

Mr. McKINNON: Newsprint is bound free, of course. There are a considerable number of reductions on paper, a quite considerable list of reductions on wood products, two or three very substantial reductions on metal products. Manufactures of metal, not otherwise provided for, constitute of course, a basket item that might include a thousand types of metal products. Also synthetic rubber. Can you think of any others particularly, Mr. Kemp?

Mr. KEMP: Electrical items.

Mr. McKINNON: Electrical goods; any commodity containing an electric element, pretty close to a 50 per cent reduction. On electric stoves, etcetera, a reduction from 17½ to 10 per cent. These descriptions sound somewhat general but we have heard since we came back from Geneva of one concern alone in a town in Quebec that has obtained an order for nearly a million and a half dollars' worth of a certain type of stove. I am trying to be general so that I do not mention any firm by name. These stoves were for sale in the Middle West. They happen to be a product in which a year or two ago we had no trade whatever with the United States.

Hon. A. L. BEAUBIEN: Would that be an electric stove?

Mr. McKINNON: No, this particular one is not, although I can give you later a similar illustration in the electric field. I was speaking of a product made in Canada on which a couple of years ago there was no trade with the United States, but on which now, as Mr. Kemp says, the producers have in prospect, and indeed under firm order. I believe, between a million and a million and a half dollars' worth, and on which it just happens that under this agreement the duty has been reduced. I can think of another Senator Beaubien, an electric product, in which a year or so ago the producers made an experimental shipment of six or eight; the next order was for fifteen hundred. The product is appreciated there; has gained consumer acceptance; it is something we never thought of exporting to the United States, nor would one think of it in the ordinary way, because over there they are such great producers of electrical goods. But this product has gained consumer acceptance; and, again, it just happens that that item, although we know nothing about the product, has had a very substantial reduction in duty under this agreement. I mention those two to show the potentialities of some of these reductions, even though, when we negotiated the relevant items, we could not always pick out any particular commodity and say, "This is the one we are after". Instead of that we had to say, "We are after this whole tariff item because it covers a lot of things."

Hon. A. L. BEAUBIEN: And our lower cost of production—

Mr. McKINNON: —should give us an advantage.

Hon. Mr. CAMPBELL: When you speak of wood products, does that include sporting goods such as tennis rackets?

Mr. McKINNON: Mr. Kemp can give you that in detail. There is quite a group of reductions, covering skiing, hockey, tennis and similar equipment.

Hon. Mr. KINLEY: Have they touched yachts again?

Mr. McKINNON: Yes, there is another 50 per cent reduction, if I remember correctly.

Mr. KEMP: They divide them into two categories.

Hon. Mr. BISHOP: I think there is some confusion as to when these concessions will come into effect, and what is the condition precedent. Do they all hinge upon the Havana conference?

Mr. McKINNON: Not at all, Senator Bishop, not the tariff changes. Let me put it this way: as Mr. Deutsch said yesterday, twenty-three nations signed