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## The Exporters' Conference.

Mr. Job.—What about terms of payment for Italy. Mr. Munn referred to the guarantee. The Consorzio last year wanted to insist on 2% being put over it, but eventually they gave way. They now ask for guarantee in the amount of what extent. This is the most important thing to settle.

Mr. Barr.—I presume all will sell the one contract.

The Chairman.—Yes, I would suggest that the guarantee be placed in the hands of the Department or the Government and any claims made payable to the Trade Commissioner.

Mr. Munn.—Regarding fixing of prices and terms with Italy. It is very hard for us to say what we want, but we know what we will have to take. As soon as they are notified that we are going to sell, they will tell us what prices they will pay, what French and Icelandic fish are selling for, and the terms of sale. No better contract can be made than the terms of contract given up by the Board of Trade some years ago, and Mr. Ragnoli agreed to everything we asked. There is only one question, and that is the guarantee.

Mr. Munn.—The Consorzio gave him 10% cash but he only allowed 80% and handed 20% back until final settlement was made, and then we got a cheque Mr. Haves held back the money last year, not the guarantee.

Mr. Barr.—The banks will not associate themselves with a guarantee.

Mr. Munn.—I have not taken the matter up with the banks, but if they won't the Consorzio may possibly have a limit.

Mr. Long.—I agree with the Chairman that it may be possible for the Advisory Board to make arrangements with the Government to hold back 10% and for the Trade Commissioner to make adjustments.

The Chairman.—Has anybody any information to give us respecting Greece?

Mr. W. A. Munn.—I did not come prepared to speak on Greece, but I will do my best. The Greek market is very different from the Italian market. The latter goes back to the earliest history of Newfoundland. The Greek market was only developed within the past 100 years. Forty years ago 40 or 50,000 qts. was looked upon as a good export to Greece; but about the past 1900 Sir Wm. Whiteway, then Premier, placed currants on the free list, providing the Greeks would reduce their taxes on our fish. They did so, and since then the Greek market has been one of the best we have had. The export this year went up to 140,000 qts. The Greeks want wholly Labrador fish. They want soft fish. The only hard fish that goes there is Icelandic—and that only within the past ten or fifteen years. Some French fish is also consumed there. When I visited Greece I saw a cargo of 6,500 qts. French fish. We must compete with the other countries on prices. Icelandic fish is at the present time offering freely at 80¢ in Greece and French fish is even lower, and there seems no possibility of our getting higher prices. It is all very well for us to say that we want these prices 100% or thereabouts, but we have to compete with Iceland. Greece has been very prosperous during the war. They have plenty of money. It is very different in Italy. We should look out and get our shipments there as quickly as possible. In Greece the people mostly belong to the Greek Church. The rest of the countries along the Mediterranean are Roman Catholic, and they require fish for Lent. In the Greek Church fish is not eaten in Lent. The demand falls off then, and if we have not all our fish there before January or early in February, we have to wait for forty days to finish off all that is left over and that brings us up to the hot weather. The Greeks are born traders. Now that the war is over they have Salonica and Smyrna. We should try to do something to foster trade in these new places, on the lines of Sir Wm. Whiteway's move when he placed currants on the free list. The Smyrna trade is a big trade. Now if we were to place fish on the free list, it would open the market for us. They are very glad to see us take an interest in their trade. It would not mean much to us. When we get information from the Consorzio we find that Icelandic and French fish are offered lower than ours. We cannot make prices until we find what the markets are prepared to pay.

Mr. Earle.—Whenever I hear Greece mentioned it is always in connection with Labrador fish. Now I have had satisfactory relations with Greece in connection with shore fish. I have always advocated the curing of fish in a better manner than in the past, and one year we were successful in turning out a particularly good quality which

we shipped to Patras. The vessel left Fogo, and she was almost given up for lost, because it was not until 99 days afterwards she arrived and landed a very satisfactory cargo. We had a letter afterwards, which contained an extract from the consignee's letter, which congratulated the shipper on having the finest cargo of shore fish that ever left Newfoundland for Greece. It was a great surprise to me as I fully expected disaster. The letter stated "We are sorry to say that we had to reduce 9 qts. and a half, a reduction of 2 1/2 per cent, but have not a full price on the rest." It has often surprised me that I never hear anything about cargoes of shore fish for Greece. When fish is made well, it will hold.

