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Weekly Economic Briefing - Nov. 5, 1999

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WEEKLY ECONOMIC BRIEFING OF THE PRESIDENT OF THE UNITED STATES

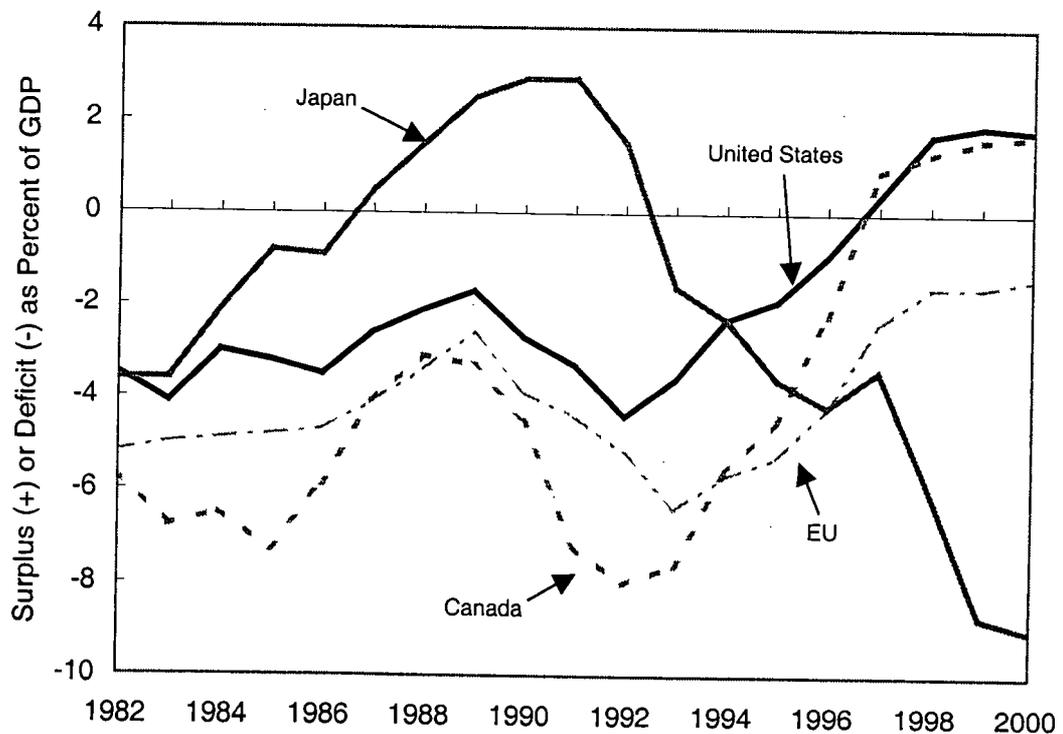
Prepared by the Council of Economic Advisers
with the assistance of the Office of the Vice President

November 5, 1999

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CHART OF THE WEEK

Fiscal Balances Generally Improving Outside of Japan



Data for 1999 and 2000 are projections

The government balance sheets of many industrialized countries improved markedly over the last decade, except in Japan where they have gone from a sizable surplus of about 3 percent of GDP to a deficit of about 9 percent of GDP. Only part of the deterioration in Japan's budget position is related to its macroeconomic performance: OECD estimates of Japan's structural deficits (deficits adjusted for the state of the business cycle) show a similar trend.

