F. *Foreign Trade Data*

A major handicap to government and industry is the absence of adequate information on aluminum foreign trade. Census Bureau import reports are tariff, rather than market, oriented. Its import and export classifications are not compatible with each other and neither are they compatible with the classifications used by the Census Bureau to report domestic shipments.

Nine years ago, the Aluminum Association suggested that comparable product classifications be used by the Census Bureau in reporting the three basic categories of aluminum shipments: domestic, imports and exports. No discernible progress has been made in this direction. Language and classification changes have been made, but import, export, and domestic classifications are probably less compatible with each other now than they were nine years ago.

A few comparisons will illustrate the inadequacy of present Census Bureau import and export classifications:

(*a*) Sheet and Plate.—Two sheet and two plate classifications are used to report domestic shipments. Sheet and plate are reported on a combined basis in import and export classifications.

(*b*) Extruded Shapes.—This is the second largest class of domestic mill product shipments. No extruded shapes classification, as such, is used to report imports or exports. The nearest foreign trade classification is "Wrought aluminum angles, shapes and sections" which may include rolled and forged, as well as extruded products.

(*c*) *Rod and Bar.*—Reports on domestic shipments distinguish between rolled and extruded, while foreign trade classifications do not. All three classifications, domestic as well as imports and exports, fail to distinguish between redraw rod and screw machine stock and between electrical conductor and other rod.

Import classifications of various aluminum products distinguish between: "alloys" and "other than alloys", "clad" and "not clad", "coated or plated" and "not coated or plated".

These classification subdivisions have no current significance or usefulness. Export classifications make none of these distinctions. Domestic shipments classification generally distinguish between "heat-treatable" and "nonheat-treatable" alloys, or between designated groups of alloys.

The three-way compatibility of domestic, import and export classifications should be responsive to the needs in each of these areas. If screw machine stock imports are significant to the domestic industry and need to be reported separately, a similar breakdown of domestic and export shipments should also be made. When this type of import is not significant enough to be reported separately, it could be discontinued if there is no other reason for the separate report. Similarly, if domestic shipments of bare, nonconductor wire warrant separate reporting, imports and exports of such wire should also be reported separately.

A thorough review and overhaul of the Census Bureau aluminum foreign trade classifications, in conjunction with domestic shipment classifications, are needed if the import-export data are to be as meaningful and useful as they could be in promoting healthy foreign trade.

Better aluminum foreign trade data have long been needed. The Kennedy Round tariff changes and changing world aluminum markets make more accurate and meaningful data an urgent necessity.

G. *Trade Promotion*

Aluminum industry performance since World War II demonstrates its ability to promote trade—at home and abroad. Ingot and mill product shipments to United States aluminum markets have multiplied more than 5 times: from 816,000 tons in 1946 to 4,163,000 tons in 1967. United States aluminum exports of ingot and mill products, during the same period, multiplied 16 times: from 20,000 tons to 328,000 tons. No other major metal has a comparable record of growth. Promotion, through product and market development, played a leading role in this market growth.

The aluminum industry has every incentive to continue to promote aluminum trade, domestic and foreign. Supplies are abundant and productive capacity continues to grow throughout the world. The United States industry particularly seeks to expand trade and improve markets everywhere, in its effort to improve its currently unsatisfactory return on investment.

Looking ahead, the aluminum industry's goals, in the areas of market development and increased consumption, are compatible with the objectives of progressive and healthy trade promotion. However, in order to achieve the promotion objec-