

31093 PT.1 CLOSED AND TRANSFERRED AND  
CONTINUED ON PT.2

FORM A. 1

FILE NO.

Department of Trade and Commerce

SUBJECT:

NAME

ADDRESS

DATE

FILE MADE



RG 20

Vol 232

000003

FISH CONFERENCE

Interview with Mr. D.J. Taylor, Deputy Minister of Game and Fisheries - 11 o'clock, Monday April 26th, Mr. Taylor's office, Parliament Buildings, Toronto.  
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Mr. Taylor had received the letter and telegram from the Department advising him of my impending visit to discuss the organizing of a conference between provincial authorities and various fish trade representatives. Through the minister of his department he had also received a telegram from the Hon. J.S. MacDairmid, Minister of Mines and Natural Resources, Manitoba, enquiring as to the Ontario Minister's views regarding such a conference.

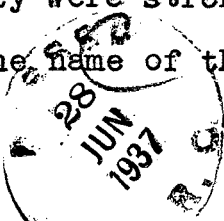
Fortunately Mr. Taylor proved very receptive to the proposals for a conference and the setting up of a credit and marketing information bureau. He stated that he had contemplated licensing all fish dealers in the province of Ontario in an effort to prevent purchases by unscrupulous firms, but believed that perhaps the same object could be secured through the operating of the bureau.

He was anxious also to encourage the small independent shippers and believed that the bureau would meet this purpose. He was not concerned for the large dealers. He was also planning a form of cooperative marketing of Ontario's fish and therefore welcomed the suggestion that credit cooperative bodies be formed to work in conjunction with the bureau. He would be glad to have the Ontario cooperative marketing board assist in this work, and perhaps lend their advise to the other provinces.

It was his opinion, however, that in order to be effective the bureau would be obliged to maintain representatives in Chicago and Detroit.

While Ontario was not faced with the problem of infected fish they were aware that these shipments to the United States constituted a real danger to the whole trade. They also understood that efforts had been made to send them through Ontario ports as Ontario fish. For this reason, they were strongly in favor of having all shipments marked with the name of the shipper and the place of origin.

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Furthermore he was pleased to have the conference called in Toronto, especially with the prior commitment of Manitoba to be present.

He promised a full representation of the various fish shippers and Government officials.

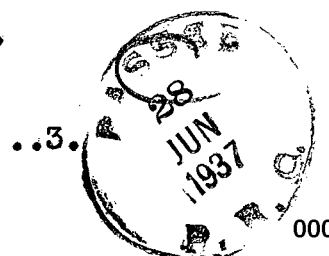
He agreed to sponsor the conference for May 14th and immediately wired the Manitoba Government to this effect. Arrangements were made to extend invitations to the shippers and Governments of Alberta, Saskatchewan, and Quebec.

Mr. Taylor was informed that our department would send its representatives, and Mr. Taylor stated he would write the department asking that such representatives be present.

On behalf of the department, full information was promised as to the experience of the New York office with respect to Fresh Water Fish marketing.

Enclosed is a survey of the main reasons for the conference prepared in question and answer form which the department may consider worth submitting to Mr. Taylor with the suggestion that he may care to transmit it to the other provincial offices. This information should meet with Mr. Taylor's present requirements.

It is also suggested that in addition to submitting the above data the department might propose to Mr. Taylor that he extend an invitation to Mr. J.H. Matthews, executive secretary of the Middle Atlantic Fisheries Association, 203 Front St., New York, to be present personally; that an invitation be extended to Mr. Charles Triggs, managing director of Booth fisheries and the nominated representative of reputable New York dealers; and finally that perhaps Mr. R.P. Dillon, secretary-treasurer of the Michigan Commercial Fishermen's Association, Bayport, Michigan, would be pleased to send a delegation on invitation to the conference.



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It is also believed that the Editor of the publication The Canadian Fisherman would be willing to attend. Effort might be made after Mr. Newman's return to New York to ascertain if there are any other United States associations which profitably might be invited and the department thus advised. At the same time it might be ascertained if Mr. Fellowes-Morgan, New York Market Commissioner, would be interested in the conference.

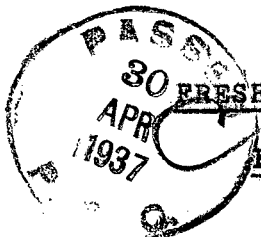
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It occurs to me that Mr. D.J.Taylor might also find the general information on the New York market for Freshwater fish as set forth in Commercial Intelligence Journal No.1700 (August 29, 1936, page 442) of some assistance in building up a conference background when communicating with the other provincial authorities.

A copy of the report is attached herewith, and as there are still a number of copies in the stock room, some three or four could be sent Mr. Taylor, should you think it worth while to do so.



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FRESH-WATER FISH CONFERENCE

Informational Outline

For the sake of clarity and convenience, the major points submitted to date for discussion respecting the proposed inter-provincial Conference of Fresh-Water Fish trade representatives and provincial Governmental authorities have been listed below in the form of questions and answers.

Question

1. What is the purpose of the conference?

Answer. The proposal that a conference be called in the near future of delegates from the Fresh-Water fish shippers and dealers in Ontario, Manitoba, Saskatchewan, Alberta, and possibly the United States, to consider in conjunction the provincial and dominion government representatives' ways and means of improving the Fresh-Water Fish trade to the United States.

2. Is there any satisfactory reason or reasons why this conference should be called?

Answer. Yes, three reasons.

- (1) The need for improved credit protection and marketing information for the Fresh-water Fish shippers in Canada and the United States.
- (2) The necessity of more definite action with respect to shipments of infested fish into the United States contrary to the regulations of that country.
- (3) The need for uniform action in the grading, labelling and marketing of Canadian export fish with a view to steady market development.

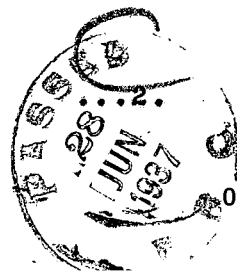
3. Considering the first reason given for calling this conference what data is there to indicate that a need for improved credit protection and marketing information exists?

Answer.

- (1) During the past season two New York collection agencies reported claims against New York dealers from some fifty Canadian shippers totaling thirty-five thousand dollars. Most of the claims were from Ontario shippers, a few from Manitoba and Alberta.
- (2) It is common knowledge that shippers invoices are subject to "cuts" for poor quality, short weight, etc. by dealers who are not obliged to furnish evidence for these reductions, see the statements made in March issue of "Great Lakes Fisherman".

"The New York Market situation practically has Great Lakes producers in a panic with the opening of the season this year. It is not just the old question of which houses have money and which haven't. New troubles are popping up which give the shippers the jitters every time they think of it".

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Question

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Answer.

- (3) The experience of the New York Trade Commissioner. Since January some thirty Canadian Fresh-water fish shippers have applied for assistance in some form or other - most of them seeking to collect unpaid accounts. In no other trade to the United States does this condition exist.
4. Considering the second reason given for the conference, is there any information which would indicate the necessity of definite action for curtailing shipments of infested fish into the United States.

Answer. Yes.

- (1) United States Food and Drug administration authorities at various import points are obliged to delay Canadian shipments due to the necessity of rigorously examining them for infested fish.
- (2) The effects of adverse publicity.
- (3) Infested fish offered on the New York and other markets tend to lower the price of fish of good quality.
- (4) It encourages undesirable practices in the trade.
5. Considering the third reason given for calling the conference - the need for uniform action in grading, labelling and marketing of Canadian export fish - what information is there to indicate the necessity of such action?

Answer.

- (1) At present there is little or no means of differentiating between shipments of various shippers with the consequence that good packs are penalized by the poor ones. There is no great incentive to improvement in quality. Hence the necessity of the boxes of the individual shippers being marked.
- (2) Any inspection service which may be devised must be supplied with some means of readily identifying the packages of individual shippers, especially when claims are to be settled.
- (3) At present there is no uniform method of exporting fish from Canada according to size or weight. Such classification would enable better classes of fish to secure better prices instead of their being penalized by the lesser grades.
- (4) It is possible at present for wholesale dealers to secure fish by almost any method, outright purchase, consignment, part payment, with or without contract. It is desirable that some standard form of contract and method of purchase be adopted in the interest of both shippers and reputable dealers. The present haphazard methods permit too many opportunities for claims, counter-claims and refunds to pay.

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Question

6. Are there any definite proposals which could be submitted to the conference as to what methods might be adopted to solve these problems?

Answer. The first problem of securing credit protection and marketing information - and indirectly perhaps the third problem of uniform marketing can be met by the formation of a credit and information bureau in New York - the main marketing centre - and if successful be extended to other centres.

7. Is there any organization in a position to offer this service or assist in the formation of such a bureau?

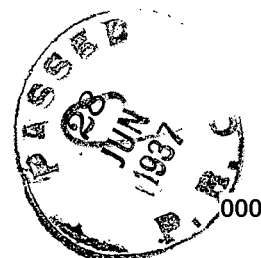
Answer. The non-commercial and cooperative organization is planned by the Middle Atlantic Fisheries Association of New York. The association represents the Salt Water fish dealers of New York. Mr. J.H. Matthews is the executive secretary and is responsible for the plans of a non-commercial or cooperative credit and market information bureau. Mr. Matthews has had over twenty years experience in the New York fish trade where he is highly respected. He is on the fishing advisory committee to Secretary of Commerce Roper, and he is recognized as an authority on the trade by state legislatures.

8. What is the plan put forward by the Middle Atlantic Fisheries Association?

Answer. That a credit and market information bureau be formed to supply the following services,-

1. Reports covering the moral and financial standing of every dealer in the New York market.
2. Information and wholesale prices in the New York market.
3. Reports on general market conditions.
4. Inspection of shipments in event of arrival in bad or damaged condition.
5. The adjustment of complaints.
6. Handling of claims against dealers through direct contact without charge, or at cost when necessary to institute legal proceedings.
7. Handling transportation matters including damage claims, etc. at cost.
8. Such other activities as may be found advisable will be added to the service from time to time.

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9. What would be the cost of this bureau?

Answer. The bureau being a non profit organization would operate at cost, on behalf of its members. It is estimated that the total cost for a New York service would amount to about \$8,000. This might have to be adjusted up or down as experience was gained.

10. What would be the cost to individual members?

Answer. At the moment there is no means of determining the sum charged on the basis of individual membership, but if assessment were made on the basis of products shipped the charge would probably be between 5 to 10¢ per case of 50 lbs.

11. How is this charge or estimate per case arrived at?

Answer. Total shipments of Canadian Fresh-water fish to the United States in 1931 amounted to approximately 802,893 fifty lb. cases. 15 to 20 per cent of these or 160,579 cases arrived on the New York market. At 10¢ a case - 160,578 cases -- approximately \$16,000, at 5¢ a case -- \$8,000. As presumably all Canadian shippers would not participate in this arrangement the total value of cases might be lower than mentioned above so that the per would necessarily have to be nearer 10¢ a case than 5¢ a case. On the other hand Michigan shippers have already signified a willingness to participate in the bureau's cooperative service - so that with a wider spread of costs the charge per shipper may be considerably lower than estimated.

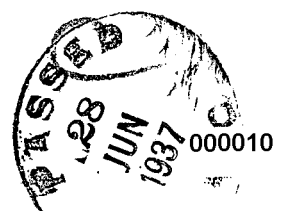
12. How would the fees or assessments be collected?

Answer. By agreement with the shippers covering a period of, say, one season. The actual method of collection could be arranged at the conference.

13. Would the individual shippers contract direct with the bureau?

Answer. For a number of reasons this would appear undesirable. It is suggested that it would facilitate matters to have organized provincial service cooperatives in the absence of any other representative trade. The individual shippers would then contract with the local Service Cooperative or Trading Association and the association contract on behalf of its members with the Credit and Marketing Information Bureau in New York. Arrangement for the distribution of collected assessments for operation costs would be made between the New York Bureau and the local associations. If necessary, it is thought that perhaps the respective provincial governments might be prepared to loan the local associations the initial sums necessary to operate the bureau for the first season. The amount per province would vary but should not be much more than \$2,000.

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Question

14. How would the information, etc. be given to the members of the Bureau?

Answer. The Bureau could advise the respective association which in turn would inform its members. Obviously it would be difficult and expensive to wire each individual shipper the daily prices of fish. Certain specific services might be undertaken direct with registered members of the bureau such as inspections of shipments. This would be a matter of arrangement between association and bureau.

15. It was said that indirectly the third problem of more uniform marketing methods might be solved through the services of the Bureau, how can this be explained?

Answer.

1. The bureau in order to function satisfactorily in making inspection of shipments subject to complaint would find it advantageous to have its registered members mark their cases for purposes of identification.
2. It would be in the shippers interest to send the best fish available to the New York market once it was evident that a fair and unprejudiced inspection service was available to prevent unjustified claims. It would be in the interest of the bureau and associations to encourage only high grade shipments.
3. Uniform contracts would greatly facilitate the adjustment of claims by the bureau and if such contracts were filed with the bureau disputes as to agreed prices would be curtailed. Hence it would be in the interest of the shipping members and Bureau to establish a uniform contract and marketing service.

16. In view of the importance of the Bureau's functions and the integrity of its members is there any possibility of its members being influenced by the wholesale dealers?

Answer. The field man who made the inspection would be under the immediate and constant supervision of Mr. Matthews the executive secretary of the Middle Atlantic Fisheries Association. Moreover the Bureau would always be subject to the inspection of the Trade Commissioner's office in New York.

17. Is the government expected to take any active part in this organization?

Answer. No. This is purely a cooperative trade venture. The Governments would act merely in the usual advisory capacity. In the case of calling the conference - due to lack of organization among the trade - it is necessary to call the conference under the auspices of the provincial governments.

18. Who would attend the conferences?

Answer. 1. Resolutions have been received from two Manitoba Fresh-water fish shipping organizations in favor of the conference and discussion for organizing the credit and marketing information Bureau.



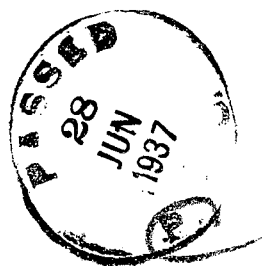


Question

18.

Answer. (Cont'd).

2. The Minister of Game and Fisheries of Manitoba has signified his willingness to send delegates if such a conference is called.
  3. The New York dealers have delegated Mr. Chas. W. Triggs, managing director of Booth Fisheries Corporation, to act as their representative at such a gathering.
  4. Mr. J.H. Matthews, executive secretary of the Middle Atlantic Fisheries Association has signified his willingness to attend, if other affairs do not prevent him.
  5. Efforts are being made to obtain representatives from Alberta and Saskatchewan Fish Dealers and Government departments, as well as Michigan shippers.
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Form A. 64 A. ....

FILE No. ....

## MEMORANDUM

TO L. D. Wilgress, Esq.,  
Director,  
Commercial Intelligence Service.

DEPARTMENT OF TRADE AND COMMERCE

Ottawa, April 7, 1937.

### INTERPROVINCIAL FISHERIES CONFERENCE 1934.

#### Agenda.

The agenda paper was very lengthy - too much so to be covered in one day. In summary it was as follows:-

1. Are the low prices received by Canadian fishermen selling in American markets due to excessive shipments, and would such prices improve if our exports were decreased?
2. Do consignment shipments affect market prices?
3. Is co-operation between the four fresh water producing provinces necessary? If so, along which lines?
4. Is governmental intervention desirable and if so along which lines? (Control of production, exports, licensing or bonding of shippers, etc.)
5. Does the Master Code of the U.S. Fisheries Association menace the Canadian industry in any way?

#### Discussions.

Apart from the agenda, discussions covered suggestions to improve quality of fish and market information. It was agreed that Manitoba and possibly the other provinces would submit requests to the Minister of Trade and Commerce for that purpose. (No trace that this was done). The advantage of an office of the Department at Chicago was mentioned.

Such discussions, however, did not include facilities for compilation of credit information, - the main motive of the next proposed conference.

#### Special Position of Manitoba.

Of the total fresh water catch, 90% goes to the U.S.A., the balance to local markets.

THE FRESH WATER FISHERIES OF MANITOBA ARE 100% OWNED AND CONTROLLED BY AMERICAN INTERESTS WHO DO THE MARKETING, SUPPLY THE BOATS, AND OTHER EQUIPMENT, MANITOBA FISHERMEN BEING VIRTUALLY NOTHING MORE THAN EMPLOYEES.

Hence, if American fish firms are to be represented at all, the utmost care in selection should be observed.

#### PROJECTED 1937 CONFERENCE.

##### Recommendations.

#### Agenda.

1. Whoever is to attend from our New York office should be called to the Department at once to discuss the whole project, viz:- agenda, delegates, provinces to be represented, admission of commercial delegates.
2. Agenda should be strictly limited to three specific items, viz:-
  - (a) System for obtaining credit information, - whether through our New York office alone or in conjunction with association in Eastern U.S.A.
  - (b) Quality of fish - present systems of inspection, possibility of grading, etc.
  - (c) Markets Intelligence - arrangements (as suggested at previous conference) to supply any given province with daily, bi-weekly or weekly wires as to prices, trend of market, glut or shortage, arrivals of local catch, etc. (i.e. the normal work of our Trade Commissioners.

It is useless to attempt lengthy agenda, more than can be properly discussed in the allotted time. Under No. 1 above the agenda can be reduced to minimum. Other problems no doubt will be tabled, but they would be recorded for future consideration.

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Delegates.

Subject to No. 1 above, that the four provinces will be represented (which I strongly urge) and that American traders be also admitted (which I strongly oppose), I believe a representative conference would be as follows:

Manitoba x(Minister of Mines and Natural Resources,  
(Deputy Minister " " " "  
(A. G. Cunningham, Director of Game and Fisheries.  
Alberta Director of Fisheries  
Saskatchewan Superintendent of Fisheries.  
Ontario Deputy Minister, Department of Game and Fisheries.

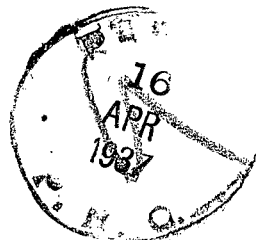
x If Winnipeg is to be the seat of the Conference, Mr. Euler may wish to write the Provincial Premier or his Departmental Minister, who administers the Fisheries of Manitoba.

Duration.

Two days session should be a minimum as the conference, if to be thorough in discussion and lasting in effect cannot be accomplished in a lesser period. Expressions of views for possible similar future gatherings, (and they will have to happen before solutions of problems regarding inland fresh water fish export marketing are solved) are easily liable to absorb a third day.

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DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

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THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105.....

March 5th,  
1937

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.



PROPOSED CONFERENCE IN WINNIPEG

Dear Sir:

✓ In the absence of the Trade Commissioner and further to our letter of recent date, I am submitting herewith, copies of correspondence received from Mr. Charles W. Triggs of the Booth Fisheries Corporation and Mr. J. H. Matthews of the Middle Atlantic Fisheries Association, confirming their interest in the proposed conference.

You will note that Mr. Matthews has suggested that you extend Captain Frederick W. Wallace, Editor of "Canadian Fisherman", Gardenvale, Quebec, an invitation to attend the conference.

✓ I am also enclosing a letter received from the Eastern Fisheries Association, Inc., which rather indicates the wide spread dissatisfaction felt through all fishing circles regarding marketing on Peck Slip.

Mr. Harold Turner recently approached this office with the suggestion that co-operation might be developed by the Canadian shippers and the United States fishermen on this point. Our suggestion which he mentioned in the first paragraph of his letter was for him to submit a plan for consideration at the conference. However, there is nothing likely to further develop out of this matter under present conditions.

Yours faithfully,

*G. A. Newman*  
(G. A. NEWMAN)

Assistant Trade Commissioner  
for Canada.

GAN:HC  
Enc.

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BOX 120790, T



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DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

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THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

February 26th,  
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The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

PROPOSED CONFERENCE IN WINNIPEG

Dear Sir:

*Attached sheet*

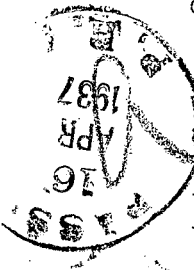
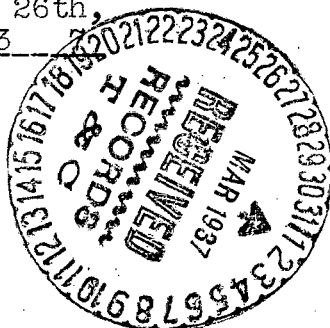
In the absence of the Trade Commissioner, I am enclosing herewith quadruplicate copies of a letter received from Mr. J. H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association. The letter you will note, contains a proposal for the organization of an information and credit service for the benefit of Canadian shippers of fresh water fish.

The Middle Atlantic Fisheries Association is a reputable organization representing the interests of the salt water fish dealers of New York. Their rolls also include a few members of the fresh water fish trade. Mr. Matthews himself is a man of high integrity on whom we have relied on many occasions for confidential co-operation with respect to the New York fish trade. He is thoroughly conversant with all phases of the New York fish business, having been associated with it for many years. He is a member of the Fishery Advisory Committee to Mr. Roper, the Secretary of Commerce, and a representative for the State of New York at the Wild Life conference which is being held at St. Louis this year.

It is Mr. Matthews' association with the proposals that encourage us to believe they offer a feasible form of service to Canadian shippers. We have explained to Mr. Matthews that the subject broached by him would prove a very suitable topic for discussion at the conference now under consideration.

The plan is a desirable one from many points of view. From our own point of view, the fresh water fish trade is beginning to absorb an undue amount of time and attention of this office in matters that under more normal conditions would not arise and anything therefore, which can be accomplished to relegate them into channels of routine commercial activity is to be condoned.

From the general trade point of view we believe the services indicated by Mr. Matthews offer a direct answer to some of the recommendations made by the Commissioners investigating the Western Canada fish trade in 1933, a copy of whose report you kindly brought to our attention. Finally, the plan is in keeping with



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The Acting Director,

conclusions arrived at by this office, namely that Canadian fishing interests should maintain their own paid representative on the New York fresh water fish market to carry out duties similar to those specified by Mr. Matthews.

During the discussion of his proposal, it was learned from Mr. Matthews that it would be his intention to appoint one male assistant to work in conjunction with himself in supervising market data, making inspections, etc. The services of a stenographer would also be necessary. Office space could be obtained by extending the present quarters of his Association at 203 Front Street, which adjoins the wholesale fish district. He estimated the total cost for such services, printing, etc., would amount to approximately \$5,000 to \$6,000 per annum. This it was hoped could be defrayed by membership fees from individual fishermen or by contributions from the Canadian fishing associations. While it was not mentioned to Mr. Matthews, it occurred to me that some form of monetary assistance by the Provincial Governments might be included to supplement fees thus obtained.

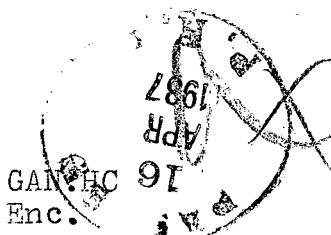
The main reason however, in bringing the subject to your immediate attention is that an organization by the name of Julius V. Einhorn Associates, 41 Park Row, New York, are already circularizing the Canadian fish trade, offering services comparable to those outlined by Mr. Matthews. This organization has been active in collecting certain accounts for shippers to New York fresh water fish wholesalers and for the various wholesalers themselves. They claim that they have the backing of one or two of the larger wholesale dealers and it is their plan to defray expenses by charging a levy on all cases of fish shipped by their clients to the New York market.

In strict confidence we would advise that this organization is one that has not encouraged our confidence, nor do we consider the method adopted for obtaining funds entirely a safe one for Canadian shippers to agree to. It is too closely related to other practices in the fish trade which have been to its detriment.

Under the circumstances, might it not be advisable to suggest to the various Provincial Authorities that they inform their shippers that the subject of credit and market information is being given consideration and until further word is received, Canadian fishermen would be well advised to delay making any commitments with an independent organization until investigations have been completed and final recommendations made. This would permit the subject to be thoroughly discussed at the proposed conference and methods adopted which would have the approval of all sections of the trade concerned.

Yours faithfully,

*G. A. Newman*  
(G. A. NEWMAN)  
Assistant Trade Commissioner  
for Canada.



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*Non-Consent.  
If conference  
is approved,  
it could well  
be accelerated  
as our fishmen  
might find this  
other concern  
unsatisfactory*

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

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THE CANADIAN GOVERNMENT TRADE COMMISSIONER

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NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

February 25th,  
1 9 3 7

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

PROPOSED CONFERENCE IN MANITOBA

Dear Sir:

In the absence of the Trade Commissioner, I wish to thank you for your letter of February 19th, your file No. 14834, on the subject of fresh water fish.

I have taken the liberty of sending out a circular letter as per the attached copy, to eight of the leading wholesale fresh water fish dealers as a means of initiating suggestions put forward by you.

In the meantime, I am returning the copy of correspondence together with report of past conference on the subject of marketing of fish. I had the pleasure of examining the "Report of the Commissioners Appointed to Investigate the Fishing Industry of Manitoba" prior to leaving Winnipeg last summer, but I did not have the opportunity of reading the report of the subsequent conference.

I think it advisable to reserve any comments as to the topics which might be discussed at the conference until I have had the opportunity of examining the replies which I trust will be received in the course of a few days from the various wholesale fish dealers in the United States.

Yours faithfully,

*G. A. Newman*

(G. A. NEWMAN)

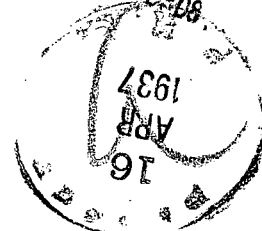
Assistant Trade Commissioner  
for Canada.

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# COPY

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February 25th,  
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The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

## PROPOSED CONFERENCE IN WINNIPEG

Gentlemen:

We have been requested by our Department, the Department of Trade and Commerce, Ottawa, Canada, to ascertain if the leading members of the wholesale fresh water fish trade would be favourable disposed towards sending a representative or representatives to a conference in Winnipeg for the purpose of discussing the improved marketing of Canadian lake fish.

The conference which would be called within the next two months would be devoted to the consideration of such proposals as:

- (a) Curtailment of export of infested fish.
- (b) The organization of shippers into a more effective marketing body.
- (c) The development of a satisfactory market and credit information service.
- (d) Inspection, arbitration of disputes and any other issues which might be satisfactorily disposed of in conference.

In view of the fact that fishing in each Province comes under provincial control it has been suggested that it would greatly facilitate the progress of the conference if the Province of Manitoba only, was selected for direct discussion and initiation of any plans devised. Later if developments were encouraging, the service inaugurated could be received by the other Provinces.

The full membership of such a conference would probably consist of representatives of the Manitoba Department of Mines and Natural Resources, Manitoba fishing firms and organizations, a representative from Federal Department of Fisheries, the Department of Trade and Commerce, Dominion Bureau of Statistics, the Canadian Trade Commissioners office in New York and the Railway Express Companies.



COPY

- 2 -

We would be glad if you would give  
this matter your careful consideration and inform us of  
your views in the course of the next few days.

Yours faithfully,

(G. A. NEUMAN)  
Assistant Trade Commissioner  
for Canada.

GAN:HC



Form A.6

File No. 14834

MR. CHENEY

MEMORANDUM

To H. W. Cheney, Esq.,

Director,

Commercial Intelligence Service

DEPARTMENT OF TRADE AND COMMERCE

Ottawa, February 13, 1937.

