

strengthened the record. You have brought out from him additional information that I think has greatly enhanced the record and I want to thank you.

Congressman DELLENBACK?

Representative DELLENBACK. Thank you, Mr. Chairman. I would like to pick up, Mr. Ford, the part where Senator Hatfield left off, that is in emphasizing at this point in the record your own credentials as to dealing with the Japanese. Now, if I remember your testimony correctly, you have been over there from one to three times a year for the last 6 years, so that you have been over there an extensive number of times, is that correct?

Mr. FORD. That is correct.

Representative DELLENBACK. And during these times have you been just on pleasure trips or have you been involved in business negotiations with the Japanese?

Mr. FORD. I never went on what you would call a pleasure trip. It has always been business. I will be honest. I always play on the side.

Representative DELLENBACK. But you have then, during the course of your time there, seen a great deal of Japanese industry in this timber area. You have had a chance to look at a great many mills. You have had a chance to talk with a great many Japanese businessmen; is this correct?

Mr. FORD. That has been my interest in going over there.

Representative DELLENBACK. All right, sir. It is against this background of probably having if you will, Mr. Chairman, one of the best experienced backgrounds of dealing with the Japanese in this industry of any American businessman that I ask you some of these further followup questions.

Do you feel that Japan needs wood products?

Mr. FORD. Definitely.

Representative DELLENBACK. You have said, in response to Senator Hatfield's questioning, that they would perhaps go elsewhere and find some of these wood products, but that their need for the finished product is such that if they are not able to produce it themselves in their own country, they will have to go abroad, and that means in fact coming back to the United States for the finished product; is that correct?

Mr. FORD. I am sure it is.

Representative DELLENBACK. So that any talk about our losing Japan as a market for the product of our forests is unrealistic, whether we talk short run or long run. Certainly if we talk long run, you feel we will not lose Japan as a customer for the product of our forests?

Mr. FORD. Long term I do not. Short term; yes. We are going to lose something but not long term I do not think.

Representative DELLENBACK. But not long term, and that is the important point. Now, I would like to ask a few questions along this line of selling our finished product in Japan either now or in the future. Do we sell much in Japan of the finished product at the present time?

Mr. FORD. Very little.

Representative DELLENBACK. Why not?