

What kind of role will these members serve?

Will they be participants or will they be counselors in the outer reaches?

Mr. NEHMER. Senator, we have many meetings on many subjects with foreign governments. It has been our experience that industry advisers are essential in many of these discussions to provide the government representatives with expertise which the Government may not have. In many cases—I am speaking in general terms, now—in many instances, we find that industry representatives themselves have firsthand knowledge of dealings with foreign representatives and, therefore, add considerably to the information available to the Government delegation. In some cases, I might say, industry advisers participate as members of the delegation; in some cases, they consult with the delegation. It would be my understanding in this case that some industry advisers would participate as members of the delegation. In this negotiation, as in all other negotiations, there would be only one spokesman for the United States.

Senator HATFIELD. One spokesman?

Mr. NEHMER. Yes.

Senator HATFIELD. But as I understand it, these representatives of industry will be playing perhaps two different roles, both as participants and advisers?

Did I understand that?

Mr. NEHMER. I would think they are one and the same, Senator.

Senator HATFIELD. I do not know. I think sometimes if you are a participant, you can engage in dialog or whatever is going on. If you are an adviser, you can be down the street in another office.

Mr. NEHMER. I would guess the ground rules for this particular meeting would still have to be set, sir.

Senator HATFIELD. I would urge you to use your influence to permit the participation of representatives of industry in the actual discussions, for the simple reason that I think that these who are engaged in the day-by-day operations on the scene can use, can be very helpful with specific information and understanding and interpretation of implications, repercussions of certain things that I have not yet been fully satisfied that people outside of the forestry industry would really be capable of doing if you are going to be considering the economics. But if you are only engaged in all the political aspects of this, it is not necessary for them even to go to Tokyo or any other place. But if you are interested in the economic implications of this for the Northwest and this Nation as a whole, then I think you would want the expertise of these men where I do not believe you in your agency or those in the Treasury or in the Department of State have the expertise.

Mr. NEHMER. We certainly want the expertise, sir.

Senator HATFIELD. One last question in regard to your statement on the balance of payments.

Do I understand that on the last page, you say the Department decides—I was reading in your testimony where you said that the basis of any solution to this matter must be within the context—that is on page 3.

Any proposed solutions to the softwood log export problem must be considered within this context.