

of a sales agency known as Faber which should enable our factories to sell more easily their present production while increasing it by finding new customers.

In that field as in many others, our Quebec industries are mostly primary and traditional. Our production surpluses are often subsidized. One needs only to look at the agricultural sector for instance to see that milk production is being subsidized while by-products like cheese are imported.

A good number of farmers in my riding are engaged in dairy production. Many of them dread the report of the federal task force on agriculture, suggesting the phasing out of subsidies for industrial milk production before 1976. I am sure that to a great extent the problem related to the sale of that product could be solved with the co-operation of our universities, by stimulating research at the marketing level and the discovery of new by-products. Provided there would be co-operation between researchers and producers, who seem to establish voluntary quotas on their production, and with the assistance of their associations such as the C.F.U., we could together find a fair solution for everyone.

● (5:00 p.m.)

We recognize that would call for new outlooks and new methods of production. We should assume also that producers presently engaged in that field will inevitably have to head for some other economic sectors. That is why I consider the agricultural problem as the that of all of us.

The farmer produces. The city dweller buys and consumes those products. A dialogue leading to understanding between individuals would enable the farmer to get a fair price for the outcome of his labour, which would bring him closer to the industrial worker. Indirectly, the consumer would protect himself against abusive increases in the price of food products. The strengthening of the industrial structure would permit to absorb labour surpluses from the farm sector.

Efforts are being made already in the Manpower Centres. Indeed, courses are being provided to upgrade the schooling of all workers, thus enabling them to adjust to the world of technology. Apart from technology, another move is under way which will gather momentum, so as to group industries together, in order to make them more competitive in the face of giant American concerns.

In this regard, competition from foreign products must be analyzed, before launching into production. The cost of manpower and its training affects the decision to specialize our production. However, it is mainly our determination which will affect our capacity to conquer the world markets and to join the ranks of post-industrial countries.

Our region is already playing a more important part in the conquest of world markets. The greater part of the production of our asbestos mines is sold outside the country, because the Canadian consumption represents 70,000 tons, that is 5 per cent of the total production. The balance is exported to 75 countries. Canadian asbestos

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exports have increased by 72 per cent during the last decade. The demand on the world market seems excellent for the next ten years. In fact, this helps provide some stability for the 3,000 workers engaged in this field, who now earn an average weekly salary of \$133.75. Moreover, in view of the changes which will probably be made in the white paper on taxation, increased investments in the mining sector are to be expected.

In the past few years, thanks to the sustained efforts of some leaders in this area, we were successful in innovating in the field of secondary industry. Indeed, the manufacturing of snowmobiles, camping equipment, sports clothing, domestic products enables us to face the future with much greater hope. The sale of our asbestos and of our snowmobiles on world markets contributes to improve Canada's trade balance. Therefore, thanks to the investments made by the Department of Regional Economic Expansion with a view to improving and modernizing the harbour facilities in Quebec City, our shipments will make those investments profitable.

In 1969, the shipments of asbestos from Quebec harbour amounted to 235,284 tons, or 9.6 per cent of the total shipments. Re-organizing the CN and CP rail networks would bring about a decrease in rates, and improvements in the services which would open a door to the world.

Apart from shipping which will resume in a couple of months, we will, thanks to the co-operation of the federal Department of Transport, be able to use an airport which will have a favourable influence on the development of the whole of our area. Far from avoiding the challenge, we meet it resolutely, abiding by modern development standards which will result in social progress for us through economic growth.

We must be bold and resort to a rational utilization of the knowledge gained and also to a rational manpower development policy in terms of new requirements and the development of vocational training. According to this resolutely progressive philosophy, the curricula of our general and vocational education institutions are designed to enable the students to master new techniques better and, through automation, to adjust constantly to industrial progress.

At the College d'enseignement général et professionnel in my area, we have a mining techniques department which offers students from every part of the province courses on new mining techniques. Moreover, these students benefit from the very important advantage of practice through the co-operation of our mining companies. Aside from training future citizens, academic institutions must also develop a creative spirit in the student. Our destiny will depend on our qualities of ingeniousness, initiative and constructive imagination.

In our competitive system, we appraise an individual's worth not only by his attitude and his performance, but also by the diplomas he can produce. And yet, one prerequisite to productivity in a technological society is the optimum utilization of human resources. Let us think of all these men and women whose experience of life and of the working world, as well as their cultural background,