

has not been looking for new markets we should have found years ago.

In the last two or three years, Canada has lost a great many markets and customers because of the lack of aggressiveness on the part of the Wheat Board to seek markets for the Canadian grain produced in western Canada. A constant supply of a quality product is what the market demands, and it has been seen that if we cannot supply this product other countries will do so. As a result the farmers in western Canada have taken home less in their pockets.

The government must also realize that farmers have a right to a reasonable margin of profit if they are to share in the national wealth. With the surplus of wheat and incentives last year not to grow grain, I find it difficult to comprehend why buyers would be turned away because of a lack of supply. This has happened at a time when the prairie economy is in need of every possible dollar from sales to bolster the sagging incomes of grain producers.

It has been said that the prairie region continues to be like a sack of grain tied at both ends, one end at Thunder Bay and the other at Vancouver. The strings are in the hands of the people who regulate the supply, while the grower usually pays the bill. We cannot continue to leave the producers' lifelines in someone else's hands. I, for one, am an advocate of less government control in this segment of agriculture, and less intervention by the government in the affairs of western producers. I see this as a necessity before we will really become efficient and able to compete in the marketplace with other countries of the world. Unfortunately, this government sees fit to move the other way. Through revisions to the Canadian Wheat Board Act, although in part they are good, the Canadian Wheat Board is becoming more of an extension of the arm of the government or of the minister responsible for the Wheat Board.

In the matter of the Canadian Wheat Board and grain policy, I believe if we are going to become more progressive and a more constant supplier to our export sources we must start thinking in terms of enlarging the storage capacities of the terminals in our export ports, and also possibly in ports such as Rotterdam and in Asia. This is something the government must begin to consider. The fact that we are proposing to hold down our grain stocks is in part, commendable. I believe this will enable a greater throughput through the so-called grain pipeline. On the other hand, if strikes are called, and we have to be realistic and assume that they will occur, we will be caught as we were a few months ago with an inadequate supply of grain to meet our export commitment. Once we cannot fulfil our commitments we will lose markets and they are very hard to recover. As soon as we lose them some other country picks them up.

New terminals have been criticized by some people as being too costly. They may well be expensive but the question we should ask ourselves is, how much would it cost not to build new terminals? Perhaps we did not need the Lift program as badly as we needed an improved marketing system. In the 1960's we learned how to produce, and in the late 1960's our traditional markets

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became saturated. In the 1970's we found more new markets and now, at times, ships sit in the harbours because we cannot move our product to the marketplace. As I see the situation right now, one of the greatest problems facing the grain industry today results from the lack of a fully integrated system to convey grain from the field to the boat.

One of the most welcomed developments to come along in recent years was the inclusion in this legislation of the protein grading system. It is true that Canada was late in implementing such a system. It has been long overdue, and I think it will be generally welcomed by agricultural producers and people in the grain trade across western Canada. Countries no longer buy grain on straight grades, but because of new refined processes in milling, such as a Chorlywood process, countries now buying our grain must know and want to know the protein content of that grain in order to mix it with other substances to make acceptable loaves of bread in other countries, particularly the developing countries. The importance of guaranteed protein content to be included in wheat grading under the new Wheat Board Act regulations becomes very obvious in light of bread and milling developments throughout the world.

In the latest copy of the *Free Press Weekly* dated May 15, 1971, there appeared a short article regarding Germany's wheat need. It states that a guaranteed protein content of not less than 13 per cent is required. To sell them wheat with a lower content is an impossibility. They are not interested in it at any price because they must support the price of their local wheat. Apparently the local wheat is used to mix with our grain. The lower the protein the more the need for the mix, so they want northern spring wheat of a high protein type. That is the kind of wheat we produce in western Canada. The importance of protein grading being included in a wheat grading system cannot be underestimated. The wheat that is used will have to be of a guaranteed protein quality or these countries will not buy from us. A case in point is that article regarding the requirements of Germany.

The revision of the quota system does have some merit for the over-all movement of grain. It does enable the proper kinds of grain to be hauled at various times under a non-cumulative quota and then moved out to export positions as the Wheat Board sees fit. This will get us away from the disastrous plug-ups we have had in our grain handling system at various times in the past few years. I believe in 1968 and again in 1969, we had a glut of grain in the so-called grain pipeline.

The non-cumulative quota will, on the other hand, be more difficult for the producer. The producer could very conceivably, through no fault of his own, be locked out of a certain quota system for grain. We could take the example of an area such as the Red River Valley of Manitoba. Because of a late fall, and this area quite often has a late fall because of wet weather, if there were a quota for barley in August the producers would lose their quotas as a result of being unable to harvest their crops. This is also going to be unsatisfactory for producers who