The American market is of tremendous importance for Canadian fishermen operating on the inland lakes. Trading methods have left very much to be desired in point of quality, grading (there is no official grading), terms and method of payment. Mr. Cole's suggestion for an interprovincial conference at Winnipeg in my opinion is an excellent one, and I would like to see this Department get the credit for sponsoring it.

You will recall that I represented the Department at the last one in 1934 under orders of the Honourable H. H. Stevens, where I met all the provincial fishing executives. If such a conference is called I earnestly hope that I shall be permitted to attend.

To be a success, it is my suggestion that the assembly include the following: A fishery officer from the Province of Alberta, Saskatchewan, Manitoba, Ontario and Quebec, Mr. Cole or Mr. Newman from our New York office, Mr. J. J. Cowie of the Department of Fisheries, a representative from each of the two largest fish importers in New York, as well as two or more experienced Canadian shippers who have consigned to the New York market.

As the whole question is one of departmental policy I presume you will consult the Deputy Minister, but as mentioned above I believe the suggestion of Mr. Cole is one which if implemented will afford this Department an excellent opportunity of definite accomplishment.

*Fortington*

(A. E. Fortington)

Chief - Animal Products and  
Fish Exports Division

23  
FEB  
1937

AEF/EB

#31093, VOL 1  
BOX 126790, T

INDEXED

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**DO NOT WRITE ABOUT MORE THAN ONE SUBJECT IN THE SAME LETTER**

ADDRESS REPLY TO  
D. TY. MINISTER  
AND QUOTE  
NO.  
775-8-2



## DEPARTMENT OF FISHERIES

Cheney  
MR. ~~FORTINGTON~~

OTTAWA, November 13th, 1936.



Sir:

On October 20th I wrote you I was bringing to the attention of the Manitoba Department concerned with fisheries, the matter of alleged improper practices in the shipment of fresh fish from Manitoba to the United States.

I have now received a letter from the Deputy Minister of the Manitoba Department of Mines and Natural Resources, and with it a copy of a report made by Mr. J. B. Skaptason, Chief Inspector of Fisheries for the province. The Deputy Minister points out that from the information obtained by Chief Inspector Skaptason it would appear that there has been a substitution of shipping tags on some of the boxes of fish shipped from Manitoba, and he takes the ground that as this alleged substitution has occurred in the railway company's sheds it is a matter which the railway company should deal with through their own local police force.

For your information I am enclosing a copy of Chief Inspector Skaptason's report to his Department and a copy of the letter sent us by the Deputy Minister. While the correspondence is not marked "confidential" it would seem likely to me that it was intended to be treated as such.

I may add that you will notice from Chief Inspector Skaptason's report that he holds the view that it would be "absolutely impossible" to carry on a system of inspection of fresh fish shipments at Winnipeg. You will recall that when the establishment of such a system was suggested by the Trade Commissioner's Office at New York, we informed you that the creation

The Director,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
O t t a w a .

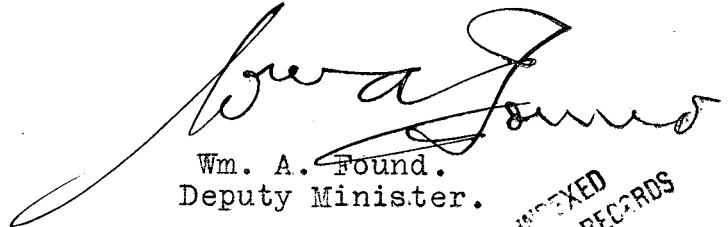
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Box 120740 000022

- 2 -

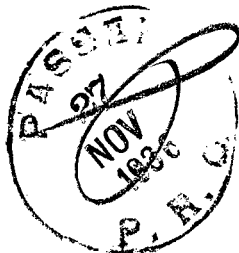
of a system of the kind could not be effective in giving assurance as to what the quality of the inspected fish would be by the time it reached the ultimate consumer.

I am, Sir,

Your obedient servant,

  
Wm. A. Found.  
Deputy Minister.

INDEXED  
IN L. RECORDS



C  
O  
P  
Y

Department of Mines and Natural  
Resources

Deputy Minister's Office  
Winnipeg.

November 3, 1936.

Wm. A. Found, Esq.,  
Deputy Minister,  
Department of Fisheries,  
Ottawa, Canada.

Dear Mr. Found:

I referred your letter of October 20th to the Fisheries Branch for further inquiry and I attach hereto a memorandum from Mr. J. B. Skaptason, which is self-explanatory.

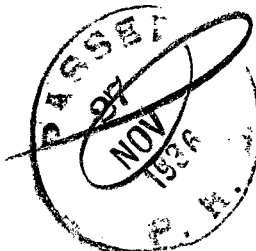
From the information obtained Mr. Skaptason states there is no evidence of a substitution of fish in the boxes but apparently what has taken place has been a substitution of tags on the boxes. It would appear, therefore, that as this alleged substitution has occurred in the Railway Company's sheds, it is a matter which the Railway Company should deal with through their own local police force.

I appreciate very much being advised of this matter and I wish to assure you we will do what we can to co-operate in protecting the reputation of Manitoba fish products.

Yours truly,

(Sgd.) C. H. Attwood.  
Deputy Minister.

CHA/MD  
Encl.



COPY

DEPARTMENTAL MEMORANDUM

From. J. B. Skaptason,

Chief Inspector of Fisheries.

To. A. G. Cunningham, Esq.,  
Director, Game and  
Fisheries.

October 27th, 1936.

Regarding the attached correspondence from Mr. Found in connection with fresh fish shipments in transit and going through Winnipeg. Each one of the Companies has a man in the shed looking after its interests and the fish going through, and it has been alleged that various forms of dishonest methods had been practised by some of these men.

It is alleged that the smaller shippers and independent shippers from country points are the chief sufferers in as much as they do not have a man permanently watching their interests at the shed. One of these smaller dealers informed me that he had caught one man in the act of making substitution of some of his own fish, that is to say taken three boxes of No. 1 yellows and substituted mixed fish of inferior quality and freshness.

The system that has prevailed at the shed has no doubt been loose, making this practice possible, particularly in view of what appears to be established that there is some kind of a working agreement amongst several of the men. It is not inferred that the Companies themselves are responsible or even direct beneficiaries to any of these dealings, rather that their representatives have banded together to make a little money on the side. Mr. Cranston, the C. N. R. Express Agent, emphatically exonerated one or perhaps two of the men whom he felt absolutely sure were not mixed up in this. One thing that makes this particularly possible is that peddlers come to the shed and buy from the different companies. Some of the fish is sorted out and anything considered not fit for export is disposed of to best advantage to the local trade and peddlers. It is said to be a practise to secure good quality fish from shipments belonging to those not in the ring and substitute for it some of the inferior stuff set down for local sale. Thus a better price is obtained which is supposed to be pocketed by the gang. There may be other methods but this appears to be the main graft. Mr. Cranston further stated that unquestionably a certain amount of this was going on and he was outlining a system in connection with the shed which he hoped would give them better control.

Some country shippers ship direct and in some instances make arrangement with some of the Winnipeg concerns to include these shipments in their cars so as to benefit the car load express rate. When these local shipments come

27  
NOV  
1936  
A. H. C.

- 2 -

in they are signed for by the representative of the Company into whose car they are going, but there is, however, very little responsibility felt for this shipment as it does not actually belong to any of the Companies making use of the shed, and yet it ceases to be the responsibility of the Express Company when it is delivered and signed for.

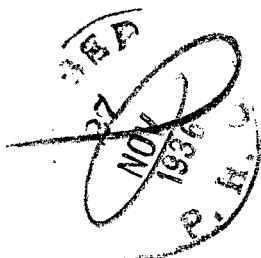
Mr. Cranston inferred also that he was reasonably sure that while considerable of this had been going on there was also trouble at both ends, that is the American destination and perhaps also at point of shipping. He gave as his reason for that statement that they had in some instances where the greatest amount of trouble seemed to originate adopted a private mark both inside and outside of the box and followed it right through to the American shipping point and at least one instance had occurred where the shipment when it reached its destination having been found absolutely intact was claimed by the receiver there to be different from what it was represented on the invoice.

As to the inspection, I think it would be absolutely impossible to inspect this fresh fish in Winnipeg. A cake of ice forms and becomes solidified on top of the box and if you were to break this and examine down through the fish in the box it would necessarily not only be a tremendously big job but subject the fish to deterioration. Much of the fresh fish shipped from Manitoba is from a week to ten days old when it reaches the consumer and can only keep fresh that length of time by being well iced and undisturbed in that ice condition throughout the period.

The Express Agent told me that he was formulating plans which he hoped would eliminate much of this dishonesty as far as their own sheds are concerned. If approved this will come into effect during the coming winter season. He was not hopeful that it would entirely eliminate the difficulty but according to what he told me of the plans it should effect at least some remedy.

(Sgd.) J. B. Skaptason.  
Chief Inspector of Fisheries.

JBS/LH



000026



COPY.

FORM A,74.

SEP 1937

31095

September 17, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Fishery Service Bureau.

I have received a copy of Bulletin No. 1, issued by the Fishery Service Bureau dated the 6th instant, and no doubt you have also been furnished with a copy. The information contained in it seems to be of a most practical and useful nature, but there are a few points that I would like you to raise with Mr. Matthews, and to facilitate your doing so I am sending this letter in duplicate. The points in question are as follows:

1. To whom will this Bulletin be sent in Canada, e.g. Provincial Fishery Departments, Canadian shippers, etc.
2. Assuming the figures to represent ranges of price in cents per lb., there appears to be some abnormal fluctuations, e.g. Alberta Yellows average from 10¢ upwards until September 3rd, then they rise to a 14¢ minimum and drop the next day, September 4th, to a 2¢ minimum. A similar drop also on September 4th seems to have taken place in the case of Whitefish from Alberta. The main point is that the drop is unusually severe, which lends the suggestion that there might have been a clerical error in the minimum prices for September 4th.
3. The last group of listings from Blue Pike to Perch are presumably for fish of American origin, as no Canadian locations have been mentioned. Is this correct.

All producers or other fish traders who have the welfare of their business seriously at heart will welcome this new service, and I hope that as time passes it will develop in strength and efficiency, and also that its use and application will be widened. You will appreciate that the above are mere observations on the first Bulletin, in no way to criticise it, but to make certain points clearer at this distance.

Yours faithfully,



(L. D. Wilgoss)  
Director,  
Commercial Intelligence Service.

AMF/ED

000027

FISHERY SERVICE BUREAU  
203 Front Street, New York, N.Y.

Bulletin

No. 1

MR. FORTINGTON

SEP

1937

September 6, 1937

The Jewish holiday period culminating in the New Year, known as Rosh Hashonah, is usually a very busy time in the fresh-water fish market and fish prices are usually at a higher level than during normal times. This year, however, the New Year coming at a date very much earlier than in many years, commencing Sunday, Sept. 5th at sundown and lasting until sundown on Tuesday, Sept. 7th, with very many people still out of the city on summer vacations, and conflicting with the Labor Day holiday, the marketing situation was very seriously complicated. Retailers who usually look forward to this period as a time for reaping substantial profits, were very pessimistic this year and prepared for a materially curtailed market. Very little holiday fish was purchased before the end of the week. Saturday's prices averaging favorably and lower than those earlier in the week.

There was a considerable quantity of poor quality fish shipped into the market. This fish had to be sold at very low prices and several shipments were so poor that they had to be dumped.

During the week, however, prices held fairly firm, purchases were made to care for current business. The following prices represent actual sales for the week, commencing August 30th and ending September 4th.

Variety	Aug.30	Aug.31	Sept.1	Sept.2	Sept.3	Sept.4
Whitefish		*				
Michigan	40-43	-	40-43	42-45	37-42	25-40
Lake Erie	38-40	32-36	20-38	15-25	25-30	15-30
Alberta	20-25	-	27-28	28-35	15-22	2-22
Yellows						
Alberta	10-18	-	10-20	10-20	14-18	2-25
Winnipeg	16-20	-	13-20	-	-	20-22
Carp						
Jumbo	-12	-	14-15	12-14	13-15	9-15
No. 1	-10	-	8-11	8-10	8-10	3-10
Medium	7- 8	-	4- 8	6- 7	5- 7	1- 5
Buffalo	22-23	-	25-28	25-28	25-28	22-28
Blue Pike	18-20	-	15-17	-	15-18	15-18
Mullet	10-12	-	17-18	17-20	16-18	20-25
Herring	-10	-	-	-	10-12	10-16
Trout	25-27	-	27-30	25-30	25-27	20-25
Jacks	-	-	-20	-20	18-20	12-18
Perch	-	-	-	-	-	15-20

\* With the exception of a few shipments of Lake Erie Whitefish, no new fish arrived in the market on this day. Carried-over fish sold at lower prices than on Monday.

Unquestionably some wholesalers in the New York market created abnormally high prices in the minds of the producers and solicited more fish than could be absorbed for the holiday trade. The more conservative wholesalers, however, discouraged excessive shipments, realizing that the demand would be shortened and only one day of real business. As a consequence of excessive supplies, most of the wholesalers suffered serious losses through purchases made from producers at high prices.

FISHERY SERVICE BUREAU  
203 Front Street, New York, N.Y.

Bulletin  
No. 4

September 27, 1937

Prices prevailing in the wholesale market on Saturday were relatively higher than those earlier in the week. Retailers made purchases in anticipation of heavy sales for the Jewish festival on Monday and Tuesday, September 20th and 21st, known as Tabernacles, First Day. As a consequence of the high prices, sales dropped off leaving the retailers with large supplies which they were forced to carry over into this week. As retail stores were not open for business on Monday and Tuesday, no sales were made in the wholesale market until Wednesday.

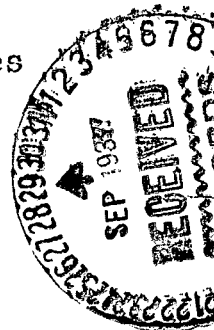
Business was very dull on Wednesday and Thursday due to the quantities of carried-over fish in the hands of retailers. While the demand on Friday was somewhat better, it was not strong. Saturday's market opened with large quantities of practically all varieties of new fish in addition to the shipments carried over from previous days. Demand was light and prices dropped sharply soon after opening time, reaching new lows for the week.

Weather conditions during the week were favorable. There were no reports of fish arriving in poor condition.

The two festival days, 8th day of Tabernacles on September 27th and Rejoicing of the Law, September 28th, will create conditions in the market similar to last week, as on these days retailers will not open their stores for business.

The following prices represent actual sales of new fish, in cents per pound, during week ending September 25, 1937. (No sales on September 20th or September 21st.)

Variety	Sept. 22	Sept. 23	Sept. 24	Sept. 25
Whitefish				
Michigan	40-42	40-42	40-42	25-40
Georgian Bay	30-35	-35	-	22-32
Lake Erie	36-38	37-38	35-37	25-35
Alberta	20-25	-	20-25	10-20
Yellows				
Michigan	20-25	20-25	18-20	12-16
Georgian Bay	20-23	20-22	-20	8-12
Lake of Woods				
Trap Nets	18-20	18-20	16-20	8-16
Gill Nets	12-15	12-14	10-14	5-10
Winnipeg	12-16	10-14	-	5-10
Alberta	10-15	-	10-12	4-12
Jacks				
Lake of Woods				
Trap Nets	14-15	14-15	-14	8-12
Gill Nets	12-13	12-13	-12	8-10
Alberta	12-14	-	12-13	8-10
Carp				
Junbo	12-14	12-14	12-14	12-13
No. 1	-10	10-11	-10	8-10
Medium	6-8	-8	7-8	6-8
Buffalo	18-20	18-20	20-22	15-20
Spoonbill				
Large	-30	-30	-30	-30
Medium	-22	-22	-22	-22
Small	12-14	12-14	12-14	12-14
Bluepike				
Trap Nets	16-18	14-16	14-16	6-12
Gill Nets	13-15	10-14	8-12	3-8
Mullet	9-12	8-10	8-10	2-10
Sturgeon Mullet	7-8	7-8	-6	2-7
Herring	9-10	9-10	-	9-12
at	23-25			13-20
	14-16			



# GOVERNMENT OF THE PROVINCE OF SASKATCHEWAN

ADDRESS YOUR REPLY TO  
DEPARTMENT OF NATURAL RESOURCES  
AT POINT OF MAILING  
BCM/VJ



PLEASE QUOTE  
LAND OR FILE  
NO.

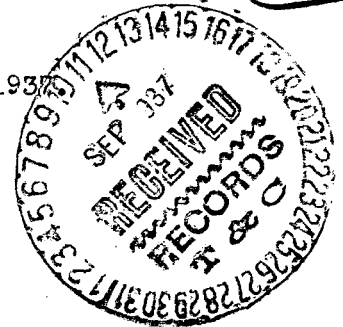
MR. CHENEY

Your file 31093

DEPARTMENT OF NATURAL RESOURCES

REGINA, September 8, 1937

SEP 13 1937



*in 2nd copy  
in Stanley for [signature]*

Dear Sir:-

I beg to acknowledge the receipt of copy of the verbatim report covering a meeting of fresh water fisheries held at Ottawa on May 27 and 28 last.

This is very much appreciated and has been passed on for the information of some of our important dealers.

Yours faithfully,

*G.C. MacDonald*

G.C. MacDonald,  
Supervisor of Fisheries.

L.D. Wilgress, Esq.,  
Director, Commercial Intelligence Service,  
Dept. of Trade and Commerce,  
OTTAWA - Canada.

INDEXED  
T. & C. RECORDS

*2M*



COPY.

FORM A,74.

31093

SEP 9 1937

September 8, 1937.

D.S. Cole, Esq.,  
Canadian Trade Commissioner,  
New York, N.Y.

Dear Sir:

Fishery Service Bureau

I have your letter of September 1  
enclosing your report on the above subject for  
publication in the Commercial Intelligence Journal.  
This will appear in No. 1754.

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.



:8

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

SEP 9 1937

September 1st,  
1937



The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISHERY SERVICE BUREAU

Dear Sir:

In connection with the operation of the new fresh water Fishery Service Bureau at 203 Front Street, New York, attached is a short report for publication in the "Commercial Intelligence Journal" which will draw the attention of fresh water fisheries associations or their members to this newly established Bureau.

I have intentionally omitted from the report that the Bureau is approved by the Canadian Government but this change can be made by the Department should you feel free to publish a statement.

As will be noted from the report and from previous correspondence with the Department, the Fishery Service Bureau is now commencing to function with a number of fishermen in the State of Michigan forming its nucleus of membership. This office is informing the various Provincial authorities of its operation.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

DSC:JAM  
Encl.



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T. & C. RECORDS

SEP 9 1937

REPORT FOR "COMMERCIAL  
INTELLIGENCE JOURNAL"

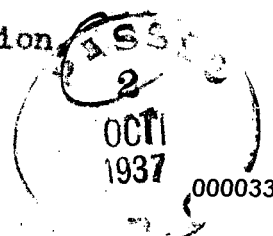
ESTABLISHMENT OF A FRESH WATER  
FISHERY SERVICE BUREAU IN NEW YORK

Douglas S. Cole  
Canadian Government Trade Commissioner

New York, September 1, 1937. The Peck Slip fresh water fish market in New York City is the largest fish market of its kind in the United States. Millions of pounds of lake and river fish are sent to it every year and disposed of at a wide range of prices, depending upon market conditions of supply and demand.

There have always been a certain number of irresponsible dealers who solicit shipments of fish from United States and Canadian shippers and in the past two years this element has increased to the point where it was necessary for action to be taken to eliminate excessive monetary losses. It is an acknowledged fact that at the commencement of operations the shippers usually get their money but sooner or later find themselves a creditor of a bankrupt or vanished dealer. This has had the added result of the reliable Peck Slip dealers being looked upon with suspicion both in Canada and the United States.

In an effort to remedy this situation for the protection of shippers and reliable dealers alike, an organization has been formed which commenced operation on August 30, known as the Fishery Service Bureau, which is sponsored by the Middle Atlantic Fisheries Association.



- 2 -

203 Front Street, New York, and under the direct supervision of Mr. John H. Matthews who is a member of the Fishery Advisory Committee of the United States Department of Commerce and Secretary of the Middle Atlantic Fisheries Association.

#### SERVICE RENDERED

This new Bureau will act as the shippers' agent in handling claims against market dealers or transportation companies. It will render inspection service for shipments that arrive in bad or damaged condition or that for any reason are not up to standard. It will investigate and adjust complaints and perform such other duties as are in the shippers' interests. It is likewise anticipated that daily records of market prices will be compiled, including unusual or extraordinary conditions that now exist and these will be sent to members in periodic bulletins. Information files will be maintained covering the financial standing and integrity of all Peck Slip dealers.

#### MEMBERSHIP

Membership in the Bureau is limited to fishermen and shippers who market their fresh water fish in New York and the Bureau will not be operated as a profit making venture. Fishermen in the State of Michigan form the nucleus of Bureau membership and efforts are being made by these same fishermen to extend the membership throughout the Great Lakes area on the United States side.

#### DUES

At the present time the dues will be



- 3 -

5 cents per box for 50 pound boxes, to be paid by the dealer in New York and deducted from the invoice or bill. For fish received from Canada packed in 60 pound cases, the New York dealers will pay into the Bureau 10 cents per case, without charging anything back to the shipper; one-half of this amount to be retained by the Bureau and the other half to be used for advertising. Under this plan, membership in the Bureau will be without cost to the Canadian fishermen or shippers but they must sign up for membership and agree to pack 60 pounds of fish to the case instead of 50 pounds as formerly. The above charges are for direct sales.

#### INCEPTION

The Bureau had its inception at an informal meeting at Ottawa in the latter part of May, which was attended by officials of the Dominion and Provincial Governments of Canada, delegates from the United States and Canadian fishermen associations and others interested in the fresh water fish industry.

#### CANADIAN PARTICIPATION

The services of this new Bureau are offered to fishermen throughout Canada, who are interested in the New York market and it is believed that its operation will go toward eliminating the very undesirable conditions which have existed on the Peck Slip market. It is the general impression that there are too many firms in operation on Peck Slip and a service will be rendered to the fresh water fish industry both in Canada and the United States if certain elements are eliminated.

---

REPORT FOR "COMMERCIAL  
INTELLIGENCE JOURNAL"

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9 1937

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000038

COPY.

FORM A,74.



31093

August 31, 1937.

G. C. MacDonald, Esq.,  
Supervisor of Fisheries,  
Department of Natural Resources,  
REGINA, Saskatchewan.

Dear Sir:

Verbatim Report.

I acknowledge receipt of and thank you for your letter of the 24th instant, indicating that only one of the fish dealers whom you circularized has agreed to enter the arrangement previously proposed, i.e. a system of levy. No doubt you will keep me advised if any further developments take place.

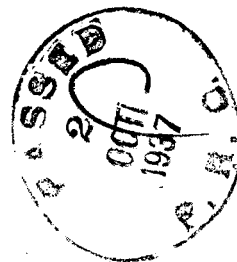
Although copies of the verbatim report are very limited, I am enclosing an extra one in view of the special request contained in your third paragraph.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB

Enc.



# GOVERNMENT OF THE PROVINCE OF SASKATCHEWAN

ADDRESS YOUR REPLY TO  
DEPARTMENT OF NATURAL RESOURCES  
AT POINT OF MAILING

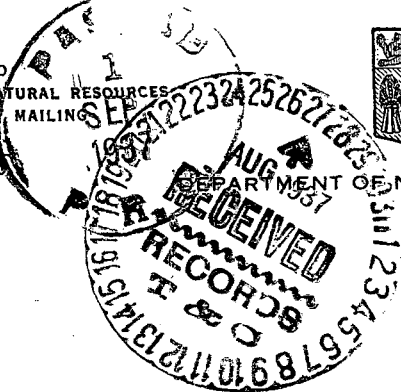


PLEASE QUOTE  
LAND OR FILE  
NO.

GCM/V

DEPARTMENT OF NATURAL RESOURCES

Your file 31093



REGINA, August 24, 1937.

Dear Sir:-

This will acknowledge receipt of your letter of 20th inst., with regard to the Fishery Service Bureau in New York, and enclosing copy of a letter from Mr. D. J. Taylor, Deputy Minister, Game and Fisheries Department, Toronto.

The contents of Mr. Taylor's letter have been noted. I would advise that to date we have only received information from one of the fish dealers whom we circularized in this regard, and they intimate that they are agreeable to enter into an arrangement as proposed in your previous correspondence, i.e., a levy of five cents per box on fish shipped to the United States market.

As we only received one copy of the Verbatim Report on the Fresh Water Fisheries Meeting on May 27th last, and as we have received a request from one of our larger dealers for the loan of this copy, I would be pleased to receive another copy if you have an extra one on hand. When this is received I will be able to comply with this request, but I do not feel inclined to let this copy go away from the office until such time as another copy is at hand.

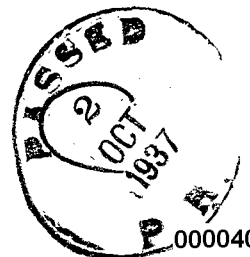
Yours faithfully,

*G.C. MacDonald*

G.C. MacDonald,  
Supervisor of Fisheries:

INDEXED  
& G. RECORD

L.D. Wilgress, Esq.,  
Director, Commercial Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA - Canada.



000040

DEPARTMENT OF

MR. CHENEY

TELEPHONE CIRCLE 6-1230



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS "TRACOM," NEW YORK



THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

August 24th, 1937.

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISHERY SERVICE BUREAU.

Dear Sir:

I have for acknowledgment your letter of August 20th, file #31093, enclosing copies of a letter received from Dr. D.J. Taylor, Deputy Minister, Department of Game and Fisheries, Toronto, Ont., showing the results of a canvass of the Ontario fishermen. A copy of Dr. Taylor's letter has been forwarded to Mr. Matthews of the Middle Atlantic Fisheries Association, 203 Front Street, New York.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

INDEXED  
T. & C. RECORDS

DSC/WDW.

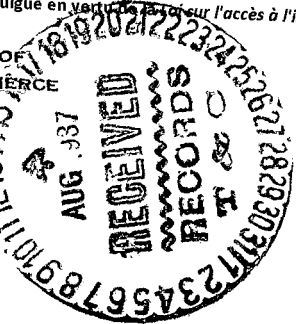


DEPARTMENT OF  
TRADE AND COMMERCE



CANADA

AUG 24 1987



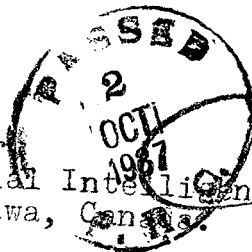
August 18th,  
1 9 3 7

MR. WILGROSS

MR. FORTINGTON

With the Compliments of  
The Canadian Government Trade Commissioner  
at New York

The Director  
Commercial Intelligence Service  
Ottawa, Canada



1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31.

000042



31093

AUG 24 1937



105

August 12th,  
1937

OPENING OF LAKE WABAMUN

Dear Sir:

Following a meeting this morning of New York wholesale fresh water fish firms with Mr. J. H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, 303 Front Street, New York City, this office was strongly urged to wire you in connection with the opening of Lake Wabamun. It is understood that you are issuing orders for the opening of this lake for 14 days with permission to fish 50,000 pounds of white fish per week for that period.

In view of the fact that the market is at the saturation point at the present time, with Alberta shipments, and that Canadian production from Lake Erie is due to come along very shortly, the dealers were very exercised as to the effect on the market of additional Alberta shipments.

I enclose confirmation of a wire which I have sent to you today and trust the information contained therein may be of some assistance.

