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NATO COUNTRIES' TRADE WITH COMMUNIST COUNTRIES

Report by the Committee of Economic Advisers

In this report, the fifth in the series(1) devoted to the trade of NATO countries with the Communist countries, the Committee of Economic Advisers has attempted to analyse briefly the development of this trade in recent years and has sought to clarify future prospects in the light of the trade returns for 1967(2).

2. The main features of this trade up to 1967 are:

- (i) In 1967 NATO countries' exports to Communist countries increased by 7% to \$4,286 million. This increase was greater than for the total exports (5%) of these countries, although smaller than the expansion in 1966 which attained 25%. Whereas the growth in 1966 was mainly due to rises in the European NATO countries' exports to Eastern Europe and in Canadian wheat sales to the USSR the largest single factor in the increase in 1967 was a rise by 48% in the exports from the European members of the Alliance to the Soviet Union. NATO countries' imports from Communist countries rose by 5% to \$4,024 million. Since 1960 NATO countries' exports to the Communist countries have been some \$1,040 million more than imports from them.
- (ii) Despite this increase, the share of Communist countries in the total trade of NATO countries remains small: 3.6% of exports and 3.4% of

(1) C-M(64)52, C-M(65)55, C-M(66)67, C-M(67)53

(2) A summary of trade development in 1967 with the USSR, Eastern European countries and Communist China, is given in Annex I. This development is also shown in the attached tables. More complete statistics and analytical tables are given in the document AC/127-D/250 which was used in drawing up this report.

NATO RESTRICTED

imports in 1967. This represents little change compared with 1960 when the corresponding figure for both exports and imports was 3.3%. These small percentages should not, however, obscure the fact that for some member countries - Greece, Iceland and Turkey - trade with the East is an appreciable part of their total foreign trade, and it has also become an important outlet for certain industries in some other NATO countries, in particular as regards machinery and equipment. Nor should it be overlooked that there have been marked differences in the development of exports from the European and North American member countries. In 1960 the former accounted for nearly 90% of all NATO exports to Communist countries and North America for little more than 10%. In 1964, the peak year of grain deliveries, the European share was 71% and the North American 29%. By 1967, the respective shares were practically back to what they were in 1960.

- (iii) The exports of the European NATO countries to Eastern Europe(1) have grown steadily and vigorously since 1960. They rose faster than exports to the world except in the years 1962 and 1963. Since 1965 this has also been the case of European NATO countries' imports from this area. Their exports to the Soviet Union grew until 1962, then fell and remained low between 1963 and 1966. In 1967 they rose by 48% to the highest level ever reached. Even so they did not catch up with the expansion of world trade since 1960(2). Imports from the Soviet Union rose steadily except in 1964, but only in 1967 did their rate of increase reach a higher level than that of imports from the world. A somewhat similar development can be observed in the European NATO countries' trade with Communist China. Exports fell drastically in 1961 and remained very low until 1964. Since 1965 they have grown vigorously but here again they have not caught up with the expansion of world trade since 1960. Imports also fell in 1961, remained low in 1962 and 1963 and grew in the three following years. In 1967 they again fell.

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- (1) Albania, Bulgaria, Hungary, Poland, Rumania, Czechoslovakia, and the Soviet-occupied Zone of Germany.
- (2) It has appeared convenient to use the year 1960 as a basis for comparison throughout this paper and in the graphs at Annex II.

- (iv) The exports of the North American NATO countries to Communist countries, consisting largely of food, have fluctuated considerably, varying with the latter countries' requirements for such imports. Except in 1964, exports to Eastern Europe have grown less than exports to the world, and in 1967 they fell approximately to their 1960 level. On the other hand, since 1960 imports from Eastern Europe have grown faster than total imports, and the large North American trade surpluses, characteristic of the 1960's, have gradually been reduced to the point that trade in 1967 was nearly balanced. The large Canadian wheat sales to the Soviet Union continue, although deliveries in 1967 were smaller than in any year since 1963. United States' exports were also boosted by wheat sales in 1964 but exports were small in the other years. Canadian, and to a lesser extent United States', imports from the USSR have grown faster than imports from the world at large in the last three years, but still remain very small. Trade with Communist China is practically limited to Canada. That Country's sales, consisting almost entirely of wheat, averaged \$125 million a year between 1961 and 1966, fluctuating very much from year to year. In 1967 they were \$84 million. The small Canadian imports have grown rapidly since 1964.

3. As for the future, it seems likely that trade between the European industrialized countries and Eastern Europe will continue although the shortage of hard currency in East Europe will limit the tempo of this expansion. Liberalisation measures in a number of Western countries have permitted their imports from the East to grow notably although, as yet, insufficiently to counterbalance their increased exports(1). The big increase in the exports of the European NATO countries to the Soviet Union in 1967 was partly due to the fact that since 1964 export credits of more than five years have been granted. The very large total of such credits granted in 1966(2) is likely to mean continuing increases of exports in the next few years, perhaps more so in 1969 than in 1968. Communist China is likely to accord a high priority to imports from European NATO countries, its main suppliers of modern industrial equipment, but in view of the uncertainties about the development of productive capacity in that country it is hardly possible to foresee whether it will be able to continue to increase its purchases. Mainland China is by far the smallest of the Communist markets: no European NATO country sells as much as 1% of its total exports there.

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- (1) Eastern European countries seem reluctant to use such modest gold reserves as they may have, and the Soviet Union has not sold since the end of 1965 any of the gold it produces.
- (2) see C-M(68)6.

4. Given the Communist countries' efforts to balance their trade bilaterally, the future development of the United States' sales in Eastern Europe will partly depend on whether proposed changes in the present legislation will allow the United States Government to accord most-favoured-nation treatment to East European countries other than Poland and Yugoslavia. The future development of United States' trade with the USSR depends even more on increased flexibility of United States commercial policy. As for Canadian sales, the USSR is likely to have replenished its wheat stocks in recent years(1) but it has committed itself to continue imports from Canada until mid-1969. Communist China is also committed to continuing wheat purchase in Canada until mid-1969 and it seems likely to continue imports even after that date.

