

*Supply—Agriculture*

view such assistance is justified; farmers are justified in seeking financial assistance for the drying of grain on their farms. He told the union's annual meeting that the Canadian Wheat Board had indicated that such assistance would be justified by admitting that terminal drying facilities and sales commitments were not adequate to handle an estimated 350 million bushels which needed drying this year. He went on to say that wheat exports are a major source of national revenue and that financial assistance is therefore warranted. It was, he said, a national problem and a national emergency.

I want to say something now about the marketing outlook for wheat and other grains. According to a statement by the responsible minister, possibly 1,300 million bushels will be marketed over the next three years. At the present time we have about 1,200 million in sight with this year's crop. I think it is encouraging that some of the press in eastern Canada is taking note of the fact that grain is piling up and that we may well need new devices for moving it. The *Financial Post* says:

Signs of a shift come from Jean Luc Pepin, Minister of Industry, Trade and Commerce. When addressing the Saskatchewan Wheat Pool recently, he said current practice was being examined "in accordance with the Prime Minister's promise to review credit facilities available to improve the competitive position of Canadian wheat."

What this portends remains, of course, to be seen. Can we move more grain if more credit is provided? I think we can. We have lagged behind in doing some of the things we ought to have done. We should, by now, have recognized the Republic of China and expanded our sales in that market. It is there and in similar countries that our expansion must take place. We should extend credit, we should aid the developing countries and we should make an all-out effort to sell other grains such as rapeseed. We should set a full-scale selling and promotion program going in countries overseas.

I regret that the United States achieved a tariff advantage over Canada with regard to soybeans over Canadian rapeseed during the Kennedy negotiations. We should move to correct this state of affairs because rapeseed and feed grain such as barley would, if moved in volume, take some of the pressure away from the wheat marketing situation.

It has been suggested that the farmers should move into livestock. This takes money. It takes credit, and credit has become expensive. A farmer needs a great deal of courage

to borrow large amounts at the present time to diversify his operation.

The minister mentioned the establishment of a national grains council some time in the future. I do not know how far in the future this will be. It is now six months since the Prime Minister said in Winnipeg we were to have a grains council. It is already December. For my part I shall be frank and say I do not see why we need one. It will probably be the fifth wheel on the wagon. We already have the Canadian Wheat Board and the Board of Grain Commissioners. We have the research agencies of the National Research Council and the Department of Agriculture. Could the work of these various bodies not be coordinated so that we might achieve what we want to achieve in the way of selling grain and doing the necessary research? Is the Department of Agriculture, and the Department of Trade and Commerce for that matter, so lacking in competence that they need to call together people from their offices in Winnipeg to tell them what to do?

We have able men in the Canadian Wheat Board. One of them even felt it necessary to draw attention, at one of the farm meetings, to the job the Canadian Wheat Board was doing. Surely he must have felt himself under some kind of pressure when he did that. Here are some of the things he had to say with regard to wheat marketing, and I quote from the speech he made to grain growers at Regina:

I refer to demands that broad selling policies should be more aggressive. Aggressiveness carries a great many connotations, many of which are desirable and necessary. For example, we must constantly seek out and develop markets; we must give a customer the service he demands; we must maintain the standard of quality he requires, and we must try to meet competition from other suppliers.

Later he says:

I can say this: there is not a buyer of Canadian wheat in any market of the world who has not been personally contacted and who is not personally known by members or senior officials of the board. This is a very big plus in our marketing operations. I don't think any other exporter could make that claim.

Mr. Treleaven went on to say:

Let us look briefly now at the second demand for flexibility. In the sense used by the critics it is easy to define. It means, simply, lower prices.

I have been reading from a statement made by one of the Canadian Wheat Board commissioners to a meeting in western Canada. These men have done a good job in marketing wheat. Just what is the national grains