[Dollar amounts in millions]

Industry	Number	Percent	Amount	Percent
Manufacturing	19,331	24	$1,355	38
Wholesale	6,706	8	327	9
Retail	29,005	36	780	22
Services	15,243	19	597	17
Others	10,497	13	544	14
Total	80,782	100	3,603	100

The CHAIRMAN. Concerning these 80,782 loans, again tell us for what period does this embrace?

Mr. HENDRICKS. This would be from the inception of the program back in 1954 through December 31, 1967.

The CHAIRMAN. Since the beginning of the SBA program, you have made nearly 81,000 loans?

Mr. HENDRKCKS. That is correct, sir.

The Administrator has called to my attention that this is in the category of 7(a) business loans as opposed to the other categories that I have already mentioned in my first paragraph.

The CHAIRMAN. All of these are small business loans and the highest percentage is in the retail field and the next highest percentage is in the manufacturing field.

Mr. HENDRICKS. The "other" category, incidentally, Mr. Chairman, would include such industries as construction, recreational, and various others that individually do not add up to a large percentage.

The $385.3 million of regular business loans approved in fiscal year 1967 was exceeded only once in the history of this agency, fiscal year 1965. The estimate for the current 1968 fiscal year, if achieved, will set a new agency record which in turn is expected to be substantially exceeded in fiscal year 1969. This indicates that as the national economy grows, generating new business entries as well as business modernization and expansion, the financial assistance provided through the Small Business Administration's lending program also expands. Such expansion not only is in Government dollars but also involves private sector dollars in keeping with our legislation that "no loan shall be made unless it is shown that participation is not available."

Over the years, we have maintained close liaison with members of the American Bankers Association and the Independent Bankers Association.

In accordance with this committee's recommendation, arising from the 1966 hearings, conferences have been arranged between top SBA officials and representatives of banking and financial institutions throughout the country for the purpose of fully apprising the local banking communities of the advantages in participating in loans with SBA.

In addition, the primary purpose of our bank relations officers, currently consisting of 24 retired bankers, is to contact banks in order to promote our loan guarantee and participation programs. These experienced men also have been a contributing factor to wider acceptance of SBA lending programs by the banking community.

The CHAIRMAN. I think it might be well to point out at this point in the record that several years ago there was little or no banking