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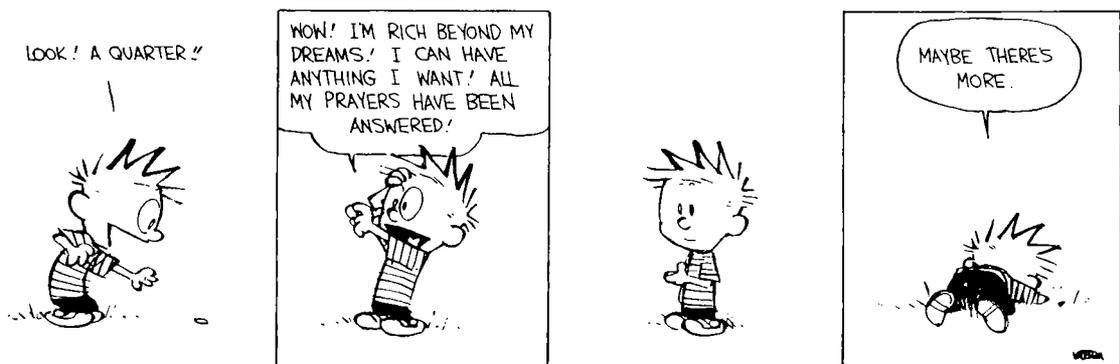
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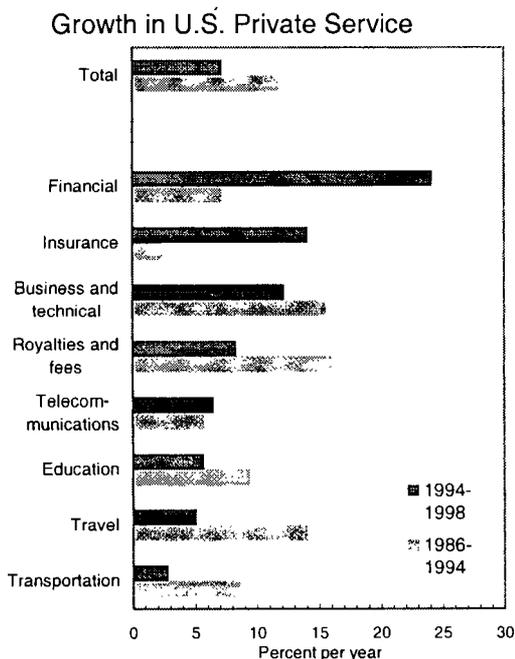
SPECIAL ANALYSIS

U.S. Service Sector Poised to Gain from New WTO Round

The CEA has prepared a report on America's interest in the WTO. The report finds that the trading system has played a central part in opening foreign markets, establishing an effective rule of law, and promoting economic development internationally. A key finding is that services are becoming increasingly important to the U.S. economy and that U.S. firms are highly competitive in global markets and stand to gain from additional market access.

Background. The Uruguay Round, which concluded in 1994, brought trade in services into the multilateral trading system by creating the General Agreement on Trade in Services (GATS). The GATS covered all traded services (except most air transport services) but did not open markets fully. Nevertheless, it provided a framework for ongoing liberalization. Post-Uruguay Round negotiations have yielded additional commitments in financial and basic telecommunications services, opening up new opportunities in areas in which the United States is competitive. Moreover, countries agreed to begin a new round of negotiations on services no later than January 1 of next year.

Services account for a large and growing share of U.S. economic activity. Services accounted for about 55 percent of U.S. GDP in 1998, up from 32 percent in 1950. U.S. service exports have also grown dramatically, at a rate exceeding that of merchandise exports. Service exports accounted for about 29 percent of total exports last year, up from 17 percent in 1950.



U.S. services are highly competitive in the global market. In 1998, the United States accounted for over 18 percent of all commercial service exports, ranking first in the world. The top five categories of U.S. private service exports, ranked by export value, were: travel services; transportation services; royalties and license fees; business, professional, and technical services; and financial services. Recent data on U.S. exports suggest areas of potential gain from the GATS:

- Between 1994 and 1998, total U.S. exports of private services increased from \$186 billion to \$246 billion, a 7 percent annual growth rate (see chart). The top gainers were financial services

which increased about 24 percent per year; insurance services which grew about 14 percent per year; and business, technical, and professional services which grew about 12 percent per year. For the most part, these types of service exports have experienced more rapid growth since 1994 than they did during the period in which the Uruguay Round was negotiated.

- In the post-Uruguay Round period, U.S. exports of travel and transportation services grew less rapidly than they did in the earlier period. The slowing of growth in U.S. exports of travel and transportation services reflects a number of factors: most aviation services were not covered under GATS, these markets are more mature, and the growth slowdown in many Asian and European economies.

Services agreements provide first steps toward potential gains. As a leader in the global services market, the United States is highly competitive in many areas of services and stands to benefit from future negotiations to open markets.