(Signed) A. VINCENT
Chairman

OTAN/NATO,
Brussels, 39.

(1) see C-M(67)28

THE DEVELOPMENT OF TRADE IN 1967 BETWEEN NATO
COUNTRIES AND THE USSR, EASTERN EUROPE
AND COMMUNIST CHINA

I. THE SOVIET UNION (24.5% of NATO countries' exports to Communist countries)

1. The expansion of exports of the European NATO countries to the USSR was in 1967 the salient feature of East-West trade. Compared to the preceding year they rose by 48% - or \$282 million - to \$870 million. It is true that these exports in 1966, as in the three preceding years, were at a rather low level. Compared with the higher average level of the three years 1960-62 the rise was not more than 27% and despite the rise over the period 1960-67 the increase in exports to the USSR is still inferior to that of exports to all destinations. Nevertheless the increase in 1967 is substantial. One obvious reason for this was the granting of export credits of more than five years which started in 1964 and was expected to have an important effect on exports from 1967 onwards(1). The four largest exporters were Germany, the United Kingdom, France and Italy, in that order, and among the NATO countries they were the ones which most increased their exports to the USSR. Together they accounted for 63% of NATO exports against 48% in 1966. The European countries' imports from the USSR increased by 9%, a little less than in 1966 (10.5%). Their trade deficit with that country diminished but remained important - \$452 million.

2. The development of the trade of the North American NATO countries was strongly influenced by the fluctuations of Canadian exports. The Canadian share in NATO exports to the USSR, which averaged 2.5% in the years 1958-62, rose to an average of 25% in the years 1963-66. In 1967 Canadian exports fell by nearly 60% and accounted for only 11% of total NATO exports, or \$119 million. The small United States exports rose by 44% to \$60 million. Canadian imports from the USSR more than doubled in 1967 but remained small, as did those of the United States, which somewhat diminished. The trade balance of the North American countries with the USSR remained largely positive - a surplus of \$117 million.

II. EASTERN EUROPE(2) (61.2% of NATO countries' exports to Communist countries)

3. European NATO countries' exports to Eastern Europe, which had risen by more than 27% in 1966, not only maintained this higher level, but increased it by 8% - or \$191 million - to

(1) see C-M(68)6, in particular Table IV in Annex II.

(2) Albania, Bulgaria, Hungary, Poland, Rumania, Czechoslovakia and the Soviet-occupied Zone of Germany.

\$2,438 million. These exports thus rose faster than exports to the world for the fourth year running. Imports rose by 5%. The positive trade balance of the European NATO countries with Eastern Europe, noticed for the first time in the present decade in 1966, was increased in 1967 and amounted to some \$325 million.

4. The exports to Eastern Europe of the North American countries of the Alliance decreased by about 19%, and fell in 1967 to \$183 million. Over the period 1960-67 these exports have grown less than exports to the world. The small North American imports from Eastern Europe on the other hand grew faster than imports from the world in 1967, as they did in the three preceding years. The large trade surpluses of the North American countries have thus been reduced in recent years and trade was nearly balanced in 1967.

III. COMMUNIST CHINA (14.3% of NATO countries' exports to Communist countries)

5. The exports of the European countries of the Alliance to Communist China rose by 26% in 1967 - to \$530 million, thus continuing the rapid rise noted in 1965 and 1966. However, these exports, which dropped to a low level in the years 1961-64, have still not caught up with the expansion of world trade since 1960. The European NATO countries' imports from Communist China fell by 11% in 1967. For the third year running China has a trade deficit (\$210 million) with the European member countries.

6. Trade between Communist China and the North American countries of the Alliance is practically limited to exchanges with Canada. Canadian exports, consisting almost entirely of grain, amounted to \$84 million in 1967. This is less than half of last year's proceeds and the lowest figure since 1961, Canadian imports increased to \$23 million.

TABLE I

NATO COUNTRIES' EXPORTS TO COMMUNIST COUNTRIES AS A
PERCENTAGE OF THEIR WORLD TRADE

	1960	1965	1966	1967
Belgium/Luxembourg	3.7	1.7	2.0	2.5
Denmark	3.9	4.3	4.2	4.3
France	4.0	3.6	4.4	4.7
Federal Republic of Germany(1)	6.6	5.3	6.0	6.6
Greece	22.0	22.8	22.9	18.1
Iceland	23.1	11.5	11.9	17.2
Italy	5.8	5.2	5.2	6.0
Netherlands	1.7	1.9	2.0	2.6
Norway	4.8	4.7	3.4	3.3
Portugal	2.3	1.1	1.1	1.1
Turkey	12.2	15.0	15.2	16.8
United Kingdom	3.5	2.9	3.5	4.1
Total NATO Europe	4.7	4.0	4.4	5.0
Canada	0.8	4.7	5.6	2.4
United States	1.0	0.5	0.7	0.6
Total NATO North America	0.9	1.5	1.9	1.1
TOTAL NATO	3.3	3.1	3.5	3.6

(1) In the case of the Federal Republic of Germany - figures comprise both exports and interzonal trade deliveries to the Soviet-occupied Zone of Germany.

Source: AC/127-D/189(Revised), AC/127-D/250

TABLE II

NATO COUNTRIES' IMPORTS FROM COMMUNIST COUNTRIES AS A
PERCENTAGE OF THEIR WORLD TRADE

	1960	1965	1966	1967
Belgium/Luxembourg	2.2	2.1	2.1	2.1
Denmark	4.9	4.4	4.6	4.1
France	2.8	3.1	3.4	3.3
Federal Republic of Germany(1)	7.1	5.5	5.9	6.0
Greece	7.9	9.0	8.3	7.7
Iceland	22.7	16.0	11.3	11.6
Italy	6.1	6.5	6.7	7.7
Netherlands	2.6	2.4	2.3	2.2
Norway	3.4	3.3	3.2	3.2
Portugal	1.5	1.3	1.3	1.1
Turkey	9.1	10.0	11.6	13.2
United Kingdom	3.6	4.3	4.6	4.4
Total NATO Europe	4.5	4.3	4.5	4.6
Canada (f.o.b.)	0.3	0.6	0.8	0.9
United States (f.o.b.)	0.5	0.6	0.7	0.6
Total NATO North America	0.5	0.6	0.7	0.7
TOTAL NATO	3.3	3.3	3.4	3.4

(1) In the case of the Federal Republic of Germany, figures comprise both imports and interzonal trade deliveries from the Soviet-occupied Zone of Germany.