The Chairman.—Coming back to matter of price. If you suggest 80¢ for Labrador in Italy, you cannot suggest lower than 80¢ for Greece.

Mr. Job.—It was 100 last year. The lowest sales were down to 80¢. I think if we are to work on a minimum price at the beginning, it might not be unwise to fix the price at 80¢ seeing we have been informed that Icelandic fish is offering at 80¢.

Mr. Hepburn.—I think the price for Greece, instead of 80¢ ought to be 90¢. The freight is much higher to Greece than to Italy. You meet the same competition in Italy with Scotch and Icelandic fish. I think it a mistake to put the price of fish at 80¢ for Greece, the same as Italy. We should get 10% more.

Mr. Barr.—85¢ for Greece would be acceptable; that would be a compromise between the two.

The Chairman.—Do you agree to outright sales in Greece?

Mr. Job.—Yes. Something will have to be decided soon in relation to Labrador vessels. The main thing now is to get some fish forward to Italy and Greece. It is a great mistake to hold vessels here rather than let them go forward, in view of the long voyage.

The Chairman.—What about prices at New York and Liverpool?

Mr. Monroe.—The Board might take the Liverpool price under consideration at the first meeting. When the Labrador fish comes along, some will want to ship to Liverpool. I would advocate that you should not make any stipulation with Liverpool buyers in the way of signing a guarantee that the fish will not go out of Liverpool. It was peculiarly objectionable to Liverpool merchants. They felt if they bought fish they had a right to send it wherever they pleased. The object of the guarantee was to prevent fish going from Liverpool to Italy and Greece, thus competing unfairly with our products in those markets. The difficulty could be overcome by fixing a price for Liverpool that would not permit sales at a lower price than our fish shipped direct to European markets.

The Chairman.—I do not think there will be any difficulty with Liverpool this year. The brokers are quite willing we should fix a price which, with expenses, would not enable them to under sell in Greece and Italy below the price for direct shipments to those markets. What about New York? Will we fix a price on the same basis and let them sell where they like?

Mr. Job.—I would like to say a few words respecting my own connection with the Board. I want to make it very clear that there are two essential things I think absolutely necessary: First, that any decisions of the Board must be immediately communicated

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to the Trade. The Act as passed through the Legislature provides that the decisions of the Board shall be first of all confirmed by the Governor in Council and then Gasetted. That will take two or three days or a week, and the whole basis of this arrangement is confidence between the general trade and this Board, and unless some means is devised by which communications can be immediately given to the exporters, those on the Board will be in an unenviable position and open to suspicion. Second: As Chairman of the Board, Mr. Chairman, am convenor, and it is an absolute necessity, with all the work you have on hand, that the Board, to work properly we can have meetings whenever there is business to transact. It seems to me utterly impossible, with the manifold tasks with which you are occupied, for you to be constantly attending, and sometimes when business is held up in relation to the Board, it may be impossible for you to attend. In the meantime business of the Board, therefore, that some means be found of convening meetings of that Board even during your absence. At certain times you are bound to be out of town, and in the meantime business of the utmost importance may be in slings waiting a decision of the Board. I also hope that before this meeting adjourns we will not forget the suggestion as to forming an Exporters' Association, and I trust some means may be found of communication between the appointees on the Board and the Association so that they will be kept advised quickly and fully as to what is going on. Third: I may say I am not as a matter of fact, legally a member of your Board. The Act provides that the appointees on the Board shall be elected by the licensed exporters. An informal meeting was held, at which many people who were not licensed were present, and the election then took place. It is absolutely illegal, if disputed, and I feel that I would like to have my appointment confirmed. I dare say Mr. Long feels the same way. I should like to add that I would be very much better pleased if the gentlemen present would be kind enough to turn me over afterwards, which contained an extract from the consignee's letter, which congratulated the shipper on having the finest cargo of shore fish that ever left Newfoundland for Greece. It was a great surprise to me as I fully expected disaster. The letter stated "We are sorry to say that we had to reduce 9 qts. and a half, a reduction of 2 1/2 per cent, but have not a full price on the rest." It has often surprised me that I never hear anything about cargoes of shore fish for Greece. When fish is made well, it will hold.

Mr. Long.—I certainly agree with everything which Mr. Job has said.

The Chairman.—I would like to endorse the position taken by Mr. Job in regard to the confirmation of his appointment, because he is not legally a member until elected by the licensed exporters.