Whitefish at the present time, are selling at 10¢ to 16¢ per pound, average 14¢ wholesale at Peck Slip. Dealers were very concerned as to the effect on prices if still further supplies were thrown upon the market.

According to Mr. Matthews, the only American supplies coming through at the present time are small quantities from Michigan which do not affect the market.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

The Honourable W. N. Chant,  
Minister of Agriculture,  
The Department of Agriculture,  
Edmonton, Alberta.



RECEIVED  
T. & C. 1937

C O P Y

Document disclosed under the Access to Information Act -  
Document divulgué en vertu de la Loi sur l'accès à l'information

# CONFIRMATION OF TELEGRAM SENT

OFFICE OF THE  
CANADIAN TRADE COMMISSIONER  
25 BROADWAY  
NEW YORK

AUG 24 1937

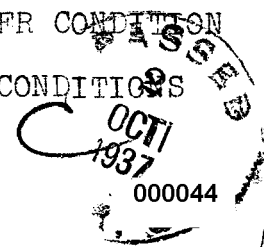
DAY LETTER

THE MINISTER OF AGRICULTURE,  
EDMONTON, ALBERTA, CANADA.

AUGUST 12, 1937.

NEWYORK WHOLESALE FRESHWATER FISH FIRMS THROUGH JH  
MATTHEWS EXECUTIVE SECRETARY MIDDLE ATLANTIC FISHERIES ASSOCIATION STRONGLY  
SUGGEST DEPARTMENTAL ORDER OPENING LAKE WABAMUN FOR WHITEFISH COMMENCING  
MONDAY NEXT FOR PERIOD TWO WEEKS BE RESCINDED STOP NEWYORK MARKET RECEIVING  
AVERAGE FOUR CARS PER WEEK ALL FROM ALBERTA AND ADDITIONAL QUANTITIES WILL  
GLUT MARKET AND CAUSE CHAOTIC CONDITIONS STOP MATTHEWS SUGGEST IF FEASIBLE  
ADDITIONAL QUANTITY BE TAKEN OUT IN WINTER WHEN FISH IN BETTER CONDITION  
AND HICHER PRICES OBTAINABLE STOP UNDERSTAND CHICAGO MARKET CONDITIONS  
SIMILAR NEWYORK

CANADIAN TRADE COMMISSIONER



COPY.

FORM A,74.

31093

September 7, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Fresh Water Fish Dealers.

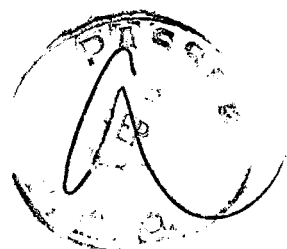
I have received your letter of the 1st instant, your file No. 105, and have noted for future reference the names of the two firms who have commenced business in Peck Slip recently.

In view of your remarks to the effect that both of them will require watching, I hope that this can be done in co-operation with Mr. Matthews. If at any time you consider that their trading methods leave anything to be desired I assume that you will notify the provincial officers for the protection of Canadian shippers.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB



000045

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

MR. WILGESS

MR. FORTINGTON

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

MR. WRIGHT

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105.....

September 1st,  
1937



The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FRESH WATER FISH DEALERS, NEW YORK

Dear Sir:

For the information of the Department, two new concerns have opened in Peck Slip recently in connection with the sale of fresh water fish. One of them, the Merit Fish Company is operated by Charles Braun; the other Messrs. Republic Fisheries is controlled by S. Fink and both of these firms will require watching, according to advice received to-day from Mr. J. H. Matthews of the Fishery Service Bureau.

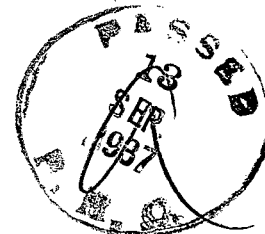
Yours faithfully,



(DOUGLAS S. COLE)  
Trade Commissioner for Canada

INDEXED  
T. & C. RECORDS

DSC:JAM



000046

**COPY.**

Form A.74.

31093

August 20, 1937

D. S. Cole, Esq.,  
Canadian Government Trade Commissioner,  
New York City.

Dear Sir,

Fishery Service Bureau

I am enclosing herewith in duplicate for your information copy of a letter which I have received from Dr. D. J. Taylor, Deputy Minister, Department of Game and Fisheries, Toronto, from which you will note that, as a result of his canvass of fishermen of Ontario, little support so far has been forthcoming in favour of the proposals discussed at the meeting which was held in Ottawa on May 27 and 28.

I am sending a copy of Dr. Taylor's letter to the departments concerned with the fisheries of each of the provinces of Manitoba, Saskatchewan, and Alberta. I am suggesting to these provincial departments that they should advise their fishermen's organizations to get in touch with Mr. J. H. Matthews, Executive Secretary, Middle Atlantic Fisheries Association, 203 Front Street, New York City, if they wish to take advantage of the services which Mr. Matthews is in a position to render.

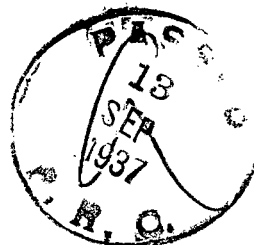
I should be much obliged if you would kindly send a copy of Dr. Taylor's letter to Mr. Matthews advising him of the action which I have taken in respect to the provinces concerned.

Yours faithfully,

(L. D. Wilgress),

Encls.  
LDW/NEA

Director,  
Commercial Intelligence Service.



000047

**COPY.**

Form A.74.

31093

August 20, 1937

G. C. MacDonald, Esq.,  
Supervisor of Fisheries,  
Dept. of Natural Resources,  
Regina, Saskatchewan.

Dear Sir,

With further reference to my previous letters on the subject of a Fishery Service Bureau in New York City to assist Canadian exporters of fresh water fish to the United States, I am enclosing for your information copy of a letter which I received from Dr. D. J. Taylor, Deputy Minister, Game and Fisheries Department, Toronto.

You will note from this letter that Dr. Taylor reports the fishermen of Ontario as being not interested in becoming parties to the scheme discussed at the meeting which was held in Ottawa on May 27 and 28.

Under the circumstances I feel that there is nothing further which this Department can do in connection with the proposal discussed at the above mentioned meeting but I think you can advise any of the fishermen's organizations in your province to communicate with Mr. J. H. Matthews, Executive Secretary, Middle Atlantic Fisheries Association, 203 Front Street, New York City, with a view to ascertaining the conditions under which he would provide Canadian exporters with the services required in connection with the sale of fresh water fish in the New York market.

Yours faithfully,

(L. D. Wilgress),

LDW/MRA

Director,  
Commercial Intelligence Service.

Similar letter sent to R. T. Rodd, Director of Fisheries,  
Dept. of Agriculture,  
Edmonton, Alta.

A. G. Cunningham, Director, Game & Fisheries  
Branch, Dept. Mines & Natural  
Resources, Winnipeg.



000048

(COPY)

GAME AND FISHERIES DEPARTMENT

Re your File No. 31093

Toronto, August 17, 1937

Sir,

I beg to acknowledge receipt of your favour of July 30th. with reference to the sale of Fresh Water Fish in the United States. We have been delaying our reply hoping to be able to make a favourable decision, but as matters stand at present, the response from the fishermen does not look encouraging.

We sent out 705 Questionnaires asking those who were willing to go into the scheme, to please reply. Only 101 were answered of whom 79 were agreeable, 19 against and 3 not interested. Of the 79 fishermen who were willing to agree to the scheme, many had never shipped fish to New York before, but would do so if protected. They were all small operators, and actually only one large operator expressed his willingness to go into the scheme.

Under these circumstances it does not appear to be possible, for us to take any further action at present.

I have the honour to be, Sir,

Your obedient servant,

(sgd) D. J. Taylor,

L. D. Wilgress,  
Director,  
Commercial Intelligence Service,  
Ottawa, Ontario.

Deputy Minister.



MR. FORTINGTON



SEP 8 1937

GOVERNMENT OF THE PROVINCE OF ALBERTA

DEPARTMENT OF AGRICULTURE

(FISHERIES SERVICE)

August 24th

1937

L. D. Wilgress Esq.,  
Director Commercial Intelligence Service,  
Department of Trade and Commerce,  
Ottawa. Ont.,



Dear Sir,

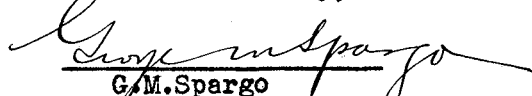
File 31093

Your letter of August 20th addressed to Mr,  
R. T. Rodd is hereby acknowledged.

This Department has under arrangement a Fisheries  
Conference of operators and fishermen in the province and  
scheduled for October 8th when the matter of assistance to  
Canadian exporters and fishermen of fresh water fish as outlined  
in your letter will be given consideration. Many of our  
fishermen are interested in the proposal but nothing definite  
has been arranged pending the conference.

I shall be glad at a future date to advise you  
of the action taken by those attending the proposed conference.

Yours faithfully,

  
G.M. Spargo  
Director of Fisheries.

INDEXED  
& C. RECORD





COPY.

FORM A,74.

SEP 3 1937

31093

August 31, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Fishery Service Bureau.

*Sam C*  
I acknowledge receipt of your letter of the 24th instant, advising as to the charges to be made on different containers as indicated, and I note that the plan outlined in your letter will be in effect from August 30th.

I am pleased to observe that you have also informed the various provincial fisheries authorities, and I thank you in anticipation of your keeping me posted of any future developments.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB

TELEPHONE CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

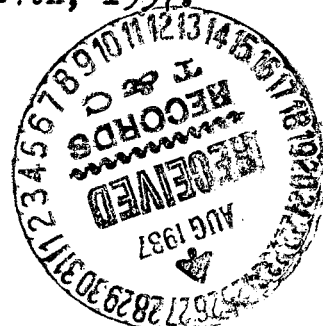
IN REPLY PLEASE QUOTE FILE No. 105

SEP 3 1937

August 24th, 1937.

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISHERY SERVICE BUREAU



Dear Sir:

On the invitation of Mr. J.H. Matthews of the Middle Atlantic Fisheries Association a representative of this office attended a conference between representatives of the Michigan Fishermen's Association and the New York fresh water fish dealers, in connection with the establishment of a Fishery Service Bureau.

After considerable discussion Messrs. Pitchard, Shawl, and Dutcher of the Michigan Fishermen's Association informed the dealers that the present container charge of fifty cents per box on fish shipped to the New York market would be increased to sixty cents per box, in order that the difference of ten cents be allotted to provide funds in equal amount for the Michigan Association and for Mr. Matthews' Fishery Service Bureau.

The New York dealers agreed to this but desired that the fishermen should pack 60 pounds of fish to the box instead of the present 50 pounds. The Michigan representatives agreed to this plan.

The New York dealers on their part further requested that the fishermen should allow five cents to be deducted toward the formation of an advertising fund.

The net result of this conference is that subject to approval of the Michigan Association a container charge of sixty cents will be made, forty-five cents of which will be returned to the shippers. The fifteen cents thus collected will be divided equally into three parts: (1) for the establishment of the Fishery Service Bureau, (2) the Michigan Fishermen's Association, and (3) a fund for advertising purposes.

It is the intention to put this plan into operation on August 30th.

We are sending copies of this letter to the various Canadian provincial authorities.

Yours faithfully,

(DOUGLAS S. COLE)

DSC/WDW.

Trade Commissioner for Canada.000052

INDEXED  
P. & C. RECORDS

DO NOT WRITE ABOUT MORE  
THAN ONE SUBJECT IN THE SAME  
LETTER

ADDRESS YOUR REPLY TO THE  
GAME AND FISHERIES DEPART-  
MENT, PARLIAMENT BUILDINGS,  
TORONTO, 2.



ALL CHEQUES AND MONEY ORDERS  
ARE TO BE MADE PAYABLE TO  
THE ORDER OF THE "PROVINCIAL  
TREASURER OF ONTARIO."

GAME AND FISHERIES DEPARTMENT

REFER TO R. 168.

Re your File No. 31093.

Toronto, August 17th. 1937.



Sir:

I beg to acknowledge receipt of your favour of July 30th.  
with reference to the sale of Fresh Water Fish in the United States.  
We have been delaying our reply hoping to be able to make a  
favourable decision, but as matters stand at present, the response  
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We sent out 705 Questionnaires asking those who were  
willing to go into the scheme, to please reply. Only 101 answered  
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had never shipped fish to New York before, but would do so if  
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Under these circumstances it does not appear to be possible,  
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I have the honour to be, Sir,

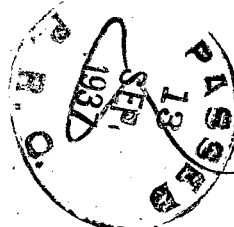
Your obedient servant,

Deputy Minister.

INDEXED  
R. & C. RECORDS

L. D. Wilgress  
Director, Commercial Intelligence Service,  
Ottawa, Ontario.

DJT/HD.



GOVERNMENT OF THE PROVINCE OF SASKATCHEWAN

ADDRESS YOUR REPLY TO  
DEPARTMENT OF NATURAL RESOURCES  
AT POINT OF MAILING



PLEASE QUOTE  
LAND OR FILE  
NO.

DEPARTMENT OF NATURAL RESOURCES

GCM/B

Regina, August 14th, 1937.

Dear Sirs:-

We have the honor to acknowledge receipt of verbatim report of the fresh water fisheries meeting held in Ottawa on May 27th and 28th of this year.

This report has been studied to some extent and various fish dealers have been circulated with information that we thought would be of interest to them from the report.

We appreciate receiving this information and trust that the final results may develop to the benefit of the trade in general.

When we receive replies from these dealers we will advise you of the attitude they have taken in connection with co-operation along the lines suggested in the report.

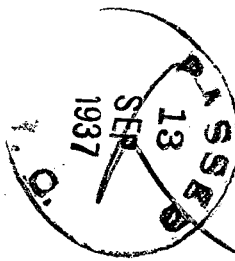
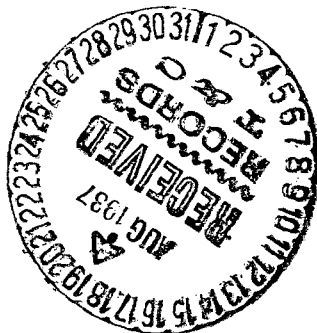
Yours faithfully,

*G. C. MacDonald*

G. C. MacDonald,  
Supervisor of Fisheries.

INDEXED  
T. & C. RECORDS

The Director,  
Commercial Intelligence Service,  
Dept. of Trade and Commerce,  
OTTAWA - Ontario.



*[Handwritten signature]*

DEPARTMENT OF  
TRADE AND COMMERCE

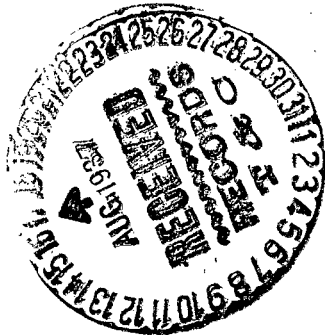


31093

MR. WILGRESS

MR. FORTINGTON

August 16th,  
1 9 3 7



*With the Compliments of*  
*The Canadian Government Trade Commissioner*  
*at New York*

Further to our letter of  
August 12th.

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

INDEXED  
& C. 000055

105

AUGUST 13th,  
1 9 3 7

LAKE WABAMUN FISH

Dear Sir:

This will acknowledge receipt of your telegram of even date which reads as follows:

"WABAMUN LAKE OPENING AUGUST SIXTEENTH TO THIRTY FIRST FOR THREE DAYS A WEEK VERY LIMITED MAXIMUM POUNDAGE STOP LOCAL MARKET WILL ABSORB PRODUCTION NO EXPORTS WILL BE MADE FROM LAKE WABAMUN PLEASE NOTIFY FOLLOWING COMPANYS EAGLE FISH COMPANY FRANKLIN FISH COMPANY GENERAL FISH COMPANY OF PHILADELPHIA BOOTH FISHERIES INCORPORATED EMPIRE STATE FISH COMPANY SOL BROOM AND COMPANY JOHNSON FISH COMPANY INCORPORATED ROOSEVELT COMPANY ACME FISH COMPANY ELROCK FISH COMPANY JAY BEE INCORPORATED POST FISH COMPANY AND ASSOCIATES"

As requested, either Mr. J. H Matthews of the Middle Atlantic Fisheries Association or ourselves have immediately notified all of the companies mentioned in your telegram.

We very much appreciate your courtesy in replying so promptly and it should greatly assist in maintaining New York prices for Alberta whitefish.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

D. B. Mullens, Esq.,  
Department of Agriculture,  
Edmonton, Alberta.

INDEXED  
T. & C. RECORD

*DBW*

*ST-114*

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

MR. CHENEY

MR. PORTIN

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

August 11th,  
1 9 3 7



*Mr. Zorbington*  
The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISHERY SERVICE BUREAU

Dear Sir:

*Attached 8/13*  
Enclosed are copies of financial statement form and accompanying letter which have been sent to each of the wholesale fresh water fish dealers in New York, by Mr. J. H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association.

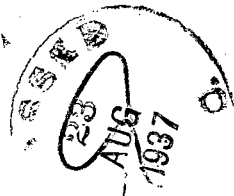
This will make it possible, in due course, to check my list of responsible fresh water fish dealers in New York.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

DSC:HC  
Enc.

INDEXED  
T. & C. RECORDS



000057

## FISHERY SERVICE BUREAU

203 FRONT STREET  
NEW YORK, N. Y.

OFFICE OF THE  
MANAGING DIRECTOR

TELEPHONE  
BEEKMAN 3-8858

August 6, 1937

Gentlemen:

The Fishery Service Bureau has been established as the direct representative of Fishermen and Shippers of fresh-water fishery products in the United States and Canada.

This Bureau will render services of a very broad and informational character to its membership. Incidentally, the work of the Bureau will react to the benefit of those dealers who conduct their business in an honest straightforeward manner and whose dealings with their creditors are fair and upright.

We are building case histories which includes the financial standing and moral integrity of each dealer. This data will be used in answering inquiries from Bureau members but will not be available to anyone else.

In order that our files contain accurate and reliable information, we request that you fill in the enclosed statement and return it to this office at the earliest possible date.

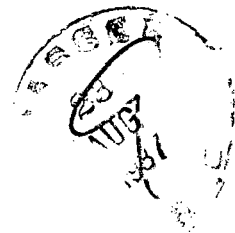
A merchant who desires to serve his own best interests should recognize that his most valuable possession, apart from his actual assets, is a sound, substantial and unquestioned reputation as a credit risk; and that under prevailing conditions and demands of business, the most effective and enimently the best way to prove his basis for credit is to be willing to submit a statement of financial condition.

Your prompt cooperation will be appreciated.

Yours very truly,

J. H. Matthews  
Managing Director

JHM:JMR  
Enclosure



000058



# Statement of Financial Condition of

Name \_\_\_\_\_

Address \_\_\_\_\_

To the FISHERY SERVICE BUREAU, 203 Front Street, New York, N.Y.

For the purpose of procuring merchandise from members of the Fishery Service Bureau on credit, by direct purchase or on consignment, and to establish, extend, or renew our credit rating or standing in conformity with the requirements of the Fishery Service Bureau, we make the following statement as of the \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_\_\_, and represent and warrant that this said statement is true and correct of our own knowledge, and that it truthfully sets forth all our assets on the \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_\_\_ and all our liabilities of every kind and nature whatsoever, for which we, the undersigned was obligated, directly or indirectly on said date and we the undersigned make such statement after a personal examination of the books and other records maintained and kept by us in the regular course and conduct of our business, which books and other records show all of the transactions on which the following statement is based.

This statement is to be regarded by the Fishery Service Bureau as continuous and binding and, together with other matters to be relied upon by the said Fishery Service Bureau, is to be used in determining the proper credit rating to which the undersigned is entitled, until another statement shall be substituted for this, or this statement recalled.

Please answer all questions, stating "No" or "None" where necessary.

| Assets                       |  | Liabilities                   |  |
|------------------------------|--|-------------------------------|--|
| Cash on hand and in banks.   |  | Accounts Payable              |  |
| Accounts Receivable          |  | Bills and Notes Payable       |  |
| Less than 30 days old        |  | Borrowed from Banks           |  |
| More than 30 days old        |  | Borrowed from others          |  |
| Bills or Notes Receivable    |  | Encumbrances on Real Estate   |  |
| Merchandise (Cost or Market) |  | Reserves                      |  |
| whichever is lower           |  | If Corporation, capital stock |  |
| Fixtures, present value      |  | cum. Pfd.                     |  |
| Real Estate, Assessed Value  |  | Pfd.                          |  |
| Stocks and Bonds             |  | Com.                          |  |
| All other Assets             |  | Surplus and Undivided profits |  |
|                              |  | If firm, net worth            |  |
| Total Assets                 |  | Total Liabilities             |  |

Is the business that of a Corporation\_\_\_\_, Co-partnership\_\_\_\_, Individual owner\_\_\_\_? What was the amount of your total net sales for last fiscal or calendar year? \$\_\_\_\_. What are your average monthly net sales? \$\_\_\_\_. What are your terms of sale?\_\_\_\_. What amount of merchandise do you hold on consignment for which no returns or advances have been made? \$\_\_\_\_. What was the date of last inventory?\_\_\_\_. What method of bookkeeping do you employ?\_\_\_\_. For what amount are you liable as endorser, surety, guarantor, etc.? \$\_\_\_\_.

-2-

Title to real estate is in the name of \_\_\_\_\_.  
If business premises are leased to you, state terms and annual rental \_\_\_\_\_.  
Do you carry fire insurance? \_\_\_\_\_. If so, what amount? \$ \_\_\_\_\_. Have you ever suffered fire loss? \_\_\_\_\_. If so, when? \_\_\_\_\_. How long have you been established? \_\_\_\_\_. What other concerns are you connected with, through affiliation or working agreements? \_\_\_\_\_.  
What is the name and address of your bank or banks? \_\_\_\_\_.  
If a Corporation, give names and titles of officers, or if not a Corporation give names of principals. \_\_\_\_\_.

Has legal action of any nature been instituted against the Company, or its officers, or principals within the past five years? \_\_\_\_\_. If so, give details \_\_\_\_\_.

With what other concerns have the officers or principals of this company been connected either as officer, principals or employee? (Please name persons and companies) \_\_\_\_\_.

We buy, or handle merchandise on consignment, principally from the following firms:

| Name | Address | Amount Owed |
|------|---------|-------------|
|------|---------|-------------|

The foregoing statement has been carefully read by the undersigned (both the printed and written matter), and is to my knowledge, in all respects complete, accurate and truthful.

Name of Company \_\_\_\_\_  
Signed by \_\_\_\_\_  
Title \_\_\_\_\_

Witness \_\_\_\_\_  
Residence address \_\_\_\_\_  
of witness \_\_\_\_\_

COPY.

Form A.74.

31093.

August 11, 1937.

R.T. Rodd, Esq.,  
Director of Fisheries,  
Department of Agriculture,  
Edmonton, Alberta.

Dear Mr. Rodd:-

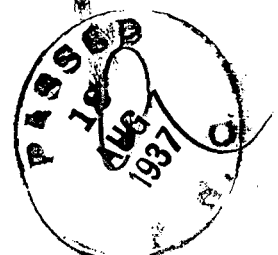
Fresh Water Fish Marketing Information  
and Trade Bureau in New York

I am enclosing for your information copy of a letter which we have received from Mr. D.S. Cole, our Trade Commissioner at New York, in which he advises that over 500 fishermen belonging to the Commercial Fishermen's Credit Association of Bay Port, Michigan, have signed up for the Fishery Service Bureau which is being organized by Mr. J.H. Matthews, Executive Secretary, the Middle Atlantic Fisheries Association, New York City.

You will note that the financial plan adopted by the Michigan Association is to assess 10 cents a case for each shipment coming on to the New York market and that 50 per cent of the amount so collected is refunded to the Association to finance their activities in connection with distribution of information to their members. The assessment is collected by the Fishery Service Bureau from the New York dealers upon the authorization of the fishermen.

I forwarded a copy of this letter to Dr. D.J. Taylor, Deputy Minister, Department of Game and Fisheries, Province of Ontario, and I hope to be able to advise you further regarding the proposal to make use of the Fishery Service Bureau being organized by Mr. Matthews as soon as I receive a reply from Dr. Taylor.

Yours faithfully,



(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW/WT.

A.G. Cunningham, Director, Game and Fisheries Branch, Dept. 000061  
Mines & Natural Resources, Winnipeg, Man.

G.C. MacDonald, Supervisor of Fisheries, Dept. Natural  
Regina, Sask.

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~604-1230~~ ~~604-1230~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE



THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1000~~ ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

August 5th,  
1937

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

COMPLAINT AGAINST EAGLE  
FISH COMPANY, NEW YORK

Dear Sir:

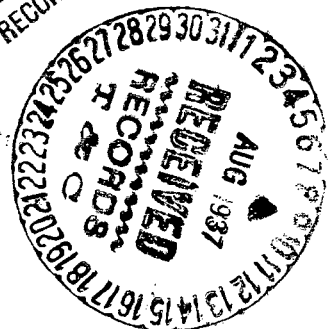
3  
With reference to Mr. Smith's letter of the 24th ultimo, with enclosed copy of letter to Mr. C. S. Wright, of Britt, Ont. (your File 21093), please be advised that we are now informed by Mr. R. Fleck of Bala, that this claim against the Eagle Fish Company of New York has been settled. Mr. Fleck states this trouble was caused through an error in his buying instructions and believes that no one is to blame. This can best be judged by the contents of Mr. Smith's correspondence.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

DSC:JAM

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COPY.

Form A.74.

31093.

August 9, 1937.

Dr. D.J. Taylor,  
Deputy Minister,  
Department of Game and Fisheries,  
Toronto, Ontario.

Dear Dr. Taylor:-

Sale of Fresh Water Fish in the  
United States

With further reference to my letter of July 30, I wish to enclose copy of a letter which I have received from Mr. D.S. Cole, our Trade Commissioner at New York, in which he reports on the arrangement which has been concluded between the Commercial Fishermen's Credit Association of Bay Port, Michigan, and Mr. J.H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, New York City.

You will note that over 500 fishermen belonging to the Michigan Association have signed up for the Fishery Service Bureau and that the plan is to assess ten cents per case for each shipment coming on to the New York market, 50 per cent of the amount so collected being refunded to the Michigan Association to finance their activities in connection with the distribution of information to their members.

The position would, therefore, seem to be that an organization is already being formed of which it is open to Canadian fishermen's associations to take advantage.

I look forward to hearing from you in due course as to what progress you have been able to make with regard to interesting the fishermen's organizations of Ontario in the proposals for a service bureau. I am now inclined strongly to the view that it would be better to leave further negotiations to the different associations of fishermen who could get in touch direct with Mr. Matthews with a view to utilizing the services of the Fishery Service Bureau which he is organizing on behalf of the Michigan fishermen.

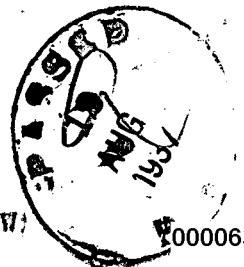
Yours faithfully,

Director,  
Commercial Intelligence

(L.D. W)

IDW/WT.

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TELEPHONE: CIRCLE 6-1230



CABLE ADDRESS: "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105.....

August 6th, 1937.

