

could have done the same thing, and by taking only one firm in ten cities I am extremely considerate in order that no exaggeration might be applicable to my statement.

Therefore, in the past twenty years, the retail fur trade of Canada has suffered to the extent of \$2,732,640, and to further prove my statement, our firm has accomplished this sale in view of the fact, as stated by one witness on page 62 of the second edition, the last paragraph, which reads as follows:—

Mr. Devlin states:—

Sealskins of the best quality have been off the market for so long that the fashionable demand has only recently begun to be felt.

I claim that, had sealskins of quality been on the market, they would have afforded an opportunity for the business that I have referred to.

Now let us look at the other side of the story. The English dressed and dyed skins were undoubtedly established in the market—our mothers and grandmothers knew them and praised their value—in fact wherever fine furs were worn, ladies knew English dressed and dyed Alaska sealskins to be the best. They were established, they would have continued to be in demand; to-day we have had to re-establish them, particularly among the younger women. Had the English dressed and dyed skins been available in 1919, they would have trebled in value over the inferior article as produced in the U.S.A. A glance at the sales report of any auction company over a period of years will show, that no matter what the price is, if the article is in demand it can be sold regardless of competition or conditions, and according to the demand the price rises or falls. At times sealskin coats sold for \$1,000, whereas to-day they can be bought for one-third that amount.

So that when I say the English dressed and dyed skins would have trebled in value had they been available, this statement is based on the fluctuation of prices according to the demand. The fact that the American dressed and dyed skins were inferior has already been given in evidence by Mr. Devlin in the second edition, on page 62; there is a paragraph in which Mr. Devlin states:—

Undoubtedly in St. Louis before my memory is very active, perhaps, in the matter of sealskins they had to experiment, as everybody had to do. No doubt they made some mistakes and errors and spoiled some sealskins.

And as stated in my former evidence, in the second edition, on page 62:—

New York merchants stated that the American product was absolutely unfit for their requirements, and endeavoured to secure the skins in the raw that they might send them to England to be dressed and dyed.

There, gentlemen, is proof of the demand.

Had the Canadian Government placed on the market English dressed and dyed sealskins as was its privilege, it is not hard to assume that at least double the price as paid in St. Louis for the inferior American dressed and dyed skin would have been secured for the English dressed and dyed skin.

To estimate the amount of loss during the early stages of experiment as carried on in the U.S.A. one has only to consider the price Canada received from the sale in 1919 and the loss is plainly \$91,762.64. Not only could Canada have secured double the price, but the sale of the skins could have been established in Canada, and sales commission and wages paid to Canadians instead of to the controlling interests abroad. If this amount were \$5 per skin, including all expenses for the handling and sale of the skins in Canada, it would have meant a revenue to the Canadian people on Canada's share of the skins to date of \$404,750.

Do not let us lose sight of the fact that the cost of dressing and dyeing in the U.S.A. was over \$4 more per skin than the price charged by the English