

given to the New England Council last Friday, June 14, by G. Lawton Johnson, formerly a steel executive, now vice president and director of Boyden & Associates, Inc., of New York, one of the leading executive search firms in America.

Mr. Johnson's opening sentence was:

I should like to talk to you today about the futility of trying to cope with the future by living in the past.

Later he said:

The need to respond thoughtfully and aggressively to change in virtually all fields has never been more urgent.

The complexities of world trade, the opportunities it offers to expand world markets, and the swiftness with which changes will take place make the extension of the President's negotiating authority in this most vital field a most urgently important matter. Correspondingly, in this coming period of rapid change and rapidly expanding world markets a few American industries, companies, and labor forces which may be injured by increased competition from imports, may require assistance in adjusting to the changes. The improvements in adjustment assistance in the proposed act are the best solution to this problem that has come to public notice so far. Import quotas are not a feasible alternative. They fall in Mr. Johnson's category of a futile effort to cope with the future by living in the past.

Mr. Chairman, I will be followed by Prof. David Ashton, chairman of the International Business Department at Boston University, and the man who is most responsible for the development of State and regional statistics on exports. Professor Ashton will explain the importance of international commerce to New England's industry and economy today and can answer any questions you may have in this area.

The CHAIRMAN. Professor Ashton.

STATEMENT OF PROF. DAVID J. ASHTON

Mr. ASHTON. Thank you, Mr. Chairman. My name is David J. Ashton. I am professor of international business and international curriculum coordinator at the Boston University College of Business Administration. I am pleased to appear here today with Admiral Hull and Mr. Chesterton on behalf of the International Center of New England, Inc. I have been a member of the center and of its predecessor organization, the World Trade Center, in New England for the past 10 years and am presently serving as a director and as chairman of the center's educational relations committee. I also serve as consultant to the Federal Reserve Bank of Boston and to the New England Re-