

fully taken into account. I speak of the Eastern fish combine which controls the markets of the United States. You cannot sell Western fish to the dealers in New York, Boston or Chicago, because they are under the thumb of the wholesalers in the combine, to whom they must look for their regular supply and who virtually own them. A great many attempts on a small scale have been made in British Columbia to develop the deep sea fisheries, but they have invariably failed for the reasons named, partly for the lack of the long train of facilities previously indicated, and largely because the promoters cannot stand against the combine and sell fish in the market which it controls. In a fluctuating market, such as a fish market essentially is, the risk is too great for small capitalists or any probable combination of small men. Without agents on the spot, cold storage and all that, if the fish is not sold at once it spoils on your hands. You cannot sell to the retailers or jobbers unless you can guarantee an invariable supply, for the reason that the dealer must go back to the wholesaler of the combine again if you fail, and he naturally objects to be made a convenience of. The latter immediately tells him that if he intends buying from the "trade" only when he cannot buy elsewhere then he cannot buy at all, and if there happens to be a balance unpaid on credit account he is gently reminded that an immediate settlement is desirable. It is scarcely necessary to explain this principle of business. It is too well understood and fully accounts for the repeated failures experienced in finding a market on the other side for our fresh fish. The only remedy is to oppose the combine with an equally powerful combination. With £1,000,000 subscribed capital and all the modern machinery for carrying out the enterprise, every commercial link being complete from the Atlantic to the fishing grounds on the Pacific Coast, the Crofter Company could force and control the markets of the

North American Continent, within the limits of which there are about 75,000,000 or 80,000,000, and an enormous daily consumption of fish foods. They have in contemplation, as has already been stated, the adoption of the most complete and improved system of refrigeration and storage, and it is understood recent scientific experiments have demonstrated that, beyond doubt, fish can be kept for an indefinite period and exposed on the counters of fish-mongers for ten days after being thawed out, retaining their original flavor and firmness. This, in itself, presupposes great possibilities for trade in our fish.

Without the commercial adjunct the Crofter scheme, as applied to British Columbia, would be impracticable and visionary. The two must stand or fall together. Considered as a philanthropic, a commercial, an industrial, a social, or a colonization enterprise it must commend itself to all men and especially to Canadians, to the building up of whose interests it would contribute not only in a material way but in the higher national sense. It is one of the greatest and best devised projects of the present day.

In conclusion, I cannot do better than quote from a pamphlet recently issued, which says: "Considering the room for expansion, it is anticipated that the families under this scheme will only form the advance guard for thousands more for whom this province can find place and employment. They will be transferred from one portion of the Empire to settle under the same old flag. Not emigration to a foreign land to be lost to the Mother Country but migrating to an unoccupied and fertile field, where, while working out their independence and securing a brighter future for their offspring, they will be helping in a marked degree in the colonization and development of one of the richest and most attractive portions of Her Majesty's Empire."