

the fish, then outsiders should not be paid any commission. Their representatives abroad are paid. What are the duties of the Fisheries Board in the sale of fish? Are they controlling the export of fish or do they merely employ inspectors who go around and inspect the quality of fish to go to the various markets, or do they also sell? Are the fishery products sold through brokers abroad?

Mr. Job As I understand it, the Fisheries Board have handed control over to the trade. The trade sets up the various groups and each group contacts the markets. They sell some through agents in various places — Trinidad, Puerto Rico and Spain — they go through very much the same channels as before, but the Fisheries Board could not sell that fish without these people on the spot; it would be chaos if they did.

Mr. Cashin Therefore the Fisheries Board has nothing to do with the price of fish; they merely employ brokers, or allocate a certain amount to the Portuguese group or the West Indies group, etc.?

Mr. Job No, they negotiate through these people abroad. Mr. Crosbie can tell us about Brazil; sales were made through Mr. Crosbie's agents and it was done in the best interests of the exporters.

Mr. Hollett In one breath the Committee says they hand it over to the trade and in the other says the Fisheries Board negotiates the sales.

Mr. Job The Fisheries Board hands over its authority to those who make the sales. The groups are not part of the Fisheries Board, but they appoint them.

Mr. Hollett All they do then is make allocations?

Mr. Job They set up organisations to sell the fish. They arrange the groups. A certain number of people depend upon the Cuban market and another depends on the Portuguese one.

Mr. Hollett To arrange groups is not a very big job, is it?

Mr. Job They have to keep in touch with them — they are very helpful; they have to send special cables.

Mr. Hollett Why does the trade not send cables?

Mr. Job They have the authority of the government behind them and it is advantageous to have such an organisation set up under government authority specially in these times. I am of the opinion that the Fisheries Board has done an excellent job; and we will need it more in times

to come.

Mr. Smallwood I am not going to say anything about the Fisheries Board. A little bird whispered to me that an amount of money — \$300,000 a year — is paid out here in St. John's to two men or two firms. The two firms are supposed to be the brokers representing the fish exported from this country — one handles all the fish going to the other side of the Atlantic. They get commissions which amount, in the case of one firm on Water Street, to \$150,000 a year as brokerage. For doing what? In the last four or five years, since the Combined Food Board came into being, the United States, Canada and Great Britain have taken our whole output of codfish; they have not had much to do but to pass on the trade papers and see that the money is deposited in the bank. The Combined Food Board in Washington, where Mr. Gushue was a high official, says, "You can ship so much to Trinidad." The importer in Trinidad who buys the fish has to put the money in the bank in advance and this agent is supposed to see that he does. For that he collects \$150,000 a year and is doing it now. The other firm does the same thing for the fish over in Europe. It was not a little bird that told me that, it was a member of the Salt Codfish Exporters Association who told me and he was feeling murderous about it. If I am driven too far, I will name the firm.... \$150,000 a year, as the Americans say, is not hay. In the last four or five years no one had to work to sell fish; all you had to do was to get it.... I think perhaps that's what Major Cashin was trying to get at.

Mr. Hollett I don't think that Mr. Smallwood could name that man or his commission.

Mr. Smallwood Well Mr. Chairman, I won't name him, but it is a well-known fact ... that one man is the agent for all that fish, and I understand that he collects \$150,000 hard cash for his services.

Mr. Hollett From whom?

Mr. Smallwood From the trade. In other words, from the fishermen of this country. The trade pays him, but the trade gets it from the fishermen. Then another firm that handles all the fish to Spain, Portugal, Italy, England, etc., they also collect roughly \$150,000 cash a year.

Mr. Harrington That was the point I was trying to bring out, but I did not make it as clear as Major Cashin and Mr. Smallwood. I am satisfied now.