

to us the market of Porto Rico. The United States markets take our fresh mackerel, canned lobster, salt mackerel and certain kinds of salted fish, but the market of Porto Rico is the great market to which we have been exporting dried fish from time immemorial. But ever since Porto Rico came under the control of the United States our Canadian fish have been subject to the American tariff. Under this arrangement, however, not only are the markets of the United States thrown open to our fish, but the market of Porto Rico as well, so that we shall have at all times and in all seasons a steady demand for our products in this line. That is one of the things we are seeking. It is very little avail to tell us that during lent, in Montreal and Ottawa, there is some demand for our fish, because once Lent is over that demand ceases. What we want is a place to which we can always send our fish and have a ready, steady market.

There is another feature which commends itself to my judgment, and that is that in the United States there is a growing demand for salted cod fish other than the dry. Heretofore our fishermen have been obliged to dry their fish, which is a long, tedious and laborious process, and the additional price obtained does not pay for the additional labour and trouble. But a market has sprung up in the United States for salted cod fish not dried, and that is bound to become one of our most profitable industries.

In this connection I should like to quote the opinion of Mr. Howard Smith, of the firm of M. and N. Smith, of Halifax, the largest exporters of fish in the world. That statement may, perhaps, surprise some hon. gentlemen, but it is none the less correct, and I might add that Mr. Howard Smith is a strong supporter of the leader of the opposition (Mr. Borden), and his colleague from Halifax (Mr. Crosby). He is prominent and active in the public life of the city of Halifax, and his word is accepted throughout the whole of the maritime provinces. This is what he says:

I cannot see why nine-tenths of the people of this country should not be overwhelmingly in favour of reciprocity. Under reciprocity and with up-to-date methods there is no reason why the fish catch of Nova Scotia should not run up to one million quintals yearly, says Mr. Howard.

Will revolutionize industry.

Now with free fish into the United States, what will happen? We can build and fit out vessels here at about forty per cent less than the Gloucester owner can do. With the fishermen demanding their rights, they will man their home vessels, and the owners can pay them cash as soon as the trip is over, owing to the fact that middlemen will come into the business who will handle fish in a green or half-made state and supply the family trade in the United States. There is no ex-

Mr. KYTE.

cuse now for standing off the fisherman, for the bulk of the present catch will be sold in a green state to people who will cater to the package fish trade in the states.

Fleet of 500 Bankers.

There is no doubt in my mind that the Nova Scotia banking fleet of from two hundred to two hundred and twenty-five sail will increase to five hundred within five years. There is also no reason why Nova Scotia should not catch and market as many fish as Norway. At present our catch equals only about one-third of theirs, and this with the fishing grounds at our doors, and the consuming market for salt fish thousands of miles nearer to us than to them.

Salt Fish Export.

For a year or two the fresh and package fish people will be the only ones who will benefit under the new regime, so far as the export trade is concerned, but as soon as the catch is large enough, to supply the excess demand of the United States, and the price of hard dried will be on a parity with what can be got for half made fish, then salt fish exporters will take a hand in the business. They will then be able to get what they have been trying to get for years, that is, a slack salted fish, hard cured suitable for any of the world's markets. At present the old-fashioned way of curing still obtains and our fish are suitable only for Cuba, Porto Rico, Hayti and other West Indian islands. A more immediate result will be looked for by exporters, and that is the possibility of getting business in Porto Rico on an up-to-date basis. The preference in favour of Gloucester on that market of 86 cents a quintal will be done away with, and Gloucester will not be able to supply any fish, to speak of for that market.

The chances are that the old fish consigning business, from Lunenburg will be a thing of the past in a year or two, and the large distributors in Porto Rico, will look to this country to purchase supplies to be delivered to them regularly by steamer each month. It is well known that the consignment business has not been profitable ever since return cargoes of molasses ceased to be available.

I read that to show what Mr. Howard Smith thinks of this reciprocal arrangement with respect to its effect on the fishing industry of the maritime provinces. And I think hon. gentlemen opposite may well pardon me if I have shown a little enthusiasm in favour of this trade arrangement. There is another item which—

Mr. AMES. Is the hon. gentleman (Mr. Kyte) preparing to leave the subject of fish?

Mr. KYTE. I was, unless it is desirable to continue it.

Mr. AMES. We have all been listening with interest, I am sure, to what the hon. gentleman has been saying. There is one portion of the subject we have been expecting to hear the hon. gentleman deal with but which he has not touched. What will be the effect of Newfoundland's fish coming