

of Zambia and some of his ministers, in particular his Minister of Agriculture. I asked him what he thought about the prospects for agricultural exports from Canada. It was disheartening to find out that we did not have any exchange of missions with Zambia, and we still do not have such an exchange. The Zambian Minister of Agriculture said his country would be only too pleased to do business with Canada. We are recognized in that part of the world—as a matter of fact, throughout the Commonwealth—as one of the most trustworthy partners in the Commonwealth. But, Mr. Speaker, we do nothing to improve our export of grains to those countries. There is a way to bring about a proper exchange of missions but to date we have done nothing about it.

• (9:00 p.m.)

In the Montreal *Star* of July 20, 1970, there was an excellent article which spelled out where we stand in relation to United States markets. In part it reads:

An example frequently used is the United States. With 20 times the population of Canada and thus many more mouths to feed, that country exported 75 per cent more wheat than Canada in 1968.

The U.S. has climbed from a pre-war period of practically no wheat exports to become the largest exporter in the world. The 1968 figures show the U.S. cornered 33.2 per cent of the world market while Canada had 19 per cent.

Wheat Board officials argue that this does not mean the Americans are better wheat salesmen. A large percentage of U.S. exports are made under aid programs and are government subsidized to varying degrees. The U.S. grain trade is also allowed to buy on the domestic market on an almost daily basis.

Further on it reads:

The board says its reason for using exporting firms in the sale of wheat is because the firms are well established in the business and have contacts throughout the world. The private traders also have control of some shipping and because they are competitive the cost per bushel is small.

I think this is a clear indication that Canada has fallen down on concessional sales. In the publication "North American Agriculture in the New World," put out by the Canadian American committee in March, 1970, it is spelled out that Canada lost world markets by not entering into concessional sales. The United States immediately moved into concessional sales and, of course, commercial sales followed. This is a complete break from the type of salesmanship that the Canadian Wheat Board could have entered into if the government had allowed more concessional sales. It would follow that we could have picked up more commercial sales, but we did not.

About a year ago Canada finally moved into more concessional sales, but only time will tell whether we can pick up lost ground. In the meantime the agricultural producer of this country suffered tremendously both socially and economically through having a government that was not concerned about allowing concessional sales along the lines of those the U.S. government made at that time. In fact, it appears that at that time the United States had a 2 per cent interest. All they wanted was the concessional sale with the commercial sale. History will show that this is what happened regarding Canada's loss of sales.

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If this country goes into long-term credit, Mr. Speaker, I am sure we will be able to regain markets, but we will not regain them in the agricultural economy unless we go into that type of salesmanship as other countries have done. We know that we could establish a line of credit with a number of countries. We know that many countries would do business with Canada if they could do so in their present economic situation. Unfortunately, it appears that we can think of many other areas that do not concern the basic industry of Canada where we can grant large concessions, whereas agricultural concessions to these countries could be of the utmost importance.

We should look at some of the local problems, Mr. Speaker, and if you will permit I shall become very very parochial. Today I received a letter about a simple situation. The elevator men at this location were concerned because they could not receive the market quotations broadcast which was available to others. Apparently because of their location there was a problem of fade-out. I ask the minister through you, Mr. Speaker, to look at this market quotations service which is supplied throughout the western provinces and to make sure that it is available on all networks. We have had complaints about people in various departments getting "hung up" on radio and television broadcasting and ignoring newspaper advertising when it comes to letting the people of the country know what is going on. It is necessary that the broadcasting of market quotations be made available to elevator people so that they may know exactly what is going on.

Another area that requires attention is in connection with deferred delivery and over-delivery. Not long ago we asked the minister and the government to institute deferred delivery of grain based on the previous crop year's prices. I hope that the legislation before us will provide for over-delivery or deferred delivery. If the elevator space does not permit delivery in the crop year, then the farmers should receive the same price as for the grain they were able to deliver. I hope there is provision for this in the legislation. The minister should take this matter into consideration because it is most important to the people of western Canada.

In Canada there are a number of inland terminal elevators. They are located at Moose Jaw, Saskatoon, Lethbridge, Calgary, Edmonton, Prince-Rupert, Churchill and Vancouver and have a combined capacity of 19,350,000 bushels. It appears that these elevators are not being used to full capacity. I realize that many of them should retain a little space, but as inland elevators it is difficult to see why any appreciable amount of space is left. Less than two years ago there was an emergency on the west coast with No. 2 Northern grain. Moose Jaw was filled to capacity with it, but no trains were moving at that time. Finally, a debate in this House resulted in trains moving out of that terminal hauling No. 2 Northern to ships that were waiting in Vancouver. Surely this situation should not be allowed to exist while we have the inland elevators. Surely they should be used to full capacity. They could be used for drying grain, which was necessary less than two years ago, and for other purposes. The main thing is that they should not be standing empty when