

Table 1

SENIOR LOAN OFFICER OPINION SURVEY ON BANK LENDING PRACTICES
AT SELECTED LARGE BANKS IN THE UNITED STATES
(Status of policy as of August 1998)

(Number of banks and percentage of banks answering question)
(By volume of total domestic assets as of March 31, 1998¹)

Questions 1-7 ask about commercial and industrial loans at your bank: Questions 1-4 deal with changes in your bank's lending policies over the past three months, and questions 5-7 deal with changes in demand over the same period. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.

1. Over the past three months, how have your bank's credit standards for approving applications for C&I loans or credit lines--other than those to be used to finance mergers and acquisitions--to large and middle-market firms and to small firms changed?

a. Standards for large and middle-market firms (annual sales of more than \$50 million)

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	8.9	4	11.4	1	4.8
Remained basically unchanged	46	82.1	28	80.0	18	85.7
Eased somewhat	5	8.9	3	8.6	2	9.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100.0	35	100.0	21	100.0

b. Standards for small firms (annual sales of less than \$50 million)

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	0	0.0	1	4.5
Remained basically unchanged	52	91.2	33	94.3	19	86.4
Eased somewhat	4	7.0	2	5.7	2	9.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100.0	35	100.0	22	100.0

1. As of March 31, 1998, thirty-five respondents had domestic assets of \$15 billion or more; combined assets of these banks totaled \$1.89 trillion, compared to \$2.07 trillion for the entire panel of fifty-seven banks, and \$4.35 trillion for all domestically chartered, federally insured commercial banks. The sample is selected from among the largest banks in each Federal Reserve District. Large banks are those with total domestic assets over \$15 billion.

2. For applications for C&I loans or credit lines--other than those to be used to finance mergers and acquisitions--from large and mid-market firms that your bank currently is willing to approve, how have the terms of those loans changed over the past three months? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum size of credit lines	2.98	2.97	3.00
Costs of credit lines	3.02	2.91	3.19
Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	3.13	2.94	3.43
Loan covenants	3.05	3.09	3.00
Collateralization requirements	3.00	3.00	3.00
Other	3.02	3.00	3.05
Number of banks responding	56	35	21

3. For applications for C&I loans or credit lines--other than those to be used to finance mergers and acquisitions--from small firms that your bank currently is willing to approve, how have the terms of those loans changed over the past three months? (Please assign each term a number between 1 (tightened considerably) and 5 (eased considerably) as in question 2.)

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum size of credit lines	3.07	3.06	3.09
Costs of credit lines	3.18	3.21	3.14
Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	3.32	3.24	3.45
Loan covenants	3.00	3.00	3.00
Collateralization requirements	2.98	3.00	2.95
Other	2.96	2.97	2.95
Number of banks responding	56	34	22

4. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1-3), how important have been the following possible reasons for the change? (Please respond to either A or B or both as appropriate.) (Please rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

A. Possible reasons for tightening credit standards or loan terms:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
A deterioration in your bank's current or expected capital position	1.21	1.27	1.13
A less favorable economic outlook	1.74	1.82	1.63
A worsening of industry-specific problems	1.68	1.36	2.13
Less aggressive competition from other commercial banks	1.26	1.45	1.00
Less aggressive competition from nonbank lenders (other financial intermediaries or the capital markets)	1.05	1.09	1.00
Reduced tolerance for risk	1.74	1.82	1.63
Other	1.11	1.00	1.25
Number of banks responding	19	11	8

B. Possible reasons for easing credit standards or loan terms:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
An improvement in your bank's current or expected capital position	1.04	1.00	1.08
A more favorable economic outlook	1.08	1.18	1.00
An improvement in industry-specific problems	1.21	1.27	1.15
More aggressive competition from other commercial banks	2.33	2.45	2.23
More aggressive competition from nonbank lenders (other financial intermediaries or the capital markets)	1.88	1.82	1.92
Increased tolerance for risk	1.21	1.18	1.23
Other	1.08	1.18	1.00
Number of banks responding	24	11	13

5. For large and middle-market firms, how has demand for C&I loans (actual extensions of credit as opposed to undrawn lines) changed over the past three months (apart from normal seasonal variation)?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	1	1.8	1	2.9	0	0.0
Moderately stronger	6	10.7	3	8.6	3	14.3
About the same	37	66.1	25	71.4	12	57.1
Moderately weaker	12	21.4	6	17.1	6	28.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100.0	35	100.0	21	100.0