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FRESH WATER FISH MARKETING INFORMATION  
AND TRADE BUREAU IN NEW YORK

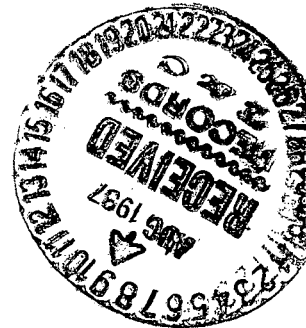
Dear Sir,-

I am today informed by Mr. J.H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, New York City, that over 500 fishermen belonging to the Commercial Fishermen's Credit Association of Bay Port, Michigan, have signed up for the Fishery Service Bureau.

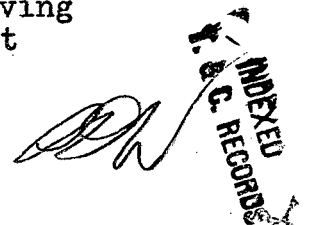
At a meeting of this Association a week ago, their Board of Directors decided that the entire Board should visit New York to make final arrangements and they will be arriving here on August 18th at which time there will be a conference of the principal fresh water fish dealers to meet these Michigan representatives in Mr. Matthews office.

The financial plan with respect to the Michigan Association is somewhat different from that proposed at the Ottawa Conference. This plan is to assess ten cents per case for each shipment coming to this market from their membership. Fifty percent of the amount so collected is to be refunded to the Michigan Association to finance their activities in connection with distributing the information to their members; the assessment to be collected by the Bureau from the dealers in this market upon the authorizations of the fishermen.

Mr. Matthews expects to be able to begin functioning shortly after the Conference with the Michigan Association's Board of Directors and is hoping that he will be receiving favourable news from Toronto or Ottawa by that time, so that the service may be extended to



Canadian -



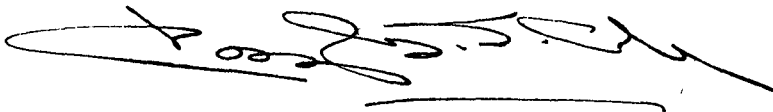
000064

- 2 -

Canadian shippers at the same time.

I am forwarding this letter in duplicate in the event that you may care to so inform Mr. D.J. Taylor of the Department of Game and Fisheries at Toronto, regarding the present development.

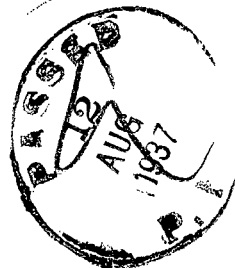
Yours faithfully,



(DOUGLAS S. COLE)  
Trade Commissioner for Canada

DSC/BF

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ONTARIO

GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2



August 3, 1937.

R. 177.

Sir:

Re Your File No. 31093

Your letter of the 30th ultimo, addressed to Mr. Taylor, has come to hand this morning during the Deputy Minister's absence from the office on a tour of inspection throughout the Province. The correspondence, however, will be placed before Mr. Taylor for his attention when he returns.

I have the honour to be, sir,

Your obedient servant,

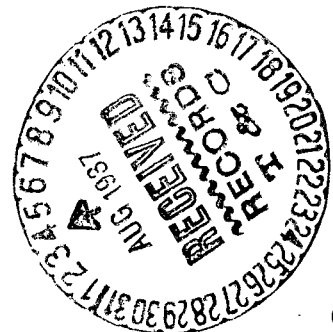
*V. J. Doole*

Secretarial Stenographer

L. D. Wilgress, Esq.,  
Director, Commercial Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA, Can.

VJD/MEM.

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COPY.

Form A.74.

31093.

July 30, 1937.

Dr. D.J. Taylor,  
Deputy Minister,  
Department of Game and Fisheries,  
Toronto, Ontario.

Dear Dr. Taylor:-

Sale of Fresh Water Fish in the  
United States

I am enclosing copy of a letter which I have received from Mr. J.H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, New York City, who inquires as to the progress which has been made in connection with the proposals discussed at the meeting held in Ottawa on May 27 and 28 in connection with the sale of fresh water fish in the United States.

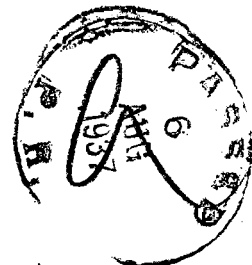
I should be much obliged if you would kindly let me know when it is likely to be possible for you to give some indication as to the attitude of the exporters in Ontario towards the proposals discussed at the above meeting and I could then give Mr. Matthews some indication as to when he might expect to hear further from us in regard to this subject.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW/WT.  
ENCL.



000067

COPY.

Form A.74.

31093.

July 30, 1937.

J.H. Matthews, Esq.,  
Executive Secretary,  
Middle Atlantic Fisheries Association,  
203 Front Street,  
New York City, N.Y., U.S.A.

Dear Mr. Matthews:-

Sale of Fresh Water Fish in the United  
States

I received your letter of July 28 and in reply regret to inform you that I have heard nothing further from Dr. D.J. Taylor, Deputy Minister of Game and Fisheries of the Province of Ontario with regard to the proposal discussed at the meeting held in Ottawa on May 27 and 28 last to discuss questions concerning the marketing of fresh water fish in the United States.

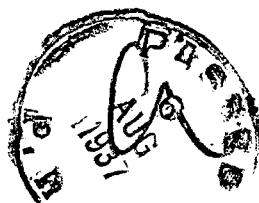
I have received a letter from Mr. R.T. Rodd, Director of Fisheries, Department of Agriculture, Edmonton, Alberta, in which he advises that he has sent out circulars to all the fish exporters in Alberta and has discussed the proposals with several exporters, but has not as yet been able to accomplish anything definite.

I am taking the liberty of sending a copy of your letter to Dr. Taylor as I last wrote to him on June 26 asking him to let me have some indication as to the progress he was making before the end of July. I will communicate with you as soon as I receive a reply from Dr. Taylor.

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

LDW/WT.



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*Am Wilgress* 31093

# Middle Atlantic Fisheries Association

203 FRONT STREET

NEW YORK CITY

Office of the  
EXECUTIVE SECRETARY

Telephone  
BEEKMAN 3-8858

July 28, 1937



Mr. L. D. Wilgress, Director  
Commercial Intelligence Service  
Department of Trade and Commerce  
Ottawa, Ontario, Canada

Dear Mr. Wilgress:

At the conference on Fresh water fisheries held at Ottawa on May 27-28 last, Mr. Taylor, Deputy minister, Department of Game and Fisheries agreed to circularize the fishermen in the Province of Ontario with a view of determining their willingness to contribute five cents per case toward establishing and maintaining the proposed Fishery Service Bureau in New York. Mr. Cunningham stated that the shippers in Manitabo had already agreed to contribute; Mr. Rodd stated he would submit the proposal to his exporters and would also take the matter up with Saskatchewan. It was recommended by Mr. Taylor that reports be made to the Department of Trade and Commerce within a period of six weeks.

As more than eight weeks have elapsed since the meeting and I had hoped to have the bureau in readiness to begin operations by the first of August, I am now quite anxious to know what success has met the efforts of the Provincial officials.

With respect to appropriations from the Provincial Governments, I believe we can carry on with the five cents per case fee, without any advances from the respective governments to insure adequate financing for the first six months provided the shippers authorize the payment of the fee to us by the dealers, as a charge against their shipments.

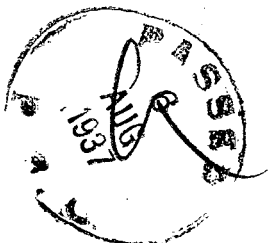
Will you please advise what progress has been made and if in your opinion we will be justified in going on with our preparations.

I am, Sir

Very truly yours,

*J. H. Matthews*  
J. H. Matthews,  
Executive Secretary

JHM:JMR



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COPY.

Form A.74.

JUL 28 1937

31093

July 28, 1937.

R. T. Rodd, Esq.,  
Director of Fisheries,  
Department of Agriculture,  
EDMONTON, Alberta.

Dear Mr. Rodd:

I have received your letter of July 24, and in reply I am sending you under separate cover a copy of the verbatim report of the meeting held in Ottawa on May 27th and 28th, in connection with the sale of fresh water fish in the United States.

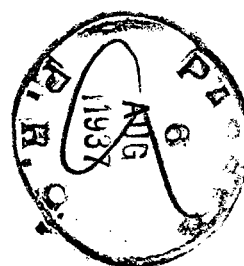
I am glad to know that the Deputy Minister of Trade and Industry of Alberta is interested in the problems discussed at the above meeting, and, therefore, I am very pleased to send you a copy of the report so that you may pass it on to him.

I am also interested to learn that you are making some progress in connection with the proposals discussed at the meeting, and will look forward to hearing from you further in due course.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

LDW/EB



000070

RTR/MCM



31093

GOVERNMENT OF THE PROVINCE OF ALBERTA  
DEPARTMENT OF AGRICULTURE  
(FISHERIES SERVICE)

JUL 28 1937

July 24th, 1937

Dear Mr. Wilgress:

*not sent*  
In your letter of the 27th ultimo regarding fresh water fisheries, you expressed your willingness to supply copies of the verbatim report on the meeting held in Ottawa on the 27th and 28th of May, to those actively interested in the formation of a credit information bureau in the United States.

In discussing this with the Deputy Minister of Trade and Industry yesterday he requested that I try to obtain for him a copy of the report, as his Department is going into this matter very thoroughly. It is quite possible that he will be able to help in the formation of this bureau, and I would therefore be greatly obliged if you would forward him a copy.

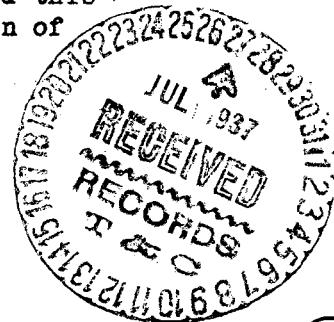
I might advise that I have sent out circulars to all the fish exporters in the Province, and have discussed the question of the bureau with several, but so far I have been unable to accomplish anything worth while. I have also approached this government on the possibility of an advance or contribution of \$375.00 required from this Province.

Yours faithfully,

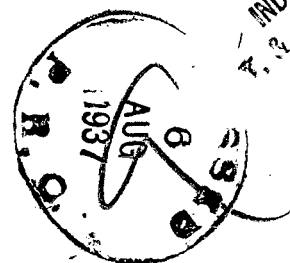
*R T Rodd*

R.T. Rodd,  
Director of Fisheries

W.D. Wilgress, Esq.,  
Director, Commercial  
Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA, Ontario



*W.D.*



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T. & C. R.

COPY.

Form A.74.

3  
21093.

July 27, 1937.

R.G.C. Smith, Esq.,  
Assistant Canadian Trade Commissioner,  
New York City, N.Y., U.S.A.

Dear Mr. Smith:-

Re. Complaint Against New York Fish Firm

I have received your letter of July 24, file No. 105, and have carefully read over the enclosures attached to your letter with regard to the complaint against the Eagle Fish Company of New York City, to whom a shipment of fish was made by Mr. C.S. Wright, Britt, Ontario, through Mr. R. Fleck of Bala, Ontario.

I do not think that any exception can be taken to your confidential letter to Mr. Wright of July 24.

It would appear that the fault in this transaction rests entirely with Mr. Fleck who ignored the instructions of the Eagle Fish Company and purchased fish on certain days on which the New York company were not prepared to buy. This raises the question as to what protection Canadian shippers should have against indiscriminate buyers employed by the New York fish firms.

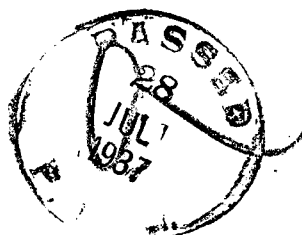
We have not received any complaint from either Messrs. Pirie and Stone, the lawyers for Mr. Wright or from Mr. Wright himself and I think that your letter to Mr. Wright will serve to place the position of your office in the proper light.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW/WT.



000072

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~954-1118 GREEN 9-6322~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1200 YORK STREET~~ ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

July 24th, 1937.



The Director,  
Commercial Intelligence Service,  
Ottawa,  
Canada.

COMPLAINT AGAINST NEW YORK FISH FIRM

Dear Sir,-

*Attended Wright*

In the absence of the Trade Commissioner I am drawing to your attention copy of a letter received from Messrs. Pirie and Stone of Parry Sound, lawyers for Mr. C.S. Wright of Bala, Ontario, together with our reply to Mr. Wright. I have not considered it would be justifiable to reply to the lawyers.

The independent source mentioned in my letter to Mr. Wright is, of course, Mr. Matthews of the Middle Atlantic Fisheries Association, and I am enclosing copy of Mr. Matthews' letter to me outlining the situation as he sees it.

I trust that my reply to Mr. Wright will meet with the policy of the Department, but I thought it advisable to acquaint you with the facts of this matter, in case you should receive a complaint from either Messrs. Pirie and Stone or Mr. Wright.

Yours faithfully,

(R.G.C. SMITH)

Assistant Canadian Trade Commissioner  
at New York

Encls.



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Confidential

105

July 24th, 1937.

C.S. Wright, Esq.,  
Britt,  
Ontario, Canada.

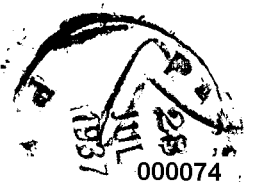
COMPLAINT AGAINST THE EAGLE FISH  
COMPANY OF NEW YORK

Dear Sir,-

With reference to the trouble you have been having with the Eagle Fish Company of New York and Mr. R. Fleck of Bala, Ontario, you are no doubt aware that your lawyers, Messrs. Pirie and Stone, wrote us under date of July 17th, in which it is clear that you consider this office is partly responsible for your difficulties and furthermore, did not extend to you as satisfactory service as might be expected.

In this connection I would like to point out to you that in the first place Mr. Fleck had no right, whatsoever, to show you the letter sent to him in which we stated that the Eagle Fish Company, among others, was to be more relied upon than most fish companies in New York. This letter was written to Mr. Fleck for his personal guidance and in strict confidence, and this fact was mentioned in the latter. Also, I would point out to you that the only way in which this office could be absolutely secure when Canadian fishermen ask for the names of firms who are considered most reliable, would be answer to the effect that we are not in a position to recommend any firms, thus giving no service whatsoever. The firms listed in the letter sent to Mr. Fleck are those which, as far as we are aware, have never had any complaints registered against them which could be substantiated or where the fault was found to be theirs.

In regard to the various statements made by Mr. Fleck to your lawyers, we are not, of course, in a position to contradict or confirm them. We have outlined the position as stated by the Eagle Fish Company and Mr. Fleck has apparently made statements which contradict the claims of this company. We are therefore not in a position to judge this case. I would point out that in our letter of July 9th we mentioned that we were following the matter up in the light of your complaint and would advise you that we have had an independent investigation made of this situation by a party who is neither interested in protecting Mr. Fleck nor the Eagle





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Fish Company and the report of this individual as far as we can judge, indicates it would be impossible for the Eagle Fish Company to be held liable legally for this shipment and it is even open to considerable doubt as to whether on moral grounds they would be required to make any further payments.

Following the independent investigation, we also interviewed the Eagle Fish Company and they placed their entire file on this matter at our disposal. There is no evidence in this file, which we have examined minutely, to the effect that the Eagle Fish Company was at fault. In the letter from Messrs. Pirie and Stone they mention the statement that Mr. Fleck did not have to depend upon instructions from the Eagle Fish Company regarding prices and when to buy; in this connection I would point out to you that the file showed us by the Eagle Fish Company is full of telegrams from Mr. Fleck asking for permission to buy and for prices. There is nothing on the Eagle Fish Company file that would indicate that instructions were given to Mr. Fleck to buy the fish mentioned at 15 cents a pound or to buy any fish for them on the date which it was purchased. Furthermore, the Eagle Fish Company showed us a letter from Mr. Fleck in which he admitted that they were to ~~submit~~ the best price they could and that he would fix matters up at his end.

With regard to the lower price which you received for this fish, we have made enquiries around the local market here from independent sources and the explanation of the lower price is to the effect that the fish was shipped on Thursday and did not arrive here until Saturday morning. In the summer there is absolutely no market for fish in New York on Saturday as there are no buyers on Peck Slip. There is a letter on the Eagle Fish Company's file indicating that they would only buy fish outright on Mondays and Tuesdays, as these are the only two days in the week on which prices are sufficiently firm to enable them to judge the price which they could offer.

The market grows progressively disorganized as the week proceeds until on Friday and Saturday it is most difficult to dispose of any supplies. Under the circumstances, the Eagle Fish Company indicated to Mr. Fleck that they were willing to receive fish on consignment on other days, but it should be made clear to the fishermen that they could not expect to receive very satisfactory prices. As a result of your fish arriving on Saturday, they were unable to dispose of all the shipment, and the balance had to be carried over until Monday. On Monday

- 3 -

xprices.

and Tuesday they would be competing with good firm fish which had not suffered from storage with the result that it would be difficult to obtain good prices for your fish. In this connection I would advise that this reason for lower\* was given to us by an independent source and one which is probably the most reliable and respected on Peck Slip. These people were not at all surprised to learn that you received only 8 cents per pound under the circumstances outlined above.

In spite of the facts outlined, we endeavoured to persuade the Eagle Fish Company to make further payments on this account, pointing out to them that the good name which they have maintained for so many years was not worth the risk of having a dissatisfied shipper in Canada. I am unable to say if they will accede to our request to make a further payment, but if your intention of putting this matter in the hands of a lawyer was to bring suit against the Eagle Fish Company, I would strongly recommend against such a course in the light of the evidence which has been submitted to us.

I regret that we have had to go to such lengths in putting the situation before you, and if it would appear that we are prejudiced in favour of the Eagle Fish Company I would only say that this is based on written evidence and not by any claims by the Eagle Fish Company which could not be substantiated by correspondence. Furthermore, inasmuch as Mr. Fleck has not replied to our letter giving us his views of the situation, we have had to rely entirely upon the only evidence available to us, namely, that contained on the Eagle Fish Company's file. Of course, if Mr. Fleck can produce a telegram giving him authority to buy your fish at 15 cents, it would be obvious that the Eagle Fish Company has attempted to defraud you.

Yours faithfully,

(R.G.C. SMITH)  
Assistant Canadian Trade Commissioner  
at New York

RGCS/BF

PIRIE & STONE

Barristers, Solicitors, Notaries, etc.,

Parry Sound, Ont., July 17th, 1937.

The Canadian Government Trade Commissioner,  
British Empire Building,  
Rockefeller Centre,  
New York.

Your File No. 105

Re. Eagle Fish Company, Inc., New York.

Re R. FLECK, Bala, Ontario.

Dear Sir;-

Mr. C.S. Wright, of Britt, Ontario, has called upon us with your letters to him of the 9th and 14th instants, and has asked us to write you in reply and in further explanation. He wished you to understand that his dealing with respect to the fish shipped by him to this Eagle Fish Company were with that concern, not with Fleck; that he only knew Fleck as a purchasing agent for this Eagle Fish Co., and neither had nor intended to have any dealing for these fish with Fleck personally.

We note in the second paragraph of your letter to Mr. Wright of the 9th instant, that this Company acknowledges that it did entrust to Fleck its cheques for him to sign, in their name, but they say this authority was limited to cases when he bought fish on instruction from them, and they say that he had no authority to purchase the Wright Fish, (which, by the way they received and disposed of), and therefore no authority to sign cheques of theirs for those purchases. In other words, they would have us believe that having entrusted Mr. Fleck with a quantity of their cheques, (with their name stamped in the space for the signature of the drawer, and so placed there as to indicate the intention of their being signed, below the stamped or printed name of the Company, by someone authorized to do so), his duty was to contact with fishermen, but to not buy until after he had got their instructions with reference to that particular catch, the inference being that before actually buying, he was to first, and in each case, communicate with them by wire, or letter, or in some other way, and receive their specific instructions to buy those particular fish. That suggestion is, of course, not sensible, neither is it practicable, as it seems to us, and will probably we think seem to you. They supplied him with their cheque forms, for filling in and signing, and doubtless, we think, he would be advised or informed from day to day, or as the case may be, as to what his limit was as to price and quantity, and would go about his business of procuring shipments for them accordingly. Mr. Wright instructs us that he had offers for these fish, from quite responsible and dependable buyers, at prices very close to those at which Mr. Fleck secured them for this Eagle Fish Co. concern, and was induced to let them go to that concern by reason of the little higher competitive offer of their buyer Fleck. The difference between our client's selling prices and the 8¢ at which this Fish Company now seeks to get away with, would certainly give them a healthy profit, and if that is a game that they are playing as a custom, they ought to be getting rich, or to be so already.

1937 JUL 17 8  
000077

- 2 -

Mr. Wright instructs us further, that he has seen Mr. Fleck since hearing from you, and that Fleck does not alter in the least his original statement as to the relationship and authority he had with the Eagle Fish Co. at the time he secured the fish from our client. He further says that they have defaulted in their obligation to him, and have not only failed to pay him his commission, but even his travelling expenses, not only with regard to this purchase, but for any of his services to them. Do they assume to say that the market price for such fish early last June was 8¢ per lb.? According to our instructions it certainly was not so up here, or anywhere else in Ontario, we think we can very safely say.

They seem to seek to convey the idea of a righteous resentment against their buyer Fleck, by saying they fired him over this transaction. How long do they suppose Fleck would have tolerated the connection, after he learned that he was being repudiated in the way he has been, and his services unpaid? They would seem to have been trying to put a decent face on things by beating him to it.

As the thing looks, it would appear that in including this concern in the list you furnished to Fleck, and which he exhibited to Mr. Wright to induce him to deal, you failed in the care that should have been exercised. Mr. Wright had had no previous dealings with these people, and relied upon the list Mr. Fleck had procured from you for this assurance that they were all right to deal with.

Yours very truly,

PIRIE AND STONE

HES/s

MIDDLE ATLANTIC FISHERIES ASSOCIATION

203 Front Street, New York City.

Mr. R.G.C. Smith,  
Assistant Trade Commissioner for Canada,  
British Empire Building,  
Rockefeller Centre,  
New York, N.Y.  
Dear Mr. Smith;

Today I interviewed Mr. Mailbock of the Eagle Fish Co. with respect to the complaint of C.S. Wright, Britt, Ontario, with the following result;

It seems that Mr. Fleck was employed by Eagle Fish Co. to purchase fish for them upon specific instructions from New York, Fleck was supplied with blank checks to be used in paying for fish that he was instructed to buy. The procedure being that when these checks were presented through the clearing house to the bank, the bank would contact the Company because the checks bore a signature which was not recorded at the bank. Upon acceptance by the company, the amount of the check was charged to their account at the bank and on the other hand an unacceptable check was returned with a notation, in effect, that the signature was unauthorized.

In the case of the Wright shipments, Mailbock claims that Fleck was not authorized to make purchases on certain days, because there was no market for fish on the days such fish would arrive in New York, but if the fishermen wanted to ship on consignment, the fish would be sold for what it would bring and commission from returns made accordingly. The purchases in question were made from Wright on days that Fleck was instructed not to make purchases. It appears that purchases were made by Fleck from other fishermen on the same days. The fish arrived in New York the latter part of the week beginning May 31st and were partly sold out on Friday and Saturday at sacrifice prices and the balance carried over into the following week. By that time the fish were of such poor quality that only very low prices could be obtained. The fish were handled on a commission basis and returns made when the shipments were finally all cleaned up.

Mailbock states that these transactions were discussed with Fleck over the long-distance telephone and that Fleck evidently satisfied the other shippers that he had made unauthorized purchases. In the copy of Fleck's letter of June 4th which was addressed to the the Eagle Co., I had underscored references to transactions complained of and in which Fleck assumed to "fix things up" and "I'll patch this last mix up."

If there is any further action you desire me to take, please so advise.

Yours very truly,

J.H. MATTHEWS,

Executive Secretary.

JHM:JMR

June 7, 1937.

Mr. R. Fleck,  
Bala, Ont.

Dear Sir,-

Replying to yours of the 4th inst., you state you paid Oldfield for the shipment of May 25 amounting to \$166.50. We received a wire from him one day last week in which he stated he was not paid by you and we therefore mailed him our check for \$172.50. He presented a bill to us for this amount. He evidently has not deposited your check as your check has not come through the bank whereas the check we mailed him has also not come through yet. We therefore took your advice and are stopping payment on the check we mailed him but will allow your check to come through okay in order to keep your records straight.

The market was so bad last Friday and Saturday that we could not sell out the shipments we received. We still have a few boxes onhand from each shipper and for that reason could not make out our commission returns for the shipments. New fish arrived today and the trade did not go near the carried over stock as they were too soft. We hope to be able to sell them out by tomorrow. As soon as we clean up each shipment we will mail our checks by airmail to the fishermen. These are the fish which you bought last Wednesday and Thursday without instructions and which we trust you have informed the fishermen will be handled on commission to the best advantage for them.

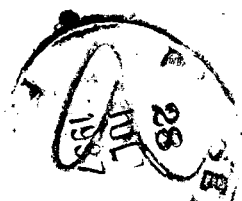
We wired you prices we will pay for fish today. We do not intend to buy any fish after Tuesday so that if the fishermen in the locality will have fish Wednesday and Thursday we are giving you instructions now to get them on commission only. We will wire you to the points you advise on the dates you stipulated in your wire.

Yours very truly,

EAGLE FISH CO.

Per

JM:HS



000080

BALA, Ontario,  
June 4, 1937.

Dear Sir,-

Enclosed bills. Now on Wed and Thursday shipments remitt best prices you can and I'll fix things up at this end. You must remember Key Junction and Britt have no roads in or out and no phones. I have to contact by train from Parry Sound Point and Bucil. I can drive to it but have to take the ferry out to the Fishing Station. They don't come in themselves. I sent you a wire telling you where you can contact me by wire every day except Sunday as no one ships any on this day around here. I want you to contact me as wire states then there will be no mix up. If no change in price that is all you need to say. The days you mentioned shipping on commission I would strongly advise you to wire a price F.O.B. shipping Point that you know you can pull out alright on rather than have producers ship on commission as there are lots of Jewish buyers here at every Port buying for cash not cheques even and rather than ship on commission they sell to one of them as they know at once what they are going to make. You could figure out a price for these days that you could not lose out thus it would keep the one plan for the week intact cheque at shipping point and it would work out best for all concerned. Now keep me informed daily and let us get things running right and keep them that way. I'll patch this last mix up. Now about Oldfield I wired you I would pay him and I did so if you sent a cheque to, stop it. He showed me a letter from you and you told him I would pay and I did as you can see by bills.

(signed )

R. Fleck



COPY.

Form A.74.

31093

July 13, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

The Endicott Fish Company.

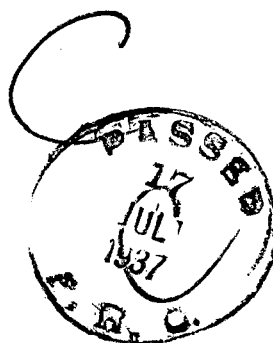
I acknowledge receipt of Mr. Smith's confidential letter of the 8th instant, your file No. 105, with further reference to the standing of the above named firm.

I can certainly appreciate the difficulties which you describe. To say the least it is a most awkward position to receive what might be considered as a satisfactory report on a firm through a bank and then to obtain one which is almost the opposite through a credit association. I think you are wise in not writing the Fort Frances Fish Company in view of the relationship of Mr. Greenwald, and I am sure that the Fisheries Departments of the Provincial Government will appreciate the notification which you have sent to them.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB



000082



TELEPHONE CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

MR. PORTINARO

MR. WRIGHT

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

CONFIDENTIAL

July 8th,  
1937

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

THE ENDICOTT FISH COMPANY

Dear Sir:

In the absence of the Trade Commissioner and further to our letter of June 30th, I would advise that the further reports which I have received concerning the Endicott Fish Company indicates that they are not to be recommended under any circumstances.

