

He may not have exported before, but he may be in the business financially. How can he acquire a license? Is it restricted to those who do have licenses arbitrarily? Can a new man get a license now, not theoretically but practically?

**Mr. Job** I think they would take a reasonable view, and if a man can show that he can make reasonable arrangements I don't think there is any fixed ruling. I think that during the war they made these regulations — that a man should be an exporter of at least 3,000 quintals to get his license — because they did not want to get into it men who were exporting three or four quintals, underselling, and that sort of thing.

**Mr. Hollett** I understood yesterday from Mr. Job that the fresh fish industry was at the moment more or less in the doldrums. I take it therefore that you, Mr. Job, would not be able to handle much more fish if conditions remain as they are? The amount of fish that you caught last year would be sufficient to supply the markets that you now have?

**Mr. Job** Yes.

**Mr. Hollett** I would like an explanation of this part on page 19A: "The Committee agrees that as many men as possible should be diverted into the frozen fish trade and other branches of the fisheries with as much urgency as conditions would seem to indicate."

**Mr. Job** You missed three important words — "and will permit". If the market does not permit, you can't do it. That's the position at the moment. Unless the fresh fish boards can pay the same or a better price than the people who are salting their fish and selling it, they won't get the fish. That's the position that may occur this year. Last year we handled around this time a considerable number of bankers. This year we are not going to be able to do that because the conditions are entirely different, but I think the quantity of fresh fish processed by the plant will greatly depend on the price of salted fish as against the price of fresh. We can't expect to get the fresh fish at a cheaper price than can be realised by salting it. It will more or less cure itself, that situation. At the present time it would seem it is better business to salt your fish. That situation may change, I hope it will. It will be a healthy thing to have both the plants and the salting go on together.

**Mr. Newell** I would like to have this clarified. As I understand it, all the sales of salt codfish at

the present time are negotiated by the Salt Codfish Exporters Association. Is that right?

**Mr. Job** I think so.

**Mr. Newell** Which association is subdivided into marketing groups. Where you have a group of exporters who are fairly large handlers, marketing for a specific market, they might be called the Portugal group, the Brazil group, or whatever it is. When a sale is negotiated by the Salt Codfish Exporters Association, the members of the particular groups which will have to make that sale are given their allocation as to how much each can ship, and they decide that allocation on the basis of total production. Now the difficulty in marketing for a small group would be in providing these allocations. One central agent, if I may use that term, marketing for a group of businesses around the country, can count in advance on getting their codfish, and is therefore able to fill in his allocation. For instance he may have an allocation for 20,000 quintals of fish, and may have an agreement in St. Anthony for 20,000 quintals, and another in Bonavista for 20,000 quintals, and if one is not ready he can take it from the other. Shipping out little bits of fish now and then would not be satisfactory. I am vague on this information, which is as I understand it, but I think the system works very well. The large groups in St. John's act for the smaller people outside on a pretty reasonable commission basis. I don't know what the qualifications are beyond being able to export a certain quantity. I don't know if you have to put up a money qualification or not.

With regard to licensing, I understand the situation is that a small merchant, or small group of fishermen, whatever you have in an outport, that wishes to pack fish for export, secures from the Fisheries Board a license, not a license to export, but a license to pack for export. Their agent in St. John's does the exporting, and he has the licence to export. Before they get that license their premises have to be subject to inspection by the Fisheries Board. Which leads me to another point. The situation today is this, that if a merchant is exporting through a large merchant in St. John's say, his premises may be inspected before he gets this license to pack for export, but if a businessman or a group in an outport is merely putting up codfish which he sells outright to an exporter in St. John's for a fixed price, his