EXECUTIVE COMMITTEE MEETING

New York, N.Y. April 17, 1945

A meeting of the Executive Committee of the Lead Industries Association was held on Tuesday, April 17, 1945, at 12:30 P.M., at the Lawyers Club, New York, N.Y.

PRESENT	REPRESENTING
C. H. Crane, Chairman	St. Joseph Lead Company
F. H. Brownell	American Smelting & Refining Co.
F. W. Rockwell	National Lead Company
F. F. Colcord	United States Smelting Refining & Mining Co. Inc.

ALSO PRESENT

K. C. Brownell	American Smelting & Refining Co.
C. Glass	Anaconda Sales Company
J. H. Schaefer	Ethyl Corporation
H. Rowe	National Lead Company
I. W. Cornell	St. Joseph Lead Company

F. E. Wormser, Secretary-Treasurer

The meeting was called to order with Mr. Clinton H. Crane in the chair.

The minutes of the previous meeting of January 18, 1945, were approved.

RESOLUTION FOR CUSTODIAN ACCOUNT

The attached resolution, Exhibit "A," establishing a Custodian Account at the Chase National Bank, for securities of the Lead Industries Association, was adopted.

RENEWAL OF TRADE AGREEMENTS ACT

The Chairman presented a draft of a statement prepared for submission to the Committee on Ways and Means, opposing H.R. 2652 on the renewal of the Reciprocal Trade Agreements Act.

The Secretary recorded receipt of the following telegram which was received from Mr. L. E. Hanley, member of the Executive Committee:

> "Approve statement reciprocal trade agreement and urge adoption.

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With a few corrections the draft was approved, as per copy which is attached as Exhibit "B," and the President authorized to submit to to the Ways and Means Committee either

REVISION OF FEDERAL TRADE COMMISSION ACT

The Secretary reported that he had noted the introduction of H. R. 2390 to amend the Federal Trade Commission Act, legislation which proposed to change the current status of the Commission whereby it acts as complainant, prosecutor and judge, and stated that he was investigating the economic significance of this measure.

SIMPLIFICATION OF MANUFACTURED LEAD STATISTICS

The Secretary called attention to a duplication in the statistical service now supplied by the Association on the manufactured lead products as represented in Forms C-1, 2 and 3 and Forms M-1 to M-7 inclusive as follows:

C-1 - Mixed Metals and Antimonial Lead Products
C-2 - Lead Pipe and Extruded Products, Lead Fittings and Sheet Lead
C-3 - Lead Sundries and Pig Lead in Retail Lots

M-1 - Solder
M-2 - Bearing Metals
M-3 - Antimonial Lead Products
M-4 - Type Metal and Impression Lead
M-5 - Pipe and Extruded Products
M-6 - Rolled Products
M-7 - Miscellaneous Lead Products

IT WAS MOVED, SECONDED AND CARRIED that the Forms C-1, C-2 and C-3 be discontinued and that Forms M-1 to M-7 inclusive, be continued.

INCREASING SCOPE OF MEMBERSHIP

The Secretary stated that he had been queried by several Colorado mining operators about membership in the Lead Industries Association. They were intermittent producers of comparatively small tonnage who felt they could not afford the minimum fee of $100, but who, nevertheless, wished to pay their share in supporting the work of the Association which they felt was directly beneficial to their operations.

The Secretary was authorized to make an investigation to see on what basis, satisfactory to these miners, the Association could receive their support and report at a later meeting.

Meeting adjourned at 2:00 P.M.

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F. E. Wormser

Secretary

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CORPORATE CUSTODIAN ACCOUNT OF

____

THE CHASE NATIONAL BANK OF THE CITY OF NEW YORK,

NEW YORK, NEW YORK.

Dear Sirs:

I, as Secretary of LEAD INDUSTRIES ASSOCIATION a ~~corporation~~ Association duly organized and existing under the laws of ______________ hereby request you, on behalf of said ~~Corporation~~ Association, to open and maintain a custody account in the name of said ~~Corporation~~ Association subject to the terms and provisions of the resolutions hereinafter set forth, to all of which you agree by your acceptance hereof.

