

## QUARTERLY TRENDS IN U.S. FOREIGN TRADE, 1958—JANUARY-MARCH 1968

[In millions of dollars, seasonally adjusted]

| Period | Exports <sup>1</sup> | Imports | Gross export surplus <sup>2</sup> |
|--------|----------------------|---------|-----------------------------------|
| 1958—I | 4,130                | 3,126   | 1,004                             |
| II     | 4,080                | 3,154   | 926                               |
| III    | 4,080                | 3,152   | 928                               |
| IV     | 4,089                | 3,386   | 703                               |
| 1959—I | 3,896                | 3,587   | 309                               |
| II     | 3,983                | 3,850   | 133                               |
| III    | 4,358                | 3,928   | 430                               |
| IV     | 4,197                | 3,828   | 369                               |
| 1960—I | 4,630                | 3,890   | 740                               |
| II     | 4,915                | 3,907   | 1,008                             |
| III    | 5,032                | 3,723   | 1,309                             |
| IV     | 4,989                | 3,501   | 1,488                             |
| 1961—I | 5,085                | 3,472   | 1,613                             |
| II     | 4,836                | 3,500   | 1,336                             |
| III    | 5,061                | 3,868   | 1,193                             |
| IV     | 5,248                | 3,929   | 1,319                             |
| 1962—I | 5,150                | 3,984   | 1,166                             |
| II     | 5,446                | 4,118   | 1,328                             |
| III    | 5,357                | 4,167   | 1,190                             |
| IV     | 5,070                | 4,116   | 954                               |
| 1963—I | 5,084                | 4,084   | 1,000                             |
| II     | 5,663                | 4,253   | 1,410                             |
| III    | 5,715                | 4,408   | 1,307                             |
| IV     | 5,948                | 4,406   | 1,542                             |
| 1964—I | 6,196                | 4,401   | 1,795                             |
| II     | 6,238                | 4,584   | 1,654                             |
| III    | 6,451                | 4,720   | 1,731                             |
| IV     | 6,727                | 4,893   | 1,834                             |
| 1965—I | 5,589                | 4,666   | 923                               |
| II     | 6,940                | 5,456   | 1,484                             |
| III    | 6,920                | 5,425   | 1,495                             |
| IV     | 7,090                | 5,736   | 1,354                             |
| 1966—I | 7,194                | 6,021   | 1,173                             |
| II     | 7,257                | 6,336   | 921                               |
| III    | 7,439                | 6,592   | 847                               |
| IV     | 7,500                | 6,661   | 839                               |
| 1967—I | 7,775                | 6,688   | 1,087                             |
| II     | 7,777                | 6,593   | 1,184                             |
| III    | 7,775                | 6,542   | 1,233                             |
| IV     | 7,688                | 7,102   | 586                               |
| 1968—I | 8,013                | 7,830   | 183                               |

<sup>1</sup> Export values exclude military grant-aid and include commercially financed shipments and those financed under AID and Public Law 480 programs.

<sup>2</sup> Surplus represents exports, free alongside ship, less imports, valued generally at the foreign market price, as reported by the Bureau of the Census.

Note: Uranium and related materials, not available by month, are excluded from exports prior to 1961 and from imports prior to 1960. These annual values were as follows in millions of dollars: Exports—1958, \$6; 1959, \$11; and 1960, \$8. Imports—1958, \$427; and 1959, \$422.

Chairman PATMAN. The Export-Import Bank has its own guarantee program as I understand it whereby Eximbank guarantees commercial bank loans made to exporters. These guarantees are against both political risks and commercial credit risks. Why has this program been successful in terms of the costs involved to the Export-Import Bank, whereas the FCIA program has, I believe, consistently operated at a loss to Eximbank?

Mr. LINDER. As I pointed out above, it is difficult to determine exactly what the loss record has been under FCIA. The same is true for our guarantee program. It does appear to date that the program has operated at a profit but it is difficult to determine this with certainty. The program is relatively new and the guarantees authorized cover transactions of several years duration. Thus a goodly percentage of the guarantees authorized under the program are still current and the Bank has an outstanding liability.

A second important point is that it is misleading to compare the operations of FCIA with Eximbank's bank guarantee program. The great majority of policies written by FCIA cover short-term transactions where the loss record has been higher than on medium-term transactions, perhaps partly because the losses become quickly apparent due to the short-term nature of the transactions.