products—a class of articles which includes color and black and white television receivers, radios, radio-phonographs, phonographs, tape recorders and players, and many other home entertainment articles which serve the needs and desires of the people of this country. The bulk of the products made and sold by the companies in our division and the bulk of the components we use in production are wholly of U.S. origin. However, some of the finished products we sell and some of the components we use in making products here in the United States are imported from foreign sources. It is to these electronic articles—the finished products and components—that our statement relates.

We appear here today in opposition to H.R. 14597, H.R. 17674 and similar bills which would specifically impose quotas on imports of electronic articles and H.R. 16936 and similar bills which would embrace these articles in so-called omnibus quota provisions.

The Consumer Products Division opposes qoutas on imports of electronic articles because they are not needed, they will disrupt the U.S. market for consumer electronic products, and they may—most likely they will—result in retaliatory action which will not only hurt the extremely favorable U.S. balance of trade in electronic products but also hurt the industries concerned and their workers.

QUOTAS ON IMPORTS OF ELECTRONIC ARTICLES ARE NOT NEEDED

Quotas are a severe form of protection against imports since imports in excess of a given quantity are embargoed. I submit that only in exceptional circumstances, where the objective data pertaining to domestic production and sales, exports, and imports show that an industry is being seriously injured by imports, should any thought be given to quotas on imports. Where such data do not show such injury, quotas are not in order.

	1965	1966	1967
Electronic industries:			
Sales	$17,507,000,000	$20,606,000,000	$22,132,000,000
Exports	1,155,432,000	1,446,736,000	1,775,626,000
Imports	506,770,000	744,767,000	830,231,000
Balance of trade	+648,662,000	+701,969,000	+945,395,000
Exports as percent sales	6.6	7.0	8.0
Imports as percent sales	2.8	3.6	3.7
Electronic components:			
Sales	4,695,000,000	5,709,000,000	5,486,000,000
Exports	328,550,000	440,436,000	486,801,000
Imports	111,380,000	174,106,000	174,990,000
Balance of trade	+217,170,000	+266,330,000	+311,811,000
Exports as percent sales	7.0	7.7	8.8
Imports as percent sales	2.3	3.0	3.1
Consumer electronic products:			
Sales	3,641,000,000	4,493,000,000	4,324,000,000
Exports	40,257,000	46,256,000	46,609,000
Imports	287,919,000	385,004,000	449,927,000
Balance of trade	−247,662,000	−338,748,000	−403,318,000
Exports as percent sales	1.1	1.0	1.0
Imports as percent sales	7.9	8.5	10.3

The table was prepared from data contained in the "Electronic Industries Yearbook, 1968," prepared by the marketing services department of EIA.

Mr. Chairman, the vital signs of this industry refute serious injury. Sales have risen steadily—from $17.5 billion in 1965, to $20.6 billion in 1966, to $22.1 billion last year. Sales of over $23 billion are forecast