

PORTION OF SPEECH BY SENATOR OWEN BREWSTER
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AMERICA LOOKS ABROAD

If competition is the life of trade America has no need for concern. Our chief trade rival for foreign markets is showing remarkable recuperative capacity.

The United Kingdom in January of this year showed an increase in exports of 25% over the monthly average for 1938.

The increase of \$68,000,000. in U.K. exports from \$160,000,000 as a monthly average in 1938 to \$228,000,000. in January 1946 is impressive evidence of the vitality of British foreign trade and the necessity for the keenest endeavor on the part of American merchandisers in foreign fields. The February figures showed a further increase.

The breakdown of British exports is even more interesting showing a fifty per cent increase in exports of manufactured articles and in food, tobacco, and beverages.

Quantities are of course affected by the price scale but the figures are none the less impressive as demonstrating the speed with which Britain is moving to reestablish itself in world markets.

Meanwhile American exports were nearly trebled in January 1946 over January 1938 but a substantial portion of this is attributable to UNRRA as export of manufactured foods increased 1000% from \$16,000,000. to \$177,000,000. while manufactured goods increased from \$134,000,000. to \$365,000,000.

Exports of industrial machinery increased 300% from \$22,000,000 to \$66,000,000.

In the field of foreign salesmanship America seems still to be a bit mid Victorian.

Reliance on pre war methods seems rather like a horse and buggy approach in an aviation age.

Stagnation prevails in our American Merchant Marine pending the reorganization of the Maritime Commission.

The retirement of Admirals Land and Vickery has left a great void. Their genius and leadership furnished the indispensable contribution to the winning of the war. Forty million tons of merchant shipping built at top speed under incredible difficulties place all the allied world under a profound debt to Admiral Land and Admiral Vickery.

The attempt to discredit their service in order to lay the foundation for the sovietizing of the American Merchant Marine may well arouse alarm.

The future of the American Merchant Marine and of American foreign trade may well be profoundly affected by the decisions made in Washington in the next few weeks.

The next appointment to the Maritime Commission may well be watched with profound interest and concern.

Meanwhile the traveling salesman of the future is going by air.

Here Britain is outpointing America six to one.

\$600,000,000. has been made available by the British Government to take over the airways of the world while America has less than \$100,000,000. available in this field.

With \$4,000,000,000. invested in airbases around the world America has no rights to their commercial use except such as may be granted on a reciprocal basis.

In other words we are permitted to use airbases we built abroad if we allow other countries to use the airbases we have built here at home.

This is not what a Yankee would consider a good horse trade.

Britain with a jet turbine engine ready for commercial service is in a position in the next year to take full advantage of the ten entry points we have allotted to Britain in handling American air traffic overseas.

With eighty percent of North Atlantic air traffic of American origin it is tragic that the story of the American Merchant Marine seems likely to be duplicated and foreign flag lines capture an increasing share of this American trade.

Britishers today cannot fly American under British exchange regulations.

American participation in world air routes is vital to American foreign trade and to the peace of the world.

Trade follows the flag as certainly in this air age as in the old days of the clipper ships.

America needs to look to its laurels if our overseas aviation is not to follow the pattern of our merchant shipping of the last century into a tragic eclipse with disastrous results for America and the world.