Source: AC/127-D/189(Revised), AC/127-D/250

NATO RESTRICTED
ANNEX II to
O-M(63)55

TABLE III

NATO COUNTRIES' EXPORTS TO EASTERN EUROPE (1)

(in million US dollars)

Annual totals f.o.b.

	1960	1965	1966	1967	Percentage change between 1967 and 1966
Belgium/Luxembourg	75.48	70.68	88.08	115.20	+ 30.79
Denmark	39.24	64.92	74.64	82.44	+ 10.45
France	105.00	228.96	311.52	282.72	- 9.25
Fed. Rep. of Germany(2)	484.05	739.02	966.72	1,055.95	+ 9.23
Greece	26.04	47.98	64.53	59.06	- 8.48
Iceland	5.40	8.10	6.79	5.01	- 26.22
Italy	93.96	231.24	267.48	325.40	+ 21.65
Netherlands	50.76	75.12	91.20	113.16	+ 24.08
Norway	25.56	44.76	34.08	30.48	- 10.56
Portugal	4.68	6.23	6.71	7.75	+ 15.50
Turkey	34.32	48.10	56.06	58.87	+ 5.01
United Kingdom	121.20	194.40	279.72	302.76	+ 8.24
Total NATO Europe	1,065.69	1,759.51	2,247.53	2,438.80	+ 8.51
Canada	28.20	99.48	69.00	48.36	- 29.91
United States	153.60	94.68	156.12	132.64	- 13.76
Total NATO North America	181.80	194.16	225.12	183.00	- 18.71
Total NATO	1,247.49	1,953.67	2,472.65	2,621.80	+ 6.03

(1) Comprising Poland, the Soviet-occupied Zone of Germany, Czechoslovakia, Hungary, Rumania, Bulgaria and Albania.

(2) In the case of the Federal Republic of Germany, figures comprise interzonal trade deliveries.

Source: AC/127-D/189(Revised), AC/127-D/250

NATO RESTRICTED

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ANNEX II to
O-M(68)35

TABLE IV

NATO COUNTRIES' IMPORTS FROM EASTERN EUROPE(1)

Annual totals c.i.f.

	1960	1965	1966	1967	Percentage change between 1967 and 1966
Belgium/Luxembourg	48.36	74.28	75.48	76.80	+ 1.75
Denmark	48.96	79.20	85.56	85.68	+ 0.14
France	59.88	126.24	176.28	173.64	- 1.50
Fed.Rep. of Germany(2)	511.56	694.41	741.46	717.38	- 3.25
Greece	27.12	65.83	62.64	53.15	- 15.15
Iceland	7.92	9.80	6.92	8.30	+ 19.94
Italy	140.28	257.04	323.76	411.72	+ 27.17
Netherlands	52.92	97.92	102.12	107.28	+ 5.05
Norway	26.64	40.08	39.72	46.56	+ 17.22
Portugal	5.52	11.39	12.48	10.74	- 13.94
Turkey	36.60	40.95	58.23	63.42	+ 8.91
United Kingdom	179.52	283.68	323.28	359.40	+ 11.17
Total NATO Europe	1,145.28	1,780.82	2,007.93	2,114.07	+ 5.29
Canada (f.o.b.)	10.20	29.40	39.12	51.48	+ 31.60
United States (f.o.b.)	56.40	93.60	122.04	130.44	+ 6.88
Total NATO North America	66.60	123.00	161.16	181.92	+ 12.88
Total NATO	1,211.88	1,903.82	2,169.09	2,295.99	+ 5.85

(1) Comprising Poland, the Soviet-occupied Zone of Germany, Czechoslovakia, Hungary, Rumania, Bulgaria and Albania.

(2) In the case of the Federal Republic of Germany, figures include interzonal trade deliveries.
Source: AC/127-D/189(Revised), AC/127-D/250

NATO RESTRICTED

NATO RESTRICTED
ANNEX II to
C. (68) 35

TABLE V

NATO COUNTRIES' EXPORTS TO THE USSR

(in million US dollars)

Annual totals f.o.b.	1960	1965	1966	1967	Percentage change between 1967 and 1966
Belgium/Luxembourg	18.84	22.80	26.52	40.20	+ 51.58
Denmark	16.20	30.84	23.28	17.88	- 23.20
France	115.56	72.00	75.60	115.28	+105.40
Fed. Rep. of Germany	185.28	146.52	135.36	198.00	+ 46.28
Greece	18.72	26.90	28.31	30.50	+ 7.74
Iceland	9.96	6.78	9.94	11.65	+ 17.20
Italy	78.96	89.60	89.28	124.92	+ 39.92
Netherlands	11.76	29.28	25.20	66.48	+163.81
Norway	12.84	18.48	14.52	18.72	+ 28.93
Portugal	2.40	18.67	18.47	28.42	+ 53.87
Turkey	4.80	128.52	141.12	178.20	+ 26.27
United Kingdom	148.92				
Total NATO Europe	624.24	590.39	587.60	870.25	+ 48.10
Canada	8.40	182.88	296.52	119.16	- 59.78
United States	39.60	44.40	41.64	60.12	+ 44.38
Total NATO North America	48.00	227.28	338.16	179.28	- 46.98
Total NATO	672.24	817.67	925.76	1,049.53	+ 13.37

Source: AC/127-D/189(Revised), AC/127-D/250

NATO RESTRICTED

NATO RESTRICTED
ANNEX II to
C-M(68)25

TABLE VI

NATO COUNTRIES' IMPORTS FROM THE USSR

Annual totals c.i.f.