6. For small firms, how has demand for C&I loans (actual extensions of credit as opposed to undrawn lines) changed over the past three months (apart from normal seasonal variation)?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	6	10.7	3	8.8	3	13.6
About the same	44	78.6	27	79.4	17	77.3
Moderately weaker	6	10.7	4	11.8	2	9.1
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100.0	34	100.0	22	100.0

7. If demand for C&I loans has strengthened or weakened over the past three months (as described in questions 5 and 6), how important have been the following possible reasons for the change? (Please respond to either A or B or both as appropriate.) (Please rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

A. If stronger loan demand (answer 1 or 2 to question 5 or 6), possible reasons:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Customer inventory financing needs increased	1.50	1.50	1.50
Customer investment in plant or equipment increased	1.80	1.67	2.00
Customer internally generated funds decreased	1.30	1.33	1.25
Customer borrowing shifted from other sources to your bank because these other sources became less attractive	1.30	1.17	1.50
Customer merger or acquisition financing increased	1.70	1.67	1.75
Other	1.80	1.67	2.00
Number of banks responding	10	6	4

B. If weaker loan demand (answer 4 or 5 to question 5 or 6), possible reasons:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Customer inventory financing needs decreased	1.53	1.56	1.50
Customer investment in plant or equipment decreased	1.67	1.89	1.33
Customer internally generated funds increased	1.53	1.67	1.33
Customer borrowing shifted from your bank to other sources because these other sources became more attractive	1.67	1.56	1.83
Customer merger or acquisition financing decreased	1.80	1.89	1.67
Other	1.27	1.11	1.50
Number of banks responding	15	9	6

Questions 8 and 9 ask about **commercial real estate loans** at your bank, including construction and land development loans and loans secured by nonfarm nonresidential real estate: Question 8 deals with changes in your bank's credit standards over the past three months, and question 9 deals with changes in demand over the same period. If your bank's credit standards have not changed over the past three months, please report them as unchanged even if the standards are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.

8. Over the past three months, how have your bank's credit standards for approving applications for commercial real estate loans changed?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	10.7	3	8.8	3	13.6
Remained basically unchanged	44	78.6	27	79.4	17	77.3
Eased somewhat	6	10.7	4	11.8	2	9.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100.0	34	100.0	22	100.0

9. Over the past three months, how has demand for commercial real estate loans changed (apart from normal seasonal variation)?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	19	33.9	14	41.2	5	22.7
About the same	32	57.1	19	55.9	13	59.1
Moderately weaker	5	8.9	1	2.9	4	18.2
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100.0	34	100.0	22	100.0

Questions 10 and 11 ask about **home mortgage loans** at your bank: Question 10 deals with changes in your bank's credit standards over the past three months, and question 11 deals with changes in demand over the same period. If your bank's credit standards have not changed over the past three months, please report them as unchanged even if the standards are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.

10. Over the past three months, how have your bank's credit standards for approving applications from individuals for mortgage loans to purchase homes changed?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	2.0	1	3.4	0	0.0
Remained basically unchanged	49	96.1	28	96.6	21	95.5
Eased somewhat	1	2.0	0	0.0	1	4.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100.0	29	100.0	22	100.0

11. Over the past three months, how has demand for mortgages to purchase homes changed (apart from normal seasonal variation)?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	4	7.8	4	13.8	0	0.0
Moderately stronger	18	35.3	10	34.5	8	36.4
About the same	25	49.0	12	41.4	13	59.1
Moderately weaker	4	7.8	3	10.3	1	4.5
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	51	100.0	29	100.0	22	100.0

Questions 12-17 ask about **consumer lending** at your bank: Questions 12-14 deal with changes in your bank's willingness to make, and in its credit standards for, consumer loans over the past three months; questions 15 and 16 deal with changes in loan terms over the same period; and question 17 deals with changes in demand over the same period. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.

12. Please indicate your bank's willingness to make consumer installment loans now as opposed to three months ago.

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Much more	1	2.0	1	3.4	0	0.0
Somewhat more	5	9.8	2	6.9	3	13.6
About unchanged	44	86.3	26	89.7	18	81.8
Somewhat less	1	2.0	0	0.0	1	4.5
Much less	0	0.0	0	0.0	0	0.0
Total	51	100.0	29	100.0	22	100.0

13. Over the past three months, how have your bank's credit standards for approving applications for credit cards from individuals or households changed?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	8	20.0	5	20.8	3	18.8
Remained basically unchanged	32	80.0	19	79.2	13	81.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	40	100.0	24	100.0	16	100.0