I hereby certify that at a meeting of the Executive ______________ of this ~~Corporation~~ Association duly and regularly convened on the 17th day of April, 1945, at which a quorum for the transaction of business was present and voting throughout, the following resolutions were duly and regularly adopted, are still in full force and effect, and appear as follows in the minutes of said meeting:

RESOLVED, that The Chase National Bank of the City of New York (hereinafter called the "Bank") be and it hereby is designated a depositary of this ~~corporation~~ Association (hereinafter called the "~~Corporation~~ Ass'n."); that the Secretary of the ~~Corporation~~ Ass'n. be and hereby is authorized to sign and deliver the Bank's form of custody letter requesting the Bank, and the Bank by its acceptance noted thereon shall be deemed to have agreed, to open and maintain a custody account (hereinafter called the "Account") in the name of the ~~Corporation~~, and to hold and receive in the Account all such moneys (not subject to check), stocks, bonds, other securities and other property as shall be deposited with and accepted by the Bank, subject to the following terms and provisions:

(1) The Bank shall receive for deposit (subject to its right of acceptance or rejection), hold, and deliver any or all such moneys, stocks, bonds, other securities and other property pursuant to the instructions of the ~~Corporation~~ Ass'n. As used in these resolutions, the "instructions of the ~~Corporation~~ Ass'n." shall mean

(a) instructions in writing signed on behalf of the ~~Corporation~~ Ass'n. by the following officers*, who are hereby authorized to give such instructions: jointly

Clinton H. Crane, President

F. W. [illegible], Vice President

F. M. Rockwell, Vice President

F. E. Wormser, Secretary-Treasurer

(b) instructions transmitted to the Bank by telegraph, cable or radio in cipher according to a cipher key previously agreed upon by the Bank and the ~~Corporation~~ Ass'n., the use of such cipher in any telegraph, cable or radio communication relating to the account to be accepted by the Bank as conclusive evidence of the authenticity thereof. The Bank shall incur no liability or accountability whatsoever by reason of its acting thereon without further inquiry and the ~~Corporation~~ Ass'n. agrees to indemnify and save harmless the Bank from and against any and all loss, damage, liability and claims whatsoever arising by reason of any wrongful use of such cipher or cipher key as aforesaid.

Instructions of the ~~Corporation~~ Ass'n., including (without limitation) instructions for the purchase or sale of securities and other property, shall, unless they shall otherwise provide, remain in force until revoked or cancelled by further instructions of the ~~Corporation~~ Ass'n. received by the Bank.

(2) The Account and the Agreement evidenced by said custody letter shall terminate:

(a) upon delivery by the Bank of all property in the Account in accordance with the instructions of the ~~Corporation~~ Ass'n. and the Bank shall make such delivery in accordance with such instructions, provided, however, that it is fully protected by the compliance of the ~~Corporation~~ Ass'n. with all applicable provisions of law and of governmental regulations issued thereunder;

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* Insert names and titles of authorized officers, indicating whether authority is single or joint.

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Association

(b) upon_____________days' notice given by the Bank to the ~~Corporation~~ by registered mail. If the ~~Corporation~~ Association shall fail, for_______________days after the mailing of notice of termination of the Account, to accept delivery of and receive the property then in the Account the Bank is hereby authorized to deliver the same by registered mail insured for its then market value as determined by the Bank in its discretion to the Corporation at the address of record, and, when such property has been mailed as aforesaid, the Bank shall have no further accountability or responsibility therefor or in respect thereof. The cost of mailing and insurance and any taxes or reserves for taxes required in connection with such delivery may be withheld by the Bank and charged to the Account.

(3) The Bank is hereby authorized and empowered to collect (a) all cash representing income becoming due and payable, and (b) all cash representing principal realizable through sales, redemptions, maturities or otherwise in respect of property in the Account, and to make disposition thereof as follows:

INCOME / PRINCIPAL } Credit the checking account of the ~~Corporation~~ Association at 450 Lexington Avenue Branch

INCOME / PRINCIPAL } Remit to the ~~Corporation~~ Association periodically on COLLECTION

INCOME / PRINCIPAL } Hold in its Trust Department subject to the instructions of the Corporation (not subject to withdrawal by draft or check)

All sums collected or received by the Bank in respect of property in the Account, except payments in respect of sales or at maturity or upon redemption or liquidation of securities, shall be regarded by the Bank as income for the purposes hereof.

(4) The Bank is hereby authorized and empowered to exchange stocks, bonds or other securities in temporary form for like securities in definitive form when and as such securities in definitive form are ready for delivery, and to surrender stocks and bonds or other securities at maturity or when called for redemption upon receiving proper payment therefor; provided, in the case of redemption of securities, that notice of such redemption shall have been published in a recognized financial service, or given in accordance with the provisions of the securities redeemed relating to notice of redemption and received by the Bank.

