

our manufactured products, along with increasing our allowable cuts and other such factors.

Would you agree that there might be a transitional period before some of these other factors, such as the development of such a market for manufactured goods or the increased allowable cuts could take place, in which there might be some temporary measures taken to assist the present plight of the lumber operator?

STATEMENT OF DONALD W. VAN BRUNT—Resumed

Mr. VAN BRUNT. We feel that these pressures, Senator, even though temporary, would result in lost man-hours to those people not only employed and unnecessarily so in that no one involved, either as I stated from the Government's side, the maritime industry or the lumber industry have pursued aggressively a study, and a real effort to develop a market for the finished product, and that if we attempt to force in effect the Japanese to purchase products by cutting off some portion or any or all of log exports, I think that we then begin our negotiations or discussions for the sale of finished products from an adverse position. That we are better off to leave things as they are, and immediately and as I stated aggressively and jointly, all people concerned, pursue the idea of developing a market. I am sure that all the people that I am directly connected with would participate in this type of a group. I see no reason why the Government agencies would not, and I certainly see where the plywood and lumber industry would, because we realize that they have a problem. We just do not agree with them on what the problem is.

Senator HATFIELD. Or how best to solve it.

Mr. VAN BRUNT. Or how best to solve it. We think something that can be done together, something we can all do and something that we can all see again for all concerned in is something that should be done. We feel that pursuing this market, we know it is there, is the answer.

Senator HATFIELD. We had witnesses testify to the effect that either they themselves or colleagues of theirs in the industry were confronted with the question of closing their mill or keeping it open on the next go-around on bidding for new log supply. That matters had reached the point where things were that acute, and that on each time that there has been a new log bid program, some mills have just not been able to survive up to that point without the acquisition of additional and new logs. Now, how would you respond to that situation confronting these particular mills which are now functioning and working on a log supply that they obtained at a bid some time back, and realizing that it does take time to develop these markets, whatever product you are working with, you are still involved with time, the time factor, and you are still involved with a time factor before you could actually achieve an increase in the allowable cut on the part of the Federal agencies, if they were so persuaded to do so?

Mr. VAN BRUNT. Senator, the answer to the question, No. 1, let me say I have a list as you have, and produced by the same people showing the number of softwood plywood plants that have closed in let us say the period of 1960-66. I also have a list here prepared by the American Plywood Association and data from Southern States of the U.S. Department of Commerce to show that the total number of ply-