

Address of Minister of Marine And Fisheries to The Ex- porters Meeting on Thursday.

(Continued.)

Now with regard to the business we have here principally to discuss—the regulations. If the exporters, I think that they agree that there should be standardization, and that consignments should be cut out, but we all get on the breaking when we come to the point of fixing prices. The regulations are grounded on one point—that is, "consignments." If we are not to have consignments, we must have standardization, and standardization means that we must have an improved cure. I think you all agree pretty well as to that. Now we come to the point of fixing prices. I think that you think that prices should not be fixed. To me, I agree with you there, but we are up against peculiar circumstances and conditions. Last year as you know we were selling fish at 25¢ per lb. by a scale of the pen the price was down to 15¢. Now 95¢ may have been 100¢ but it was selling at 100¢ when it tumbled down to 85¢, that was for shore fish. The result was that the market collapsed. I think you know what would you do with the fish? You would be buying fish at \$10 per ton and West, who would go to the market and say "Well at \$10 a ton I will sell at 70¢ because I am not a fool and I want my money and I want to buy more." The fish would be sold at 70¢ and the owner has to accept 70¢ for the fish, less because of bank charges. Then the man who is selling fish is a fair and honest business man and he must realize by selling at 70¢ that the market has collapsed and he must sell at the reduced price. He can go into the market and make honest money. Go back over our whole fishery history and you will find? Take the Dufferin, St. John's, Tressler, Fox and other fish. They went to the wall through the export of fish. Nearly all the fish of the past came to grief. Because they lost in the foreign market. They bought fish very well, and sold more for it than they could get. They made money until Christmas, every year, but began to meet losses from January to June by which time they were almost bankrupt. And that is the story of the fish. The least that should have been done during all these years was to have had in existence an Exporters' Association. It could have fixed a price at which everyone would sell. When we come to fix these prices now we will be able to take into consideration the other people, other people. We would forget all about Norway's catch of 250,000 qts. we find they have only 250,000 qts. that they can export in competition with us. If we let them sell every fish of that 250,000 qts. there will be ample room left for us to get clear of ours. I am not a bit afraid of Norwegian competition. This year when I was in Italy in 1917 I went to the Customs authorities in Rome and found the amount of fish exported from Italy in 1914 was 750,000 qts. How much did we sell of that quantity? We got 170,000 out of 750,000 that they consumed. The rest came from Norway. A large amount of fish was sold. But if that great consumption is there, we need not be afraid if we only have to sell 200,000 qts. This is a lot more than we can give away. I am not afraid of this year's figure. They wanted 250,000 qts. this season they could not get it from us. The fish should be sold at 15¢ per lb. and we should have 15¢ per lb. for our fish. I have the power now to find another Coaker stroke appearing in Newfoundland. I would have every fish in Newfoundland sold by the end of June I could make a million dollars for the Colony. I would pay you \$1 profit on every pound of fish you handled. It is a wonder Lord Leverhulme has not come here to buy our whole catch up because he would clearly make a couple of millions. We are 65,000 qts. behind in our exports for July and August this year. That will not be in the markets to oppose the arrival of our new fish. There were 190,000 qts. exported in July and August last year. and 65,000 qts. less July and August of this year. That fish last year went into the markets to compete with our new fish. This year there will be 65,000 qts. less to compete with new fish when we start exporting.

THE JOY OF MOTHERHOOD

Mrs. Phillips, Sends an Encouraging Letter to Expectant Mothers

West Philadelphia, Pa.—"I too, Lydia E. Pinkham's Vegetable Compound for five months before my baby was born and it has made me much better in health. I was always very ill when my other children were born, but with this one I had a much easier time. He is a big healthy boy now. Three years old, and I believe it was Lydia E. Pinkham's Vegetable Compound that made me so well. It is certainly a good medicine. I am a healthy woman. I cannot say too much in its favor, and you may publish my statement."—Mrs. W. Phillips, 5430 Kensington Avenue, West Philadelphia, Pa.

The reason that thousands of women of all parts of the country write such letters is that this famous old root and herb remedy, Lydia E. Pinkham's Vegetable Compound, has brought health and happiness into their lives, once burdened with pain and illness.

For special advice in regard to such ailments write Lydia E. Pinkham Medical Co., Lynn, Mass. The result of twenty years' experience is at your service.