This later report which I received through the courtesy of the Commercial Fishermen's Credit Association of Bay Port, Michigan, indicates that the firm is managed by a gentleman who was formerly manager of another firm which closed, owing large sums of money to shippers. Furthermore, they report that payments by the Endicott Fish Company are slow.

I mention this fact to illustrate the difficulty that we are up against in determining the reliability of different firms on Peck Slip. This same firm, the report on which is most unsatisfactory, was given an entirely satisfactory report by the Corn Exchange Bank and Trust Company, which is the bank for most of the fish firms on Peck Slip.

In spite of this very adverse information concerning the Endicott Fish Company, I am not writing the Fort Frances Fish Company, since I notice from their letter head that Mr. Irving Greenwald, Manager of the Endicott Fish Company, is listed as vice-president of the Fort Frances Fish Company. From this it would appear that the Fort Frances Fish Company and the Endicott Fish Company have been endeavouring to obtain, in a roundabout way, some information as to what data this office is sending out concerning the Endicott Fish Company.

I am advising the Departments of Fisheries in the various provinces of the information concerning the Endicott Fish Company.

Yours faithfully,

JUL 17 1937

(R. C. SMITH)

Assistant Trade Commissioner  
for Canada.

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RGCS:HC

000083

COPY.

Form A.74.

31093

July 8, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

The Endicott Fish Company.

I have received Mr. Smith's letter of the 30th ultimo, your file No. 105, with further reference to previous correspondence regarding the above firm, and to say the least it is rather peculiar that you should receive a letter from the Fort Frances Fish Company, Ltd., also enquiring concerning this company.

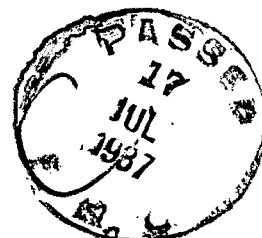
In view of the fact that Mr. Greenwald has a financial interest in the Canadian firm, I think that your reply to them, a copy of which you enclosed, was most discreet.

Up to the moment no definite report has been received from the Provinces, but no doubt Mr. Wilgress will be writing you shortly after his return from a few days leave of absence which he is now taking.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

AEF/EB



000084

COPY.

Form A.74.

31093

July 8, 1937.

A. G. Cunningham, Esq.,  
Director,  
Game and Fisheries Branch,  
Department of Mines and Natural Resources,  
WINNIPEG, Manitoba.

Dear Mr. Cunningham: Fresh Water Fisheries.

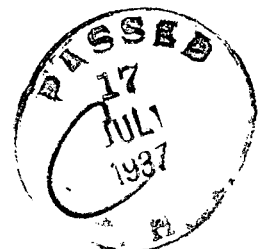
In the absence of Mr. Wilgress, who is taking a few days leave of absence, I acknowledge receipt of your letter of the 3rd instant, with further reference to the recent meeting concerning fresh water fisheries.

Up to the time of writing there are no developments to be reported, but it is quite likely that Mr. Wilgress will be writing you later.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB



COPY.

Form A.74.

31093

July 8, 1937.

R. T. Rodd, Esq.,  
Director of Fisheries,  
Department of Lands and Mines,  
EDMONTON, Alberta.

Dear Mr. Rodd:

Fresh Water Fisheries.

In the absence of Mr. Wilgress, who is taking a few days leave of absence, I acknowledge receipt of your letter of the 2nd instant, with further reference to the recent meeting concerning fresh water fisheries.

It is quite probable that you will hear from Mr. Wilgress later on, although there seems to be nothing to report at the moment. I note, however, that you will be writing him at a later date.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB



000086

RTR/MCM



GOVERNMENT OF THE PROVINCE OF ALBERTA  
DEPARTMENT OF LANDS AND MINES  
(FISHERIES SERVICE)

*Edmonton*

July 2nd, 1937



Dear Mr. Wilgress:

Re: Your File No. 31093  
Fresh Water Fisheries

I received today your letter of the 26th ultimo together with a copy of the verbatim report of the fresh water fisheries meeting held in Ottawa on May 27th and 28th. Receipt of this is very much appreciated as it was most difficult to keep track of all that went on at the meeting.

I will endeavor to get in touch with the exporters as quickly as possible, but when I returned from Ottawa some of the fish exporters were away, and I have not yet been able to get in touch with them all. I did not anticipate this when I was at the meeting, but as I understand they are all back in the Province, I will get busy at once.

With regard to copies of these reports, one or two of the exporters have requested them, and no doubt one would be required later by the Deputy Minister of Trade and Industry. However, I will make sure of this and advise you later as to what copies are required.

Thanking you for the report, I am,

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T. & C. RECORDS

Yours very truly,

*R T Rodd*

R.T. Rodd,  
Director of Fisheries

*31 July 1937*  
*2 letters*  
*notes*  
*Kepler*  
L.D. Wilgress, Esq.,  
Director,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA, Ontario





MR. WILGRESS

PLEASE REFER  
TO FILE.....

DEPARTMENT OF  
MINES AND NATURAL RESOURCES  
WINNIPEG

GAME AND FISHERIES BRANCH  
A. G. CUNNINGHAM - DIRECTOR

July 3rd, 1937.



L. D. Wilgress, Esq.,  
Director,  
Commercial Intelligence Service,  
Ottawa, Ont.

Your File  
No. 31093

Dear Sir:-

Re: Fresh Water Fisheries

I wish to acknowledge receipt of your letter of June 26th and to thank you for the two mimeographed copies of the report of the Conference relating to the above.

I was talking to Mr. S. V. Sigurdson today and gave him one copy of the report.

On my return to Winnipeg I communicated by telephone with Mr. J. R. Hill, Deputy Minister of Natural Resources, Regina, Sask. and also wrote to him on June 19th sending him a copy of my report of the Conference.

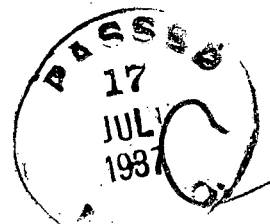
I sincerely hope that the other provinces will fall in line and that the Bureau is under way before Fall fishing operations commence.

Yours truly,

*A. G. Cunningham*

AGC/HG

DIRECTOR OF GAME AND FISHERIES.



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I. & C. RECORDS

IN REPLY RE TO

FILE NO. 690

RBJ:av



DEPARTMENT OF STATE



THE FOREIGN SERVICE  
OF THE  
UNITED STATES OF AMERICA

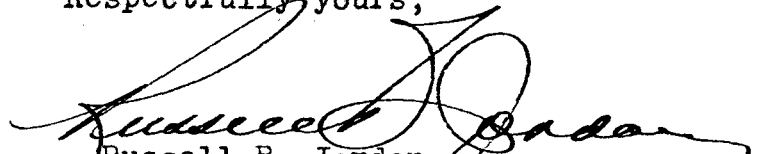
AMERICAN CONSULATE GENERAL  
Ottawa, Canada, June 30, 1937.

Mr. H. W. Cheney,  
Acting Director,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
Ottawa, Ontario.

Sir:

Please accept my thanks for your courtesy in  
furnishing the Consulate General with the report  
of the meeting of the representatives of the Fresh  
Water Fish Industries held in Ottawa on May 27th  
and 28th, received with your letter of June 28,  
1937, (File No. 31093).

Respectfully yours,

  
Russell B. Jordan,  
American Vice Consul.



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DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

MR. FORTIN

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

TELEPHONE: CIRCLE 6-1230

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

June 30th,  
1 9 3 7

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

THE ENDICOTT FISH COMPANY

Dear Sir:

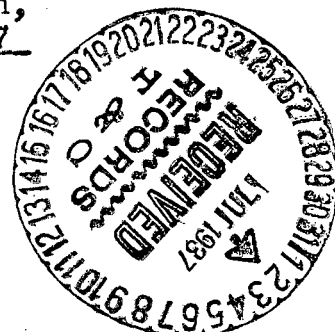
In the absence of the Trade Commissioner, and with reference to your letter of June 23rd, your file 31093, I have to advise you that today I interviewed Mr. Greenwald of the Endicott Fish Company, in connection with the letter they addressed to you.

Mr. Greenwald informed me that he had heard rumours to the effect that the Department was distributing bulletins in Canada, of those firms with whom they recommended Canadian exporters to deal. He further enquired concerning the method of operation of this office and the extent to which assistance was given to the Canadian exporters of fresh water fish.

In discussing this matter with Mr. Greenwald, I confined my remarks to pointing out the fact that we were fully aware of the unsatisfactory nature of the trade on Peck Slip and that in an effort to improve conditions, we had advocated the calling of the Fish Meeting. I gave him, however, no information concerning the possible outcome of the Meeting and I took care to deny that any bulletins were being distributed by our Department.

On the other hand, however, I informed him that we are continually advising Canadian firms that approach us as to the standing of different firms on Peck Slip and endeavoured to point out that where a local firm proved to be acting in an underhand manner that such action would prove a basis for any recommendation that we might make to Canadian firms in connection with the New York house.

The information I have received concerning the Endicott Fish Company is to the effect that they have a good record with their bankers, who have had the account ever since they started business, slightly over a year ago. They are not a large firm, but have never approached their bank for any accommodation and we have not been able to find that any claims have been made against them.



JUL 14 1937

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- 2 -

The Director,

However, I was not over-impressed with the Endicott Fish Company, in view of Mr. Greenwald's obvious anxiety that we should not consult any of his competitors on Peck Slip. My suspicions may, of course, be entirely unfounded and I am taking steps to enquire further regarding this concern.

Unfortunately, Mr. J. H. Matthews of the Middle Atlantic Fisheries Association is away at the present time and will not be back until after the first week in July, so that our principal source of reliable information covering these firms on Peck Slip, is not open to us at the moment.

The fact that Mr. Matthews is not here illustrates our dependence upon him, since we have found that the bank reports are not always sufficient, as frequently Mr. Matthews has warned us about some firms that have first rate banking reports; his warning being based on his personal experience of many years on Peck Slip.

I have gone into this matter rather fully since I also received a letter from the Fort Frances Fish Company, Ltd., Fort Frances, Ontario, enquiring about the Endicott Fish Company. I was, therefore, very surprised to hear from Mr. Greenwald that he himself, has a financial interest in the Fort Frances Fish Company, although naturally, no mention was made of the fact that we had received a letter from this Canadian firm.

✓ Under the circumstances, I have replied to the Fort Frances Fish Company in accordance with the copy of letter attached, from which you will note that I have endeavoured to be as non-committal as possible.

There may, of course, be no direct connection with the letter which we received from the Fort Frances Fish Company and the enquiry made by the Endicott Fish Company to you, but if Mr. Greenwald has a financial interest in this Canadian firm, it would seem strange that they should write to us concerning the status of the New York house.

Yours faithfully,

*R. G. C. Smith*  
(R. G. C. SMITH)

Assistant Trade Commissioner  
for Canada.

JUL 14 1937  
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& C. RECORDS

RGCS:HC  
Enc.

105

June 30th,  
1 9 3 7

The Fort Frances Fish Co., Ltd.,  
Fort Frances, Ontario.

THE ENDICOTT FISH COMPANY

Gentlemen:

In the absence of the Trade  
Commissioner, I have to acknowledge your letter  
of June 22nd.

For your confidential information, we would advise that so far this office has had no previous experience with the Endicott Fish Company and we are not in a position, therefore, to give you any first hand information.

However, on making enquiries, we find that the firm has been in existence for over a year and we have not been able to hear of any complaints having been registered against this company.

This is the only information we are able to submit to you at the present time, but we trust that it will be sufficient for your needs.

Yours faithfully,

(R. G. C. SMITH)  
Assistant Trade Commissioner  
for Canada.

RGCS:HC  
cc. The Director.

JUL 14 1937

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

MR. CHENEY

31093

TELEPHONE: ~~222-2222~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~222-2222~~ ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105.....

June 28th,  
1 9 3 7

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.



FRESH WATER FISHERIES

Dear Sir:

In the absence of Mr. Cole  
I have to acknowledge your letter of  
June 26th.

I do not think that we will  
have need of any further copies of the  
verbatim report of the Fish Meeting but  
I shall bear your request in mind and  
advise you should the need arise.

Yours faithfully,

(R. G. C. SMITH)  
Assistant Trade Commissioner  
for Canada

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RGCS:JAM

COPY.

Form A.74.

JUN 29 1937

31093

June 28, 1937.

Legation of the United States of America,  
Wellington Street,  
O T T A W A.

Attention Mr. Jordan.

Dear Sirs:-

Report on Fish Meeting Held at  
Ottawa on May 27 and 28, 1937.

At the request of Mr. Wilgress,  
who has just left on holiday leave, I am sending you herewith  
two copies of the report on the fish meeting held at Ottawa  
on May 27 and 28, 1937.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

:FP  
Enclosures

| CLASS OF SERVICE  | SYMBOL |
|-------------------|--------|
| Full-Rate Message |        |
| Day Letter        | DL     |
| Night Message     | NM     |
| Night Letter      | NL     |

If none of these three symbols appears after the check (number of words) this is a full-rate message. Otherwise its character is indicated by the symbol appearing after the check.

# CANADIAN NATIONAL TELEGRAM



D. E. GALLOWAY, ASSISTANT VICE-PRESIDENT, TORONTO, ONT.

Document disclosed under the Access to Information Act  
Document divulgué en vertu de la Loi sur l'accès à l'information

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**JUN 29 1937**

31093

COMCOM

082

OTTAWA ONT

SEND JORDAN AMERICAN LEGATION TWO COPIES FISH REPORT  
WILGRESS.



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R. E. C. RECORDS

000095

FORM 6124

31093

June 26, 1937.

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
NEW YORK CITY, N. Y.,  
U. S. A.

Dear Mr. Cole:-

Fresh Water Fisheries

With my letter of June 8 I sent you a copy of the verbatim report on the fresh water fisheries meeting which was held at Ottawa on May 27 and 28 last.

In this letter I also informed you that a summary of the proceedings was being prepared from the verbatim report and that this would be sent out to the provincial representatives concerned.

We have found, however, that it is impracticable to prepare a summary of the proceedings in a form which might be free from objection, since it is always possible that those who were present at the meeting might consider the summary which we would make to be an inadequate exposition of what actually took place.

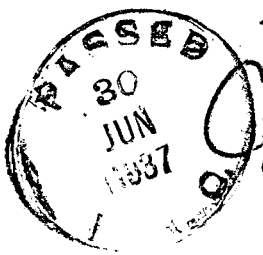
For this reason I have decided to send to the heads of the Fisheries Departments of each of the provinces of Alberta, Manitoba, Ontario and Saskatchewan a mimeographed copy of the verbatim report. In the case of Ontario I am asking Dr. Taylor to take the necessary steps to ascertain the views of exporters' organizations and individual exporters in his province regarding the proposals discussed at the meeting and to let me know some time in July the results of his investigations. I am writing in similar vein to the Fisheries Departments of Alberta and Manitoba, although in the latter case their attitude was made quite clear at the meeting. In the case of Saskatchewan I am outlining in greater detail what took place at the meeting to guide them in coming to a decision as to what action they should take to interest exporters' organizations in Saskatchewan in the proposed establishment of a Marketing Information and Credit Bureau in New York.

I hope to be able to advise you before the end of July as to the replies which have been received from the different provinces. In the meantime if you require any additional copies of the verbatim report I would advise that I have had copies multigraphed, but I would prefer that the distribution of these copies should be confined only to those who are actively interested in the establishment of the proposed Bureau.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.



LDW\*FP

000096

**COPY.**

Form A.74.

31093

June 26, 1937.

G. C. MacDonald, Esq.,  
Supervisor of Fisheries,  
Department of Natural Resources,  
REGINA, Saskatchewan.

Dear Sir:-

Fresh Water Fisheries

I am sending you herewith for your information a copy of the verbatim report of the fresh water fisheries meeting which was held at Ottawa on May 27 and 28, 1937, to discuss principally the question of the formation of a Marketing Information and Credit Bureau in the United States.

We were very sorry that it was not possible for you to be present at this meeting, but I hope that the verbatim report will indicate to you the progress which was made in seeking to establish a Bureau to give service to Canadian exporters of fresh water fish.

It was generally agreed at the meeting that the services of Mr. J. H. Matthews, of the Middle Atlantic Fisheries Association, New York City, should be utilized for the purpose of affording the desired service to Canadian exporters. As you may have anticipated, the chief difficulty arose in connection with the proposals for financing the operation of the Credit Bureau. There was general agreement at the meeting that the most practical method of financing any arrangement which might be concluded with Mr. Matthews would be for the exporters to voluntarily levy a fee of 5 cents on each box of fresh water fish exported to the United States.

I should be much obliged if you would kindly study the proposals set forth in the verbatim report and discuss these with the representatives of fisheries organizations in your province. If necessary, I would be glad to send you additional copies of the report, but we consider it desirable that copies should only be distributed to those actively interested in the formation of the proposed Marketing Information and Credit Bureau in the United States. I hope it will be possible for you to explain the situation to the exporters' organizations in your province without the necessity of sending them copies of the verbatim report of the meeting.

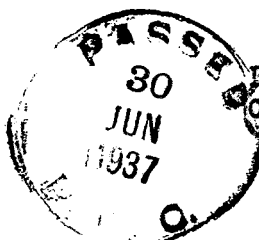
I should be glad to supply you with any further information which you might require.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW\*FP  
Encl.



000097

**COPY.**

Form A.74.

31093

June 26, 1937.

A. G. Cunningham, Esq.,  
Director of Game and Fisheries,  
Department of Mines and Natural Resources,  
WINNIPEG, Manitoba.

Dear Mr. Cunningham:-

Fresh Water Fisheries

I am sending you herewith two mimeographed copies of the verbatim report of the fresh water fisheries meeting which was held in Ottawa on May 27 and 28, 1937.

I very much regret the delay in sending you copies of this report, but our staff have been so busy this month that it was not possible for me to have copies mimeographed earlier.

You will, no doubt, wish to hand over one copy to Mr. S. V. Sigurdson, of the Lake Winnipeg Fish Producers' Association, Riverton, Manitoba, and I would ask you to let me know if you wish to have any additional copies. I think it is desirable, however, that too many copies of this report should not be circulated and that it should only be sent to those who are actively interested in the formation of the proposed Marketing Information and Credit Bureau in the United States.

I am sending a copy of the report to each of the provincial government representatives who were present at the meeting and I am also sending a copy to Mr. G. C. MacDonald, Supervisor of Fisheries of the Province of Saskatchewan, asking him to canvass the trade with regard to the proposal brought forward at the meeting for the formation of the proposed Bureau in the United States and financing the maintenance of the Bureau.

It was agreed at the meeting that each of the provincial government representatives should report to the Department of Trade and Commerce within six weeks. The attitude of Manitoba was made quite clear at the meeting, but I have asked the other provincial government representatives to let me have their reports some time during the month of July and I hope to be able to advise you further as to the progress being made in connection with the proposal discussed at the meeting.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW\*FP

Encl.

000098



31093

June 26, 1937.

R. T. Rodd, Esq.,  
Director of Fisheries,  
EDMONTON, Alberta.

Dear Mr. Rodd:-

Fresh Water Fisheries

I am sending you herewith one copy of the verbatim report of the fresh water fisheries meeting which was held in Ottawa on May 27 and 28, 1937. I am sorry for the delay in sending you copies of this report, but our staff has been so busy during this month that it was not possible to have copies mimeographed before now.

I should be glad to send you further copies if you so desire, but I think it would be desirable to confine the distribution of this document to those who were actively interested in the formation of the proposed Marketing Information and Credit Bureau in the United States.

I have sent a copy of the report to each of the provincial government representatives who were present at the meeting and I have also sent a copy to Mr. G. C. MacDonald, Supervisor of Fisheries of the Province of Saskatchewan. I have called his attention to the Resolution passed at the meeting and to the proposal to establish a Bureau in the United States to be financed by a levy of 5 cents per each box of fish exported to the United States.

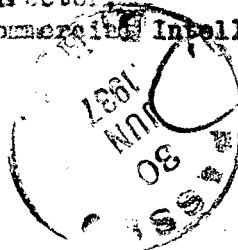
It was arranged at the meeting that the provincial government representatives present would report to the Department of Trade and Commerce within six weeks as to the attitude of exporters' organizations and individual exporters regarding the proposals discussed at the meeting, and I shall be much obliged if you will kindly let me have a report regarding the attitude of exporters in your province some time during the month of July. I hope then to be able to advise you regarding the attitude of exporters in the other provinces concerned.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW\*FP  
Encl.



**COPY.**

Form A.74.

31093

June 26, 1937.

Dr. D. J. Taylor,  
Deputy Minister,  
Department of Game and Fisheries,  
TORONTO, Ontario.

Dear Dr. Taylor:-

Fresh Water Fisheries

I have much pleasure in sending you herewith a mimeographed copy of the verbatim report of the meeting on fresh water fisheries which was held in Ottawa on May 27 and 28, 1937.

I very much regret the delay in sending you a copy of this report, but our staff have been so busy this month that it took some little time to have mimeographed copies made for distribution to the provincial representatives who attended the meeting and also to Mr. G. C. MacDonald, Supervisor of Fisheries of the Province of Saskatchewan.

I should be glad to let you have additional copies of this report to send out to whomever you think might be interested, but I think it would be desirable if too many copies of the verbatim report were not circulated and that only those actively interested in the formation of the proposed Marketing Information and Credit Bureau in the United States should receive copies of the report.

In due course I will look forward to hearing from you as to the success of the steps which you will take to interest exporters' organizations and individual exporters in the proposal to establish a Bureau and to finance it with a levy of 5 cents per each box of fish exported to the United States.

When the Resolution was passed it was arranged that the provincial government representatives should endeavour to report to the Department of Trade and Commerce within six weeks the results of their canvass of the trade in their respective provinces and, therefore, I hope it will be possible for you to let me have a report some time during July.

Yours faithfully,



(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW\*FP

Encl.

000100

COPY.

Form A.74.

31093

June 23, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir: Canadian Fresh Water Fish.

Enclosed is an original letter from the  
Endicott Fish Co. of New York, (a copy having been retained on  
our files) as well as a duplicate of the reply sent to this firm.

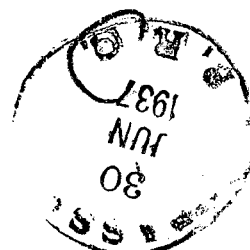
In the light of recent discussions in Ottawa,  
I can only suggest that you interview them and furnish such  
information as you may consider advisable. I shall be interested  
in learning the result. It seems that correspondence is commencing  
to increase, both from the United States and Canada, as to the names  
of firms who might be considered reliable dealers in the United  
States. Pending any developments which may follow the recent con-  
ference I purpose continuing to refer such enquiries direct to you.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB

Encs.



**COPY.**

Form A.74.

51093

June 25, 1957.

Messrs. Endicott Fish Co.,  
51A Peck Slip,  
NEW YORK, N.Y., U.S.A.

Dear Sirs: Canadian Fresh Water Fish.

We acknowledge receipt of your letter of the 14th instant, with reference to the marketing of Canadian fresh water fish in New York.

By current mail we are asking Mr. D. S. Cole, the Canadian Trade Commissioner, British Empire Building, Rockefeller Center, New York City, to communicate with you direct on this subject. You may expect to hear from Mr. Cole shortly after the receipt of this letter.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB



000102

ENDICOTT FISH CO.

Wholesale and Commission Dealers in  
Fresh Water Fish

31A Peck Slip

New York, N.Y.

June 14th, 1937.

The Federal Trade Commission,  
Ottawa, Canada.

Gentlemen:

We have been informed that many Canadian fishermen and dealers have thru your department been advised to whom in this market in your opinion was worthy of either soliciting or buying their fish.

It will be greatly appreciated to learn more of the facts regarding the above matter.

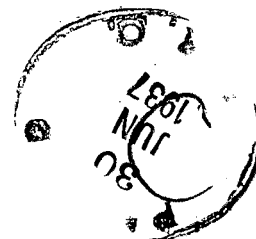
Thanking you for any information you may favor us with, we remain,

Yours very truly,

(Sgd) R. Lichtenstein

Prop.

RL/IG



DEPARTMENT OF  
TRADE AND COMMERCE



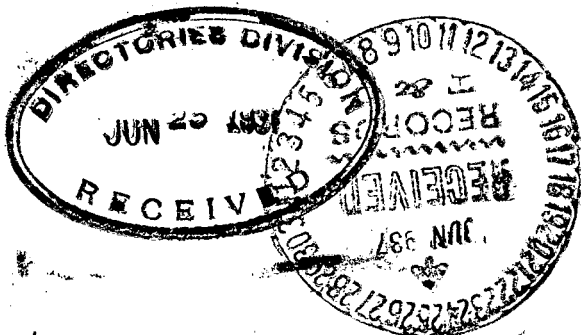
CANADA

June 24th,  
1 9 3 7

JUL 3 1937

*With the Compliments of  
The Canadian Government Trade Commissioner  
at New York*

With reference to your letter of  
June 22nd, your file 31093.



The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

INDEXED  
000104

JUL 3 1937

105

June 24th,  
1937



P. N. Dalseg, Esq.,  
Morson, Ontario.

FRESH FISH FOR NEW YORK

Dear Sir:

In the absence of the Trade Commissioner I would advise that your letter of June 12th, addressed to the Canadian Department of Trade and Commerce, has been forwarded to us for reply.

As regards the firm of Messrs. Sol Broome and Company, I can only say that they have been regarded by this office and by the most responsible element in the trade on Peck Slip, as one of the foremost importers and dealers in the trade.

In giving you this recommendation, it should be understood that this office cannot accept the responsibility, but if any firm is to be recommended on Peck Slip, Messrs. Sol Broome and Company would most certainly be one such firm.

For your future guidance, I am appending a list of firms that are regarded as being of the same category as Messrs. Sol Broome and Company, should you have occasion to deal with them in the future.

I trust that the above information may be of some assistance and guidance to you in connection with the course that you are to pursue on Peck Slip, but if we can be of any further service at any time, I trust that you will not hesitate to so advise us.

Yours faithfully,

INDEXED  
T. & C. RECORDS

(R. G. C. SMITH)  
Assistant Trade Commissioner  
for Canada.

RCCS:HC  
Enc.  
cc. The Director.

Dr. Douglas H. H.

March 31st

RECEIVED

RECEIVED

the census, the census enumeration  
in the village of Tyen, in 1956?

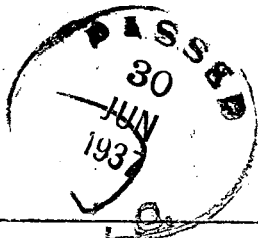
1. There was no census enumeration  
in 1956. The census enumeration  
in 1956 for the village of Tyen  
was taken by Miss Marion Lowe.

How much of money was paid for  
this, and to whom?

2. \$7.50 to Miss Marion Lowe.

*R*



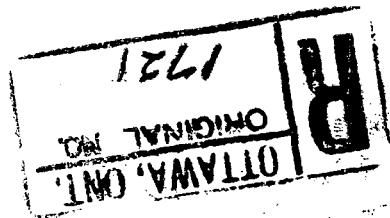


E. C. Young, Esq.,  
36 Melburn Avenue,  
O T T A W A.

Chief Treasury Officer.