SPECIAL ANALYSIS

Gun Industry Innovation and Gun Violence

Faced with limited growth opportunities in the market for hunting and sporting firearms over the past two decades or so, gun manufacturers have turned to the development and marketing of increasingly lethal pistols. This development has contributed to an increase in the economic and societal costs of gun violence.

The changing market for firearms. Major (non-criminal) sources of demand for firearms include military and police purchases, hunting and sport shooting, and self-protection. Into the mid-1960s, rifles and shotguns accounted for more than two-thirds of all civilian firearm purchases. While the total U.S. production of civilian firearms has fluctuated in the range of 3.3 to 7.8 million guns per year since then, the mix of guns produced has changed along two dimensions:

- More handguns. With the declining importance of demand for hunting and sporting guns, in part because of increased levels of urbanization, rifles and shotguns have declined, while handguns have increased as a share of all guns available for sale. The number of hunting licenses issued by states dropped 11 percent between 1982 and 1997 and target-shooting participation has been flat in recent years. Handguns represented more than 40 percent of guns available for sale in every year between 1980 and 1997 and more than half of guns available for sale in some years.
- More pistols. Within the handgun category, pistols (which carry their extra cartridges in a magazine usually located in the handle of the gun) became more important than revolvers (whose rotating cylinder functions as both the magazine and the chamber). Pistols typically hold more rounds than a traditional six-shot revolver and can be fired more quickly.

Lethal innovation. With limited demand growth and a growing stock of existing firearms (well-maintained guns are highly durable), the gun industry appears to have viewed the development of pistols as an area where innovation and product differentiation might boost sales. U.S. pistol production doubled in the late 1980s, and pistols represented 74 percent of handgun production in 1998. In addition to increasing the production of pistols relative to revolvers, manufacturers have increased the magazine capacity of pistols (allowing more bullets to be fired between reloadings) and their caliber (allowing more deadly bullets to be used). Finally, to cater to the self-protection market and with the enactment of concealed-carry laws in some states, manufacturers have tried to develop smaller but still powerful weapons that can more easily be concealed. Although these innovations may have contributed to an increase in pistol sales for a time, pistol production has recently fallen back to mid-1980s levels.

Social costs. The industry's innovations have had important consequences for the social costs of gun violence. In addition to being a factor in increased rates of

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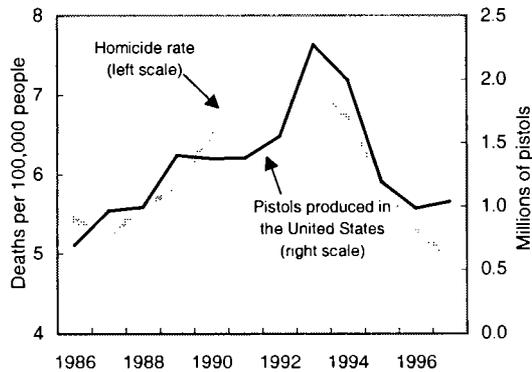
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unintentional death and suicide, handguns are the primary weapon used in homicide. In 1998, over 80 percent of all firearm-related homicides involved a handgun—while handguns represent only about a third of all guns in existence.

Firearm Homicide Deaths and Pistol Production



The increased prevalence of pistols shows up in the crime statistics as well.

In 1989-90, only 3 or 4 of the top 10 guns that were used in crimes and traced by the Bureau of Alcohol, Tobacco, and Firearms were pistols, but this number rose to 7 to 9 in 1992-95. Firearm homicide death rates rose into the early 1990s with the increased production of pistols, but both have since declined sharply (see chart). The increasing prevalence of pistols may

also account for research findings such as the increase in the average number of wounds per gunshot victim in the late 1980s and the increase in the caliber of bullets recovered in autopsies into the early 1990s.

