

# Eximbank Chief Eyes Foreign Policy Link

FOIA b3

## Linder Spurs Broad Role for Agency in Export Drive

By RICHARD E. MOONEY

WASHINGTON, April 8—“I want it to be more intimately linked with foreign policy.” That was Harold F. Linder speaking, and referring to the Export-Import Bank.

Mr. Linder, the bank's new president, ~~was~~ had rather intimate foreign policy links of his own. He was Assistant Secretary of State for Economic Affairs in the final years of the Truman Administration, and in the mid-Nineteen Fifties, he served on the Central Intelligence Agency's top-level Board of National Estimates.

If he were to be typed, Mr. Linder is an affluent Wall Streeter, a man of wide ranging interests, and a Democrat by long-time voting habit but, relatively brief affiliation.

Two big things have happened at the Eximbank since he arrived.

1. It is still there,
2. It has embarked on a greatly expanded program of export promotion.

The first point was touch and go at the outset of the new Administration. A merger of foreign aid agencies was in the

works, and one proposed version would have drastically curtailed the bank's operations. The fact that these are not being curtailed is perhaps more a result of the bank's long-nurtured position of favor on Capitol Hill than of any argument

that its officials offered. Suffice it to say, the bank has survived practically as before.

The second point involves the expansion of the bank's financing and guarantee program to place American exporters on a basis of full equality with their

competitors in other countries.” The bank is preparing details of a plan to guarantee exporters against all the risks—political as well as commercial—involved in short-term sales financing,



Chase Ltd.

Harold F. Linder, new president of Export-Import Bank, as he witnessed recent signing of a \$15,000,000 loan agreement with Chile by Walter Muller, the Chilean Ambassador.

which is the typical financing for consumer goods. The idea entails insurance by private insurance companies, with the Eximbank putting guarantees behind that insurance.

Mr. Linder does not concede that United States industry has been operating under a tremendous export disadvantage. He does believe, however, that manufacturers and financiers here do not know what facilities are available to them for strengthening their export positions.

### Would Spread Information

“I want to spread this knowledge all over the country,” Mr. Linder said. He also is trying to spread the facilities themselves, through the use of the commercial banking system as an agent for the Eximbank in the field.

The new business of the bank represents an increase in its involvement in short-term export financing, but—in Mr. Linder's words—lending for longer-range projects is “still its major purpose.”

Right now, he is in Rio de Janeiro for the meeting of the Inter-American Development Bank, which starts on Monday. He is a “senior adviser” on the twenty-man United States delegation.

In Washington, Mr. Linder operates from an office that has seen many billions come and go—mostly go. It is the elegant, presidents of the Reconstruction Finance Corporation.

### Career in Finance

Mr. Linder's private career has been in finance, but that has been only part of his work. In the Nineteen Thirties, when Mr. Linder was in his thirties, he was a partner in Carl M. Loeb, Rhoades & Co., the New York investment house. Before, during and after World War II, he was in public service—first, working voluntarily with German and Austrian refugees, then advising the Secretary of War on defense plant facilities, next, serving four years as a naval officer, and finally acting as a postwar volunteer in reconstruction and resettlement work.

In 1948, he became president of the General American Investors Company, a closed-end investment company, and only six weeks ago resigned as its vice chairman. In these postwar years, he also has served at the Department of State and the C. I. A. and has acquired a string of corporation directorships that had to be severed when he moved to the Export-Import Bank.

Mr. Linder retains just two non-Government posts, as a trustee of the Institute for Advanced Study at Princeton, N. J., and as a director of the Institute of International Education in New York.

He is married, has two daughters, keeps an apartment on Park Avenue in New York and a country place upstate, and drives a Bentley.