Yours truly,  
E. E. Wood

JUN 22 1937



27th - 28th, 1937 -  
170 pp., 500 folios  
4 copies at 30¢ per folio - \$ 150.00  
1 copy at 3 1/3¢ per folio - 16.67 \$ 166.67

Enclosed please find, No. 1234, drawn  
in favor of 166.67, being for reporting services, con-  
for the suggestion on fresh water fisheries, Parliament Buildings, May

Sir,

1234

File No. ....

Ottawa, 1937

31093

June 22, 1937.

/DM DEPARTMENT OF TRADE AND COMMERCE

Form A.46

JUN 23 1937

COPY.

Form A.74.

51093

June 22, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Fresh Fish for New York.

I am enclosing a copy of a letter received from  
Mr. P. N. Dalseg, Morson, Ontario, as well as a duplicate of our  
reply.

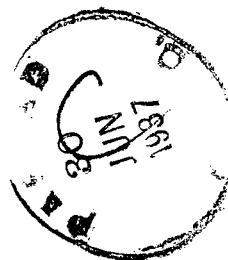
Particularly in the light of the meeting recently  
held in Ottawa, I hope that you will be able to advise Mr. Dalseg  
direct, as you will notice that he has already suffered heavy losses.  
Kindly let me have a copy of your letter to him for the completion of  
our file.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AFF/EB

Encs.



000108

COPY.

Form A.74.

51093

June 21, 1937.

P. N. Dalseg, Esq.,  
General Merchant,  
MORSON, Ontario.

Dear Sir:

Fresh Fish for New York.

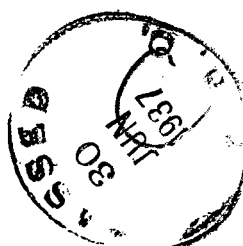
We have received your letter of the 12th instant, and note that you contemplate making further shipments of fresh fish to New York, possibly to Messrs. Sol. Broome & Company.

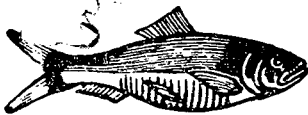
It is likely that you have been notified by the Provincial Department of Game and Fisheries that commitments for shipments of fish are undertaken at great risk unless it is definitely known that the consignee is first class in point of financial standing and business integrity. Our latest information is that the firm you name is in this class, but so that there will be no doubt in the matter we are forwarding a copy of this letter to Mr. D. S. Cole, Canadian Trade Commissioner, British Empire Building, Rockefeller Center, New York City, asking him to give you further information direct. In the meantime we strongly urge you to withhold making shipment until you have heard from Mr. Cole.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB





**P. N. DALSEG**

GENERAL MERCHANT

DEALER IN FRESH FISH FURS AND HIDES



MORSON, ONTARIO

June 12th - 1937

31093

*Mr. J. H. Singleton*  
The Canadian Dept. of Trade & Commerce  
Ottawa,  
Canada.

Dear Sirs:

We understand you are in a position to give us some information on the Financial Standing of some of the Wholesale Fish Dealers in New York City.

As we are shipping a considerable amount of Fresh Fish and have at times been obliged to take heavy losses, owing to some of the Fish Companies being not able to pay for our Fish.

We are in receipt of a letter from Sal Broome & Co. Inc. asking us to make shipments to them but our past experience has been such that we hesitate to ship to any one in New York before we receive some reliable information.

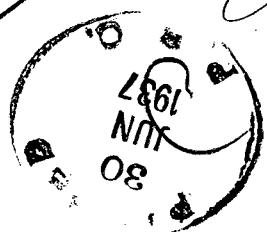
We would appreciate very greatly, and so what these people are like to be reliable.

Yours

Yours very truly,

*P. N. Dalseg*  
P. N. Dalseg

*B. F. memo of*  
*June 11*  
*June 24*  
*PSH*



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T. & C. RECORDS

31093

Records

JUN 30 1937



House of Commons  
Canada

Sydenham, Ontario,  
June 16th, 1937.

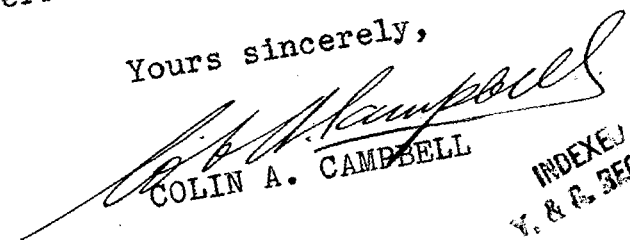
Honourable W. D. Euler,  
Minister of Trade and Commerce,  
O t t a w a .

Dear Billy:

I am in receipt of your  
letter of June 9th regarding Douglas Lusty, and  
I wish to thank you very much for the information  
contained therein.

Kind personal regards,

Yours sincerely,

  
COLIN A. CAMPBELL

INDEXED  
V. & G. RECORDS

*h*

MR. CHENEY

31093



GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

**JUN 22 1937**



June 15, 1937.

R. 177.

**Gentlemen:**

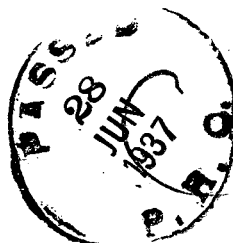
I have for acknowledgment your notices of the 7th and 11th instant re request of the Post Fish Company, Inc., and complaint against Charles Braun Fish Company, respectively, both of New York City, contents of which have been noted.

Yours truly,

Deputy Minister.

Department of Trade and Commerce,  
Ottawa, Ont.

DJT/VJD.



9. To buy or sell pelts of fur-bearing animals either commercially or for personal use, before securing a license.
10. (a) To use snares for any purpose in the Counties of Peel, Victoria, Peterborough, Hastings, Lennox, Addington, Frontenac, Leeds, Grenville and Carleton.  
(b) To use snares for any purpose anywhere in the Province during the open season for deer and moose.  
(c) To use traps, nets, snares, baited lines or similar contrivances for taking deer, moose, caribou or protected game birds.
11. To shoot between sunset and sunrise (standard time) or between sunset on Saturday and sunrise on the following Monday (standard time).
12. To shoot or spear muskrat, or set a trap closer than five feet to muskrat house, burrow, feed house or push-up.
13. To permit the flesh of any animal, bird or fish taken, suitable for food, to be destroyed or spoilt, or the pelts of fur-bearing animals to be destroyed or spoilt.
14. For non-residents to hunt moose without licensed guides.
15. To trap fur-bearing animals unless you are a resident British subject, and without first securing a license. (This does not apply to a farmer trapping other than beaver on his own premises, nor to the taking of wolves.)
16. To take any bear except under the authority of a Trapping License or a Hunting License and during the periods of the year in which such licenses are valid.
17. To take any fox except under the authority of a trapping license or a hunting license and only during the open season.
18. (a) To carry or use fire-arms for hunting any bird or animal, except under the authority of a license.  
(b) To carry or use other than a .22 calibre low-powered rifle during the open season for deer or moose in areas which these animals inhabit unless in possession of a license to hunt deer or moose.
19. To be in possession of any wild native (insectivorous) birds, other than hawks, (but not including ospreys and eagles), owls, crows, cowbirds, blackbirds (grackles), starlings and house sparrows.
20. To buy or sell deer, moose, caribou, elk, wild geese, wild ducks or other waterfowl, snipe, quail, woodcock, pheasants, ruffed grouse (partridge), prairie chicken, pinnated grouse and Hungarian partridge.  
(NOTE—Except quail and pheasants raised under license.)
21. To conceal or attempt to conceal during transportation, the carcass or any part of the carcass of deer, moose or caribou.
22. (a) To use dogs for the taking or killing of mink, beaver or otter.  
(b) To use any dog for the hunting of fox, without a permit.  
(c) To use any dog for the hunting of deer, moose or caribou, unless such dog is licensed, or in

- any manner which is not in accordance with conditions authorized by this Act as to breed and number of dogs which may be used.
- (d) To permit any dog to run at large in areas where deer, moose, or caribou are usually found or which they usually inhabit, during the period of the close season.
  23. To take any bull-frog, during the months of June and July.
  24. To angle or hunt without a license, if you are a non-resident.
  25. For non-residents who bring boats or other vessels into Ontario waters under their own power to angle or permit angling therefrom unless a licensed guide is on board.
  26. For anglers who engage guides to include such guides as members of the party when computing limits of catch which they are entitled to take.
  27. To take any Small-mouthed or Large-mouthed Black Bass, Maskinonge, Speckled Trout, Brown Trout, Rainbow Trout or Aurora Trout, except by angling.
  28. To buy or barter, sell or offer for sale, or export Black Bass, Maskinonge, Speckled Trout, Brown Trout, Rainbow Trout or Aurora Trout, no matter how procured, or to buy or barter, sell or offer for sale, Yellow Pickerel (Pike-perch or Dore), Pike or Lake Trout taken by angling or in any other manner except under license. Non-residents may, on leaving the Province, take the lawful catch of one day's fishing if shipping coupon supplied with angling license is attached to package containing such fish.
  29. To fish in the Counties of Victoria, Peterborough, Durham and Northumberland and the waters of the River Trent, Lake Scugog, Crow Lake, Crow River and Beaver Creek in any county during the close season for the taking of bass and maskinonge: except that this does not apply:  
(a) to the taking of Speckled Trout, Brown Trout or Rainbow Trout during the respective open seasons in waters not inhabited by Black Bass, Maskinonge and Lake Trout.  
(b) to the taking of any fish, other than Black Bass and Maskinonge, from an anchored boat using other than artificial varieties of bait, from May 16th to June 30th.
  30. To buy, sell or be in possession of gill nets without the authority of a license or permit.
  31. To use dynamite or other explosive material for the taking of fish.
  32. To angle for the purpose of sale or traffic in waters licensed for the express purpose of net fishing, or to angle for any purpose within twenty-five yards of a pound net.
  33. To use unbaited hooks for the taking of fish by snagging or grappling, or by gaffing, except in the landing of any fish actually taken in angling operations.
  34. To use artificial lights for the taking of fish or frogs by any means.

A copy of the Act and Regulations or further information may be had upon application to—

D. J. TAYLOR,

Deputy Minister.

50M-4-37 (L.603)



ONTARIO

JUN 22 1937

## Department of Game and Fisheries

TORONTO - ONTARIO

ISSUED UNDER AUTHORITY OF

HON. H. C. NIXON

(Minister in Charge)

1937

## Summary of the Game and Fisheries Act and Regulations

(SUBJECT TO CHANGE)

000113

## OPEN SEASONS

### Deer and Moose :

(a) North of the main line of the Canadian National Railway, formerly the Grand Trunk Pacific Railway, from the Quebec boundary to the Manitoba boundary, from September 15th to November 25th, inclusive.

(b) North of the Mattawa River, Lake Nipissing and the French River (to Bigwood), the line of the Canadian Pacific Railway from Bigwood to the north boundary of Morse Township, the north boundary of Morse and Dennie Townships, the boundary between Sudbury and Algoma Districts to Block 24, Range 15, and the south boundary of Blocks 24 to 29, Range 15, to Lake Superior, and south of the main line of the Canadian National Railway, from October 15th to November 25th, inclusive.

(c) Parts of the Districts of Sudbury, Algoma and Manitoulin lying south of area described in division (b), and north of the French River, from November 1st to November 25th, inclusive; except St. Joseph's Island and Manitoulin Island, from November 10th to November 25th, inclusive.

(cc) South of the French and Mattawa Rivers (except southwestern and certain eastern counties), from November 5th to November 20th, inclusive. (NOTE: In this section taking of moose is prohibited.)

### Caribou and Wapiti (North American Elk) :

No open season.

### Wild Geese (except Brant), Wild Ducks and Wilson Snipe:

(a) North and west of the south boundary of Bruce and Grey Counties, and Nottawasaga, Sunnidale and Vespra Townships, the south shore of Lake Simcoe, the north and east boundaries of Brock Township, King's Highway No. 7, from the east boundary of Ontario County to the east boundary of Frontenac County, the west boundary of Lanark County to Rideau Lake, the north shore of Rideau Lake and Rideau River to the east boundary of Grenville County, and the north boundary of Dundas, Stormont and Glengarry Counties, from September 15th to November 15th, inclusive.

(b) South of the dividing line specified in clause (a) from October 1st to November 30th, inclusive, except that in the Counties of Essex and Kent, the open season for wild geese shall be from October 15th to December 15th.

NOTE: The taking of wood duck is prohibited at all times. Eider duck may be taken north of the main line of the Canadian National Railway from the Quebec boundary to the Manitoba boundary from September 15th to November 15th, inclusive.

### Woodcock :

From September 15th to November 30th, inclusive.

### Ruffed Grouse, Canada Grouse, Sharp-tailed Grouse, Prairie Hen, Hungarian Partridge, Ptarmigan, Pheasant, Quail, Wild Turkey, Mourning Doves, Black and Grey Squirrels.

No open season except by Order-in-Council as and where conditions may warrant.

### Beaver :

No open season. (The trapping of Beaver in Ontario is forbidden to all persons.)

### Fisher, Fox, Marten, Mink and Otter :

From November 1st to February 28th, inclusive.

### Raccoon :

From November 1st to December 31st, inclusive.

### Muskrat :

(a) North of the French and Mattawa Rivers from April 1st to May 21st.

(b) South of the French and Mattawa Rivers from March 25th to April 15th, inclusive; except Brant, Elgin, Essex, Haldimand, Kent, Lambton, Lincoln, Middlesex, Norfolk, Oxford, Welland and Wentworth Counties, from March 20th to April 10th, inclusive; and districts of Haliburton, Muskoka, Nipissing (south of Mattawa River), Parry Sound and Renfrew County, from April 1st to April 21st, inclusive.

### Bear, Rabbit, Weasel, Lynx, Skunk :

No close season.

### Maskinonge and Black Bass :

From July 1st to October 15th, inclusive; except

(a) River St. Clair, Lake St. Clair, Detroit River and Lake Erie fronting all Counties east of but not including Essex County, from June 25th to December 15, inclusive; and

(b) Lake Erie, fronting Essex County, from July 10th to May 24th, next following, inclusive.

### Speckled Trout, Brown Trout and Aurora Trout :

(a) North of and including the French and Mattawa Rivers and Lake Nipissing, from May 1st to September 15th, inclusive; and

(b) South of and not including the French and Mattawa Rivers and Lake Nipissing, from May 1st to August 31st, inclusive.

### Rainbow Trout :

From June 1st to September 15th, inclusive.

### Lake Trout :

No close season in Lake Nipigon, Great Lakes, Georgian Bay, North Channel, Bay of Quinte and River St. Lawrence.

### Inland Waters :

(a) South of and excluding the French and Mattawa Rivers and Lake Nipissing from November 15th to October 14th next following, inclusive.

(b) North and west of and including the French and Mattawa Rivers and Lake Nipissing, from November 1st to October 4th next following, inclusive; except districts of Rainy River, Kenora, Thunder Bay, Patricia and Cochrane, from October 21st to September 24th next following, inclusive. (NOTE—No close season in north division in respect to Lake Trout taken by angling.)

### Yellow Pickerel and Pike :

No close season in Great Lakes, Georgian Bay, North Channel and their intervening international connecting waters and River St. Lawrence.

### Inland Waters :

(a) South of and including the French and Mattawa Rivers and Lake Nipissing from May 15th to March 31st next following, inclusive.

(b) North and west of and excluding the French and Mattawa Rivers and Lake Nipissing from May 15th to April 14th next following, inclusive, except Rainy River and Kenora Districts, from June 1st to April 14th, next following, inclusive. (NOTE: In this section there is no close season for pike.)

## LIMITS OF CATCH

|                                              |                                                                                                       |
|----------------------------------------------|-------------------------------------------------------------------------------------------------------|
| Wild Ducks:                                  | { 12 per day, 150 per season.<br>Not required that Mergansers (sawbills) be included in these limits. |
| Wild Geese:                                  | 5 per day, 50 per season.                                                                             |
| Wilson Snipe:                                | 25 per day.                                                                                           |
| Woodcock:                                    | 8 per day, 125 per season.                                                                            |
| Black Bass:                                  | { 6 per day,<br>not less than 10 inches in length.                                                    |
| Maskinonge:                                  | 2 per day, regardless of length.                                                                      |
| Yellow Pickerel and Pike:                    | { 8 per day,<br>regardless of length.                                                                 |
| Lake Trout:                                  | 5 per day.                                                                                            |
| Rainbow Trout, Brown Trout and Aurora Trout: | { 5 per day,<br>not less than 7 inches in length.                                                     |
| Speckled Trout:                              | 20 per day in number to be not more than 10 pounds in weight, not less than 7 inches in length.       |

## LICENSE FEES

|                                   |         |
|-----------------------------------|---------|
| Resident deer                     | \$ 4.00 |
| Resident (camp) deer              | 4.00    |
| Farmer's deer (restricted)        | 1.00    |
| Resident moose                    | 6.00    |
| Resident hunting (gun)            | 1.00    |
| Guide's                           | 2.00    |
| Resident trapping                 | 5.00    |
| Fur Farming                       | 5.00    |
| Non-resident Hunting:             |         |
| Bear, rabbits, birds              | 15.50   |
| Deer, bear, rabbits, birds        | 25.75   |
| Moose, deer, bear, rabbits, birds | 41.00   |
| Bear, (April and May only)        | 5.25    |
| Non-resident Angling:             |         |
| Individual                        | 5.50    |
| Family                            | 8.00    |

## REGULATIONS

### It is Unlawful:

- To employ a Guide unless he is licensed.
- To carry a loaded gun in a motor car or other vehicle.
- To have poison in your possession for taking fur-bearing animals.
- To ship out of Province, or send to a tanner, any pelts without a permit.
- To use the hands or any contrivance whatever other than a fire-arm when ferrets are used in the taking of rabbits.
- (a) To take more than one deer or moose per license.  
(b) To take cow moose or moose calf; or to take any doe or fawn deer except as is authorized by this Act.  
(c) To kill or molest any deer while such deer is swimming in the waters of any lake or river.
- To keep fur-bearing animals or game birds in captivity without first securing a license.
- To molest or destroy a den or usual habitation of any fur-bearing animal, of wolf, bear and skunk.



COPY.

FORM A,74.

31093.

June 16, 1937.

G.A. Newman, Esq.,  
Assistant Canadian Trade Commissioner,  
Port of Spain, Trinidad.

Dear Mr. Newman:-

Letter of Appreciation

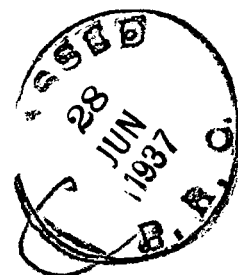
I am enclosing copy of a letter addressed to the Deputy Minister by Mr. J.H. Matthews, Executive Secretary, Middle Atlantic Fisheries Association, 203 Front Street, New York City, in which he makes some appreciative comments on the work which you did in New York on behalf of the Canadian fish trade.

A copy of this letter is being placed on your letter of appreciation file and a suitable acknowledgment has been sent to Mr. Matthews in which appreciation has also been expressed of the assistance which he rendered at the meeting which was held in Ottawa on May 27 and 28.

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

LDW/WT.  
ENCL.





OFFICE OF THE DEPUTY MINISTER OF FISHERIES

OTTAWA

June 15th, 1937 31093



Dear Mr. Wilgress,-

✓ Thank you very much for your letter of the 8th instant, forwarding a copy of the verbatim report of the meeting that was held recently to consider better marketing conditions in New York for fish from our inland lakes.

*sur  
c*

Yours truly,

*Wm. A. Fould*  
Wm. A. Fould  
DEPUTY MINISTER.

L. D. Wilgress, Esq.,  
Director,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
O t t a w a.

*SL*



INDEXED  
T. & C. RECORDS

COPY.

Form A.76.

31093

June 16, 1937.

Dear Mr. Matthews:-

In the absence of Major Parmelee, I wish to acknowledge receipt of your letter of June 14 and to thank you very sincerely for your kind letter of appreciation of the interest shown by this Department in connection with your plan for improving the marketing conditions under which Canadian fresh water fish are sold in the New York market.

I wish, in turn, to express my appreciation of your consideration of Canadian interests in coming to the meeting which was held at Ottawa on May 27 and 28 and for the able manner in which you outlined for the benefit of the Canadian exporters the conditions prevailing in the United States market.

I also wish to thank you for your expression of appreciation of the services rendered by Mr. Neuman, formerly Assistant Canadian Trade Commissioner at New York. We were sorry for the necessity of having to transfer Mr. Neuman from New York, but it was really in the interest of his future career in the Service that he should obtain more varied experience. We are always glad to receive expressions of appreciation of the services rendered by our representatives in other countries and, therefore, are very glad to have on record your opinion of Mr. Neuman's services on behalf of the trade in Canadian fish.

Yours faithfully,

Acting Deputy Minister.

J. H. Matthews, Esq.,  
Executive Secretary,  
Middle Atlantic Fisheries Association,  
NEW YORK CITY, N. Y., U. S. A.

P.



31093

# Middle Atlantic Fisheries Association

203 FRONT STREET

NEW YORK CITY

Office of the  
EXECUTIVE SECRETARY

Telephone  
BEEKMAN 3-8858

June 14, 1937



*Mr. Wilgress*

Honorable James G. Parmelee  
Deputy Minister  
Department of Trade & Commerce  
Ottawa, Canada

Dear Sir:

I desire to express to you, sir, my sincere appreciation for the interest shown by your Department in connection with our plan for bettering marketing conditions for Canadian fresh-water fish in New York. Also for the many courtesies extended to me by Mr. Wilgress and other members of your Department when attending the meeting on May 27th-28th last at Ottawa.

For some time past it has been my good fortune to be in a position to assist Mr. Cole and Mr. Newman with respect to problems relating to marketing of fish in New York. This relationship has been most pleasant to me.

I would like particularly to bring to your attention the very efficient and comprehensive manner with which Mr. Newman has handled fishery matters submitted to the New York office. Mr. Newman has proved himself to be very keen, highly intelligent and possessed with great ability. He is a man of whom your Department may well be proud.

I sincerely regret that he will serve the Canadian industries in another field but am confident he will do so with honor to himself and to Canada.

Yours very truly,

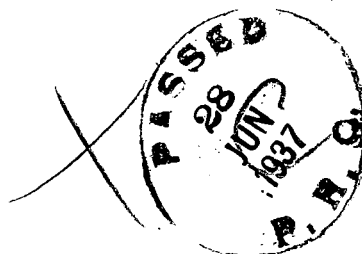
*J. H. Matthews*

J. H. Matthews  
Executive Secretary.

JHM:JMR

INDEXED  
T. & C. RECORDS

*John*



A circular ink stamp is located in the upper right quadrant of the document. The text "JUN 31 1962" is curved along the top inner edge. In the center, the words "RECD" and "RECORDED" are printed vertically, with "RECD" above "RECORDED". The stamp is slightly faded and overlaps with the typed text.

28  
JUN  
1937  
P. R. O.

INDEXED  
F. & C. RECORDS

COPY.

Form A.74.

31093

June 15, 1937.

CONFIDENTIAL.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

The Charles Braun Fish Co. of N.Y.

I acknowledge receipt of your letter of the 11th instant, advising me that the Bay Port Fish Company received a check for \$706.00, issued by the Charles Braun Fish Company, and that it was returned by the Bank owing to insufficient funds.

I am pleased that you have sent copies of your letter to the provincial departments as indicated.

Yours faithfully,

(L. D. Wilgress)

Director,  
Commercial Intelligence Service.

AEF/EB



DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

MR. WRIGHT *W*

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

CONFIDENTIAL

June 11th, 1937.

The Director,  
Commercial Intelligence Service,  
Ottawa,  
Canada.

THE CHARLES BRAUN FISH CO. OF N.Y.  
PAYMENT FOR FISH

Dear Sir,-

With further reference to our letter of May 19th regarding the Charles Braun Fish Company of New York, please be advised that we are informed by Messrs. Julius V. Einhorn Associates of 41 Park Row, New York City, that the Bay Port Fish Company have received a cheque for the sum of \$706.00 made by the Charles Braun Fish Company which has been returned by the bank for insufficient funds.

According to this New York firm there are a number of these cheques outstanding and this information is being furnished you in the event that you receive requests for further information on this fish company. A copy of this letter is being forwarded to the following,-

Mr. D. J. Taylor, Deputy Minister of Game and Fisheries, Toronto, Ont.

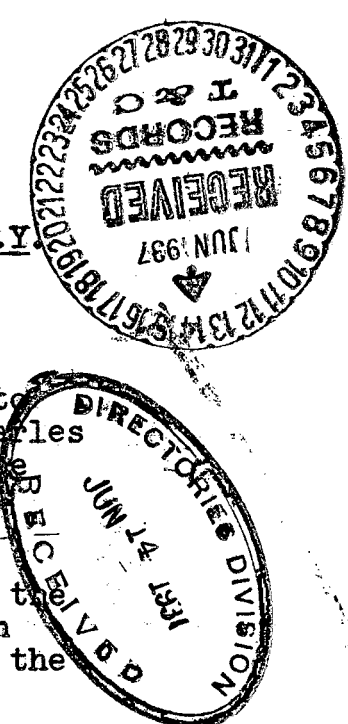
Mr. R.T. Rodd, Director, Fisheries Division, Department of Lands and Mines, Edmonton, Alberta.

A. G. Cunningham, Director of Game and Fish, Department of Mines and Natural Resources, Winnipeg, Manitoba.

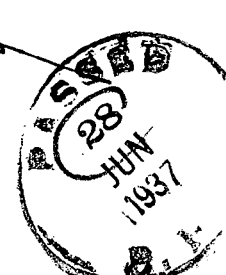
Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

DSC/BF



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T. & C. RECORDS



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MR. FORTINGTON

31093

# Middle Atlantic Fisheries Association

203 FRONT STREET

NEW YORK CITY

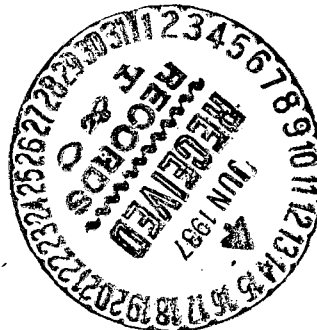
Office of the  
EXECUTIVE SECRETARY

JUN 28 1937

Telephone  
BEEKMAN 3-8858

June 12, 1937

Hon. A. E. Fortington  
Chief - Animal Products & Fish  
Exports Division  
Commercial Intelligence Service  
Department of Trade & Commerce  
Ottawa, Canada.



Dear Mr. Fortington:

Under separate cover I am sending you copies of the March and May numbers of the magazine "Great Lakes Fisherman".

I understand from Captain Wallace, editorial director of "Canadian Fisherman" that an article covering the conference will appear in that magazine. There will also be an article in "Fishing Gazette", which is published in New York. I will see to it that copies of these publications are sent to you.

The Michigan Commercial Fishermen Association are making every effort to insure the establishment of the bureau as proposed, and I am confident that we will be in a position to begin operations on or about August 1st.

With the cooperation of the Canadian Provincial officials, and the fishery organizations, there is no doubt in my mind but that we can render an invaluable service to the industry.

Very truly yours,

J. H. Matthews  
Executive Secretary

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& C. RECORDS

JHM:JMR



COPY.

FORM A,74.

31093.

June 12, 1937.

D.S. Cole, Esq.,  
Canadian Trade Commissioner,  
New York City, N.Y., U.S.A.

Dear Mr. Cole:-

Fresh Water Fish

I received your letter of June 10, file No. 105, and thank you for bringing to my attention the excerpts from the letter which you received from Mr. Weston Gillingham, Editor of the Great Lakes Fisherman and Executive Secretary of the Commercial Fishermen's Credit Association, Bay Port, Michigan.

