

leaders of developing countries who are independent, intelligent, and dedicated statesmen with ideas of their own on the vital issue of economic development. They are steadily gaining in experience and becoming politically more discriminating. As a result, the monotonous Soviet incitement to hatred of the West as a first principle in international relations, and its recommendation of the dictatorial form of rule in internal affairs as the most "progressive," tends in many new countries to become more and more irrelevant to the actual problems confronting the leaders of these nations. The real nature of their problems is such, in fact, that they can best be solved by more, rather than less, trade and economic cooperation with the West. It is the West that has the tools they need for their economic advancement, in accordance with their own choice. The West, moreover, has the will, the interest, and the established institutions to provide the variety of necessary financing to help keep the flow of these tools moving upward in step with the rising level of output and earnings in the newly developing countries. A rising scale of trade between these two complementary areas will, in the foreseeable future, redound to the advantage of all countries interested in maintaining the integrity of their national existence and in advancing the well-being and dignity of their citizens.

The free world's knowledge of and utilization of credit as an institution to aid human progress is so far ahead of its use by the Communist bloc as to distinguish it as a unique tool for the free world which is organically alien to the Communist world.

VI. THE NEED FOR A CODE OF FAIR TRADE PRACTICES

Against this background, the reasons for unifying our scattered commercial forces are, as I see them, most compelling. We cannot wait until the ground has been washed out from under us by such competition as may be self-destructive or by the divisive strategy of the Soviet leadership. Once we have established our capacity to speak as an organized community, the Western trading nations ought to find the means to make it clear to the political authorities of the Communist bloc: (a) That the trade resources of the Atlantic community are committed primarily to the task of advancing the prosperity and the economic integration of the family of nations committed to the rule of law; (b) that the West will always be willing to respond to trade offers from the Soviet bloc on honorable terms, i.e., in the same measure as these countries are prepared to abide by a code of mutually beneficial trade practices.

A. TYPES OF PROTECTION REQUIRED BY THE WEST

Under such a code of fair trade practices, on which a good deal of technical preparatory work would have to be soon undertaken, the Soviet bloc state trading nations would have to undertake no special obligations; they would be required only to abide by the standards of commercial behavior generally accepted in the normal trading world. Among these, a few could be cited by way of illustration.

1. The exportation of goods for sale in the world market at commercial prices which will not discriminate against private traders and firms.