	1960	1965	1966	1967	Percentage change between 1967 and 1966
Belgium/Luxembourg	27.12	46.32	59.76	59.40	- 0.60
Denmark	28.80	34.56	39.84	35.28	- 11.45
France	94.68	146.04	171.60	187.08	+ 9.02
Fed. Rep. of Germany	158.52	210.48	245.28	264.84	+ 7.97
Greece	28.20	36.52	38.06	37.49	- 1.50
Iceland	12.24	12.11	11.00	10.44	- 5.09
Italy	126.48	181.32	189.96	274.56	+ 44.54
Netherlands	44.40	52.92	48.48	51.48	+ 6.19
Norway	19.32	28.20	31.56	35.40	+ 12.17
Portugal	2.28	0.12	0.54	0.49	- 9.26
Turkey	5.88	16.66	26.08	27.74	+ 6.37
United Kingdom	209.76	333.00	351.84	338.28	- 3.86
Total NATO Europe	757.68	1,098.25	1,214.00	1,322.48	+ 8.93
Canada (f.o.b.)	3.24	9.12	10.80	21.24	+ 96.67
United States (f.o.b.)	22.80	43.20	48.96	40.80	- 16.67
Total NATO North America	26.04	52.32	59.76	62.04	+ 3.82
Total NATO	1,783.72	1,150.57	1,273.76	1,384.52	+ 8.70

Source: AC/127-D/189(Revised), AC/127-D/250

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ANNEX II to
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-13-

TABLE VII

NATO COUNTRIES' EXPORTS TO COMMUNIST CHINA

Annual totals f.o.b. (in million US dollars)

	1960	1965	1966	1967	Percentage change between 1967 and 1966
Belgium/Luxembourg	44.04	16.92	20.28	22.68	+ 11.83
Denmark	2.04	2.04	2.52	6.00	+138.09
France	52.68	60.12	92.40	93.24	+ 0.91
Fed. Rep. of Germany	95.40	78.96	129.48	206.52	+ 59.49
Greece	-	-	-	-	-
Iceland	-	-	-	-	-
Italy	39.96	56.40	62.64	73.56	+ 17.43
Netherlands	6.84	18.96	16.20	12.24	- 24.45
Norway	4.08	5.16	5.28	7.56	+ 43.18
Portugal	0.24	-	-	-	-
Turkey	-	2.27	-	0.61	+ 15.51
United Kingdom	89.76	72.36	93.60	108.12	+ 15.51
Total NATO Europe	335.04	313.19	422.40	530.53	+ 25.60
Canada	9.12	97.32	171.00	84.48	- 50.60
United States	-	-	-	-	-
Total NATO North America	9.12	97.32	171.00	84.48	-50.60
Total NATO	344.16	410.51	593.40	615.0	+ 3.64

Source: AC/127-D/189(Revised), AC/127-D/250

NATO RESTRICTED

NATO RESTRICTED
ANNEX II to
COM(68)22

TABLE VIII

NATO COUNTRIES' IMPORTS FROM COMMUNIST CHINA

Annual totals c.i.f.

(in million US dollars)

	1960	1965	1966	1967	Percentage change between 1967 and 1966
Belgium/Luxembourg					
Denmark	9.72	14.16	15.36	13.08	- 14.84
France	10.20	10.56	11.76	8.88	- 24.49
Fed. Rep. of Germany	22.68	43.68	53.88	48.12	- 10.69
Greece	69.36	72.72	92.52	76.56	- 17.25
Iceland	-	0.13	0.54	1.07	+ 98.15
Italy	-	0.08	0.13	0.11	- 15.39
Netherlands	24.12	38.40	56.52	57.72	+ 2.12
Norway	21.36	25.44	30.24	27.84	- 7.94
Portugal	3.12	4.80	4.92	5.16	+ 4.88
Turkey	0.24	0.19	0.18	0.19	+ 5.56
United Kingdom	-	-	0.06	0.14	+133.33
	69.72	83.28	94.68	81.24	- 14.20
Total NATO Europe	230.52	293.44	360.79	320.11	- 11.28
Canada (f.o.b.)	5.76	13.32	19.08	23.16	+ 21.38
United States (f.o.b.)	-	0.48	0.12	0.24	+100.00
Total NATO North America	5.76	13.80	19.20	23.40	+ 21.88
Total NATO	236.28	307.24	379.99	343.51	- 9.60

