THE EVENING TELEGRAM, ST. JOHN'S, NEWFOUNDLAND, SEPTEMBER 10, 1920-9

The Exporters' Conference.

of meeting of Exporters of 240; 1916, 173,608; 1917, 261,890; 1918, in Grenfell Hall Friday, 189.925; 1919, 212,785. This is very meagre indeed, but it p.m. Minister Fisheries in the chair. The first matter for and Mr. W. quantity of our experts are Shore fish and what are Labrador, but what Italy. the debate. Mr. is of still greater value is the inforad the following paper: TTALY.

MUNN.-In giving a report undand trade with Italy, we discovery of this very Cabot, a John vas ing Newfoundland Therienced nautical knowledge Thas been led the way carijest statistics foundland trade. natter at ut of 28 cargo owfoundland fo on arrival in that country. lar one, at least. t de Grave for ibt many more of since the Mont Canis tunnel was right up to date, and I take him at his very ars ago, a very large trade has been worked up by that railway route to the inland cities of northers. I told him the state of the state found their way have still earwhen Sir Walter a at Newfoundhome from South red seven fishing Italy, principally from Norway and were Frenchcargoes of codfish Denmark. and sold i

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Chamber of Commerce. £5.000. This rothogran avs been of eral times last winter and got much better proof of valuable information. ndly feeling of branches in Milan, Leghorn, Rome, Empire was Italy war

Naples and Trieste. The Secretary, Mr. E. M. Lust. at Genoa, and the Triple Ailiance many years, and President, Mr. Henderson, at Leg-

for ur of gle our of glory for indship of Great I have already explained in our ocal Press, also in letters to the alliance critical moment Minister of Marine and Fisheries the actual facts regarding the Consorzio, but Mr. Coaker in his opening ads of the Allies, small measure to the Huns. If it dress at this Conference told us that had again wired to the Premier, with Germany Hon. R. A. Squires, now in England, to make another effort to get the British Government to induce the would Italians Triple Alliance, ight against Eng-Italian Government to abandon this could not see Eng-

out going to her Now Mr. Chairman we are here to good have such talk plain, and I have no hesitation has. up to us to fosthem, for saying that it is very bad form we look for cash nothing of their is the Genoa Italy. The for of Italy are of our fish is conalso good marwith foreign countries. the

weil worth looking is almost exodfish Genoa, Leghorn, and Bologne. Codfish is what they Ancona, Taranta, Brin echia and Rome, also

especially asked for

great distributing vince of Tuscany var is over and Italy

for. I am making no request to be and can have no control over prices ous to have more than two selling appointed an agent for Italy such as when you allow shipments to leave channels for Italy the coming season. the Government's appointee last win- here unseld. Cold Storage is something It is not so much a matter of the ferior quality. He made me an allowance at once. The Consorzio is really a Food Control of the Italian market and, as I have already explained to Mr. Coaker, ter; my request is to be allowed to is more reliable than individual firms. else should have the same privilege. He has offered to buy under the mo Bank Exchange.

many years. He promises to

from you would go all right."

favourable form of contract ever made Italy is suffering more from deprewith Newfoundland and grants us everything we asked for. The weighciated currency than any of our customers in the Mediterranean.

ing by steel yard on the shoulders of two men has been a grievance for Mr. Ragnoli explained the reason of this to me very clearly. Italy entered the war without sufficient preparation weigh on platform scales. This loss in is the best I can do at short notice. Weight on Labrador fish is generally We should know exactly what quantity of our experts are Shore to stand the first one per cent. and and borrowed money wherever she could get it, so that they could take the place of a great nation and thereif the vessel is made liable for any fore benefit materially if they were accessful at the end of the war. loss exceeding two per cent. the ship

mation of what fish Italy imports pers' loss can now be calculated ex-from other countries, and full statis-tics of what Newfoundland and La-chase of 200,000 quintals last winter, Their domestic and export trade was neglected for war proceedings and today they find it almost impossible to brador fish is really consumed in which was considerably more than we shipped to Italy in 1914, 1915, 1916 often diverted on the way after leavpay the interest on their war loans. and as there is no export trade they were forced to pay over three times the value of their money for sterling ng Newfoundland. It is reported that Col. Bernard the Government could get shippers to exchange payable in London, For has been appointed Newfoundland send last winter, therefore why should private firms it would make business Trade Commissioner for Italy, and we complain. Let us get right down I would suggest that he take up this to facts; what was the reason that private firms it would make business to work with the Consorzio. pleased very earliest moment shippers would not send their fish to n arrival in that country. Not alone should we have the total ments? To many of us it was simply who can raise the money. All that the Consorzio asks for is to give them the kind of fish they require, which is good figures, but we should know the im- because we have no confidence in Geo. ports at each port and from what source they came. Labrador fish and principally Small Shore fish. Large Shore fish is wanted in other markets and commands higher prices, therefore there is no reason why it should be sent to Italy.