We are now preparing a summary of the proceedings of the meeting which was held in Ottawa on May 27 and 28 and when this is ready copies will be forwarded to the Provincial Government representatives who attended the meeting and also to Mr. G.C. MacDonald, Supervisor of Fisheries of the Province of Saskatchewan.

I regret that there has been so much delay in preparing this summary, but it was necessary to await the receipt of the verbatim report and owing to the length of the proceedings it was some little time before the reporter was able to get this ready. I hope, however, to have the summary of the proceedings ready to distribute early next week when a sufficient number of copies will be sent to you for distribution to those whom you think would be interested in receiving copies.

Yours faithfully,

Director, (L.D. Wilgress)  
Commercial Intelligence Service.

LDW/WT.



000123

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

MR. WILGR

MR. CHEVY

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

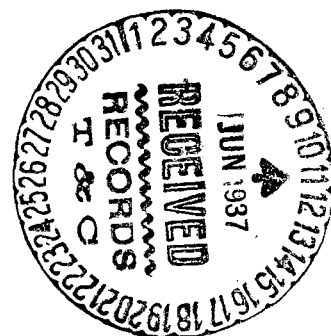
NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

June 10th, 1937.

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FRESH WATER FISH MARKETING  
INFORMATION AND TRADE BUREAU  
NEW YORK



Dear Sir,-

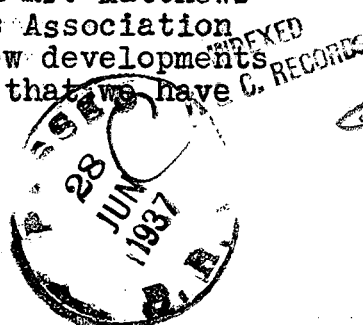
The following is an excerpt  
from a letter received today from Mr. Weston  
Gillingham, Editor of the Great Lakes  
Fisherman and Executive Secretary of the  
Commercial Fishermen's Credit Association  
of Bay Port, Michigan.

"We have been well aware of the excellent  
work your office has done in connection  
with supplying reliable information to  
Canadian shippers and we are confident  
that with your Government behind such a plan  
as Mr. Matthews set forth at the Ottawa  
conference a complete reorganization of  
the Peck Slip Market could be satisfactorily  
worked out.

Through our Commercial Fishermen's  
Credit Ass'n., we have attempted to supply  
Great Lakes shippers with the information  
on the New York market that they desired.  
We realize, however, that we have not the  
adequate machinery to keep in touch with  
all the slippery dealings on the Slip and  
we would therefore, in the interest of the  
industry as a whole, be willing to turn  
what information we have over to Mr. Matthews  
should he be successful in interesting your  
government in his plan.

Thanking you again for your interest  
and your courtesy in Ottawa, I remain,"

Since the meeting of the  
fresh water fish representatives in Ottawa,  
we have been in close touch with Mr. Matthews  
of the Middle Atlantic Fisheries Association  
and so far there have been no new developments  
in New York, with the exception that we have




000124

- 2 -

received some correspondence concerning the financial standing of certain firms dealing in fresh water fish.

We will await with interest to learn of the reply received from the Saskatchewan authorities concerning the proposed Bureau and also the reception which Mr. D.J. Taylor, Deputy Minister of Games and Fisheries, Toronto, has received from the various fisheries associations in that Province.

Yours faithfully,



(DOUGLAS S. COLE)  
Trade Commissioner for Canada

DSC/BF

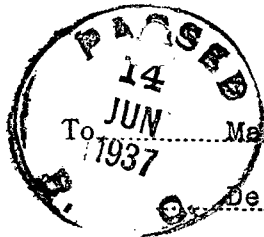
INDEXED  
T. & C. RECORDS



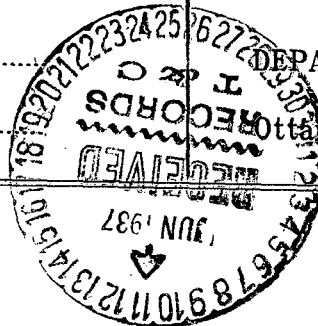
MR. WILGRESS

LDW/WT.

## MEMORANDUM



To Major Parmelee,.....  
Deputy Minister.



DEPARTMENT OF TRADE AND COMMERCE  
Ottawa June 11, 1937.

Fish Meeting

I am attaching a verbatim report on the Fresh Water Fish Meeting which was held in Ottawa on May 27 and 28.

We only got five copies of this verbatim report and I have sent one copy to our New York office and another to Mr. W.A. Found, Deputy Minister of Fisheries.

We are preparing, on the basis of this verbatim report, a summary of the proceedings which it is proposed to have mimeographed and distributed to the representatives of the Provincial Governments concerned. A sufficient number of copies will be sent to each Provincial Government representative to enable him to furnish copies to associations of fresh water fish exporters in his province.

I shall send you copies of the summary of the proceedings as soon as it is prepared, which I expect will be some time early next week.

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T. & C. RECORDS

Mr. Wilgress:

Note: Will you remember to send a copy of this when it is prepared to Mr. Jordan, at the United States Legation in Ottawa.

B. F. June 18 *LB*  
*LDW* *Chas*



## MEMORANDUM

LDN/WT.

31093

To Major Parmelee,  
Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE

Ottawa June 11, 1937.

JUN 12 1937

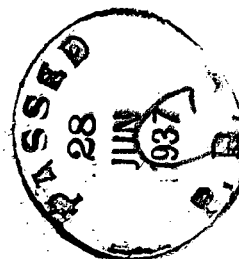
Fish Meeting

I am attaching a verbatim report on the Fresh Water Fish Meeting which was held in Ottawa on May 27 and 28.

We only got five copies of this verbatim report and I have sent one copy to our New York office and another to Mr. W.A. Fould, Deputy Minister of Fisheries.

We are preparing, on the basis of this verbatim report, a summary of the proceedings which it is proposed to have mimeographed and distributed to the representatives of the Provincial Governments concerned. A sufficient number of copies will be sent to each Provincial Government representative to enable him to furnish copies to associations of fresh water fish exporters in his province.

I shall send you copies of the summary of the proceedings as soon as it is prepared, which I expect will be some time early next week.

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T. & C. RECORDS

COPY.

Form A.74.

JUN 11 1937

31093

June 10, 1937.

J. H. Matthews, Esq.,  
Executive Secretary,  
Middle Atlantic Fisheries Association,  
203 Front Street,  
NEW YORK, N.Y., U.S.A.

Dear Mr. Matthews: Fresh Water Fish Conference.

With further reference to our recent meeting it appears that in the magazine "Great Lakes Fisherman", March 1937, there is a reference to one of the initial steps taken by this Department.

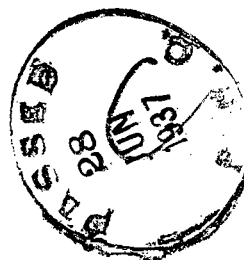
Would it be possible for you to send me a copy of the number in question, and in the event that the magazine or other press in the United States gives publicity to anything which may transpire on this subject, we would very much like to have such reports merely for the completion of our files.

It is to be earnestly hoped that improved conditions will soon materialize, and we are sure that your long experience in the fish trade should be of great value in securing progress.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AFF/EB



COPY.

FORM A,74.

JUN 11 1937

June 8, 1937.

31093  
Dr. W. A. Found,  
Deputy Minister,  
Department of Fisheries,  
O T T A W A.

Dear Dr. Found:-

Fish Meeting

I am sending you herewith a  
copy of the verbatim report on the fresh water fisheries  
meeting held at Ottawa on May 27 and 28.

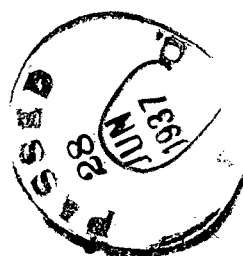
A summary report of the meeting  
is being prepared for distribution to the provincial  
representatives who were present at the meeting and I  
will send you a copy in due course. In the meantime, I  
have thought that you would like to have a copy of the  
verbatim report to glance over and to retain as a permanent  
record of the proceedings.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

LDW\*FP  
Enclosure



COPY.

FORM A,74.

JUN 11 1937

31093

June 8, 1937.

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
NEW YORK CITY, N. Y.,  
U. S. A.

Dear Mr. Cole:-

Fish Meeting

I am sending you herewith  
a copy of the verbatim report on the fresh water fisheries  
meeting which was held at Ottawa on May 27 and 28 last.

A summary of the proceedings  
is being prepared from the verbatim report and this will be sent  
out to the provincial representatives who were present at the  
meeting. I shall also forward a number of copies to you so  
that you may distribute them to those who attended the meeting  
from the United States.

In the meantime I have  
thought that you would like to have a copy of the verbatim  
report so that you could glance over it. It will also be a  
valuable record of the proceedings, which you will be able to  
use for purposes of future reference.

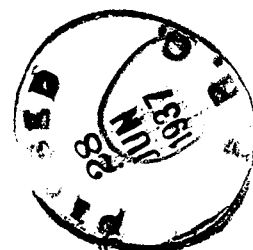
Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

Enclosure

RECEIVED  
JUN 10 1937

LDW\*FP





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31093



House of Commons  
Canada

JUN 12 1937

Sydenham, Ontario,  
June 5th, 1937.

Honourable W. D. Euler,  
Minister of Trade and Commerce,  
O t t a w a .

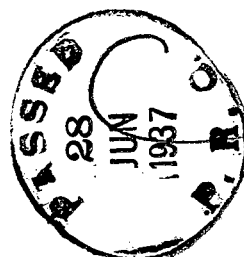
Dear Bill:

A friend of mine who was connected for a number of years with the fresh water fishing industry advises me that your Department are contemplating the placing of an Information Bureau in New York to aid the sale of Canadian fish. If such is the case I should like to recommend Mr. Douglas Lusty, now of 159 Bay Street, Room 813, Toronto, and formerly of Rodney, Ontario, for a position with this Bureau. Mr. Lusty's father has owned a fishery on Lake Erie for years, and Mr. Lusty has also had some experience in the buying of fish, and therefore knows the business from its many different angles. I know him to be thoroughly reliable and industrious, and I would be especially pleased if you could favourably consider any application he might make.

Kind personal regards,

Yours sincerely,

*Colin A. Campbell*  
COLIN A. CAMPBELL



INDEXED  
T. & C. RECORDS  
*RCW*

MAY 31 1937

31093

In the course of our activities relating to the marketing of freshwater fish in the United States, we have been faced with recurring questions of infested fish shipments from Canada and the need of more adequate arrangements for credit control and marketing information.

With your permission, I shall reserve any comments on infested fish shipments until that question is brought forward for discussion, and will outline briefly the experience of the New York office in dealing with the second and possibly more important topic of credit information and marketing control.

It is to be expected that where there are a large number of small shipper-s of such a perishable commodity as fish, far removed from their market there would be requests for the services of our office to adjust complaints as to the quality of the shipments which might arise from time to time. It so happens, however, that most of the requests which we have recieved during the past two years or more have been for assistance in collecting unpaid accounts from New York dealers. When these requests were not too frequent it was possible for our office representative to visit the dealer and endeavor to arrange settlement. Unfortunately on more than one occasion we were obliged to report that the dealer had either closed down or gone into bankruptcy; and it also appeared that certain of these dealers reopened again under a new firm name and proceeded to solicit business.

Then, about a year ago, the complaints from Canadian shippers became so frequent that it seemed adviseable to circularize them through the provincial Government officials with a warning to consult our office before making committments with dealers whose financial status and business practices were unknown to them. A list of approved firms - selected after careful enquiry of their bankers, dealers, and other sources, was prepared and submitted to those Canadian firms who followed that advice.



MAY 31 1937

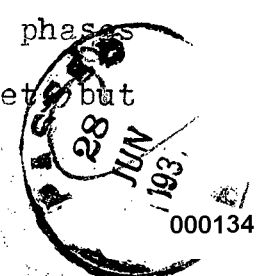
- 3 -

A further examination of our correspondence also revealed that in a number of cases where losses had been experienced, the business had been placed through local agents who make contracts and purchases for principals of whom they had little or no knowledge.

Judging merely from our own direct experience with the New York fish trade and the correspondence we have had by telegraph and mail with various shippers, I would be inclined to list the following points as being those which have to be met in order to provide for orderly marketing of Canadian fresh water fish in New York:

1. An effective credit service supplying up-to-date information on all buyers in the fresh water fish trade.
2. Some method whereby only reputable dealers in good standing could make purchases through local representatives.
3. Some means whereby Canadian shippers could be assured that any shipment subject to complaint would receive reliable and independent inspection and any deduction from accounts being made with the approval of this independent authority.
4. Reliable and independent source of market information capable of giving immediate information as to prices and advising as to position of supplies.
5. Some means whereby shippers of carefully packed fish of good quality would be accorded recognition and steps taken whereby the packing of fish and marking of cases throughout the trade would be improved.

There are no doubt, a number of other phases in the fresh water fish marketing which have to be met but



18500 18.50 //

MAY 31 1937

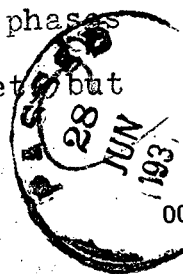
- 3 -

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2. Some method whereby only reputable dealers in good standing could make purchases through local representatives.
3. Some means whereby Canadian shippers could be assured that any shipment subject to complaint would receive reliable and independent inspection and any deduction from accounts being made with the approval of this independent authority.
4. Reliable and independent source of market information capable of giving immediate information as to prices and advising as to position of supplies.
5. Some means whereby shippers of carefully packed fish of good quality would be accorded recognition and steps taken whereby the packing of fish and marking of cases throughout the trade would be improved.

There are no doubt, a number of other phases in the fresh water fish marketing which have to be met but



Form A.63

File No. 31093

MEMORANDUM

DEPARTMENT OF TRADE AND COMMERCE

Ottawa, May 28th, 1937.

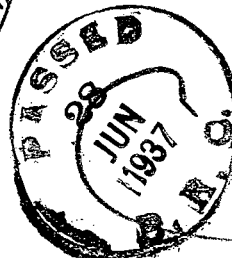
To: Mr. Wilgoss

"CREDIT PROTECTION MARKETING INFORMATION"

*File*  
*fish*  
*conference*

Herewith original of above report, which was stencilled, but held over at your request. Yesterday Mr. Cole 'phoned for it, regardless of the changes which were to have been made. We accordingly had forty copies run off and handed to Mr. Cole, in House of Commons.

*E. B. H. Wright*



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T. & C. RECORDS

*PDW*



CREDIT PROTECTION MARKETING INFORMATION

By

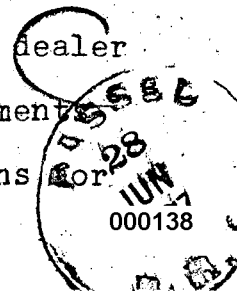
H. Matthews of the Middle Atlantic Fisheries Association

Most everyone who ships fresh-water fish to New York is agreed that there is a crying need for credit protection and marketing information concerning the New York market. The informational outline for the fresh-water fish conference deals more particularly with results caused largely by a lack of information, rather than causes. Conditions that have developed during the past several years have made the shipping of fish to New York a very hazardous undertaking, unless the shipper is familiar with existing conditions and confines his shipments to those dealers who have proved themselves to be trustworthy.

It has been exceedingly difficult for a shipper to determine prior to making shipments who is trustworthy, largely because of general solicitations for his shipments with promises of high returns, etc., etc.

Many of the New York dealers employ agents to operate for them in the various producing areas. Some of these agents make extravagant statements and promise almost anything in order to secure shipments for their employers. These agents usually work on a commission basis receiving a stipulated amount for each box of fish shipped through their solicitation.

Some fishermen and shippers have sought means for protecting their interests when shipping their products to this market. The means or methods employed include requests for information submitted to the Canadian Trade Commissioner in New York or to a local banking institution, as to the financial responsibility of a particular dealer or dealers. Some of these inquiries are instituted before shipments are made, but, in most cases, the inquiry is made because returns





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a consignment have not been received, or that payment has been received for a shipment in a lesser amount than that agreed upon with or with an explanation as to why a deduction was made.

The practice of purchasing fish at points of production was instituted by some of the dealers as a means of diverting shipments from other dealers who had been handling shipments on a consignment basis. Offers to buy from the fishermen forced other dealers into competitive bidding in order to secure sufficient supplies to care for their trade, resulting at times in prices higher than the fish could be sold for in the New York market. Due to such losses, some of the dealers resorted to the cutting of bills, alledging poor quality of fish, short weight in packages, or giving some other reason without furnishing any supporting evidence.

The so-called open account method was adopted by several dealers to combat direct purchasing. This method is similar to consignment shipping except that the dealer pays the shipper an f.o.b. price based on the selling price in New York. This method, however, has been discontinued by most of the dealers.

Prior to the inauguration of direct purchasing, practically all fish handled by the New York dealers were shipped to them on consignment. The shippers encountered very little difficulty in obtaining their returns, and from the standpoints of both the shipper and the wholesaler, the business was in a far more healthy condition than it is at present.

The keen competition that had developed among the wholesalers led to the formulation of groups or factions opposed to one another. These groups combined to work together for their own

- 3 -

particular benefit, resorting to all sorts of practices, to undermine the business of other groups and independents. This resulted in severe losses to all the dealers. Many of them, not financially strong, were forced out of business; some in a comparatively short time re-entering business under another name.. Others passed their losses on to the producing fishermen in the form of cut bills or refusals to pay. The conditions existing became extremely chaotic and the present outlook is not very bright for the entire industry unless a stabilizing influence is exercised over this market.

The plan that has been submitted to the Canadian Trade Commissioner in New York, will, it is believed, go far in remedying the conditions that exist in this market. It will provide a source of information that is unbiased or uninfluenced by any of the dealers. The plan contemplates a well-rounded informational service as well as other services, such as inspection of shipments, handling complaints, claims, etc., and such other activities that may be necessary to protect the shippers' interest.

#### GRADING, LABELING AND MARKETING

There is a close relationship between grading and labeling inasmuch as the packages should be labeled as per the grading. Fish should be graded as to sizes and the pack should be uniform. Standards should be developed for each species, e.g., white-fish "large"--over three and one-half pounds, "medium" or "No. 1"--two and one-half to three and one-half pounds, "Small" or "No. 2"--one and three-quarters to two and one-half pounds. After determining the proper designations for the various size ranges, they should be standardized throughout the industry and the packages labeled in

- 4 -

conformity with their contents.

Scrupulous care should be exercised in the handling and packing of fresh fish. As soon as possible, after removal from the water, they should be placed under ice and thoroughly chilled before packing for shipment. Fish of questionable quality should not be shipped. There should be but one standard of quality--and that, the "best". The market cannot be developed with fish of poor quality. Boxes holding fifty pounds, net weight of fish, should be the standard package. These boxes should be constructed of wood, with the top board on each side three or four inches wide and extending four inches beyond each end. Such construction will not permit the boxes to be placed on their ends in a car or truck, and will insure transporting without seriously disturbing their contents. Unclean boxes nor boxes bearing the name or marks of another should be used for shipping purposes.

An identification system should be developed as a means of identifying any fishermen's shipments. The license number (whenever fishermen are licensed) or some mark or symbol could be stenciled on the package. If some symbol should be adopted by a group of shippers, an additional mark or the license number should be registered in the office of the bureau. Such a system will be invaluable when necessary to give shipments special attention and for inspection purposes.

Identification and labeling systems such as recommended above, will soon make evident those shippers who are careless in handling and packing their products. When a shipper realizes that fish of high quality sell to better advantage than those of

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poor quality, he will have a decided incentive to improve his pack.

All the Canadian laws and regulations relating to fish and fisheries, should be just as strictly observed covering fish to be exported to the United States as though distribution were to be made in the Dominion. The laws and regulations of the United States apply upon entry of the product into that country. The Federal, State and City pure food, health, marketing and conservation laws and regulations apply equally to imported and domestic products. There is, however, very little difference, if any, in the substance of the regulations of the two countries relating to the handling and sale of fishery products.

Consignment:

Consignment shipments are, generally speaking, more advantageous to the shipper when he deals with a reputable dealer. Under this method, the shipper receives an account sales showing the amount for which his fish have been sold in the market, the amount of transportation and duty charges, the amount of commission and the net amount due the shipper, together with a check for the net proceeds. The New York wholesale dealers, operating as commission merchants, are, in fact del credere agents or factors. A factor's duties is to sell goods consigned to him, as directed by his principal, and to carry out with care, skill and good faith, any instructions he may receive; to receive or make payment; to keep accounts and to hand over to his principal the balance standing to his principal's credit without any deduction save for commission and expenses. In the New York market, a factor makes himself personally responsible for the solvency of the persons with whom he

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deals; sells in his own name; gives warranties as to goods sold by him; gives credit as is usual in his business; receives payment in cash or as is custom; gives receipts in full discharge. If a factor fails to render proper accounts, his principal may, by proper legal proceedings, obtain an account and payment of what is due. Criminal acts by a factor in relation to his principal's goods are dealt with by Federal and State Criminal laws.

Because there has been a general disregard of legal obligations on the part of many New York wholesalers and the fact that for a long period of time there has been considerable strife between groups, conditions have become so chaotic that the orderly marketing of fish has suffered to a very great extent. It is not altogether practical for a principal to give specific instructions to a factor for the handling and sale of such perishable products as fish on an open market. It, therefore, devolves upon the factor to diligently carry out the usages of the business in such a market. A shipper in distant producing area has had to depend upon the factor with whom he entrusts his goods for information as to market conditions and values. Much of such information given by many of the factors is biased in their favor. Information coming from an independent source will not only cover the activities of a dealer to whom a specific consignment is made, but of the general market.

#### Contracts:

For consignment, no form of contract is necessary as the common law applying to factor and principal may be invoked when there is evidence of fraud or conversion. Information gathered

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daily by the bureau, including selling prices, etc., would form the basis for determining proper accounting.

For outright purchase the form of contract would vary with conditions and terms of agreement, whether the contract covers a single product or the whole or part of a season's production. Many different methods of purchase are employed, contact by telephone, where the terms of purchase and sale are consummated verbally. Usually such negotiations cover purchases for immediate shipment, and written contracts, would be impracticable; when negotiations are conducted by telegraph, and the terms and conditions of purchase and sale are clearly set forth in the message, upon acceptance by both parties would constitute, in most cases, a contract binding upon both.

Contracts entered into with the accredited representative or agent of a purchaser or a seller are as binding upon both principals as though the contract had been negotiated by the principals.

Contracts for future deliveries, such contracts should be specific as to terms and conditions. The prices to be paid, the quantities to be delivered, the varieties, the size of the fish, source of production, methods of packing, dates of shipment, terms and methods of payment, and all other pertinent factors should be clearly set forth.

Contracts are occasionally made to cover an entire season's production. Sometimes these contracts specify differing prices and differing quantities for certain periods of the season. The following is a suggested form of standard contract.

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Agreement, made at \_\_\_\_\_ the \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_\_\_, by and between \_\_\_\_\_ of \_\_\_\_\_ hereinafter called the Seller, and \_\_\_\_\_ of \_\_\_\_\_ hereinafter called the Purchaser.

Witnesseth, that the parties hereto, in consideration of the promises and agreements hereinafter contained and the performances thereof, have agreed and do hereby agree as follows:

That the Seller agrees to sell and convey to the Purchaser and the Purchaser agrees to buy and accept of and from the Seller the merchandise herein described, at the price or prices stipulated and under the terms and conditions herein set forth as follows:

| Quantity | Species or Variety | Production of Lake or other body of water | Size Ranges | Price per pound or per unit |
|----------|--------------------|-------------------------------------------|-------------|-----------------------------|
|----------|--------------------|-------------------------------------------|-------------|-----------------------------|

The Seller agrees that the merchandise aforesaid shall be of first quality, carefully handled, thoroughly chilled immediately after being taken from its natural habitat, packed in clean boxes, each containing fifty pounds net weight together with sufficient ice to insure proper refrigeration until arrival at its destination in \_\_\_\_\_.

The Purchaser agrees to accept title to the merchandise aforesaid, upon delivery to the designated transportation company or carrier and its acceptance in good condition by the transportation company or carrier and the issuance of properly executed manifests and bills of lading.

The risk of loss, injury or destruction of said merchandise from any cause whatsoever at any time subsequent to delivery to the designated transportation company or carrier is hereby assumed by the Purchaser, and such loss, injury or destruction shall not operate in any manner

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release said Purchaser from the obligation to make the payment or payments as hereinafter provided and shall not release said Purchaser from any one or more of the terms of this agreement.

The Purchaser agrees to make payment to the Seller in cash, certified bank draft or money order at par, as follows:  
(specify terms as agreed)

In the event of the aforesaid merchandise arriving at destination in any condition other than in conformity with the terms of this agreement, the Purchaser agrees to immediately notify the Fishery Service Bureau and request that the said merchandise be inspected, with a view to determining whether a breach of this agreement has occurred. Both the Seller and the Purchaser agree to abide by the finding of the said Fishery Service Bureau.

In Witness Whereof, the parties hereunto have set their hands and seals the \_\_\_\_\_ day of \_\_\_\_\_ in the year One Thousand Nine Hundred and \_\_\_\_\_.

Sealed and delivered in the \_\_\_\_\_ LS.  
presence of \_\_\_\_\_ LS.  
\_\_\_\_\_ LS.  
\_\_\_\_\_ LS.

#### INFESTED FISH

Infested fish are prevalent only in certain lakes.

Fish from these lakes should not be shipped into the United States in violation of the Food and Drugs law. There have been attempts to have such fish pass through points of entry by marking the fish as having 000146



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been produced in other waters; also by marking the boxes as containing a different species of fish. Such practices are injurious to the Canadian industry, and such attempts should be curtailed. There are probably several ways of defeating the practices among which may be the stenciling of all boxes with the producer's name, the waters from which the fish are taken, the species of fish and the license number of the fisherman or shipper by a certificate accompanying the shipment certifying that the fish have been inspected under governmental supervision. It may be possible to have shipments cleared without the necessity of extensive examination provided the Food and Drugs officials are convinced that shipments so marked, or that are accompanied by such a certificate, are not infested. There is little doubt that continued attempts to bring in infested fish will react detrimentally to all Canadian fish coming into the United States.

When some definite plan has been evolved, the matter may be handled through the Canadian Government office in Washington or by the Service Bureau in New York.

Recommendation is made that the provincial or Dominion governments institute scientific investigations to determine the source of infestation and to take the necessary steps for its abatement.

#### SERVICE PLAN PROPOSED BY THE MIDDLE ATLANTIC FISHERIES ASSOCIATION

The Middle Atlantic Fisheries Association proposes to establish a bureau to be known as the Fishery Service Bureau. The activities of this bureau will be separate and distinct from other association activities. Only those who are engaged in the production and shipping of fish will be eligible to bureau membership. The plan embraces such services as are intended to safeguard the interests of

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the fishermen and the shippers to the New York market.

1. The services would include reports covering the moral and financial standing of every dealer in the New York market.
2. Information and wholesale prices in the New York market.
3. Reports on general market conditions.
4. Inspection of shipments in the event of arrival in bad or damaged condition.
5. Adjustment of complaints.
6. Handling of claims against dealers through direct contact without additional charge or at cost when necessary to institute legal proceedings.
7. Handling transportation matters including damage, claims, etc., without additional charge or at cost when necessary to institute legal proceedings.
8. Such other activities as may be found advisable, or necessary, to be added to the service from time to time.