14. Over the past three months, how have your bank's credit standards for approving applications for consumer loans other than credit card loans changed?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	9.8	3	10.3	2	9.1
Remained basically unchanged	45	88.2	26	89.7	19	86.4
Eased somewhat	1	2.0	0	0.0	1	4.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100.0	29	100.0	22	100.0

15. Over the past three months, how has your bank changed the following terms on new or existing credit card accounts for individuals or households? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Credit limits	2.90	2.83	3.00
Spreads of interest rates charged on outstanding balances over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	2.90	2.96	2.81
Minimum percentage of outstanding balances required to be repaid each month	2.98	3.00	2.94
Other	3.00	3.00	3.00
Number of banks responding	40	24	16

16. Over the past three months, how has your bank changed the following terms on consumer loans excluding credit card loans? (Please assign each term a number between 1 (tightened considerably) and 5 (eased considerably) as in question 15.)

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum maturity	3.04	3.00	3.09
Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	3.22	3.21	3.23
Minimum required down payment	3.00	2.97	3.05
Other	2.98	3.00	2.95
Number of banks responding	51	29	22

17. Over the past three months, how has demand for consumer loans of all types changed (apart from normal seasonal variation)?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	1	2.0	1	3.4	0	0.0
Moderately stronger	9	17.6	5	17.2	4	18.2
About the same	31	60.8	14	48.3	17	77.3
Moderately weaker	10	19.6	9	31.0	1	4.5
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	51	100.0	29	100.0	22	100.0

Questions 18-21 ask about **home equity loans** (defined to include takedowns under home equity lines of credit or junior liens secured by 1-4 family residential properties) at your bank.

18. Over the past six months, how have your bank's standards for approving applications from individuals for home equity loans changed?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.9	1	3.2	0	0.0
Remained basically unchanged	45	84.9	26	83.9	19	86.4
Eased somewhat	7	13.2	4	12.9	3	13.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	53	100.0	31	100.0	22	100.0

19. Over the past six months, how has your bank changed the following terms on home equity loans? (Please assign each term a number between 1 (tightened considerably) and 5 (eased considerably) as in question 15

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Spreads of loan rates over market rates (wider spreads=tightened, narrower spreads=eased)	3.17	3.20	3.14
Maximum loan-to-value ratio	3.10	3.07	3.14
Maximum maturity	3.04	3.00	3.09
Fees	2.94	2.93	2.95
Other	3.00	3.00	3.00
Number of banks responding	52	30	22

20. How has demand for home equity loans changed over the past six months (apart from normal seasonal variation)?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	13	24.5	10	32.3	3	13.6
About the same	29	54.7	14	45.2	15	68.2
Moderately weaker	8	15.1	5	16.1	3	13.6
Substantially weaker	3	5.7	2	6.5	1	4.5
Total	53	100.0	31	100.0	22	100.0

21. If demand for home equity loans has strengthened or weakened over the past six months, how important have been the following possible reasons for the change? (Please respond to either A or B as appropriate.) (Please rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

A.If stronger loan demand (answer 1 or 2 to question 20), possible reasons:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Households are shifting to your bank from other lenders because those other lenders have become less attractive.	1.38	1.30	1.67
Increased household spending by your bank's customers has boosted credit demand.	1.38	1.40	1.33
Households are consolidating existing non-mortgage loan balances.	2.00	1.90	2.33
Other	1.33	1.44	1.00
Number of banks responding	13	10	3

B. If weaker loan demand (answer 4 or 5 to question 20), possible reasons:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Households are shifting from your bank to other lenders because those other lenders have become more attractive.	1.18	1.14	1.25
Decreased household spending by your bank's customers has cut credit demand.	1.09	1.00	1.25
Households are refinancing home mortgages and taking the opportunity to role existing home equity loans into their new mortgages.	2.55	2.86	2.00
Other	1.36	1.00	2.00
Number of banks responding	11	7	4

*Over the past two years, this survey has shown a tightening of credit standards and terms for **consumer loans**. Questions 22-24 ask about the cumulative impact of these changes.*

22. If your bank has tightened credit standards for approving applications for credit cards from individuals or households, on net, over the past two years, how much of an effect has the tightening had on the volume of credit card loans originated by your bank?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Virtually none	4	10.5	3	12.5	1	7.1
Minimal decrease	11	28.9	6	25.0	5	35.7
Moderate decrease	8	21.1	5	20.8	3	21.4
Substantial decrease	4	10.5	3	12.5	1	7.1
Your bank's standards have not changed for such loans, on net	11	28.9	7	29.2	4	28.6
Total	38	100.0	24	100.0	14	100.0