Quality of Fish.

The reason that the Italians like from George Hawes, and his reply to the Labrador fish so much is because it is a small plump thick fish, and if me was: "Even if I had a full din-ner, a nice tit-bit of Labrador codfish t was as carefully cured as the Ice-I am land or Norway fish, free from blood stains and the slub washed off thor-and decided we were strongly in fav. oughly, it would easily command better prices, but until this better cure is established we must reckon it a sec-handle our fish to our satisfaction; verh

see a nice appearance or they will not be tempted to purchase. Iceland and Norway have driven our Newfoundland fish from many markets in the Mediterranean, just because of its appearance but the buyers all say they not like that thin fish that you can see through like a sheet of paper very

I am a strong advocate for outright all last year's experience and better

for the buyer to erect to take care of price they pay, sell my own fish and that everyone his purchases but that only means an they obtain, and if Mr. Munn or any on consignment. I am in favour of regulations for claims arising they will be advantage Standardising and Inspection but ob-ject in the strongest way to the pre-staff. If Mr. Hawes' men seil through sent control of the Marine & Fisher-ies Department for regulations of other channel through which others other channel through which others can sell, it would avoid confusion. shipments and prices, such as was en-

forced last winter, and so far up to The Chairman-I do not think we need discuss Mr. Hawes any further, date. We must have free markets to ship to any one we please. I hope that | in relation to Italy, because it has been decided that he is not to repre-Minister of Marine & Fisheries sent the Fisheries Department in Itwill be governed by wise counsels and will agree to abide by the decision of aly the coming season, and no one the majority of the Exporters, as the will be expected to sell fish through present time is no season to bring in him if they do not want to.

Mr. J. Sellars .--- If you give

revolutions. We must work things out ever objection there was to selling moothly by evolution. through him last year we are now re-The Chairman-You have heard Mr moving. If we close by six we shall have a Munn and he has spoken very plainly with regard to the Italian market. Has any gentleman any remarks to make in connection with the situation? Here is a statistic of the Advisory Board to-night, and I propose asking them to sit all day to-morrow in order to for-Mr. Job-As you, Sir, and the majormulate the regulations that will be proposed for the consideration of the

ity of those present are aware, the Governor in Council, and gazetted, so concensus of opinion at the only meetthat we may get to business we have held of the Board, was that Mr. Hawes should not on any acaway and know where we stand. The Chairman.--I suppose the meeting is generally agreed that all count be asked to sell for any shippers who did not want him to do so. We have heard too much of the other ales to Italy should be outright? side. Whatever happens, nobody will Mr. Job .--- I don't think there is any forced to sell through Mr. Hawes. loubt about that under present circumstances

The Chairman-That is exactly my The Chairman .--- Who does

view of the situation. Mr. Barr -- At a meeting of the meeting think should sell outside Mr. Hawes? We did not as a Commission visory Board I spoke on behalf of the principal supporters of Mr. Hawes. We six, just prior to the meeting of decide as to what will happen, only agreed that there will agency and decided we were strongly in favour of selling through Mr. Hawes as we had absolute faith in his ability to adary article. There is an italian pro-erb which explains this thoroughly "We eat with our eyes," and I then suggested that whoever should have permission to sell to the Consorzio, Mr. Hawes should be permitted to sell to his dealers, so that we could have the use of his services. advantage of a weak seller. think some remark was made about Mr. Hawes going to charge two per cent, the coming season, and that he would go to Italy about the early part of September and remain there as long as necessary. Mr. Munn is much opposed to Mr. Hawes, but that is personal matter. I have greater faith in my estimation. I trust that I have expressed my-in Mr. Hawes than ever before, and if self clearly. Italy wants a small sized fish carefully cured with a nice ap-ly in Italy, we can only do so through firms the privilege of selling through ly in Italy, we can only do so through one or two channels. The idea of peo-