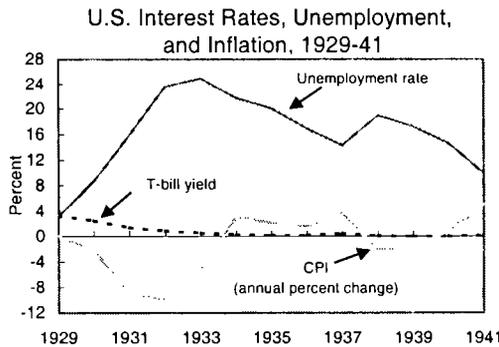
Conclusion. Limited demand for traditional hunting and sporting guns has led gun producers to pursue product innovations that have raised the economic and social costs of gun violence. The challenge for public policy is to create incentives that would encourage the industry to pursue innovations that would reduce the cost of gun violence, such as the development of child safety locks or reliable "smart guns" that could only be fired by their owners.

ARTICLE

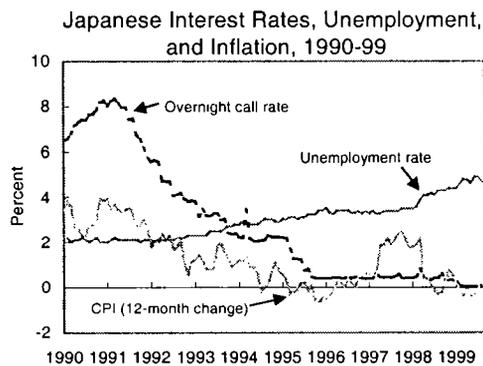
The “Liquidity Trap” and Monetary Policy

Monetary policy primarily affects the economy through the control of short-term interest rates. But what if an economy were in a recession and interest rates were already near zero? Monetary policy would be unable to push interest rates below zero—and thereby stimulate the economy—because people can always hold currency yielding a zero interest rate. Economists refer to this situation as a “liquidity trap.” A recent Federal Reserve conference explored the policy implications of liquidity traps.

Liquidity traps in practice. The Great Depression in the United States provided a clear example of a liquidity trap. In the early 1930s, the unemployment rate exceeded 20 percent (see upper chart). The Fed brought Treasury bill rates to



nearly zero percent, but was then unable to lower rates further. This constraint likely increased the severity and duration of the Depression.



The Japanese recession of the 1990s provides a more recent, albeit less dramatic, example of a liquidity trap. The unemployment rate in Japan has more than doubled since 1993 and consumer price inflation, which had been running at about 3 percent per year in the early 1990s, turned to deflation (see lower chart). The Bank of Japan reduced overnight rates to below 1 percent 4 years ago and reduced them again to below 0.1 percent earlier this year, but it has been unable to cut rates further because of the liquidity trap. This has likely delayed Japan’s recovery.

The potential for a liquidity trap in the United States. Research presented at the conference suggests that the likelihood of an economy finding itself in a liquidity trap depends in part on the average rate of inflation. Over the last 40 years, the inflation rate in the United States averaged about 4 percent and short-term rates averaged about 6-1/2 percent, providing monetary policy with a sizable cushion to lower rates in an economic downturn. In contrast, if the average inflation rate were zero, short-term interest rates would likely average around 2-1/2 percent, leaving the Fed with little room to reduce rates in a recession. Some economists have therefore argued that the Federal Reserve should aim for an average inflation rate a few percentage points above zero.

Implications. One way to avoid or lessen the impact of the liquidity trap is for monetary policy to move quickly and decisively at the first signs of recession or deflation in order to avoid a severe downturn. A firm commitment to continue with a zero-interest-rate policy until the economy has fully recovered may also help restore confidence and bring down long-term interest rates. However, if interest rates are near zero, other policies may be needed. Some economists have argued that a central bank could attempt to bid down the exchange value of its currency through massive purchases of foreign exchange, thereby boosting net exports. Another approach would be to use stimulative fiscal policies designed to substitute for monetary policy when interest rates are near zero.

BUSINESS, CONSUMER, AND REGIONAL ROUNDUP

Study Finds Benefits from High-Quality Childcare. Low-income children who received high-quality child care at a young age scored better on tests into early adulthood and were more likely to have attended college relative to those who did not receive such care, according to a recent evaluation of the Abecedarian Project. The 57 children from low-income families who received full-time high-quality childcare from infancy to age 5 had higher average scores on cognitive tests at ages 12, 15, and 21, were twice as likely to be in school at age 21, and were more than twice as likely to have attended a 4-year college or university. The study provides evidence that early childhood education can significantly improve scholastic success and educational attainment of poor children well into early adulthood.

