

Mr. BOTHMER. I am sorry, Mr. Chairman, I don't have that information available.

(The following was subsequently submitted and ordered to be inserted at this point:)

GROWTH IN SMALL BUSINESS PARTICIPATION IN EXPORT TRADE

A review of foreign trade statistics compiled by the Bureau of the Census reveals that there are no available export statistics tabulated by size of business which permit an analysis of the growth in small business participation.

The CHAIRMAN. I think you ought to have some figures as to how much export trade small business is doing, whether it is growing.

Mr. BOTHMER. I think I can say generally, Mr. Chairman, that the export trade business being done by small concerns has been growing at a much less dramatic rate than the growth rate in the medium-sized and larger firms. And part of the problem, as we see it, is to encourage small business by making known to them the fact that their capability to participate in this field is not necessarily as difficult as it appears to many people who have not previously engaged in it.

The CHAIRMAN. Didn't SBA at one time have an export division, foreign trade section or division? Do you have such a division now, or are you turning it all over to Commerce?

Mr. BOTHMER. We did have a very small group interested in the export trade field sometime ago. This was discontinued. And we have just reopened our interest in this by working out this agreement with the Department of Commerce. And we do currently have a gentleman in my office whose function it is to continue to work with Commerce and with large-scale carriers, and so forth, interested in the export field to sponsor conferences and workshops to try to educate small companies to the possibilities of entering this field.

The CHAIRMAN. We commend your effort.

Mr. BOTHMER. Thank you, Mr. Chairman.

The agreement provides for close cooperation between SBA and the Commerce Department's Office of International Trade Promotion to expand U.S. exports to help improve the Nation's balance of payments.

Under this agreement, SBA will give additional emphasis to loans to small business for participation in U.S. export trade.

SBA will also encourage small businesses to participate in U.S. commercial exhibits, in U.S. Trade Center exhibitions in trade missions and trade conferences.

SBA shares the frequently expressed confidence of the House Select Small Business Committee that American small businessmen possess the competence and ingenuity to compete successfully in export trade, provided they have a knowledge of foreign market potential for a given product or service and follow sound marketing management practices.

The two agencies, together with American flag carriers, have set up a series of at least 12 foreign trade conferences in the United States during 1968.

A highly successful conference was held in Boston in which Pan American World Airways Cargo Service joined the Government agencies.