Mr. Hawec, you should allow the rest to sell through whom they please. The Chairman.-- I think people should not be compelled to sell through Mr. Hawes if they do not shipping to any country he thinks son because there is nothing doing. best. want to, but I know he has a splendid organization and some ability as a fish seller. I do not care how the



to warn you that in dealing with the an Consorzio you are up against able and clever men; and the troubles we outside him. I was thinking that my Department might sell for those who do not care to sell through had last year prove that we must be on our guard when doing business Mr. Hawes. That was not decided, on our gu but merely spoken of. There should with them.

Mr. Barr .- It is not a matter of who he at least two agencies I do not the buyers are: the main thing is to think we ought have more. We must handle the Consorzio in a businesshave an organization on the spot Mr. Sellars,-If you accord a privilike manner, because they would take lege to Mr. Hawes's supporters, you We should accord the same privileges to must have an organization on the others. Why not your Department other side to safeguard our interests. sell?

The Italian buyers are very able The Chairman .-- That will be a matmen, and have the best legal talent at their disposal. Individual buyers ter for the Commission to decide, but I would like to have the opinion of dealing with them would be at a disthe exporters as to what they think advantage and would only risk loss, should Mr. Job .- It is for the exporters to suggest one or two other selling six

agencies. Mr. Sellars .-- Suppose I want

sell through one source, and others through others; why should we not have the same privilege that other people have MR. JOB .- You have the same

MR. SELLARS .- Not if you limit

ales through two people. MR. MUNN -- I do not see that any of Mr. Hawes' six men have any right to say anything. It is a question for the rest of us to decide. I think everybody should be allowed to sell. Mr. Hawes' men are satisfied, and they want to tell us how we should sell it. We want to do our own business

THE CHAIRMAN .-- You must comsider that if you have three or four men selling fish, and some of them are weak, and the Consorzio will make all sorts of claims. When the Consorzio find this out, they will refuse to buy from the strong man ex-cept at the reduced price. I do not care if two or three sell, but they have a strong organization behind them



indeed to try and interfere with the domestic affairs of another country and such proceedings will prove boomerang on ourselves. How quick-ly we resent it when Canada sometimes tries to interfere in our affairs and therefore how much worse must **KNOWLING'S** When I was in Genoa about the first of March there were several meetings of the Consorzio, and I had

the privilege of meeting all the memers as they had gathered together to try their utmost to have the Consorzio dissolved, and if not to insist on getting notice from the Government in Rome three months in ad-vance of what their policy would be for this year's business.

They have

I took copious notes of conversa-tions that I had from time to time at different places and the following aly. Naples is the dis- is what Mr. Ragnoli told me: "Mr. speak out, as I do not like it either. ually successful, she The Consorzio is disliked by all

There is a British Chamber of Sure I could have sold Italy some car-Commerce in Genoa. I visited it sevthe French Shore but for these obnoxious Government Regulations forcing us to sell through Geo. Hawes. At the request of the Minister of Triple Aillance nany years, and horn, gave me a kindly welcome and the commanding terranean if she told me how anxious they were to assist all British trade in Itla.y. to Mr. Ragnoli asking min what they tity he would purchase this season. Mr. Ragnoli replied at once that it was impossible to work with an Ad-was mossible to hanged its plans visory Board that changed its plans every second day. He wished to know definitely what the Advisory Board's

proceedings were for this season and f I had authority to close sales if he often. made me any offers. This is over a fortnight ago, and notwithstanding persistent efforts I cannot get an an-

swer from the Marine and Fisheries office. Mr. Ragnoli can purchase from any firm he likes in Norway, Iceland and elsewhere, but here in Newfoundland we are tied up as if we were trading with the enemy instead of one

of the very best friends that England

These facts that I give are from sales. The Consignment business is equipped for handling business that I can youch rotten. You are robbed right and left last season. I think it would be ruin another channel, but I merely want

fish carefully carefully carefully carefully contained and all shipped under thor-ough inspection and then you will have no reclamations but will find a splendid organization there. He has splendid organization there. He has come doing doing doing doing doing doing there doing doi

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