23. If your bank has tightened credit standards for approving applications for consumer loans other than credit cards from individuals or households, on net, over the past two years, how much of an effect has the tightening had on the volume of such loans originated by your bank?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Virtually none	4	8.9	2	8.0	2	10.0
Minimal decrease	10	22.2	5	20.0	5	25.0
Moderate decrease	7	15.6	4	16.0	3	15.0
Substantial decrease	2	4.4	1	4.0	1	5.0
Your bank's standards have not changed for such loans, on net	22	48.9	13	52.0	9	45.0
Total	45	100.0	25	100.0	20	100.0

24. If your bank has tightened terms on new or existing credit card accounts for individuals or households, on net, over the past two years, approximately what fraction of your current credit card accounts have been affected by the tighter terms?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Less than 5 percent	5	13.9	3	13.0	2	15.4
5 - 10 percent	10	27.8	7	30.4	3	23.1
11 - 25 percent	7	19.4	4	17.4	3	23.1
26 - 50 percent	0	0.0	0	0.0	0	0.0
Greater than 50 percent	12	33.3	8	34.8	4	30.8
Your bank's terms have not changed for such loans, on net	2	5.6	1	4.3	1	7.7
Total	36	100.0	23	100.0	13	100.0

*Recently, the financial press has indicated that some U.S. branches or agencies of foreign banks have pulled back from lending in U.S. markets. These stories are consistent with the observed weak loan growth at these institutions over the past few quarters. **Question 25** asks about the impact of the decreased participation of U.S. branches and agencies of foreign banks in U.S. loan markets.*

25. How has the decreased appetite of foreign branches and agencies for loans affected the rates and terms prevailing in the market for loans to large U.S. firms?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
No appreciable effect	22	40.7	10	29.4	12	60.0
Minimal effect	16	29.6	10	29.4	6	30.0
Moderate effect	13	24.1	12	35.3	1	5.0
Substantial effect	3	5.6	2	5.9	1	5.0
Total	54	100.0	34	100.0	20	100.0

Questions 26-28 are additional questions on **commercial real estate lending**.

26. Over the past year, how has your bank changed the following terms on commercial real estate loans, including land development loans and loans backed by nonfarm nonresidential real estate? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum loan size	3.11	3.15	3.05
Maximum loan maturity	3.13	3.12	3.14
Spreads of loan rates over your bank's cost of funds	3.52	3.44	3.64
Loans-to-cost ratio	3.05	3.06	3.05
Requirements for take-out financing	3.02	3.03	3.00
Debt-service coverage ratios	2.95	2.97	2.91
Other	3.05	3.03	3.09
Number of banks responding	56	34	22

27. If your bank tightened or eased its commercial real estate lending terms over the past year (as described in questions 26), how important were the following possible reasons for the change? (Please respond to either A or B or both as appropriate.) (Please rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

A. Possible reasons for tightening loan terms:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
A less favorable economic outlook	1.71	1.38	2.17
A worsening of the condition of or the outlook for commercial real estate in the markets where your bank operates	1.86	1.88	1.83
Less aggressive competition from other commercial banks	1.29	1.50	1.00
Less aggressive competition from nonbank lenders	1.14	1.25	1.00
Other	1.15	1.25	1.00
Number of banks responding	14	8	6

B. Possible reasons for easing loan terms:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
A more favorable economic outlook	1.33	1.39	1.23
An improvement in the condition of or the outlook for commercial real estate in the markets where your bank operates	1.54	1.61	1.43
More aggressive competition from other commercial banks	2.51	2.52	2.50
More aggressive competition from nonbank lenders	2.03	1.87	2.29
A more developed market for securities collateralized by these loans has increased the loans' liquidity	1.51	1.57	1.43
Other	1.05	1.00	1.14
Number of banks responding	37	23	14

28. Over the past year, how have your competitors' credit standards for or terms on commercial real estate loans changed?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	2.9	0	0.0
Remained basically unchanged	8	14.3	5	14.7	3	13.6
Eased somewhat	41	73.2	24	70.6	17	77.3
Eased considerably	6	10.7	4	11.8	2	9.1
Total	56	100.0	34	100.0	22	100.0

*Optional: **Question 29** requests feedback on any issues you judge to be important but that are not addressed on this survey.*

29. Are there any recent developments in lending practices not addressed in this survey that you find particularly significant? Your response will help us stay abreast of breaking issues and in choosing questions for future surveys. There is no need to reply if you have nothing you would like to add.