

On November 5, Poland, which has been a regular customer for our wheat since 1955-56, signed an agreement providing for the supply and purchase of 44 million bushels of wheat during the next three years. Under this agreement annual shipments will average 14.7 million bushels and will, in the three-year period, exceed the combined total of the best three years to date.

Thus, in the last four months, in addition to the agreement with China and the spectacular agreement with the Soviet Union, long-term agreements have been concluded which have developed a new customer for Canadian wheat - Bulgaria - converted a sporadic customer to a regular customer - Czechoslovakia - and increased the annual level of exports to a regular market - Poland.

REGULAR CUSTOMERS

In addition, of course, the Wheat Board has been selling wheat to our regular customers and in regular quantities. In fact, during the present crop year shipments to regular markets, outside the Eastern European Socialist countries and Mainland China, are likely to be larger this crop year than during the crop year which ended on July 31 of this year.

Before making large-scale commitments to the Soviet Union, the Wheat Board set aside quantities for our regular customers like Britain and Japan. The Wheat Board consulted with me about this policy of protecting our regular customers on both quantities and prices and I supported them strongly. I was gratified to find that this policy also commanded the support of all the political parties in the House of Commons and also, so far as I am aware, of Western producers....

The significance of these long-term contracts with China, the Soviet Union, Bulgaria, Czechoslovakia and Poland is that they seem to indicate a fundamental shift in the pattern of world wheat trade. Mainland China shows every sign of becoming a permanent importer of wheat and on a substantial scale. The same may be said of the socialist countries of Eastern Europe, which, as a group, were once self-sufficient in wheat and which, more recently, were large importers of wheat from the Soviet Union. I do not think these countries would have been interested in agreements with Canada extending ahead for three to five years had there not been a pretty fundamental reassessment by them of their dependence upon supplies from the Western world....

REMARKABLE RECORD

This is the record of our wheat sales during the present crop season. It is indeed a remarkable record, unprecedented in our history. It is all the more remarkable because prices are higher on the whole (above \$2.00 a bushel for one Northern at Fort William as well as at Vancouver) than they have been at any time in the post war period except for small quantities sold many years ago outside the International Wheat Agreement.

As a result we shall be able to sell every bushel of wheat and every pound of flour that can be moved through Canadian ports before the end of next July. The more we can move the more we can sell. Customers are waiting in line. I have suggested that our wheat and flour exports will total about 550 million

bushels, about 150 million bushels higher than the previous all-time record and 170 million bushels higher than the post-war record. The Board have told me they will be trying for an even higher figure and I shall not be unhappy if they succeed in making me look like a piker. And I know western producers will not be unhappy either.

MEETING CUSTOMER REQUIREMENTS

Well, then, how is the Board getting along in meeting the requirements of its customers? First, let me say that, with the exception of very short delays during the longshoremen's strike on the St. Lawrence, all the ships that have presented themselves at our ports for wheat have been loaded promptly and never in our history have so many ships presented themselves in such a short space of time.

Unfortunately, I cannot give you specific figures on the quantities of grain delivered so far this year within the terms of the contracts I outlined earlier, since it is not consistent with good marketing practice to discuss publicly contracts while they are being fulfilled. However, this much I can say. The contracts that have been entered into are being fulfilled right on schedule and if we continue to receive the cooperation of all concerned in the grain movement I am confident that we can continue to do so for the balance of the crop year. This is indeed an accomplishment in which the people involved can take justifiable pride....

The highest weekly volume of grain ever moved out of the Lakehead was recorded during the week ended October 30 - 18.5 million bushels. The highest weekly volume of shipments of grain from country elevators in the post-war period was recorded during the week ending November 20 - 20.6 million bushels.

On November 14 a post-war record for any single day was established when 1,373 boxcars, moving some 2.6 million bushels of grain, were unloaded at the Lakehead.

Exports of wheat since the beginning of August are 75 per cent ahead of those for the same period last year, which was not itself a poor year by any ordinary standard of comparison.

Statistics are cold things. I wish that it were possible to clothe these figures with the drama and excitement that they deserve. You producers can translate them easily enough. I do not think that as yet, however, the contribution that this enormous movement is making to Canadians in all parts of Canada and in all walks of life is fully understood....

PUBLIC-SCHOOL TEACHERS

Teachers in public-elementary and secondary schools in Canada at the beginning of the 1962-63 academic year numbered 171,927, an increase of 4.6 per cent from the preceding year. The proportion of male teachers continued to increase, rising to 30.8 per cent from 29.9 per cent in 1961-62 and 28.8 per cent in 1960-61. Median salaries of teachers and principals in nine provinces (excluding Quebec) rose 2.4 per cent to \$4,522 from \$4,414 in the preceding year. Median years of teaching experience for all teachers and principals in the same nine provinces was seven years and four months.