (not shown separately in Table 1) are included in "sales abroad". Two-thirds of the 1965 total transfers of \$115 million were in bulk form.