In regard to the confirmation of the appointment during the absence of Mr. Grievé, and I think that should be embodied in any motion that may be made.

Mr. Job.—In relation to the appointment of Mr. Grievé as Chairman of the Advisory Board, Motion seconded by Mr. Chesman, put to the meeting by the Chairman and carried unanimously.

Mr. A. Goodridge proposed and Mr. Sellars seconded a motion that nominations now cease. Carried unanimously.

Proposed and seconded that Mr. Long be substitute member on the Board, in the absence of Mr. Grievé or Mr. Job. Carried unanimously.

Mr. Bowring.—In relation to the appointment of a Chairman to take your place, Mr. Chairman, in your absence. Could you give us any information along those lines?

The Chairman.—The Act provides that the Chairman shall have power to appoint a Chairman in his absence, and if I should happen to be absent, arrangements would be made for the convening of meetings.

Mr. Monroe.—Mr. Job made the point regarding members of the Board being free of all suspicion of making use of information obtained through the Board and using it for their own interests before it was given out to the other exporters. I would be glad to see this matter taken up by the Board. I do not suspect any member of even the intention to do anything out of the way, but in justice to themselves I think they should be free from that suspicion, and the Board should take some means of ensuring that information will be in the possession of exporters almost as quickly as it will be in the hands of members of the Board. It is a difficult matter to tell the exporters what has been decided before the Governor-in-Council has given his assent to it, but at the same time one can see the difficulties, and the Executive might pass a Minute empowering them to overcome the obstacle.

The Chairman.—If you form an association you could pass rules. You have two nominees on the Board. You can always approach them and they can be in constant touch with you.

Mr. Bowring.—At the meeting of exporters called by the Board of Trade, Sir John Crosbie, Mr. Dunfield and I were appointed a sub-committee to draw up a constitution and articles of association. We have got as far as drafting a copy and we will be calling another meeting of the Board of Trade to place the findings of that sub-committee before the exporters as early as possible, with a view to forming an exporters' association.

The Chairman.—That being so, you might take precautions, in drafting your constitution, to provide that members of the association who receive communications from their agents on the Advisory Board, treat it confidentially, and then there would be no hesitation on our part in allowing communication between the Board and the Association.

Mr. Monroe.—If the two representatives of the Exporters' Association, could be permitted to give information of what has passed at a meeting of the Board, subject to the decision of the Governor in Council, say to the Secretary of the Board of Trade, to the licensed exporters the following morning, first thing, it seems to me it would meet the point. If you come to a decision say regarding change of prices at a meeting in the night, the next morning the Secretary of the Board of Trade could notify the exporters that those matters were dealt with subject to the consent of the Governor in Council. We would know the new prices would not be effective until the Governor in Council consented, but we would have as much information as the Board could give.

The Chairman.—That would be communicated to you through the Secretary of the Exporters' Association; or your delegates might be able to meet you and discuss the point consisting of all at the Advisory Board meeting. It might perhaps be better for the delegates to take the exporters into their confidence before arriving at decisions. It is a very difficult matter to discuss anything that transpired at an Executive Council sitting until His Excellency the Governor signs the Minutes. However, we might consider it at a Council meeting, I do not think that there be the most absolute confidence. Information can be sent to exporters but not to newspapers, as it would get abroad through that medium.

The Chairman.—I think we can feel satisfied we made no mistake in having this conference, and that the matters have been discussed have been greatly to your advantage, because quite a lot of information has been forthcoming, and we understand each other better. You have got in touch with me and I hope you have found that I do not possess horns and hoofs, and when we come to do business I think you will find me reasonable and willing to meet you in every way. So far as I am concerned I wish to thank you all sincerely for the manner in which you have discussed the various questions. It has been a great pleasure to me to have attended the meetings. I was quite prepared to hear you criticise my conduct in every way as a Minister of the Crown, and in connection with the operation of the regulations, and nothing that you have said has occasioned me the slightest resentment. We shall part I think fairly good friends. I thank you for being so candid as to express what you have felt. It has helped matters along considerably. I trust now that there shall be only one ending to our conference—success which will mean prosperity for fishermen, for exporters and country.

The meeting closed with the singing of the National Anthem.

Mr. Job.—I would like to say a few words respecting my own connection with the Board. I want to make it very clear that there are two essential things I think absolutely necessary: First, that any decisions of the Board must be immediately communicated

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