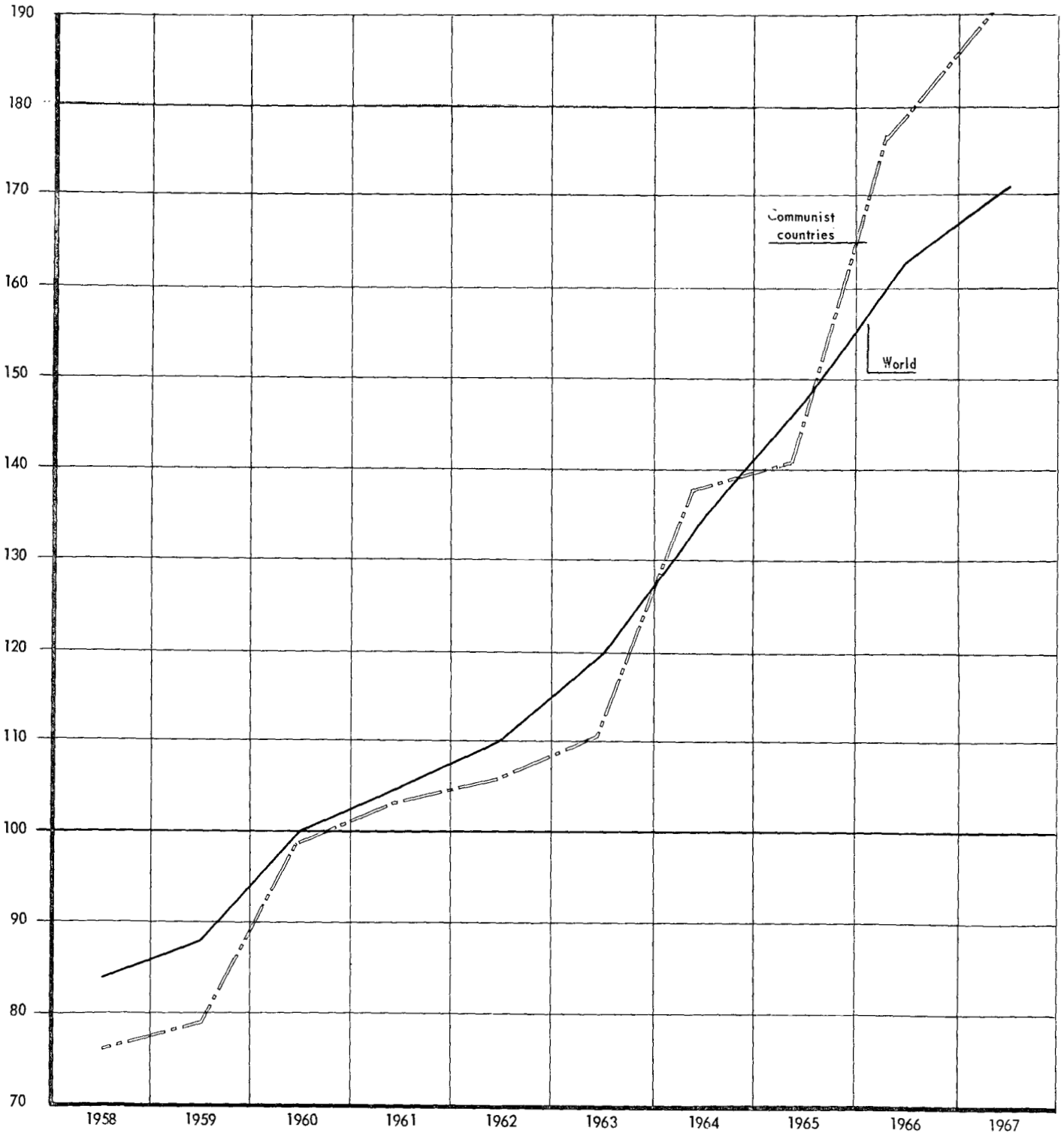
Source: AC/127-D/189(Revised), AC/127-D/250

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GRAPH I

THE DEVELOPMENT OF NATO COUNTRIES' TRADE WITH THE WORLD AND THE COMMUNIST COUNTRIES 1958-1967

TOTAL NATO COUNTRIES' EXPORTS 1960 = 100 (*)



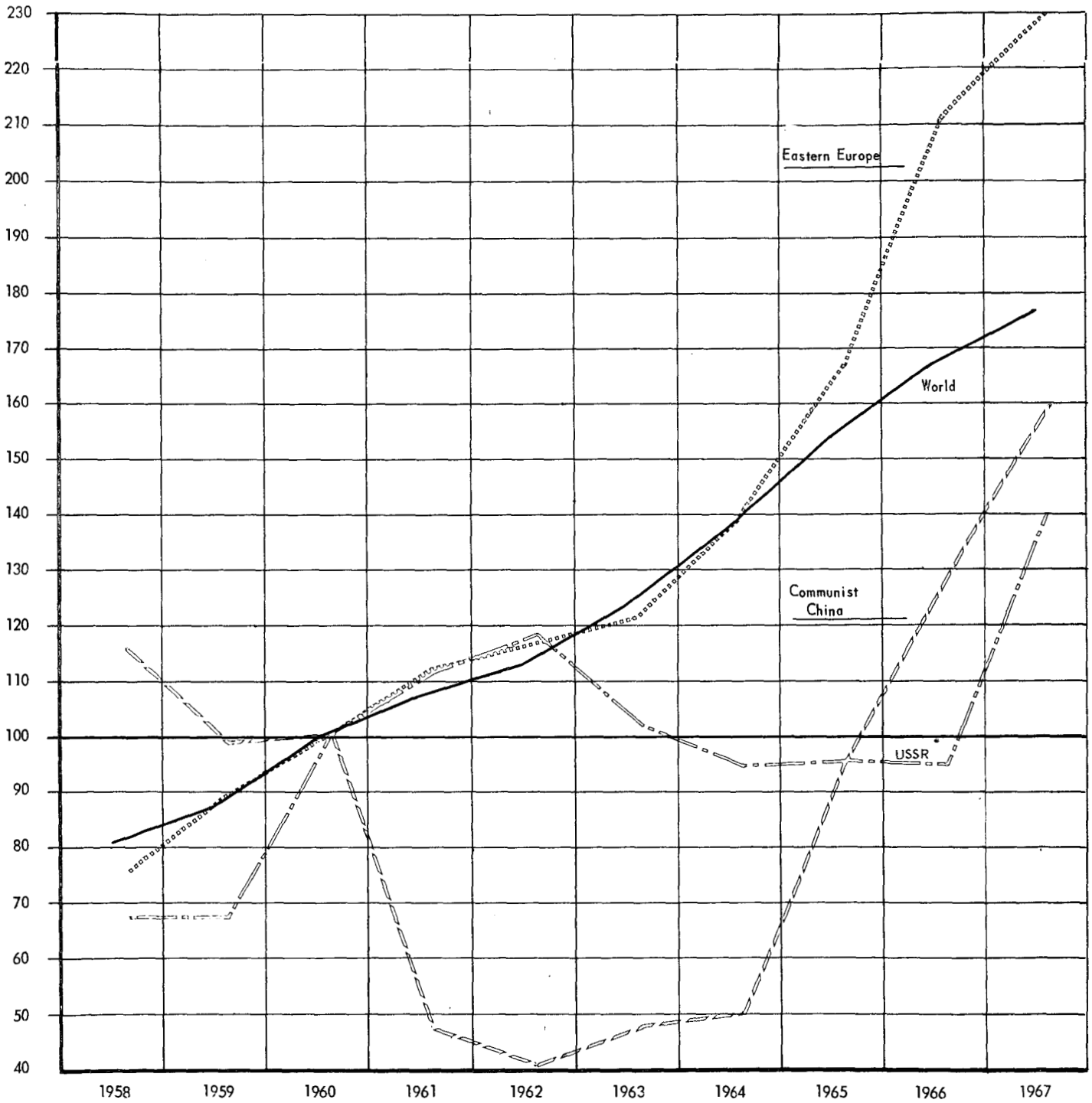
(*) The absolute value (million US \$) for 1967 would read as follows : Communist Countries = 4,286; World = 118,593