(5) The Bank is hereby authorized and empowered to execute in the name and on behalf of the ~~Corporation~~ Assn. all such ownership or other certificates required in connection with the collection of income under any applicable tax laws or regulations now or hereafter in effect.

(6) The Bank is hereby authorized to hold stocks, bonds or other securities ordinarily registered:

___X___ In the name of the ~~Corporation~~ Association

__________ In the name of the Bank's nominee or nominees provided, however, that bonds shall be registered only if in registered form when received by the Bank, or in accordance with the instructions of the ~~Corporation~~ Assn. If at any time any securities in the Account shall be registered in the name of the nominee or nominees of the Bank, the ~~Corporation~~ Assn. hereby agrees to indemnify and save harmless the Bank and such nominee or nominees from any liability as a record holder thereof. The Bank may refuse to permit any particular stocks, bonds or other securities to be registered in the name of its nominee or nominees or may at any time in its discretion without notice to the ~~Corporation~~ Assn. transfer or cause to be transferred any securities in the Account from the name of its nominee or nominees to the name of the ~~Corporation~~ Assn. The Bank is hereby authorized to charge to the Account taxes and other expenses incidental to any transfer to or from the name of its nominee or nominees.

(7) The ~~Corporation~~ Association hereby agrees to pay to the Bank as compensation for its services in connection with the Account a fee computed in accordance with the schedule of fees submitted at this meeting, which schedule of fees is hereby approved and directed to be marked for identification and filed with the records of the ~~Corporation~~ Association; and the Bank is hereby authorized and empowered to charge the Account with the amount of its fee semi-annually on__________________and__________________

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(8) The Bank assumes and undertakes full responsibility in respect of the securities and other property held in the Account for any loss to the ~~Corporation~~ Assn resulting from theft or embezzlement or the negligence of any of the Bank's employees, servants or agents, but the Bank shall not be in any way liable or accountable for or in respect of any loss resulting from the payment from the Account of any tax or impost asserted thereagainst by any state or sovereignty, or from execution, distraint, attachment or other process, or from military or usurped powers, riot or civil commotion, earthquake or convulsion of nature.

(9) The Bank is hereby authorized and empowered, whenever it may deem it expedient to do so by reason of any circumstance affecting the Account, to consult with its counsel in respect of the Account and to retain counsel and appear in any action, suit or proceeding affecting the Account or any of the property held therein to which the Bank may be made a party, and all attorneys' and counsel fees so incurred shall be for the account of the ~~Corporation~~ Assn and the Bank shall charge the amount of such fees to the Account. The Bank shall not be under any obligation to defend or engage in any legal proceedings with respect to the Account or with respect to any of the property held therein unless fully indemnified to its satisfaction.

(10) Special provisions: ____

(11) The Corporation hereby agrees that any notice or other communication from the Bank relating to the Account shall be sufficiently given and shall be binding upon the ~~Corporation~~ Assn if delivered by messenger or mailed postage prepaid addressed to the ~~Corporation~~ at the address of record. The first address of record shall be:

Association

LEAD INDUSTRIES ASSOCIATION

(NAME OF CORPORATION)

420 Lexington Avenue

(ADDRESS)

New York 17, N.Y.

(CITY AND STATE)

Association

The address of record shall be subject to change from time to time only upon the instructions of the ~~Corporation~~.

RESOLVED, that the Secretary be and he hereby is directed to certify to the Bank the names of the present officers of the ~~Corporation~~ and their respective signatures; and in case of any change of any holder of any such office, the fact of such change and the name of any new officer and the office held by him, together with specimens of his signature; and the Bank is hereby authorized to honor any instructions signed by any new officer or officers in respect of whom it has received any such certificate or certificates with the same force and effect as if said officer or officers were named in the foregoing resolutions in the place of any person or persons with the same title or titles.

RESOLVED, that the Secretary be and he hereby is authorized and directed to notify the Bank promptly in writing of any change in these resolutions as well as of any change of officers as aforesaid, and that until the Bank has actually received such notice of any such change, the Bank is hereby authorized and directed to act in pursuance of these resolutions and the latest certificates theretofore received by it; and the Bank shall be indemnified and saved harmless from any loss suffered or liability incurred by it in so acting, even though these resolutions or such officers may have been changed.

RESOLVED, that the Secretary be and he hereby is authorized and directed to certify these resolutions to the Bank.