Americans Lacking Adequate Life Insurance. A significant share of American couples approaching retirement do not possess adequate life insurance, according to a recent study. The study uses survey data from nearly 2,300 couples aged 51 to 61 in 1992. It finds that nearly one-third of wives and more than 10 percent of husbands would have suffered reductions in living standards of 20 percent or more had their spouses died in the year of the survey. A striking finding of the study is that households most vulnerable to economic hardship resulting from the death of a spouse do not adequately protect themselves against this risk.

Beige Book Reports Strong but Slowing Growth. Most districts continue to report strong economic growth but some slowing is noted. Manufacturing activity continues to advance in almost all districts and for most industries. Although four districts report some slowing in consumer outlays, spending generally remains strong and most retailers are expecting increases in holiday sales from last year. Real estate and construction are still robust in most districts, though there are signs of some moderation in activity. The mining and energy industries are showing signs of recharging. In terms of agriculture, most of the country is having a good harvest. Labor markets remain tight across the country, with numerous districts reporting continued difficulty in finding and retaining qualified workers. Many districts report a pickup in wage increases, but overall prices remain stable with some notable exceptions: Increases in prices were noted for some manufacturing inputs, health care, memory chips and construction materials. By contrast, low prices continue to weigh heavily on some important segments of the agricultural sector.

INTERNATIONAL ROUNDUP

New Polls on Global Corruption. A report released by Transparency International, a global anti-corruption organization, indicates that of 99 countries included in its survey, officials in Cameroon are perceived to be the most corrupt and those in Denmark the least. The survey included business people, risk analysts, and the general public. The United States ranked 18th best on the "Corruption Perceptions Index," little changed from its rank in the past 2 years. Although many major industrial countries do well at combating corruption at home, companies based in these countries often pay bribes while doing business abroad, according to a survey of respondents from 14 emerging markets. Among 19 leading exporting countries, companies from China were viewed as the most likely to pay bribes in order to win business overseas, while those from Sweden the least. The United States ranked in the middle of the "Bribe Payers Index".

EU Adopts Cuts in Agricultural Export Subsidies. Responding to financial constraints in the Common Agricultural Policy (CAP) budget, the European Commission has started to cut export subsidies for certain agricultural products. Last Thursday, the EU decided to cut certain milk product subsidies up to 7 percent and subsidies for sugar used in certain products will be cut up to 4.5 percent. More cuts are expected with the total amount of cutbacks likely to be around 200 million euros (\$192 million), according to EU officials. However, even with these cuts, the European Union remains one of the largest users of export subsidies and the U.S. has stated that the elimination of export subsidies is a priority in the next round of WTO negotiations.

Nissan Plans Radical Restructuring. The Japanese car company Nissan has unveiled a radical corporate restructuring plan which is likely to include massive job cuts and dramatically reduce its number of suppliers. Nissan has been losing money in recent years and is currently operating at only 53 percent of capacity. Earlier this year, Nissan formed an alliance with Renault and Nissan's new chief operating officer is an executive from Renault. The goal of the restructuring plan is to reduce costs by 1 trillion yen (\$9.5 billion) by 2002 and return Nissan to profitable growth. Many features of this plan are at odds with traditional Japanese employment and management practices. The plan foresees the closure of five plants and the elimination of 21,000 jobs, of which 16,500 are in Japan. Nissan has stated that the reduction in employment will take place through a combination of attrition, an increase in part-time employment, spin-off of non-core businesses, and early retirement. In another change from traditional Japanese practices, Nissan plans to establish a performance-based career advancement program in Japan.

RELEASES THIS WEEK

Employment and Unemployment

****Embargoed until 8:30 a.m., Friday, November 5, 1999****

In October, the unemployment rate was 4.1 percent; it was 4.2 percent in September. Nonfarm payroll employment increased by 310,000.

