In addition to information available through these publications, Commerce provides information on AID export opportunities and guidance on the procedures for selling under the AID programs directly to American businessmen through personal contacts. The Commerce Department also puts together annual United States trade and investment programs for approximately 60 countries of main commercial interest in the world. Specific informational, promotional, and policy activities to be carried out in support of the program objectives are delineated. For countries with AID Missions, the AID operations generally constitute an important factor in achieving progress toward the investment program objectives. Additionally, the Department of Commerce through its trade programs, commercial exhibits and trade missions actively assists the United States exporter.

4. Consistent with Our Security Commitments, the Nation in 1969 Should Continue to Minimize Its Net Military Deficit by Reducing These Expenditures Whenever Conditions Permit and by Neutralizing Them Through Cooperative Action by Our Allies.

We should stand by the principles which you enunciated in the January 1 program:

> "We cannot forego our essential commitments abroad, on which America's security and survival depend.
>
> "Nevertheless, we must take every step to reduce their impact on our balance of payments without endangering our security."

As we look at our overall balance of payments position and prospects, it remains a key concept that the foreign exchange drain from United States defense expenditures outside our borders for mutual security is an extraordinary item in the balance of payments. It should be met by special governmental action—it does not result from normal economic developments; nor is it subject to normal economic management through fiscal, monetary and incomes policies.

We need to maintain existing programs and constantly seek new ways to reduce our defense expenditures abroad. The types of actions by the Defense Department to reduce net foreign exchange costs during the years 1961–1967, as described in "Maintaining the Strength of the United States Dollar in A Strong Free World Economy", Tab B, United States Treasury Department, January 1968, and in the Supplemental Progress Report for 1968, must be constantly pursued.

We welcome the extensive cooperation from countries in the North Atlantic Treaty Organization and in other parts of the world during 1968 to minimize our military foreign exchange costs through:

—Purchase in the United States of their defense needs; and

—Investments in long-term United States securities.