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GRAPH II

THE DEVELOPMENT OF NATO COUNTRIES' TRADE WITH THE WORLD AND THE COMMUNIST COUNTRIES 1958-1967

NATO EUROPE EXPORTS 1960 = 100 (*)



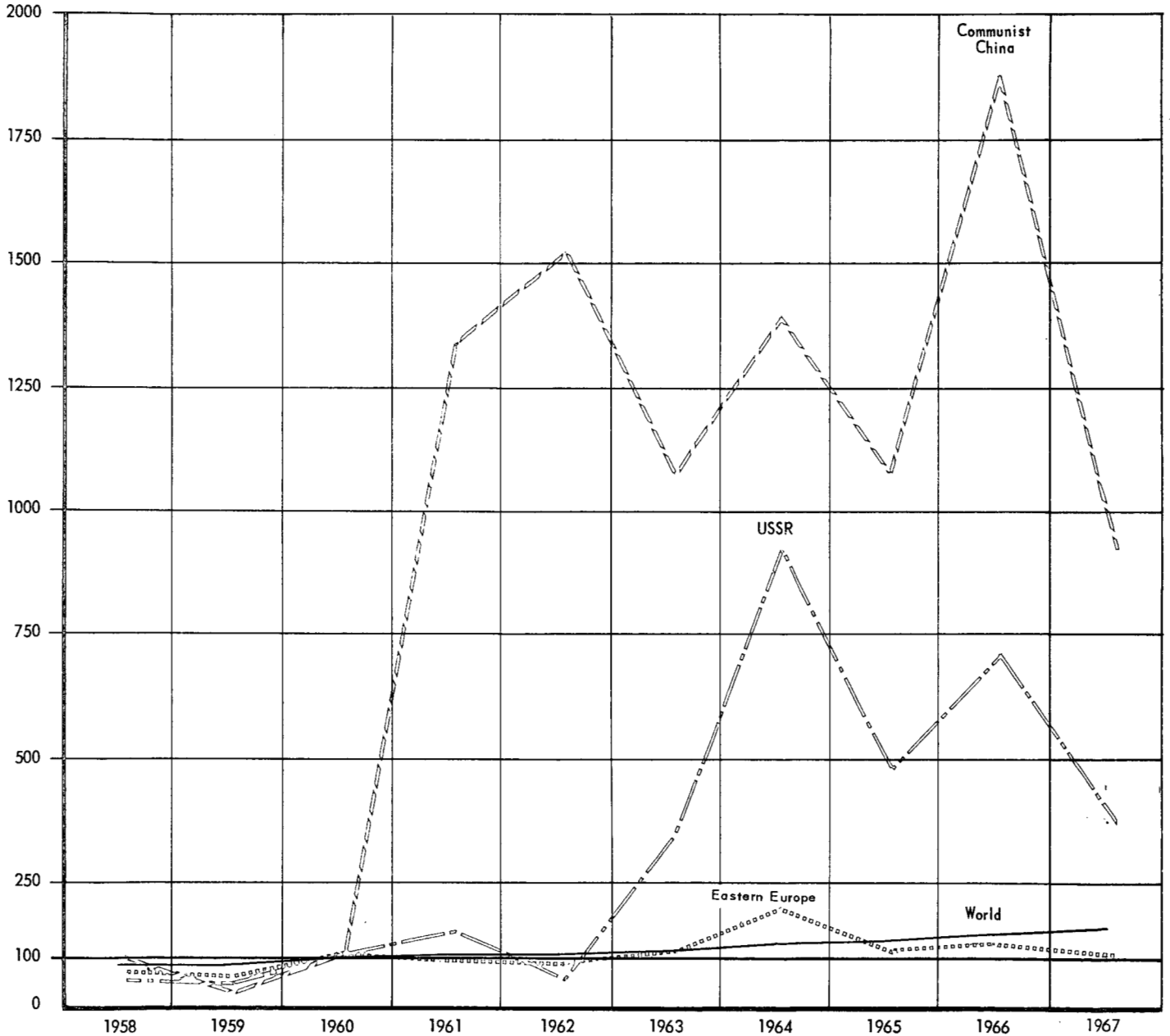
(*) The absolute values (million US \$) for 1967 would read as follows: USSR = 870; Eastern Europe = 2,439; Communist China = 531; World = 76,891.

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GRAPH III

THE DEVELOPMENT OF NATO COUNTRIES' TRADE
WITH THE WORLD AND THE COMMUNIST COUNTRIES 1958-1967

NATO NORTH AMERICA EXPORTS 1960 = 100 (*)



(*) The absolute values (million US \$) for 1967 would read as follows :
USSR = 179; Eastern Europe = 183; Communist China = 85; World = 41,703