Leading Indicators

The composite index of leading indicators fell 0.1 percent in September, following no change in August.

NAPM Report on Business

The Purchasing Managers' Index fell 1.2 percentage points in October to 56.6 percent. (A reading above 50 percent indicates that the manufacturing economy is generally expanding.)

MAJOR RELEASES NEXT WEEK

Producer Prices (Wednesday)

Retail Sales (Friday)

Productivity (Friday)

U.S. ECONOMIC STATISTICS

	1970- 1993	1998	1999:1	1999:2	1999:3
Percent growth (annual rate)					
Real GDP (chain-type)	3.0	4.6	3.7	1.9	4.8
GDP chain-type price index	5.2	1.1	2.0	1.3	1.0
<u>Nonfarm business (NFB) sector:</u>					
Productivity (chain-type)	1.5	2.6	3.6	0.6	N.A.
Real compensation per hour:					
Using CPI	0.6	2.5	2.9	1.5	N.A.
Using NFB deflator	1.3	3.7	3.0	3.7	N.A.
Shares of Nominal GDP (percent)					
Business fixed investment	11.4	12.5	12.6	12.6	12.8
Residential investment	4.5	4.2	4.4	4.5	4.4
Exports	8.2	11.0	10.7	10.7	10.9
Imports	9.2	12.7	12.9	13.4	13.9
Personal saving	6.6	2.6	2.2	1.8	1.5
Federal surplus	-2.8	0.5	1.1	1.3	N.A.
<hr/>					
	1970- 1993	1998	August 1999	September 1999	October 1999
Unemployment Rate (percent)	6.7**	4.5**	4.2	4.2	4.1
Payroll employment (thousands)					
increase per month			129	41	310
increase since Jan. 1993					19794
Inflation (percent per period)					
CPI	5.8	1.6	0.3	0.4	N.A.
PPI-Finished goods	5.0	0.0	0.5	1.1	N.A.

**Figures beginning 1994 are not comparable with earlier data.

New or revised data in **boldface**.

Employment and unemployment data **embargoed until 8:30 a.m., Friday, November 5, 1999.**

FINANCIAL STATISTICS

	1997	1998	September 1999	October 1999	Nov. 4, 1999
Dow-Jones Industrial Average	7441	8626	10714	10397	10640
Interest Rates (percent per annum)					
3-month T-bill	5.06	4.78	4.68	4.86	4.95
10-year T-bond	6.35	5.26	5.92	6.11	5.95
Mortgage rate, 30-year fixed	7.60	6.94	7.82	7.85	7.84
Prime rate	8.44	8.35	8.25	8.25	8.25

INTERNATIONAL STATISTICS

Exchange Rates

	Current level November 4, 1999	Percent Change from	
		Week ago	Year ago
Euro (in U.S. dollars)	1.044	-0.8	N.A.
Yen (per U.S. dollar)	104.5	-0.6	-10.4
Major currencies index (Mar. 1973=100) (trade-weighted value of the U.S. \$)	92.38	0.0	0.2

International Comparisons ^{1/}

	Real GDP growth (percent change last 4 quarters)	Unemployment rate (percent)	CPI inflation (percent change in index last 12 months)
United States	4.1 (Q3)	4.1 (Oct)	2.6 (Sep)
Canada	3.7 (Q2)	7.8 (Aug)	2.5 (Sep)
Japan	1.1 (Q2)	4.7 (Aug)	-0.2 (Sep)
France	2.1 (Q2)	11.3 (Aug)	0.7 (Sep)
Germany	0.6 (Q2)	7.1 (Aug) ^{2/}	0.6 (Sep)
Italy	0.8 (Q2)	12.1 (Apr)	1.8 (Sep)
United Kingdom	1.8 (Q3)	6.0 (Jun)	1.1 (Sep)

U.S. unemployment data **embargoed until 8:30 a.m., Friday, November 5, 1999.**

1/ For unemployment data, rates approximating U.S. concepts as calculated by the U.S. Department of Labor, Bureau of Labor Statistics.

2/ Rate for former West Germany. Using OECD standardized unemployment data, the unemployment rate for unified Germany for August was 9.2 percent.