

EXHIBIT 1

STATEMENT OF THE ELECTRONIC INDUSTRIES ASSOCIATION

TO THE

TRADE INFORMATION COMMITTEE
WASHINGTON, D. C.

PRESENTED BY

ROBERT W. GALVIN, PRESIDENT
ELECTRONIC INDUSTRIES ASSOCIATION
2001 EYE STREET, N. W., WASHINGTON, D. C.

This statement is submitted on behalf of members of the Electronic Industries Association (EIA) which is the national organization of electronic manufacturers representing all major product categories. Our membership of more than 300 companies includes large, medium, and small manufacturers. It includes manufacturers who export and/or import as well as others who do neither.

Understandingly, there are different opinions among our members as to what the United States foreign policy with respect to imports should be. But there is no difference of opinion with respect to our national policy on exports. We are unanimous in the belief that our Government should do everything possible to improve our export opportunities and the United States balance of payments.

The electronics industry is a relatively new industry, and consequently it may be that its importance to the American economy has not been fully recognized in past international trade negotiations. It appears this may have been true in the recent Kennedy Round of the GATT conferences in Geneva.

EIA was established 44 years ago as the Radio Manufacturers Association. The industry was still small when the first tariff reductions were effected in the 1930's. Employment probably did not exceed 5,000 or sales \$150 million in 1924. This year electronic factory sales are expected to exceed \$23 billion and employment is well over 1,000,000. U.S. electronic manufacturers now produce an estimated two-thirds of the world's electronic equipment, based on dollar volume, outside the Communist nations. Our industry ranks fifth among U.S. manufacturing industries.