I hereby further certify that the foregoing resolutions are not contrary to any provisions in the Charter or By-Laws of this ~~Corporation.~~ Association Association

I hereby further certify that the following are now duly elected and qualified officers of this ~~Corporation~~ holding the offices set opposite their respective names, and that the signatures set opposite their respective names are their respective signatures *:

NAME	OFFICE	SIGNATURE
Clinton H. Crane	PRESIDENT	
F. H. Brownell	VICE PRESIDENT	
F. W. Rockwell	VICE PRESIDENT	
Felix E. Wormser	TREASURER	
	SECRETARY	
	ASSISTANT TREASURER	
Robert L. Ziegfeld	ASSISTANT SECRETARY	

Association

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Corporate Seal of this ~~Corporation~~ this ______________ day of ______________, 19 45.

____
SECRETARY

(CORPORATE SEAL)

____
OTHER OFFICER*

____

ACCEPTED:
THE CHASE NATIONAL BANK OF THE CITY OF NEW YORK

____
SIGNATURE

____
TITLE

LIA02701

* NOTE: Furnish names and signatures of officers authorized to sign instructions of the Corporation. If the Secretary is himself authorized to sign, the above custody letter must be signed by a second officer of the Corporation.

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STATEMENT
OF THE

LEAD INDUSTRIES ASSOCIATION

TO THE

COMMITTEE ON WAYS AND MEANS
HOUSE OF REPRESENTATIVES
WASHINGTON, D. C.

ON

EXTENSION OF
RECIPROCAL TRADE AGREEMENTS ACT
H. R. 2652

The Lead Industries Association, representing practically the entire lead mining industry in the United States; also representing manufacturers of metallic products such as sheet lead, pipe, type metal, babbitt, solder, cable lead, and other lead alloys; and the manufacture of tetraethyl lead and all the lead pigments in the United States, such as white lead, red lead and litharge, respectfully requests the Congress not to delegate to the President the power to make a further cut of 50 per cent in the rates of duty prevailing on January 1, 1945, as provided for in H.R. 2652, and to limit any extension of the Act to a period of one year.

Our reasons are as follows:

1. The Trade Agreement with Mexico has reduced the duty for the duration on lead by 50 per cent, a reduction which was extended to all countries, notably, Canada, Peru, Australia and Argentina under our "most-favored nation" policy.

This reduction was intended for the duration as noted in the following statement of the State Department of December 23, 1942, which refers to the Mexican Trade Agreement:

> "The existing duties on lead are 1 1/2 cents per pound on lead content for ores, matte, and flue dust, and 2 1/8 cents per pound for lead in bullion, pigs, dross, and other forms. These rates are reduced by 50 per cent in the agreement with Mexico, to 3/4 cents per pound and 1 1/16 cents per pound, respectively, for the period ending 30 days after termination of the national emergency proclaimed May 27, 1941. Thereafter the rates will be 1 1/5 cents per pound on ores, matte, and flue dust, and 1 7/10 cents per pound on lead in other forms."

The language of Sec. 2 of HR 2652 as now drawn could be interpreted to make permanent the 50 per cent reduction which now exists and which was established as a temporary rate by the State Department itself. HR 2652 would go even further and delegate to the Executive Branch power to make a further cut of 50 per cent of this allegedly "temporary" rate. Unless provision is made to eliminate Sec. 2, or to clarify HR 2652, the lead industry will face, after the war, and without any hearing on the subject, an established reduction of 50 per cent, and a possible reduction of 75 per cent, as compared to the expectation of a rate 20 per cent below the 1930 rate.

2. It is apparent that our industry receives little or no protection from the existing duty of 1 1/16 cents per pound, as has been clearly established by events during the past two or three years, as follows:

In the year 1944, it required an approximate average price of 8 1/4 cents per pound to bring out a production of 400,000 tons of lead in the United States. Our Government had to adopt a system of subsidizing American lead mines in order to obtain the lead necessary for prosecuting the war. We estimate that less than 200,000 tons could have been produced at the ceiling price of 6 1/2 cents per pound.

At the same time the Mexican, Canadian and Australian producers were supplying large tonnages of lead to the United States or Great Britain at approximately the following prices (which are expressed on a delivered New York basis of cents per pound for ready comparison):

Mexican producers	6 cents per pound - early 1944 6 1/2 cents per pound - late 1944
Canadian and Australian producers	5 cents per pound, or less
United States producers	8 1/4 cents per pound

3. In each case the Government authorities concerned, whether in the United States or in the above listed countries, after careful investigation, have established the price necessary to bring out the needed lead. It will be noted that the price received by American mines has exceeded the price paid Mexican producers by about 2 cents per pound, and has exceeded the Canadian and Australian price by over 3 cents per pound. This furnishes a reliable gage for comparing costs of production in the United States and in foreign countries.

