That to me doesn't represent a very favorable trade balance.

Mr. McCauley. No, I agree with you; it does not.

Mr. Collier. We have had the same experience in the last 2 years with West Germany, as you are well aware. On the one hand we are told, "Don't break this down by nations because we are negotiating on a wide scale." Then in the next instant we are told, "Well, now, we can't afford to do this. We have to deal with this one industry, or this one commodity, or class of commodities and we have to deal with this within the country."

As of right now I get the impression that we are supposed to deal just singularly with certain nations and certain commodities on the one hand, forgetting the rest, and yet the most ardent proponents of extending the trade negotiations in the 1962 act say we can't look at it in this vein.

We have to look at the whole spectrum.

That is all I have, Mr. Chairman.

The Chairman. Any further questions? Mr. Conable.

Mr. Conable. Mr. Fezell, do you have any figures on what the average hourly wage in the electronics industry is in Japan or in Hong Kong?

Mr. McCauley. We don't have those figures right now, sir.

Mr. Conable. Do you know what the average hourly wage in the electronics industry is in this country?

Mr. Fezell. I believe, sir, it will be somewhere around $2.28. It varies in various parts of the country obviously, but it will be from around $2.28 to around $2.68, somewhere in that area.

Mr. Conable. Is the consumer electronics industry unique in its trade relationships or are there other industries that have the same sort of pattern?

Mr. Fezell. Al, I think maybe you better answer that. I am not too familiar with that area.

Mr. McCauley. I think the basic thrust of what Mr. Fezell said was this; that a good part of the imports that come into the United States of the consumer electronics product variety are not products that displace articles that are made in the United States. They complement the line of products that are made by the several manufacturers in the United States.

Now, I wouldn't be a bit surprised if this were not true in some other industries.

For example, I could assume that if we have a perfume industry in the United States or a toilet water industry in the United States it may very well be that imports of those products find their own market. They find their own level in this country. They do not displace U.S. production. They complement it.

One of the important complementary factors in this particular industry is the fact that where a manufacturer brings in under his own brand name a low-priced transistor radio he has the benefit of a product that bears his name. He has the benefit of a product that he cannot make here and sell at that price. He gets an extremely broad market base and he hopes to capture a number of customers who at one point, as they develop in their economic status, will be buying the more sophisticated, more expensive products that that manufacturer makes.