

to the cold storage plants will certainly, in the long run, give the fishermen much better returns than those from saltfish." I wonder how long that run is going to be? We are trying to think of some way by which we can raise the standard of the people, and the only way is to raise the standard of the primary producer. I am afraid the price for fresh fish paid to the man who goes out in the morning and comes back in the evening, will largely depend on the amount of money that that man would get if he had salted the fish, provided there was no fish plant there. I have all honour and respect for the men who have been building up this fresh fish industry. The progress made over the last few years is marvellous — tremendous.... But the point is this: if the fresh fish industry is going to be of real benefit to this country, it must, primarily, be of a real benefit to the primary producer — the man who goes out and risks his life.... At the moment a man goes out and catches fish and comes in hoping to sell in cold storage. He may be unable to do that; therefore he has to salt it, make it and dry it. How are we going to prevent some unscrupulous fresh fish man from taking advantage of that situation? He has, in a real sense, a gun which he can put to that man's head by saying, "All right, go salt your fish, you will get only \$5 or \$10. You do not have to work; you do not have to run the risk of weather." How are we going to prevent this? If this Convention is going to back the fresh fish industry, we have to be careful about that point. Fresh fish is all right — a lot of fortunes have been made out of it. You may say, "How am I going to gain by it? I will not have to get down on the flake and spread it. How much more is it going to raise the standard of living?" The answer to that is to unite. Unless the fresh fish trade endeavours to work up some sort of co-operation between themselves, the fishermen and the packers, then I am afraid the fresh fish industry will go the way of saltfish. I put it through you to the Fisheries Board that is something that has to be taken into account. We have first to raise the standard of living of the people; from the fresh fish industry as well as the lumbering industries and everything else, and I suggest that one of the first things the promoters of the fresh fish industry have to do is to gain the confidence of the men who produce the raw material. How it is

going to be done is not for me to say, but unless it is done, the fresh fish industry is ruined from the start. Any man interested in the fresh fish industry must take care to see that the price paid to fishermen for fresh fish is not going to be governed by the price for salt fish.

**Mr. Job** In replying to that, it is stated in the same paragraph, "one of the objectives of the cold storage operators is to pay as high a price as possible to the fishermen." But there is a lot of money invested and unless the operator can do well in the first few years of the industry, it is going to be a bad job....

**Mr. Fogwill** It is my opinion and the opinion of many others, that the objective of the cold storage operators is to pay as low a price as possible, and that sentence should not be embodied in the report.

**Mr. Newell** I was going to make somewhat the same remark. I would like to know just what evidence the Fisheries Committee has at its disposal on which it based this assertion? I am prepared to accept it on evidence from the committee, otherwise I am not prepared to accept it....

**Mr. Job** We have no evidence other than the statements of the cold storage plants. You could put the word 'alleged' or 'declared' in there.

*[The section was amended accordingly]*

**Mr. Job** I see the old suspicion still exists, that the operators of all commercial concerns are after one thing. In my experience the merchants have done a good job in the past and in the most part have the country's interest at heart.

**Mr. Newell** It is not a case of suspicion. I am of the opinion that business is business and I am sorry to have to raise the point, but I could not accept the statement as it stood. I want to have as little to say as possible on the subject, but I am in possession of certain knowledge with regard to the operation of fresh fish plants which made it impossible for me to accept that as it stood....

**Mr. Northcott** On page 5, paragraph 5<sup>1</sup> it says, "There are only four or five large exporters to the USA market...." Who knows that in ten years' time there will not be 20 such plants? I would like the Committee to bear that in mind.

**Mr. Job** I suggest that be amended to read "There are *at present* only four or five large exporters."

*[The sentence was amended]*

<sup>1</sup>Volume II:212.