4. It is apparently the intention of the United Nations to destroy Germany's heavy industry as one of the methods for demilitarization. Should Germany's heavy industry be destroyed, it would mean that Germany, which used 225,000 to 275,000 tons of lead yearly before the war, would only be counted on for a small fraction of its prewar requirements.

5. The United States dollar is in such demand today that all foreign producers of metals are most anxious to sell for dollars and not for pounds, francs, pesetas, rubles, etc.

6. Although the trade treaty with Mexico has reduced the lead tariff to only 1 1/16 cents per pound, the difference between what our mines have received with the aid of premium prices and what the Mexican

miner is receiving, is equivalent to the old duty of 2 1/8 cents per pound, so that our miners have not yet felt the depressing effect of the 1 1/16 cents per pound duty. Even without any further cut, it is doubtful whether more than half of the miners in the United States can be employed in competition with lead coming from Mexico, Canada, Peru, Argentina and Australia, especially if shipments to Europe will be curtailed owing to Germany's demise.

7. Lead is a metal of the highest strategic importance in wartime. In ammunition, storage batteries, cables, gasoline, bearings and dozens of other applications it is militarily indispensable. From the standpoint of military security nothing should be done to impair the ability of this country to remain the world's principal lead producing country. If the United States lead mines are forced to close down due to foreign competition, there is no assurance of reviving an unhealthy or dead industry at a critical hour.

8. There are undoubtedly large reserves of lead which await discovery in the United States but can only be found if a healthy lead mining industry continues to exist under the protection of an adequate tariff.

9. The lead mining, smelting and refining, and manufacturing industry has no reconversion problems of serious consequence. It is ready and anxious to play an important part in resuming and providing peacetime employment for returning veterans and contributing to the necessary large pool of postwar jobs.

10. Lead in peacetime has moved freely in international trade and is, therefore, sensitive in its movements to variations in cost of production and fluctuations in the market price. World commerce in all products will be in a disturbed condition after the close of the war. At this time it is impossible to foresee postwar commercial relationships among countries, especially as affected by variations in foreign exchange rates. Relationships in foreign exchange have the effect of tariffs. Under existing conditions, therefore, it is especially desirable not to make any changes in the tariff rates during the immediate postwar period.

CONCLUSION

In view of the above the lead industry has no choice but to oppose the renewal of the Trade Agreements Act in its present form, HR 2652 and respectfully requests the Committee on Ways and Means to modify it as follows:

1. To limit the renewal of the Act to a period of one year from its expiration date of June 12, 1945.

2. To eliminate entirely Sec. 2 of HR 2652 permitting changes in duties as of January 1, 1945, as it is inappropriate for the lead schedules by reason of the Mexican Trade Agreement, and because the tariff cuts authorized would be ruinous to the lead industry.

Respectfully submitted,

CLINTON H. CRANE
President.

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Note: Supplementary statistical information on the lead mining industry in support of our position follows:

LEAD STATISTICS

Supplemental statistical information about the lead mining industry will be found summarized as follows:

OCCURRENCE: Lead is found in many States and in Alaska. In detail the following States have an important interest in the tariff policy of our Government on lead by possessing commercial mineral deposits furnishing a livelihood to thousands of people and adding constantly to the wealth of the country:

Arizona	California	Colorado
Idaho	Montana	Nevada
New Mexico	Texas	Utah
Washington	Arkansas	Illinois
Kentucky	Kansas	Missouri
Oklahoma	Wisconsin	New York
Tennessee	Virginia	North Carolina

In the aggregate these states produced a total amount of lead as shown in the extreme right hand column of the table below.

IMPORTS COMPARED WITH PRODUCTION: Before the war lead consumption and supply were almost in balance and imports comparatively light but as the following table indicates, huge imports of lead have taken place during the war.

COMPARATIVE DOMESTIC MINE PRODUCTION AND IMPORTS OF LEAD*
(In Short Tons)

	IMPORTS				PRODUCTION
Year	Lead in Ore and Matte	Lead in Base Bullion	Pigs, Bars, Sheets, and Scrap	Total Lead Content	Domestic Mines
1935	20,000	2,700	1,300	24,000	331,000
1936	20,700	300	2,600	23,600	373,000
1937	34,100	1,800	4,900	40,800	465,000
1938	45,400	15,300	3,200	63,900	370,000
1939	30,800	48,900	7,100	86,800	410,000
1940	111,300	19,600	151,600	282,500	457,000
1941	107,000	-	274,000	381,000	461,000
1942	123,000	-	369,000	492,000	496,000
1943	70,000	-	243,000	313,000	446,000
1944	90,000	-	220,000	310,000	417,000

*Dept. of Commerce and War Production Board.