There has been a lot of talk about inspection. It is said that the inspection has been too strict. That cry has come from the West Coast in a general way and newspapers have published it and agitated it. And what are the facts? Over half the fish cleared from the West Coast has been number one. Ten cargoes are on their way to Portugal to-day and they contain over 50 per cent. number one. That is a splendid average for West Coast fish, and the cull has been fairly strict. There will be nothing to grumble about if we can get half the catch number one this year. This shows a remarkable improvement in the cure, an improvement we should all be proud of. That is according to our inspection. I had a letter the other day from a man enquiring about the cull, and asking how Labrador fish was being culled. He stated that whenever there were half a dozen men congregated, they were talking about the regulations and the opinion was that it would be impossible to get No. 1 Labrador. I replied that the fish would be made the same as before only a little drier. All blood must be washed off, and there must be no pickle running from it. That is the whole story. I have here on my desk an Iceland fish. Look at it. There is nothing very pretty about it, but you will note it is absolutely clean. There is no blood on it. That is what makes it sell in preference to ours. If you visit the markets abroad you will find our fish bloody and soiled. That ruins it. This fish I hold in my hand will always get the preference. You can see at once that it is thousands as an article of food. I want to get that blood off our fish, and if that is once done there is no fish in the world that will sell side by side with Newfoundland's product. (Applause). I want the exporters to regard themselves as a body with all the same interests. You sometimes criticize me. I am an exporter of fish and you ask what I know about exporters and the regulations. Now I will tell you that if I was not an exporter of fish I would know very little about the matter. I would not have been on the other side and would know nothing about conditions prevailing there had I not been an exporter. I would be interested only as far as fish in the stores here was concerned, but, being an exporter I had to follow my fish, and I was astonished at what I found being done. I know one case of a man who sent \$250,000 worth of fish to a man in Oporto last year. The consignee had no stores to put it in. He had been bankrupt the year before. He was half English and half Portuguese, with none of the virtues of the Englishman, but all the vices of the Portuguese, but one of our firms actually gave him the care of \$250,000 worth of fish—would you call that business? We have been sending fish to Lind & Couto. That firm is as honest as any firm doing business, but they are no good to handle fish. They are old men whose time is past; they have no suitable stores to store fish; no suitable men to care for it; no young blood in the firm. It is stagnant. The conditions in their stores are abominable; the sheds you keep pickled fish in are as good as their stores. You send them fish on consignment, and wait till they send what money they like for it, and you call that business; it is not what I call business. Are you content with such conditions? I know you feel disgusted over them. And now we say you shall not consign, and must sell your fish before it goes, and must know all about it, and are not going to send all sorts of rubbish, but good number one for number one, and number two—what better conditions could you have? I cannot see how you will be better. If you keep on as in the past, you will end where Dider, Good fellow, Thorburn and Tessier and others ended. That is not the kind of thing I want to see. It is not the way to do business in the 20th century. I sent some old fish over in October of last year, beautiful Italian fish, and got 52¢ on consignment. How do you expect I can do business if I give 12¢ a qtl. for fish at Port Union, and pay expenses in sending it to the market, and take 52¢ six months after for a prime cargo of fish? Are you satisfied with those conditions? I should say you are not. I certainly object to such system. On the other hand you have the Consorzio to face. They say you must sell through them, and they fix prices. I sent a cable to-day to the Prime Minister to bring all the pressure he possibly could to bear on the British Government with a view to having the Consorzio abolished. If they will abolish the Consorzio we will let them buy from whom they like in Newfoundland, but we must insist on outright sales. Another thing I requested him to do was to urge the British Government to make some arrangement for taking over Portuguese bonds in order that we may obtain sterling value in Portugal and secure enough for fish to keep the wolves from the doors of our fishermen. We asked the British Government last spring to do this, but they did nothing. Now we have Messrs. Squires and Warren on the spot, and have urged them to intercede and see if some arrangement cannot be made whereby we may have Portuguese bonds, financed by the British Government, so that we will have a medium through which to trade in fish, instead of having to depend on the fluctuations in their exchange from 1½ to ¼ almost weekly.

I think you will admit that under all these conditions it is no easy job to be Minister of Marine and Fisheries. If you think I am going to talk and strive and work 14 and 16 hours a day because I am supposed to be a public man, and continue this work with the exporters opposed to what I am doing, when I know what I am trying to do is solely for your benefit and that of the fishermen, you will find one of these days that there will be no regulations and some other person will occupy my position and do the work of signing cheques and sending out lobster labels as has been done the last 10 years. I am not in this work for the love of it or for \$4000 a year's salary.

