

It is the view of our industry that controls over its attempts to satisfy valid foreign military requirements are becoming more restrictive than before for other than the usual and normal considerations of national security. All other elements being equal, such as balance of power considerations in which industry has no voice, free nations having a valid concern with the defense of their people and property will buy modern equipment for that purpose wherever good equipment can be purchased. European competition is fast closing on the U.S. lead in airborne defense articles. Thus, if government-to-government sales are eventually to be the way these sales are made, we in turn support the proposed Foreign Military Sales Act.

Here, again, export sales of aerospace defense equipment normally entail a large dollar flow. It is recommended, therefore, that the Government be responsive to the necessity for adequate financing when such sales are declared a dependable undertaking by the proper approving agency.

TABLE A.—EXPORTS OF U.S. CIVILIAN AEROSPACE PRODUCTS¹, 1958 TO DATE

	[Millions of dollars]										
	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	
CIVILIAN											
Complete aircraft:											
Transports, new.....	228.9	143.7	480.1	262.5	259.2	190.9	211.1	352.8	420.8	611.4	
General aviation, new.....	12.1	14.4	23.6	27.5	23.1	26.9	33.3	68.8	89.1	91.2	
Rotary wing, new.....	9.5	8.1	7.7	6.9	8.8	9.8	14.6	16.2	11.6	25.3	
Other, including used.....	35.9	22.7	25.7	37.9	36.7	16.5	28.1	39.4	30.9	61.4	
Total.....	286.4	188.9	537.1	334.8	327.8	244.1	287.1	477.2	552.4	789.3	
Engines:											
Jet and gas turbine.....	8.0	18.6	47.5	53.6	44.8	25.7	25.0	38.8	49.3	69.6	
Internal combustion.....	40.3	25.1	23.2	21.7	18.2	19.4	21.7	17.4	27.7	31.6	
Total.....	48.3	43.7	70.7	75.3	63.0	45.1	46.7	56.2	77.0	101.2	
Parts, accessories, and equipment for aircraft, including spares:											
Engine spares and accessories.....	70.5	69.3	101.1	104.2	112.2	101.3	87.7	92.6	116.9	132.1	
Other spares and equipment.....	280.1	236.6	379.8	363.7	406.8	341.4	342.3	228.5	288.8	357.9	
Total.....	350.6	305.9	480.9	467.9	519.0	442.7	430.0	321.1	405.7	490.0	
Total, civilian.....	685.3	538.5	1,088.7	878.0	909.8	731.9	763.8	854.5	1,035.1	1,308.5	

¹ Revised.

Note: Total civilian aerospace exports, 1958-67: \$8,900,000,000.

Source: U.S. Bureau of the Census, Aerospace Industries Association.

The CHAIRMAN. We thank you and those at the table with you for coming to the committee, Mr. Harr, and giving us the views of your organization.

Any questions?

If not, we thank you, sir.

Mr. HARR. Thank you.

The CHAIRMAN. The next witness is Mr. Edward H. Selonick of the American Retail Federation. If you will identify yourself for our record by giving us your name and capacity in which you appear and also identify those at the table with you we will be glad to recognize you, sir.

STATEMENTS OF EDWARD H. SELONICK AND VINCENT SAVONA, AMERICAN RETAIL FEDERATION

Mr. SELONICK. Good morning, Chairman Mills and gentlemen. We are not trying to sell you anything here this morning. We just thought you might like to see some random samples of department store and