

industry representatives are going to be selected to go to Japan on February 12 to look into the lumber industry over there and discuss with counterparts among Japanese businessmen mutual lumber trade problems. Is it from that group that you are going to pick your advisers or consultants or fellow negotiators for the direct negotiations with Japan?

Mr. GREENWALD. This is a matter which we will have to discuss with industry obviously. It seems that in terms of economy and saving everyone's time and money, that would be the most effective way to do it. If this is convenient to the industry group, that is obviously the way it ought to be.

Senator MORSE. The negotiations will be 2 days less than a month from now. Could you for the record, give some indications to these representatives of industry who are here tonight, and so that the record can also give notice to labor representatives, as to when you think that selection will be made.

Mr. GREENWALD. All I can say, Mr. Chairman, is that I have had some discussions with representatives of the key associations that they are checking with the membership. I am sorry that I just can't give a specific time.

Senator MORSE. Well, I think I owe it to you as a bit of friendly help to tell you that I have talked to some of these people—in industry and in labor—and they just can't pack up their bags and go on a moment's notice. They have to plan.

In the case of labor people, they have to get authorization from their unions.

I would like to suggest that you not tarry more than another few days before you get this resolved on some basis so that the membership of the group can be designated.

On this particular point my last question is, I think the record is confused as to whether or not they are going to function as they did in December, as standby consultants, or whether they are going to sit in the negotiating rooms and listen, so that they can advise you and the other members of the overall negotiating team in recess period or at noon hours or in the evening what their advice and suggestions may be?

Which format do you think will be followed, if you can tell us?

Mr. GREENWALD. Well, let me start by saying that it is not our intention to follow the same pattern we had in December. We want to move from that toward bringing them more into the discussion. Exactly how it will work, as to the position they will occupy and how they participate is something we really haven't worked out yet. But it is our clear intention to have them participate. We think it is useful from our point of view. They have the expertise, direct business contacts and knowledge we think is essential to bring into the discussions and the way I would propose to do it is to do what we did at the last meeting. I wasn't the only one who spoke. People from the other agencies spoke on specific issues. I don't have enough expertise to explain the working operations or some of the technicalities of the lumber industry, and it is silly for me to try to do that. Obviously, the thing to do is call upon the people who know about it, and this is what we did at the last meeting and this is certainly, from my own intentions what we will do with the industry people too. And I may add I hadn't said