

correct in round numbers. I should say that the average amount per case in labour, cans, boxes, labels, work in processing, and transportation and so forth would amount to about from \$3.50 to \$5 a case, according to the kind.

*By Mr. Putnam:*

Q. The exporters of the fish are not all foreigners, I presume; they are not all foreigners who do that easy thing?—A. All this export referred to in the report was exported to the American side.

Q. But it was not all done by foreigners, I should think. You spoke about allowing foreigners to come in against the capitalists in Canada; I presume Canadians were at that too?—A. Quite so.

*By Mr. Hatfield:*

Q. For canning purposes?—A. Yes.

Q. Or the fresh market?—A. This says that in 1916 certain American canners took from Southern British Columbia waters sixteen million pounds of salmon, and the Canadian canners submitted a calculation, as I have just read to you.

*By Mr. Martell:*

Q. Doesn't that mean that they come in with their smacks, take the fishermen's catches and take them to the United States to be canned?—A. Yes.

*By Mr. Neill:*

Q. Or to be sold fresh?—A. Or to be sold fresh, yes.

*By Mr. Martell:*

Q. Would not the tendency to lessen that have a tendency to lessen the profits made by reason of it, with regard to keeping up the prices of the fishermen?—A. It is a question whether this Committee considers the loss to the Dominion of an average of from four dollars a case to probably a few cents a case.

Q. I quite understand you in that?—A. Which is the most important?

Mr. MARTELL: But you are speaking absolutely from the canners' standpoint. If there were an embargo on the exportation of salmon it would mean that you would have the Canadian fishermen under your thumb, and would thus get in a combine and compel them to give you fish at your price without the American competition.

The CHAIRMAN: Of course he is only giving his own side of it. We will get the other side of it afterwards.

Mr. MARTELL: I think the point is relevant.

The WITNESS: I quite admit that the American competition will enhance the value. Do you all consider that the enhancing of the price to the fishermen is of benefit to the public?

Mr. MARTELL: Exactly.

*By Mr. Hatfield:*

Q. Is there a very appreciable fresh market on the American side? Do the salmon which are sold fresh to be used fresh make up a very large proportion of the whole? What is the proportion? Are there many sold on the American market to be consumed fresh?—A. No; I think very very few would be consumed, a very small proportion. The boats that come over, are as far as I know, almost entirely working for canners.

*By Mr. Putnam:*

Q. Do they do that more economically than the Canadian canners?—A. No. I think one of the reasons that this exportation has been carried on has been partly this, on the American side, the making of the labour contracts for processing inside

[Mr. H. Bell Irving.]