Lead imports have been most welcome in wartime, but we must remember that they have also enabled foreign countries to keep their lead mines operating. In fact, more lead has been imported in the last five years into the United States than entered the United States in the preceding fifteen years. These purchases have been most generous to foreign producers.

COMPARATIVE WAGE RATES: The tariff issue narrows down principally to an equalization of competitive wage rates. The wage scale for miners today in countries south of the border is only about one-fifth of what it is in the United States. Although to be sure, productivity of American labor may be higher than elsewhere in the world, it is obviously not possible for one American miner to out-produce five workers south of the border. Our labor saving machinery is readily available to foreign producers.

CHARACTER OF LEAD ORE DEPOSITS: Another factor is, of course, the difference in the character of the lead deposits that nature has placed in various parts of the world. The very fact that Canada, for example, can produce lead today profitably at a price which is far below our own is predicated in large measure upon a richer ore deposit.

WORLD CONSUMPTION OF LEAD: As estimated from available statistics covering the three years immediately preceding the world war, as shown in the table below, the relative rank of the important lead consuming nations was as follows:

1. United States
2. Great Britain
3. Germany
4. Japan
5. France
6. Russia

The heavy German consumption of lead is noteworthy.

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PRE-WAR WORLD LEAD CONSUMPTION*
(In Short Tons)

	1932	1933	1934	1935	1936	1937	1938
United States	276,000	313,000	333,000	389,000	490,000	540,000	400,000
Canada	14,900	15,600	17,900	20,500	23,000	26,300	23,000
Other America	17,100	14,300	18,700	21,000	22,100	23,400	24,800
TOTAL AMERICA	308,000	342,900	369,600	430,500	535,100	589,650	447,800
Austria	5,300	3,600	3,500	5,100	4,500	7,300	17,000
Belgium	37,500	38,600	49,600	44,200	49,500	49,500	38,600
Czechoslavakia	11,700	12,300	10,800	16,500	16,300	20,900	19,600
Denmark	(a)	8,200	8,800	10,600	7,700	9,900	7,400
France	133,800	153,500	127,800	100,300	104,000	118,200	95,000
Germany	135,400	152,500	176,000	190,000	228,000	259,000	275,000
Great Britain	348,000	302,000	368,000	366,500	387,000	382,000	425,500
Hungary	(a)	3,600	6,800	6,700	5,200	6,700	8,400
Italy	44,000	36,700	52,900	73,100	49,900	55,500	57,200
Netherlands	20,600	24,200	26,400	20,900	23,500	25,900	39,600
Poland	(a)	8,800	8,300	9,500	10,700	13,200	15,300
Russia	54,000	33,100	50,600	74,300	88,200	106,900	99,200
Spain	22,000	17,100	19,800	25,800	16,500	16,500	22,100
Sweden	9,800	11,000	15,000	17,900	18,200	21,300	27,800
Switzerland	15,500	14,800	16,300	13,800	8,300	10,200	10,900
Yugoslavia	6,400	2,200	2,200	1,300	2,200	2,200	2,200
Other Europe	27,600	14,300	18,100	17,600	18,200	24,200	27,600
TOTAL EUROPE	771,600	836,500	958,900	994,100	1,037,900	1,129,400	1,188,400
Japan	68,200	81,000	112,000	107,700	115,000	132,000	110,000
India	(b)	7,900	8,800	9,900	6,600	8,800	8,200
Other Asia	20,900	11,000	11,000	12,100	13,200	13,200	16,000
TOTAL ASIA	89,100	99,900	131,800	129,700	134,800	154,000	134,200
Africa	4,400	4,400	4,400	4,400	5,500	6,600	6,600
Australia & N. Zealand	14,300	15,700	18,600	23,900	25,200	26,900	28,000
TOTAL EX. U.S.A.	911,400	986,400	1,150,300	1,193,600	1,248,500	1,366,600	1,405,200
GRAND TOTAL	1,187,400	1,299,400	1,483,300	1,582,600	1,738,500	1,906,600	1,805,200

* A.B.M.S.

(a) Included in "Other Europe."
(b) Included in "Other Asia."

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