

Supply—Fisheries

been able to get back into the British market in a substantial way mainly, as I told the house earlier this session, through the efforts of the fishing industry on the west coast. They stepped up their purchases of British equipment to enable the British to earn the dollars to buy more salmon.

As a result of the activities of the Minister of Finance at the commonwealth conference at Sydney last fall, we are back into both the Australian market for \$500,000 worth of fish this year and the New Zealand market for \$600,000 worth of fish this year. We have heard that there is likelihood of another commonwealth country opening its doors again to the product their people want, British Columbia salmon. We have had increased European sales in some of our markets there such as Belgium, France and Italy. We have had increased sales in the markets of the United States. Generally, they depend on their own salmon out of Puget sound and Alaska. There has been quite a decline in the Alaska fishery, and because of that we have had the largest sales in recent years to the United States. Above all things, we are proudest of the great increase in salmon sales here in Canada as a result of an aggressive merchandising campaign by the industry, helped by the lower price of salmon. This year we have sold nearly one million cases of salmon in Canada, and that is about twice our pre-war sales in Canada.

So far as salt cod is concerned, it is another one of our major fishery products. There has been quite a change there, too. Salt cod is produced in Newfoundland and sold in export trade. It is produced in Nova Scotia substantially, and to a lesser extent on the Gaspé coast, in Saguenay and New Brunswick. The largest single block of salt cod on the markets of the world comes out of Newfoundland. Under the commission form of government, a single selling agency had been set up. There was a good reason for that, because almost all the countries to whom Newfoundland sold had single buying agencies. The agency was called the Newfoundland Associated Fish Exporters Limited, and down there it is known by its initials, NAFEL.

When Newfoundland entered confederation one of the terms of confederation was that NAFEL be continued as a single selling agency for five years. When I became minister some changes were made in NAFEL. For the first time we put representatives of fishermen on the consultative committee. When Newfoundland was a separate country the Newfoundland fisheries board controlled export to Canada through NAFEL, but when Newfoundland came into confederation that was a barrier to interprovincial trade to

[Mr. Sinclair.]

have a single selling agency controlling sales to other provinces. We had that changed a little last year in that we allowed mainland firms to go into Newfoundland and buy wet fish directly from the fishermen at competitive prices.

We were able also for the first time to have the industry offer the fishermen firm prices. It is a practice on the west coast, of course, where the fishermen will not go to sea unless they know what price to expect for their fish. In Newfoundland we tried to model policy rather after the policy used on the prairies to sell wheat, by having the trade give the fishermen an initial payment of what we could reasonably expect would be about 80 per cent of the final sale price, and then a share in what was realized beyond that. This was quite an innovation in Newfoundland and it took some explanation. Some fishermen still are not convinced it is a good thing to do. Fortunately, it has worked out quite well. This week the fishermen and the industry are discussing opening firm prices for the coming year. This policy has brought a stability to the industry that it had not known before.

On April 1 of this year the condition in the terms of union that export marketing of salted fish should continue under the joint supervision of the federal and provincial governments for five years came to an end. From that date forward the federal government has the sole responsibility for the export of fish from Newfoundland. Because of this situation, it was no longer right that I, as Minister of Fisheries, should be in the position of controlling export trade. The management of salt fish export, therefore, has been turned over to my colleague the Minister of Trade and Commerce, who will handle the export of fish just as he handles all other export trade of Canada.

During the year we were able to strengthen the market for salt cod by two gifts of salt fish, bought by the government at commercial prices to two markets that have always asked for salt cod, Korea and Greece. The earthquake in Greece caused great suffering there, and the Greek government asked us to help with food. The food they wanted was salt cod. In the rehabilitation of Korea food was requested from this country, and all told we have supplied these two countries with \$950,000 worth of salt cod purchased at commercial prices through the usual trade outlets in Newfoundland, the maritimes and Quebec.

As a result of the success of our trade commission on salmon to Britain last year, members from the maritimes asked me whether or not a similar commission should not go