

EXHIBIT 1

The Electronic Industries Association would strongly support and give full cooperation to any governmental effort aimed at simplifying procedures involved in exporting. As an example, a normal export shipment now requires completion and presentation to Government agencies of a minimum of eight documents. We believe that a reduction in this quantity of documentation could be accomplished at great saving in time and money to both exporters and the Government.

In view of the recognized importance of international trade we believe the U.S. Government should undertake an aggressive program of trade development comparable to that of other countries. In this connection, we support the efforts of the U.S. Department of Commerce and other agencies to encourage exports by making information on overseas markets readily available to the business community, and in the program of trade fairs, trade centers, and trade missions. We submit the following specific suggestions for your consideration:

(a) It is recommended that the Government place greater emphasis on assembling information on non-tariff barriers and making it available to industry, as well as provide leadership in initiating negotiations for their removal.

(b) We recommend greater participation on the part of the U.S. Government in international standards deliberations. In this we concur with the testimony presented by the U.S. Standards Institute. Restrictive practices in standards are notable examples of non-tariff barriers used by other countries to bar U.S. exports.

(c) We recommend that the Government intensify efforts to provide business-trained personnel in U.S. embassies as commercial attaches with the capability and desire to assist U.S. businessmen abroad.