of components manufactured by Tektronix in the United States and exported to the manufacturing subsidiary.

The following information shows the growth of Tektronix sales; how much of that was international; and how, even though an increasing porton of the products sold internationally must be manufactured outside the United States, exports from the U. S. still have continued to increase. It also shows the amount invested outside the United States to keep Tektronix competitive—including receivables from customers and retained earnings of subsidiaries.

Year ended May	Net sales	International sales	Percent international	Exported from United States	Investment outside United States
1960	44,762,255	9,685,133	21.6	9,095,662	1,722,708
1961	50,282,197	12,209,493	24.3	12,567,509	6,711,527
1962	60,139,148	14,260,093	23.7	14,636,883	8,014,590
1963	70,450,810	18,255,864	25.9	12,199,439	6,694,806
1964	75,502,572	22,335,008	29.6	18,271,493	10,095,534
1965	81,099,088	25,870,467	31.9	18,212,263	10,754,121
1966	101,759,192	30,061,655	29.5	20,475,465	12,675,550
1967	129,030,753	35,082,518	27.2	23,477,101	15,520,157
1968	133,656,005	43,487,800	32.6	25,844,410	19,363,471

We regret we are unable to find reliable information on the total world sale of oscilloscopes, or even on the total United States sale. Most other manufacturers are large companies, with oscilloscopes only a small part of their output. If they announce what portion of their sales are oscilloscopes, we are unaware of it.

Although it is not explicit in the figures, we firmly believe Tektronix exports would not be nearly so large had we not protected our competitive position around the world by manufacturing outside the United States. That is, a larger share of the world market would have gone to unchallenged competitors. We would much prefer to concentrate all our manufacturing within the United States. We are convinced that further elimination of trade barriers will *increase* the proportion of Tektronix manufacturing that is done within the United States.

If trade barriers were eliminated, and Tektronix manufacturing expanded within the United States rather than outside it, the company would not be hampered by the program restricting foreign direct investments. As it is, investment restriction considerably retards our ability to compete.

We strongly urge that every attempt be made to resist trends toward trade protectionism, and that all efforts seek to rapidly approach free trade among all countries.

Mr. FULTON. Our next witness is Mr. Lowe.

Mr. Lowe, we welcome you to the committee and ask that you identify yourself for the benefit of the record.

STATEMENT OF BERTRAM LOWE, CHAIRMAN, CUSTOMS COMMITTEE, AMERICAN WATCH ASSOCIATION; ACCOMPANIED BY STANLEY L. TEMKO, COUNSEL

Mr. LOWE. Mr. Chairman and gentlemen, my name is Bertram Lowe. I am vice president and secretary of the Longines-Wittnauer Watch Co. and chairman of the Customs Committee of the American Watch Association, on whose behalf I appear.

Unfortunately, Mr. Julian Lazrus, president of the AWA and also the president of Benrus Watch Co., who was to be with me, was called away.

Mr. Stanley L. Temko of Covington & Burling is counsel to the AWA, and he is here with me on my left.

I have a brief statement which I would like to make at this time, and a longer statement that I should like to submit for the record, to be included as part of my testimony.

Mr. FULTON. It will be included.