

merchandising standpoint to alleviate or minimize shoplifting, similar publications which have been of interest to police departments, who in turn redistributed the pamphlets.

The CHAIRMAN. And these are for distribution to the small merchants?

Mr. BOTHMER. That is correct.

The CHAIRMAN. Mr. Bothmer, this is just another example of the many services of SBA.

Proceed, Mr. Bothmer.

Mr. BOTHMER. During 1967, the agency set up more than 2,000 business education courses, workshops, seminars or conferences. This training varies from a course meeting 1 night a week for 8 to 10 weeks, a 1-day workshop for prospective business owners, or a 1-day conference for established small business owners.

Approximately 73,000 small businessmen and potential small businessmen attended such training units in fiscal year 1967. This past year there has been a sharp increase in attendance by relatively young people and members of the minority groups who desire to own their own businesses.

The 3,210 volunteers in SCORE helped more than 11,500 businesses and individuals last year. These ranged from one-time visits to small stores to assist in such problems as bookkeeping, inventory management, customer stimulation, and other subjects to intensive day-to-day counseling.

An outstanding example of the service, rendered free of charge, by individuals in this category is seen in the case of help given to a cooperative in a small Louisiana town.

A retired vice president of General Mills went from Minnesota to Louisiana (travel paid by the SBA, but no salary), and as a result of his visit, the cooperative's ventures into the baking industry, and the retail grocery, and gasoline business, was completely remade.

PROMOTION OF SMALL BUSINESS IN EXPORT TRADE

On November 13, 1967, SBA and the Department of Commerce formally signed an agreement to help the Nation's small businessmen enter export markets and share in the benefits of our expanding export trade.

The CHAIRMAN. Mr. Bothmer, I read this statement earlier with interest as to why it would be necessary to presume that you would have to enter into an agreement with the Department of Commerce to agree to stimulate export trade, in view of the balance-of-payments situation. We have had extensive hearings heretofore on how to use all the tools available to try to encourage small business in the export field. And Commerce does this, and SBA does it. Why is it necessary to enter into an agreement to promote this objective? This is one of the regular missions, this is one of the goals. That is a nice statement, but it doesn't get the job done.

Mr. BOTHMER. I think one statistic, Mr. Chairman, might be useful. There are approximately 290,000 manufacturers in the United States, of these, about 90 percent are small businesses. Less than 5 percent are actively engaged in export trade. A majority are small businesses under the size standards of the SBA.

The CHAIRMAN. What growth has there been in small business participation in export trade, let us say, in the last 5 years?