

In bringing these facts to the honourable gentlemen of this Committee, I wish to make it clear that any statement I have made relative to the seals is based on experience and facts, and that I have given my evidence without prejudice whatsoever.

Now I wish to make a further statement. I admit that the cost of sending a competent man to the islands to select the skins, and possibly the cost of salting and packing would have to be considered, but that would be a comparatively small amount to offset the figure I have mentioned. The cost by vessel to England would be slightly different than the charge of shipping from the islands to Seattle by boat, and from Seattle to St. Louis by rail.

I do not make this statement without investigation as to the cost of shipping, and I have learned from Captain G. H. Ritchie, an old Pacific Coast seaman, that a sixty-ton schooner would be ample to carry the cargo from the islands to the port of London, that the amount of \$5,000 would be ample to cover the charges. His estimate was arrived at in the following manner:—

The interest on a sixty-ton schooner valued at \$30,000 would have to be considered.

A crew of six men who are obtainable at the following wages:—

Captain.. . . . .	\$190 00	per month plus 20%
Engineer.. . . . .	150 00	" "
Cook . . . . .	90 00	" "
2nd Engineer . . . . .	100 00	" "
Two deck hands . . . . .	75 00	" "
Total wages per month \$600, or for sixty days. . . .	\$1,200 00	
Oil consumption per day, \$7.40, and for sixty days..	440 00	
Food consumption per day, 70 cents per man, for sixty days . . . . .	252 00	

The total cost for a trip of sixty days would be. . . . \$1,892 00

leaving \$3,108 for canal tolls, insurance and port charges, which would still leave a handsome profit to the owner of the schooner.

It would be unreasonable to expect of men not acquainted with the details of commercial life to foresee the losses which have developed in the operation of the Treaty, and if I may venture to offer a suggestion I would say that it is imperative to have as advisory members to any Committee negotiating commercial ventures such men as are actively engaged and who give fully of their time to whatever branch of industry the problem may concern. I fail to find any record of any member of the fur trade in Canada who acted in this capacity for the Government at the time this Treaty was prepared.

As a retail furrier coming in immediate contact with the ultimate consumer of sealskins, and knowing the possibilities of sales (proof of which I have submitted), I would welcome the continuance of Canada's share of sealskins being dressed and dyed in England the same as I recommended to your Department of Fisheries under date of February 11th, 1931.

I would further recommend that Canada send to the Pribilof Islands a competent man to select Canada's share of the skins in the raw state—not in barrelled lots, but in assorted selections, and that they be shipped in Canadian vessels direct to London.