It is costing me a lot more than that to put a man in my place at Port Union, and we will lose \$30,000 this year

by my being here instead of at Port Union. My personal interests lie in staying at Port Union and sticking to my duties there and my experience stands for a lot with the trading Co. What is there in this job for me? I do not care who is Minister of Marine and Fisheries from a political point of view. I only want to be Minister of Marine and Fisheries now because I believe there is work to be done, and I do not see how it will be done unless someone is prepared to do it. The chance may never come again to Newfoundland. There will never be a Government again that will attempt to standardize fish if it is not done now. Look at the agitation already on foot. Suppose one allowed the vapourings of these political newspapers and Tory heeler everywhere to spread around the country unchecked, and then took a vote of the people—where would the Government be? Do you think the fishermen will sit down calmly and see themselves losing two dollars per quintal on fish because of the regulations regarding cure? The men making good fish are going to rejoice, but these making indifferent fish—and they are over half the population, will grumble. That is what I have to fight against. But we will show them within two or three years that everything has been done for them and country. It is going to benefit me more than anybody else? I can run my business just as I did along the old lines and probably make it pay as well as another. My work therefore is national and not personal or selfish. Is it fair that you men should be always criticising and finding fault? I do not say all of you have been doing so; but there has been a tendency without any good justification or reason to find fault, simply because it is easy to criticise and very hard to construct. I am here to-day and gone to-morrow politically, but my work must remain if possible, and I want your assistance now to accomplish something material for the country. If you expect that I will be a single man fighting your battles—then you are mistaken, because no man can keep up against united opposition indefinitely, and as strong as I might feel, I cannot be expected to be always the only insane man on the island. But I sincerely believe that there is work to be done, and I do not see how it is going to be done if not now. If you have any real interest in the country, and believe in its future, you will try to make the regulations a success. I desire to see things done right and I think you are of the same opinion. I hope you will be fair in your criticism. If you desire information at any time you will find me willing that I am to assist you; but if you try to drive me, you will find you are up against the wrong man. I can be led, but opposition or agitation cannot drive me. If you request any assistance or information from me, I will do my best to help you out, but if you write letters illustrated with drawn daggers and signed by a Black Hand, you cannot expect me to take you seriously. I hope our discussion will be mutually beneficial and advantageous, and that when we close on Friday evening we shall be able to say that much good has come from the first conference of licensed fish exporters. (Applause).

The following additional statistics have been handed us by the Minister of Marine and Fisheries for the further information of the public: 1919-20.

Total Exports of Dry Codfish and Countries to Which Exported for Fiscal Year Ended June 30th, 1920.	Qtls.
United Kingdom	58,152
Canada	62,103
B. W. Indies	90,799
Malta	200
Argentina Republic	288,946
Brazil	23
Colombia	23
Costa Rica	652
Ecuador	53
France	2
Foreign W. Indies	17,383
Chile	4
Greece	101,736
Italy	132,356
Madeira	343
Mexico	44
Morocco	50
Panama	27
Portugal	619,824
Spain	377,732
United States	36,913
Total	1,788,015

These figures are only 33,000 below 1918 which was the largest in the history of the Colony.

Exports for 1919	Exports for July and August, 1919	Exports for July and August, 1920
1,681,770	190,809	125,000

Number of Vessels Cleared for Labrador and Straits.

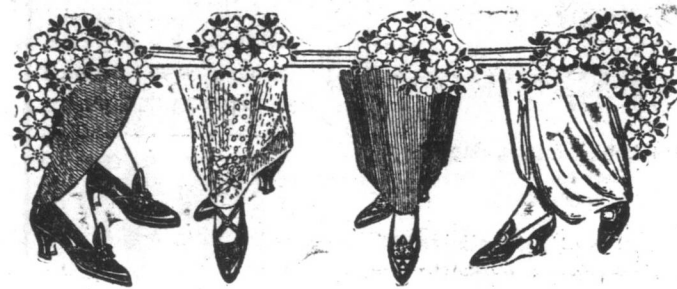
Name of Port	No. of Vessels
Change Islands	28
Old Perlican	4
Western Bay	4
Twillingate	57
Wesleyville	121
St. Anthony	9
Harbor Grace	18
Port Rexton	12
Greenspond	78
Spaniard's Bay	3
Burgeo	1
Bay Roberts	13
Carbonear	19
Heart's Content	17
Hant's Harbor	5
Herring Neck	17
Britannia	19
Trinity	41
Brigus	25
Salvage	41
Port Union	3
Conception Harbor	2
King's Cove	10
1920	584
1919	739
Decrease	191

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Sept. 17, 1904.

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