Japanese companies so you begin with a disadvantage of being unable to get someone to represent you.

But if you do find someone prepared to import your product, he must go to his bank for foreign exchange. That bank must get approval of his request for foreign exchange from the central bank of Japan. If it is a competitive industry and competitive products, it just turns out that the approval is not granted or is so long delayed that the venture has to be abandoned.

Mr. SCHNEEBELI. Thank you very much.

The CHAIRMAN. Mr. Broyhill.

Mr. BROYHILL. Thank you, Mr. Chairman. Mr. Stewart, is the glass that is imported the same quality, the same finished product, as the flat glass that we export?

Mr. STEWART. Yes, it is, with the possible exception of imported glass from Iron Curtain countries. Czechoslovakia is a case in point. Their window glass has in the past been of very low quality and is therefore sold at distressed prices, but as to the other producers it is high quality glass, absolutely suitable for our glass.

Mr. BROYHILL. The only difference being the price itself.

Mr. STEWART. Correct.

Mr. BROYHILL. How were you able to get $34.5 million in exports in 1967 and $89 million in imports? That appears on page 4. Am I reading it correctly, $89 million in imports?

Mr. STEWART. That is correct.

Mr. BROYHILL. In 1967, $34 million in exports and by and large they are similar in quality and in types of finished products?

Mr. STEWART. Yes. As we explain on subsequent pages of the statement, the exports to Canada accounted for about, as I recall, 75 percent of our exports and they consisted of at that time in 1967 transfers of glass to U.S.-affiliated plants in Canada to be made into glass for automobiles, which business we are now about to lose and the exportation of automobiles.

Mr. BROYHILL. How could we have that much in exports if it is such a bargain to import, to buy $8 million worth, which apparently is at a lesser rate. How would we ever export any glass?

Mr. STEWART. This industry has served the U.S. automobile industry very closely. The U.S. automobile industry, as you know, is the companies that have the plants in Canada and without this Canadian content requirement we would have continued to supply glass for those automobiles but now that the U.S. companies are trying very hard to reach their Canadian content requirement they must turn to glass of Canadian origin and so we are going to lose out on those exports.

Mr. BROYHILL. Thank you.

The CHAIRMAN. Any further questions? Mr. Ullman.

Mr. ULLMAN. Mr. Stewart, you have impressed us with the extent of the problem in the industry that you are speaking for. I am very