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right before you at this moment. It was the loosest kind of co-operation; it was simply the passing round of a list of friends in the different departments.

Q. All in the Civil Service?—A. All in the Civil Service. I think there may have been a few boxes, possibly 20 or 30, that friends of Civil Servants got. Otherwise it was among ourselves, just a purely family affair.

*By the Chairman:*

Q. What was the cost of this fish when delivered here? Can you give it for the different years?—A. I can. We always paid 6 cents a pound for the finnan haddie at either Digby or Canso, and the cost in 1914 of bringing up the 30 pound box delivered at your door was \$2.16, which you see would be something like seven and one-sixth of a cent per pound. In 1915, although the delivery actually took place in 1916, we paid 6 cents a pound at Canso and we brought the fish to Ottawa in a refrigerator car.

*By Mr. Stewart (Lunenburg):*

Q. You are still speaking of finnan haddie?—A. Yes, we delivered each box at each man's door for \$2.10, which, you see, is exactly seven cents a pound. In other words, the total cost of distribution, including the carriage and all charges, was covered by one cent per pound.

Q. Suppose you had gone into a retail store in Ottawa and bought the same kind of fish, what would it have cost you delivered at your door?—A. I can speak very positively about that, Dr. Stewart; it certainly would not have cost us less than 15 cents per pound. I mean buying it by the pound at the ordinary grocery store and insisting upon having No. 1 fresh finnan haddie, buying by the single fish.

Q. Now, suppose you had gone into a wholesale store here, if there are any, and ordered the same quantity for yourself that you had delivered at your door, one box of 30 pounds, have you any idea what it would have cost you?—A. Dr. Stewart, I can only guess. I did not try the experiment, but having some knowledge of wholesale conditions and the cost of distribution through two or three hands before it reached the local dealer, I should say it could not have been got at less than 10 cents a pound.

Q. That is a saving of three cents a pound in the handling and transportation charges?—A. You cannot tell me of any other concern in Ottawa that has ever brought in so large a shipment of finnan haddie.

Q. You did not get it franked up?—A. No. On the contrary it was an absolute business transaction, with the elimination of every trace of a middleman. There was no middlemen and there was no profit to anybody. I handled it all, paid for the fish when they came here and collected the money from the different people afterwards.

Q. You had what would be called a middleman, on the Coast? You did not buy directly from the man who put the hook into the fish?—A. Oh, no, we bought it from the man who produced the finnan haddie.

The CLERK (Mr. Howe): Would Moise Lapointe have got that fish at Canso for six cents a pound. He is a wholesale fish dealer.

The WITNESS: I think so, but Mr. Moise Lapointe never, in his lifetime, I take it, brought a carload of 27,000 pounds of finnan haddie to Ottawa. There is not the local market for it here. I want, Mr. Chairman, to make the explanation here, lest it should be thought that our little co-operative effort was in any way an interference with the ordinary legitimate retail business of Ottawa, I think it was not. I think it can be stated that 90 per cent of this consumption of finnan haddie was entirely over and above what would have been consumed if it had not been for this effort. You know that finnan haddie is not marketed very attractively in the ordinary way. Here, for example, is a box at the grocer's door. If you happen to come along and be the first person to get at the freshly opened box, you get the pick. If not you have to take in proportion as you want two, three, four, five, six or seven fish, from what is left. It stands all day in the open air accumulating dust and other undesirable interferences with its quality. Then it is carried in at night and thaws out in the open store. The

MR. J. L. PAYNE.