

You don't have any real doubt that American industry both could and would meet Japanese specifications even on a long-term basis for finished lumber, if they had the opportunity, do you?

Mr. CLIFF. I don't have any doubt that they could. They can and I think they will, if they have an adequate opportunity.

Representative DELLENBACK. I push that question and I appreciate your answer to it because time after time I have talked to representatives of the industry around the State of Oregon, around my district, and there is no doubt in my mind that they would meet those specifications. They are not going to produce it on speculation. They are not going to change their cutting practices and start to produce finished lumber that they may or may not be able to sell. But if they are given the clear understanding and have some sort of definite commitment that if they produce it will be sold at an agreeable price, I don't have any doubt whatsoever that they will meet those specifications and gladly produce on that basis.

Again, just to be sure that it is spelled out, are you in agreement with the statement I have just made, or do you for any reason disagree with that statement?

Mr. CLIFF. No, I agree with that statement. I also feel, though, that once the doors are opened for better communication, that the businessmen in this country are going to have to go out after the business just like they go out after business in this country. I think it isn't going to come to them if they wait. They are going to have to do some promoting on their own.

Representative DELLENBACK. If you would, this feeds into another question. I personally am convinced that we have at least four different roads to walk here. One is the industry representatives pushing aggressively on their own to merchandise, the one you have just now spoken to.

The second is the matter of negotiations and what this may lead to in the way of agreements.

The third is the question of under present law, the Department of Agriculture, the Department of Interior, coming up with unilateral restrictions or conditions of one sort or another.

The fourth is legislation.

Now, I don't see these roads as being mutually exclusive, that we must pick one and walk that particular road, nor do I gather from talking to representatives of the industry from the State of Oregon that they think of these as mutually exclusive. And so when you make your point now that industry must aggressively go out for this business after negotiations or before negotiations, I couldn't agree with you more. I think that they stand ready to do this particular thing, so long as the market is open to them, particularly in Japan. So I set that aside, agreeing with you completely that they stand ready to do this, that they should do this, that they will do this.

But do you feel that the other roads are mutually exclusive at all? Do you feel, for example, that the road of negotiation must be an alternative to the road of legislation, or must be an alternative to the road of administrative regulation of one sort or another?

Mr. CLIFF. No, I don't, Congressman Dellenback, and this morning while you were attending another meeting I believe, I made a comment on this. I said that we felt that if substantial progress toward