

essing, and distribution fields. He alone understands the problem facing the business world he has been appointed to serve.

The present minister is a former rancher and a good one. He understands farm problems and, in my opinion, would make a pretty good minister of agriculture. He also gathered a good deal of practical knowledge about transportation both before he came to Ottawa and while he was transport critic in the opposition. In my opinion, he would make a far better minister of transport than "Airborne Otto", a former dean of law who knows absolutely nothing about the problems faced by transportation companies and by those who rely heavily on transportation to obtain their raw materials and to ship their finished products to market.

**Mr. Blais:** Get a new writer.

**Mr. Hees:** My writer is myself, as opposed to the ghost writers of members on the other side of the House. I write every word I utter, and I am proud of it.

But in the Department of Industry, Trade and Commerce the present minister is a complete misfit, because he knows next to nothing about the problems faced by those who produce manufactured products and who must compete in the export and domestic markets in price, quality, and design against the producers of the world.

It is for this reason that the Prime Minister (Mr. Trudeau) has decided that he must be supervised by a super minister, and that the super minister must see to it that he introduces the following policies which should have been introduced long ago. The minister very kindly asked me to suggest the type of things he should do as the new super minister. I take great pleasure in doing just that right now.

The first of these policies is the introduction of productivity incentives which will persuade producers that they will be able to pay for the new plant, machinery, and production systems which they will have to buy to increase their productivity in a reasonably short space of time. This will make it as easy as possible for them to make the usually high expenditures which they must make to increase their productivity. Such incentives would include all capital expenditures involved in improving productivity to be written off in one year, and a plant to be rewarded in the form of a generous cash bonus at the end of the year to be paid in direct proportion to its increase in productivity during the year.

In order to encourage Canadian businessmen to make more sales trips abroad to better acquaint foreign buyers with what this country has to offer, incentives should be introduced to allow producers to write off 200 per cent of all expenses connected with making sales trips abroad, displaying their products at foreign trade fairs, and any other expenses incurred in sales promotion in the export market.

The government must introduce legislation which will require those who export our raw materials to process a far higher proportion of them in this country, and make available generous tax incentives to induce the building of the additional factories which will be needed. Such action will start to make

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it possible to create the 800,000 additional jobs which the Canadian Manufacturers Association indicates will be made available if we can overcome our annual trade deficit of \$12 billion a year in fully manufactured products.

He must introduce a policy to better acquaint the world market with what Canada has to offer. The principal buyers from the important markets of the world must be flown to Canada to see our manufactured products in giant trade shows in Montreal, Toronto, Winnipeg and Vancouver, and our heavy machinery in the plants where it is made across the country.

He must introduce a policy to protect Canadian industries and Canadian workers from imports from low-wage countries which are taking away a steadily increasing share of the Canadian market. Import quotas must be introduced to retain for Canadian producers the same 80 per cent of the domestic market which is retained for their domestic producers by the United States and the European Common Market. I hope the super minister will see to it that the incompetent Minister of Industry, Trade and Commerce now gets to work and introduces these policies. I am glad to see the super minister is already talking to the Minister of Industry, Trade and Commerce because of my suggestions. I see the Minister of Industry, Trade and Commerce is listening. I hope we will get some action at long last.

In conclusion, the Prime Minister should, instead of adding to the bureaucracy and red tape which already exists in profusion, promote people in his party who have had the practical experience necessary to handle the economic portfolios, instead of retaining in his government favourites who obviously cannot handle their departments. If he had done so, there would have been no need to create an economic czar to try to bring order out of the chaos which has been created by retaining obvious misfits in our economic departments.

Since unfortunately it has been found necessary, for the reasons I have so clearly outlined, to create this super minister, I can think of no better member of the present government to handle the job. One does not have to go far because there is not much to pick from. This minister is a good guy, and he has my very best wishes in the tough job which lies ahead.

**Some hon. Members:** Hear, hear!

**Mr. Deputy Speaker:** Order, please. It being 2.30 o'clock p.m., and the seven hours allotted for the debate having expired, it is my duty to put every question necessary to dispose of the motion before the House. Is it the pleasure of the House to adopt the said motion?

**Some hon. Members:** Agreed.

**Some hon. Members:** No.

**Mr. Deputy Speaker:** All those in favour of the motion will please say yea.

**Some hon. Members:** Yea.

**Mr. Deputy Speaker:** All those opposed will please say nay.