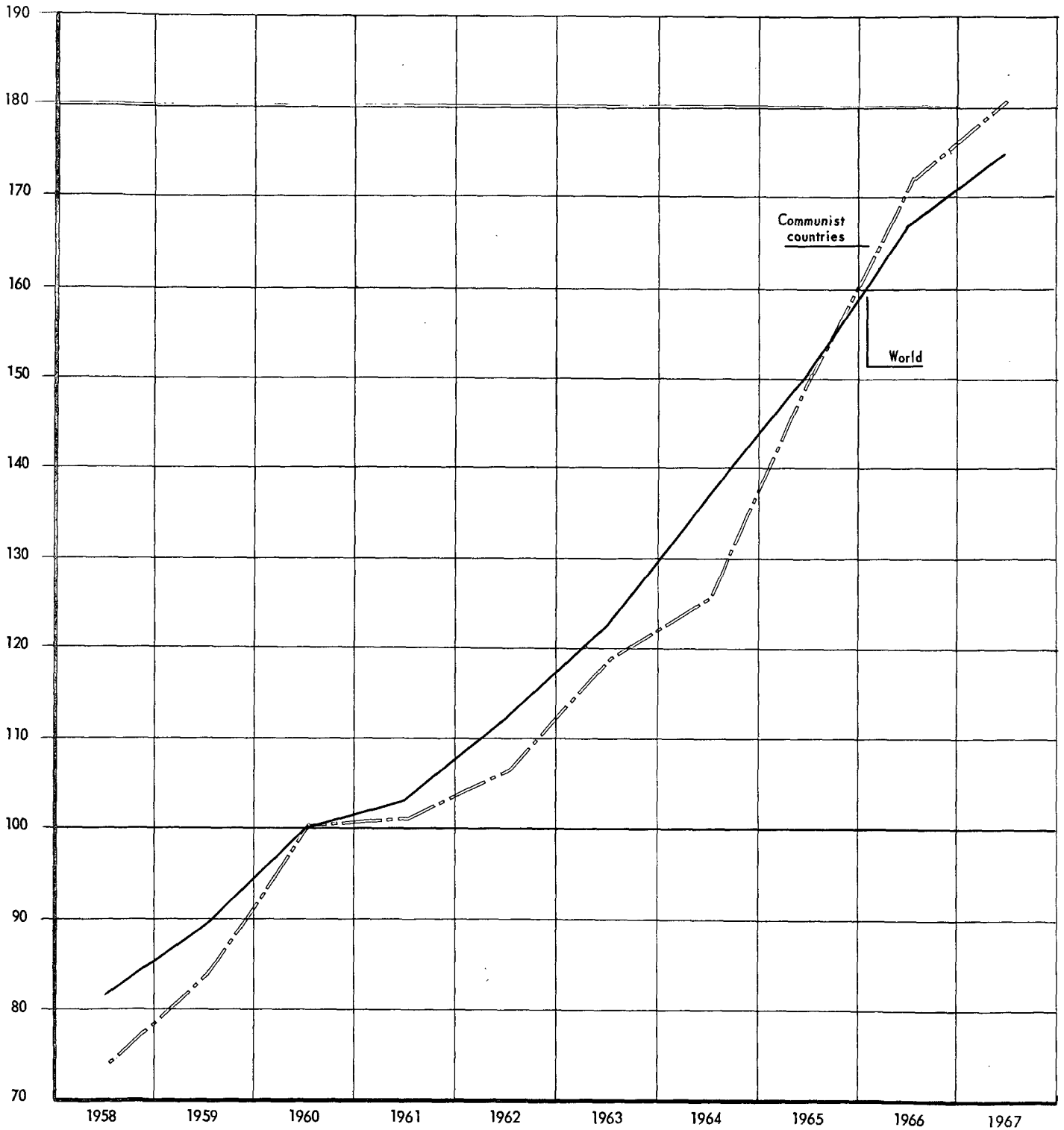
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GRAPH IV

THE DEVELOPMENT OF NATO COUNTRIES' TRADE WITH THE WORLD AND THE COMMUNIST COUNTRIES 1958-1967

TOTAL NATO COUNTRIES' IMPORTS 1960 = 100 (*)

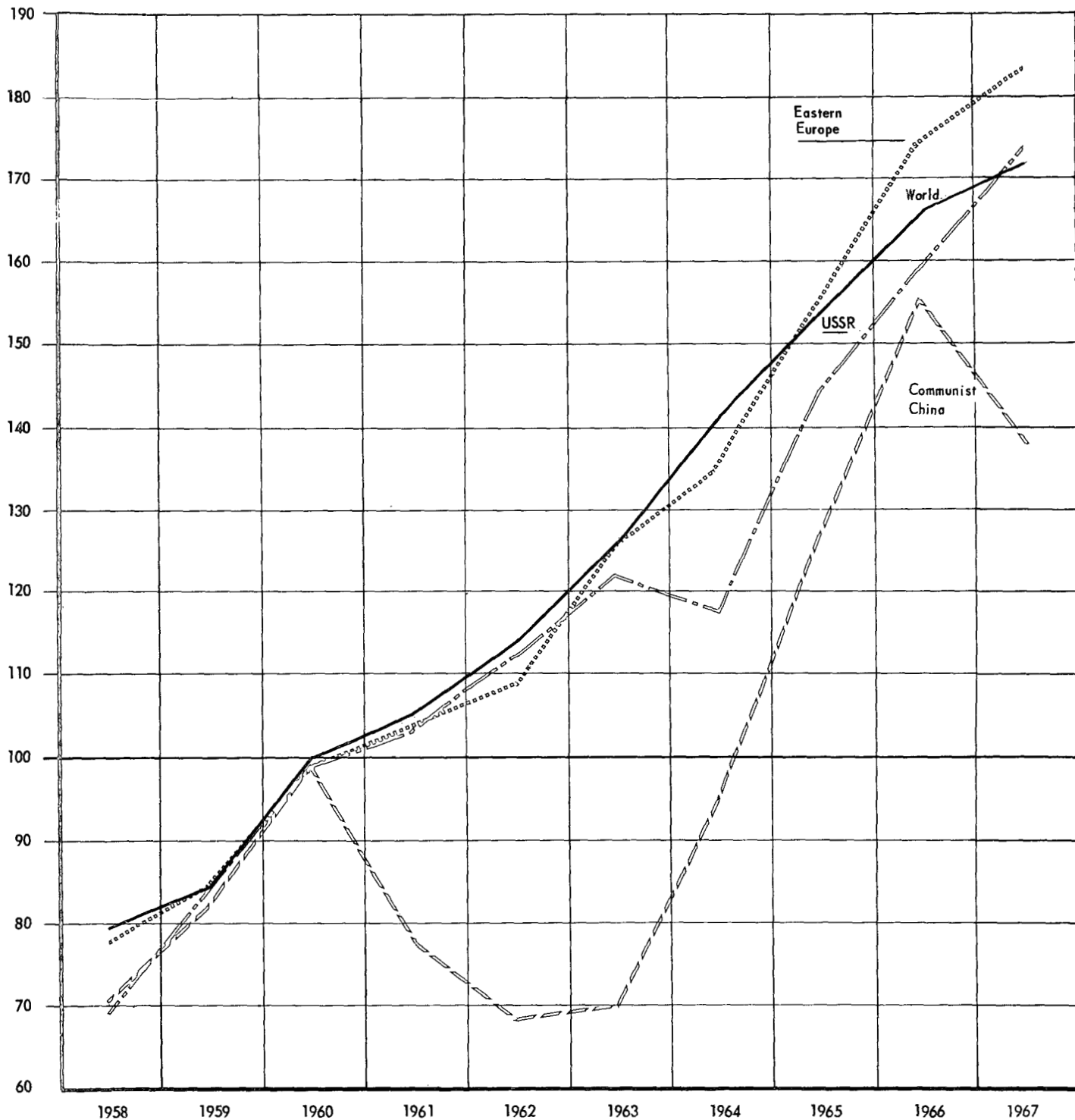
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(*) The absolute values (million US \$) for 1967 would read as follows : Communist Countries = 4,024 ; World = 118,889

GRAPH V
THE DEVELOPMENT OF NATO COUNTRIES' TRADE
WITH THE WORLD AND THE COMMUNIST COUNTRIES 1958-1967

NATO EUROPE IMPORTS 1960 = 100 (*)



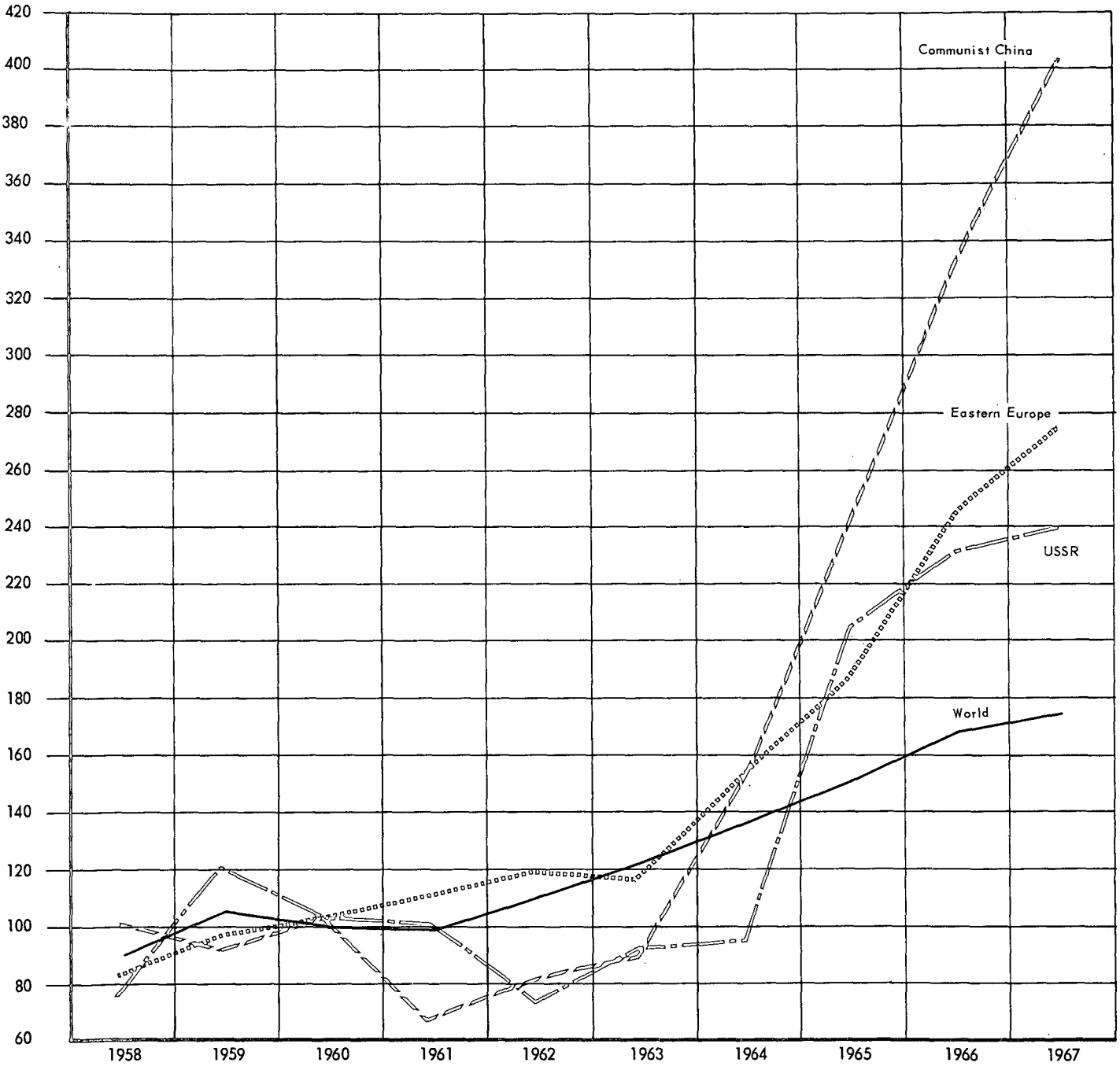
(*) The absolute values (million US \$) for 1967 would read as follows :
USSR = 1,323 ; Eastern Europe = 2,114 ; Communist China = 320 ; World = 81,907

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GRAPH VI

THE DEVELOPMENT OF NATO COUNTRIES' TRADE
WITH THE WORLD AND THE COMMUNIST COUNTRIES 1958-1967

NATO NORTH AMERICA IMPORTS 1960 = 100 (*)



(*) The absolute values (million US \$) for 1967 would read as follows :
USSR = 62 ; Eastern Europe = 182 ; Communist China = 23 ; World = 36,982

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