The bureau would institute a system for gathering information concerning the integrity and the financial responsibility of each dealer. The information would be kept up-to-date in order that reports reflect current conditions. A field man would be stationed in the marketing area. He would record prices for which the various species are being sold; he would note any changes in price levels; he would note all market conditions and any changes thereof; he would inspect shipments that may arrive in bad or damaged condition or that for any reason may not be up to marketing standard. At the close of the day, he will make a written report covering the day's operation.

These records so kept, will in large measure, determine000148

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the justification or merits of a complaint. All complaints received will be thoroughly investigated and, when justified, satisfactory adjustment will be insisted upon and legal action taken when necessary.

Claims will be handled in much the same manner as complaints. Settlements will be effected whenever possible by direct contact and legal action taken only when found to be necessary.

All complaints and claims will be handled by the bureau's manager, and all activities of the bureau will be under his direct supervision. The bureau and all its activities will be subject at all times to the inspection of the Canadian Trade Commissioner's office in New York.



MR. CHENEY

# BOOTH FISHERIES CORPORATION

BRANCHES THROUGHOUT U. S. AND CANADA

GENERAL OFFICES: 309 W. JACKSON BLVD.

CHICAGO, ILL.

May 24th, 1937

PRODUCERS  
PACKERS AND  
DISTRIBUTORS OF  
ALL SEA FOODS



*Mr. Wilgus*  
Mr. J. G. Parmelee,  
Deputy Minister,  
Department of Trade and Commerce,  
Ottawa, Ontario, Canada.

Your File 31093 ✓

Dear Sir:

Have just noted your letter of May 19th, relative to meeting May 27th at Ottawa, and beg to advise that I will attend.

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As to my representing the New York Fish Dealers, beg to advise that I will only represent a few who I believe have made the statement to Mr. Cole that inasmuch as I will be there it will not be necessary for them to attend, and whatever action I take would be satisfactory to them. So far as I know there has been no action taken by the New York dealers as a whole to have representation at the meeting.

I am looking forward to this meeting as I believe it is going to be most interesting and constructive.

Yours very truly,

*Chas. W. Triggs*  
Chas. W. Triggs  
General Manager

CWT:VS

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ONTARIO  
GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2



May 21, 1937.


R. 177.

Dear Sir:

Re Your File No. 31093

I am in receipt of your letter of the 20th instant and shall be pleased to meet you in this office at 10.30 Tuesday, May 25th that we may be able to discuss procedure at the conference to be held in Ottawa on the 27th.

Yours very truly,

  
Deputy Minister.

L. D. Wilgress, Esq.,  
Director, Commercial Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA.

DJT/MEM.

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OFFICE OF THE DEPUTY MINISTER OF FISHERIES  
OTTAWA

MR. CHENEY

May 22nd, 1937.



Dear Mr. Wilgress,

With reference to your letter of the 20th instant, file 31093, in which you ask for any suggestions I might have in regard to the agenda enclosed therewith for the meeting on May 27th in connection with the marketing of freshwater fisheries, I may state that at the moment I have no suggestions to make for adding to the different items listed. Should anything occur to me that you might wish to add I shall not fail to let you have particulars promptly.

Yours truly,

*Wm. A. Fourn*  
Wm. A. Fourn,  
DEPUTY MINISTER.

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L. D. Wilgress, Esq.,  
Director,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
O t t a w a.



MEMORANDUM

Mr Wilgress:-

Major Parmelee has  
not seen the attached  
but I thought it should  
be passed on to you  
in the meantime

Geo. B.



A large, bold, handwritten signature or set of initials, possibly "P.R.", written in dark ink.

Ottawa

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C.N.T. 6296  
12-25

PRINTED IN CANADA

FORM 6124

| CLASS OF SERVICE  | SYMBOL |
|-------------------|--------|
| Full-Rate Message |        |
| Day Letter        | DL     |
| Night Message     | NM     |
| Night Letter      | NL     |

If none of these three symbols appears after the check (number of words) this is a full-rate message. Otherwise its character is indicated by the symbol appearing after the check.

ORIGINAL OF MESSAGE

**Telephoned**  
TO BE *Redd in fish*  
**TELEGRAM**

D. E. GALLOWAY, ASSISTANT VICE-PRESIDENT, TORONTO, ONT.

Exclusive Connection  
with  
**WESTERN UNION  
TELEGRAPH CO.**  
Cable Service  
to all the World  
Money Transferred  
by Telegraph

MOA251 35 DL

STANDARD TIME

1957 MAY 22 PM 5 57

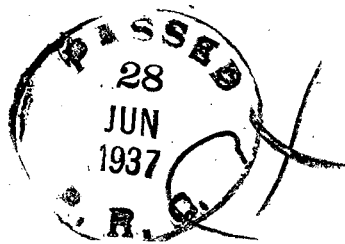
EDMONTON ALTA 22 328P

31093

J G PARMELEE

DEPUTY MINISTER DEPT OF TRADE & COMMERCE OTTAWA ONT

WILL ATTEND MEETING ON TWENTY SEVENTH SPONSORED BY YOUR DEPARTMENT  
REGARDING ESTABLISHMENT OF CREDIT INFORMATION BUREAU IN UNITED STATES  
REPRESENTATIVES OF FISH TRADE NOT ATTENDING STOP REPLY YOUR WIRE  
FOURTEENTH DELAYED OWING TO REORGANIZATION OF DEPARTMENT  
R T RODD DIRECTOR OF FISHERIES.



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# BOOTH FISHERIES CORPORATION

BRANCHES THROUGHOUT U. S. AND CANADA

GENERAL OFFICES: 309 W. JACKSON BLVD.

CHICAGO, ILL.

PRODUCERS  
PACKERS AND  
DISTRIBUTORS OF  
ALL SEA FOODS



May 22nd, 1937

Mr. J. G. Parmelee,  
Deputy Minister,  
Department of Trade and Commerce,  
Ottawa, Ontario, Canada.

Your File 31093

Dear Sir:

Your letter of May 19th, regarding meeting to be held in Ottawa on May 27th, has been received during Mr. Triggs' absence from the city, but wish to advise that he plans on attending this meeting. He will be back in Chicago on Monday and will no doubt write you at that time.

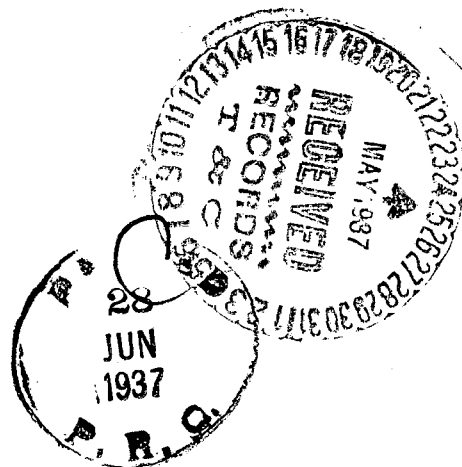
Yours very truly,

*Verna Smith*

VS

Sec'y to Mr. Chas. W. Triggs

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DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

May 21st,  
1937



L. D. Wilgress, Esq.,  
The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISH MEETING - OTTAWA, MAY 27th

Dear Sir:

I am in receipt of your letter of the 19th instant, with enclosed copies of letters inviting Mr. J. H. Matthews, Executive Secretary, The Middle Atlantic Fisheries Association, New York City; Mr. R. P. Dillon, Secretary, The Michigan Commercial Fishermen's Association, Bayport, Michigan; and Mr. Charles W. Triggs, Managing Director, Booth Fisheries Corporation, Chicago, Illinois, to the fresh water fish meeting in Ottawa on the 27th instant.

Confirming this morning's telephone conversation, the briefer form of agenda as suggested by yourself is quite satisfactory, and we are in agreement that the address by Mr. J. H. Matthews will prove more useful at the opening session of the meeting on the morning of May 27th.

Enclosed is a revised copy of the informational outline prepared by Mr. Newman and which you may care to have mimeographed for the meeting.

I am also enclosing the revised address by Mr. Matthews which he submitted in view of certain typographical and other minor errors. In view of the earlier address being mimeographed by the Department, he does not think it necessary to have a second set of mimeographed copies prepared as the new text does not alter the general trend of his remarks.

In accordance with your wishes, Mr. Newman, Mr. Matthews and I will meet you in your office at your convenience, on Wednesday afternoon, May 26th, directly after luncheon. We welcome the suggestion of this meeting before the conference as both Mr. Newman and I are anxious for you to have a talk with Mr. Matthews whom we consider the logical man to look after the proposed credit bureau in New York. Mr. Matthews has been known to



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L. D. Wilgress, Esq.,

our office for very many years and has at all times assisted this office most generously in connection with a variety of fish trade matters.

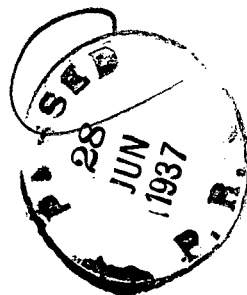
Yours faithfully,



(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

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DSC:HC  
Encs.



Most everyone who ships fresh-water fish to New York is agreed that there is a crying need for credit protection and marketing information concerning this market. The informational outline for the fresh-water fish conference deals more particularly with conditions existing in that market and the need for remedial measures. The object of this paper is to review some of the causes leading up to present conditions and to recommend remedies. Conditions that have developed during the past several years have made the shipping of fish to New York a very hazardous undertaking, unless the shipper is familiar with the market and confines his shipments to those dealers who have proved themselves to be trustworthy.

It has been exceedingly difficult for a shipper to determine, prior to making shipments, who is trustworthy, largely because he has no direct contact with the market and his shipments are solicited by practically all the dealers, many of whom offer special inducements, such as higher than general market prices, cash advances, etc., etc.

Many of the New York dealers employ agents to operate for them in the various producing areas. Some of these agents make extravagant statements and promise almost anything in order to secure shipments for their employers. These agents usually work on a commission basis receiving a stipulated amount for each box of fish shipped through their solicitation.

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Such construction will not permit the boxes to be placed on their ends in a car or truck, and will insure transporting without seriously disturbing their contents. Unclean boxes nor boxes bearing the name or markings of another should be used for shipping purposes.

An identification system should be developed as a means of identifying any fishermen's shipments. The license number (wherever fishermen are licensed) or some mark or symbol could be stenciled on the package. If some symbol should be adopted by an organization or by a group of shippers, an additional mark or the license number should be used to identify the individual shipper and such identification marks should be registered in the office of the bureau. Such a system will be invaluable when necessary to give shipments special attention and for inspection purposes.

Identification and labeling systems, such as recommended above, will soon make evident those shippers who are careless in handling and packing their products. When a shipper realizes that fish of high quality sell to better advantage than those of poor quality, he will have a decided incentive to improve his pack.

All the Canadian laws and regulations relating to fish and fisheries, should be just as strictly observed covering fish to be exported to the United States as though distribution were to be made in the Dominion. The laws and regulations of the United States apply upon entry of the product into that country. The U. S. Federal, State and City pure food, health, marketing and conservation laws and regulations apply equally to imported and domestic products. There is however, very little difference, if any, in the substance of the laws and regulations of the two countries relating to the handling and sale of fishery products.

## Consignment

Consignment shipments are, generally speaking, more advantageous to the shipper when he deals with a reputable dealer. Under this method, the shipper receives an account sales showing the amount for which his fish have been sold in the market, the amount of transportation and duty charges, the amount of commission and the net amount due the shipper, together with a check for the net proceeds. The New York wholesale dealers, operating as commission merchants, are, in fact, del credere agents or factors. A factor's duty is to sell goods consigned to him, as directed by his principal, and to carry out with care, skill and good faith, any instructions he may receive; to receive or make payment; to keep accounts and to hand over to his principal the balance standing to his principal's credit without any deduction save for commission and expenses. In the New York market, a factor makes himself personally responsible for the solvency of the persons with whom he deals; sells in his own name; gives warranties as to goods sold by him; gives credit as is usual in his business; receives payment in cash or as is custom; gives receipts in full discharge. If a factor fails to render proper accounts, his principal may, by proper legal proceedings, obtain an account and payment of what is due. Criminal acts by a factor in relation to his principal's goods are dealt with by Federal and State Criminal laws.

It is not altogether practical for a principal to give specific instructions to a factor for the handling and sale of such perishable products as fish on an open market. It, therefore, devolves upon the factor to diligently carry out the usages of the business in such a market.

Because there has been a general disregard of legal obligations on the part of many New York wholesalers and the fact that for a long period of time there has been considerable strife between groups,



conditions have become so chaotic that the orderly marketing of fish has suffered to a very great extent.

A shipper in a distant producing area has had to depend upon the factor with whom he entrusts his goods for information as to market conditions and values. Much of such information given by many of the factors is biased in their favor. Information coming from an independent and uninfluenced source will not only cover the activities of a dealer to whom a specific consignment is made, but of the general market.

### CONTRACTS

#### Consignments.

For consignment, no form of contract is necessary as the common law applying to factor and principal may be invoked when there is evidence of fraud or conversion. Information gathered daily by the bureau, including selling prices, etc., would form the basis for determining proper accounting.

#### Purchases--immediate shipment.

For outright purchase the form of contract would vary with conditions and terms of agreement, whether the contract covers a single shipment or the whole or part of a season's production. Many different methods of purchase are employed, contact by telephone, where the terms of purchase and sale are consummated verbally. Usually such negotiations cover purchases for immediate shipment, and written contracts, would be impracticable; when negotiations are conducted by telegraph, and the terms and conditions of purchase and sale are clearly set forth in the message, upon acceptance by both parties, the telegram, in most cases, would constitute a contract binding upon both.

#### Agents acting for principals.

Contracts entered into with the accredited representative or agent of a purchaser or a seller are as binding upon both principals as 000163

though the contract had been negotiated by the principals.

Purchases--future delivery.

Contracts for future deliveries should be specific as to terms and conditions, the prices to be paid, the quantities to be delivered, the varieties, the size of the fish, source of production, methods of packing dates of shipment, terms and methods of payment, and all other pertinent factors should be clearly set forth.

Contracts are occasionally made to cover an entire season's production. Sometimes these contracts specify differing prices and differing quantities for certain periods of the season. The following is a suggested form of standard contract:

Agreement, made at \_\_\_\_\_ the \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_\_\_, by and between \_\_\_\_\_ of \_\_\_\_\_, hereinafter called the Seller, and \_\_\_\_\_ of \_\_\_\_\_, hereinafter called the Purchaser.

Witnesseth, that the parties hereto, in consideration of the promises and agreements hereinafter contained and the performances thereof, have agreed and do hereby agree as follows:

That the Seller agrees to sell and convey to the Purchaser and the Purchaser agrees to buy and accept of and from the Seller the merchandise herein described, at the price or prices stipulated and under the terms and conditions herein set forth as follows:

| Quantity | Species or Variety | Production of Lake or other body of water | Size Ranges | Price per pound or per unit |
|----------|--------------------|-------------------------------------------|-------------|-----------------------------|
|----------|--------------------|-------------------------------------------|-------------|-----------------------------|

The Seller agrees that the merchandise aforesaid shall be of first quality, carefully handled, thoroughly chilled immediately after being taken from its natural habitat, packed in clean boxes, each containing fifty pounds net weight together with sufficient ice to insure proper refrigeration until arrival at its destination in \_\_\_\_\_

The Purchaser agrees to accept title to the merchandise aforesaid, upon delivery to the designated transportation company or carrier and its acceptance in good condition by the transportation company or carrier and the issuance of properly executed manifests and bills of lading.

The risk of loss, injury or destruction of said merchandise from any cause whatsoever at any time subsequent to delivery to the designated transportation company or carrier is hereby assumed by the Purchaser, and such loss, injury or destruction shall not operate in any manner to release said Purchaser from the obligation to make the payment or payments as hereinafter provided and shall not release said Purchaser from any one or more of the terms of this agreement.

The Purchaser agrees to make payment to the Seller in cash, certified bank check or money order, at par, as follows:  
(specify terms as agreed)

In the event of the aforesaid merchandise arriving at destination in any condition other than in conformity with the terms of this agreement, the Purchaser agrees to immediately notify the Fishery Service Bureau and request that the said merchandise be inspected, with a view of determining whether a breach of this agreement has occurred. Both the Seller and the Purchaser agree to abide by the finding of the said Fishery Service Bureau.

In Witness Whereof, the parties hereunto have set their hands and seals the \_\_\_\_\_ day of \_\_\_\_\_ in the year One Thousand Nine Hundred and \_\_\_\_\_,

Sealed and delivered in the \_\_\_\_\_ LS.  
presence of \_\_\_\_\_ LS.  
\_\_\_\_\_ LS.  
\_\_\_\_\_ LS.

(The usual notarial form may be added)



SERVICE PLAN PROPOSED BY THE  
MIDDLE ATLANTIC FISHERIES ASSOCIATION

The Middle Atlantic Fisheries Association proposes to establish a bureau to be known as the Fishery Service Bureau. The activities of this bureau will be separate and distinct from other association activities. Only those who are engaged in the production and shipping of fish will be eligible to bureau membership. The plan embraces such services as are intended to safeguard the interests of the fishermen and the shippers to the New York market.

1. The services would include reports covering the moral and financial standing of any dealer in the New York market.
2. Information and wholesale prices in the New York market.
3. Reports on general market conditions.
4. Inspection of shipments in the event of arrival in bad or damaged condition.
5. Adjustment of complaints.
6. Handling of claims against dealers through direct contact without additional charge or at cost when necessary to institute legal proceedings.
7. Handling transportation matters including damage claims, etc., without additional charge or at cost when necessary to institute legal proceedings.
8. Such other activities as may be found advisable, or necessary, to be added to the service from time to time.

The bureau would institute a system for gathering information concerning the integrity and the financial responsibility of each dealer. The information would be kept up-to-date in order that reports reflect current conditions. A field man would be stationed in the marketing area. He would record prices for which the various species are being sold; he would note any changes in price levels; he would note all market conditions and any changes thereof; he would inspect shipments that may arrive in bad or damaged condition or that for any reason may

not be up to marketing standard. At the close of the day he will make a written report covering the day's operation.

These records will aid in determining the justification or merits of a complaint. All complaints received will be thoroughly investigated and, when justified, satisfactory adjustment will be insisted upon and legal action taken when necessary.

Claims will be handled in much the same manner as complaints. Settlements will be effected whenever possible by direct contact and legal action taken when found to be necessary.

All complaints and claims will be handled by the bureau's manager, and all activities of the bureau will be under his direct supervision. The bureau and all its activities will be subject at all times to the inspection of the Canadian Trade Commissioner's office in New York.



## FRESH-WATER FISH CONFERENCE

### Informational Outline

For the sake of clarity and convenience, the major points submitted to date for discussion respecting the proposed ~~inter-provincial~~ <sup>meeting</sup> Conference of Fresh-Water Fish trade representatives and provincial Governmental authorities have been listed below in the form of questions and answers.

#### Question

1. What is the purpose of the ~~conference~~ <sup>meeting</sup>?

Answer. The ~~proposal that a conference be called in the near~~ <sup>meeting to May 27<sup>th</sup> at Ottawa, Canada</sup> future of delegates from the Fresh-Water fish shippers and dealers in Ontario, Manitoba, Saskatchewan, Alberta, and possibly the United States, to consider in conjunction the provincial and dominion government representatives' ways and means of improving the Fresh-Water Fish trade to the United States.

2. Is there any satisfactory reason or reasons why this ~~conference~~ <sup>meeting</sup> should be called?

Answer. ~~Yes, three reasons.~~

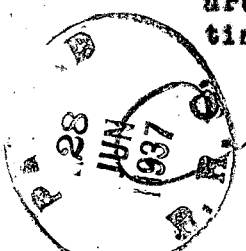
- (1) The need for improved credit protection and marketing information for the Fresh-water Fish shippers in Canada and the United States.
- (2) The necessity of more definite action with respect to shipments of infested fish into the United States contrary to the regulations of that country.
- (3) The need for uniform action in the grading, labelling and marketing of Canadian export fish with a view to steady market development.

3. Considering the first reason given for ~~calling~~ <sup>meeting</sup> this ~~conference~~ what data is there to indicate that a need for improved credit protection and marketing information exists?

Answer.

- (1) During the past season two New York collection agencies reported claims against New York dealers from some fifty Canadian shippers totaling thirty-five thousand dollars. Most of the claims were from Ontario shippers, a few from Manitoba and Alberta.
- (2) It is common knowledge that shippers invoices are subject to "cuts" for poor quality, short weight, etc. by dealers who are not obliged to furnish evidence for these reductions, see the statements made in March issue of "Great Lakes Fisherman".

"The New York Market situation practically has Great Lakes producers in a panic with the opening of the season this year. It is not just the old question of which houses have money and which haven't. New troubles are popping up which give the shippers the jitters every time they think of it".



2.

Question

3.

Answer.

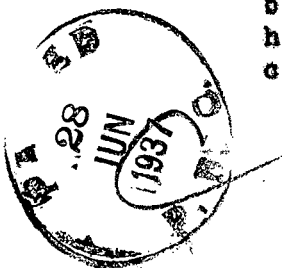
- (3) The experience of the New York Trade Commissioner. Since January some thirty Canadian Fresh-water fish shippers have applied for assistance in some form or other - most of them seeking to collect unpaid accounts. In no other trade to the United States does this condition exist.
4. Considering the second reason ~~given for the conference~~ <sup>for the meeting</sup>, is there any information which would indicate the necessity of definite action for curtailing shipments of infested fish into the United States.

Answer. Yes.

- (1) United States Food and Drug administration authorities at various import points are obliged to delay Canadian shipments due to the necessity of rigorously examining them for infested fish.
- (2) The effects of adverse publicity.
- (3) Infested fish offered on the New York and other markets tend to lower the price of fish of good quality.
- (4) It encourages undesirable practices in the trade.
5. Considering the third reason ~~given for calling the conference~~ <sup>for the meeting</sup>, the need for uniform action in grading, labelling and marketing of Canadian export fish - what information is there to indicate the necessity of such action?

Answer.

- (1) At present there is little or no means of differentiating between shipments of various shippers with the consequence that good packs are penalized by the poor ones. There is no great incentive to improvement in quality. Hence the necessity of the boxes of the individual shippers being marked.
- (2) Any inspection service which may be devised must be supplied with some means of readily identifying the packages of individual shippers, especially when claims are to be settled.
- (3) At present there is no uniform method of exporting fish from Canada according to size or weight. Such classification would enable better classes of fish to secure better prices instead of their being penalized by the lesser grades.
- (4) It is possible at present for wholesale dealers to secure fish by almost any method, outright purchase, consignment, part payment, with or without contract. It is desirable that some standard form of contract and method of purchase be adopted in the interest of both shippers and reputable dealers. The present haphazard methods permit too many opportunities for claims, counter-claims and refunds to pay.





3.

Question

6. Are there any definite proposals which could be submitted to the ~~conference~~ as to what methods might be adopted to solve these problems?

Answer. The first problem of securing credit protection and marketing information - and indirectly perhaps the third problem of uniform marketing can be met by the formation of a credit and information bureau in New York - the main marketing centre - and if successful be extended to other centres.

7. Is there any organization in a position to offer this service or assist in the formation of such a bureau?

Answer. The non-commercial and cooperative organization is planned by the Middle Atlantic Fisheries Association of New York. The association represents the Salt Water fish dealers of New York. Mr. J.H. Matthews is the executive secretary and is responsible for the plans of a non-commercial or cooperative credit and market information bureau. Mr. Matthews has had over ~~twenty~~ years experience in the New York fish trade where he is highly respected. He is on the fishing advisory committee to Secretary of Commerce Roper, and he is recognized as an authority on the trade by state legislatures.

8. What is the plan put forward by the Middle Atlantic Fisheries Association?

Answer. That a credit and market information bureau be formed to supply the following services,-

1. Reports covering the moral and financial standing of every dealer in the New York market.
2. Information and wholesale prices in the New York market.
3. Reports on general market conditions.
4. Inspection of shipments in event of arrival in bad or damaged condition.
5. The adjustment of complaints.
6. Handling of claims against dealers through direct contact without charge, or at cost when necessary to institute legal proceedings.
7. Handling transportation matters including damage claims, etc. at cost.
8. Such other activities as may be found advisable will be added to the service from time to time.

..4.



4.

Question

9. What would be the cost of this bureau?

Answer. The bureau being a non profit organization would operate at cost, on behalf of its members. It is estimated that the total cost for a New York service would amount to about \$8,000. This might have to be adjusted up or down as experience was gained.

10. What would be the cost to individual members?

Answer. At the moment there is no means of determining the sum charged on the basis of individual membership, but if assessment were made on the basis of products shipped the charge would probably be between 5 to 10¢ per case of 50 lbs.

11. How is this charge or estimate per case arrived at?

Answer. Total shipments of Canadian Fresh-water fish to the United States in 1931 amounted to approximately 802,893 fifty lb. cases. 15 to 20 per cent of these or 160,579 cases arrived on the New York market. At 10¢ a case - 160,578 cases -- approximately \$16,000, at 5¢ a case -- \$8,000. As presumably all Canadian shippers would not participate in this arrangement the total value of cases might be lower than mentioned above so that the per would necessarily have to be nearer 10¢ a case than 5¢ a case. On the other hand Michigan shippers have already signified a willingness to participate in the bureau's cooperative service - so that with a wider spread of costs the charge per shipper may be considerably lower than estimated.

12. How would the fees or assessments be collected?

Answer. By agreement with the shippers covering a period of, say, one season. The actual method of collection ~~could~~<sup>should</sup> be arranged at the ~~conference~~<sup>meeting</sup>.

13. Would the individual shippers contract direct with the bureau?

Answer. For a number of reasons this would appear undesirable. It is suggested that it would facilitate matters to have organized provincial service cooperatives in the absence of any other representative trade. The individual shippers would then contract with the local Service Cooperative or Trading Association and the association contract on behalf of its members with the Credit and Marketing Information Bureau in New York. Arrangement for the distribution of collected assessments for operation costs would be made between the New York Bureau and the local associations. If necessary, it is thought that perhaps the respective provincial governments might be prepared to loan the local associations the initial sums necessary to operate the bureau for the first season. The amount per province would vary but should not be much more than \$2,000.

...5.

5.

Question

14. How would the information, etc. be given to the members of the Bureau?

Answer. The Bureau could advise the respective association which in turn would inform its members. Obviously it would be difficult and expensive to wire each individual shipper the daily prices of fish. Certain specific services might be undertaken direct with registered members of the bureau such as inspections of shipments. This would be a matter of arrangement between association and bureau.

15. It was said that indirectly the third problem of more uniform marketing methods might be solved through the services of the Bureau, how can this be explained?

Answer.

1. The bureau in order to function satisfactorily in making inspection of shipments subject to complaint would find it advantageous to have its registered members mark their cases for purposes of identification.
2. It would be in the shippers interest to send the best fish available to the New York market once it was evident that a fair and unprejudiced inspection service was available to prevent unjustified claims. It would be in the interest of the bureau and associations to encourage only high grade shipments.
3. Uniform contracts would greatly facilitate the adjustment of claims by the bureau and if such contracts were filed with the bureau disputes as to agreed prices would be curtailed. Hence it would be in the interest of the shipping members and Bureau to establish a uniform contract and marketing service.

16. In view of the importance of the Bureau's functions and the integrity of its members is there any possibility of its members being influenced by the wholesale dealers?

Answer. The field man who made the inspection would be under the immediate and constant supervision of Mr. Matthews the executive secretary of the Middle Atlantic Fisheries Association. Moreover the Bureau would always be subject to the inspection of the Trade Commissioner's office in New York.

17. Is the government expected to take any active part in this organization?

Answer. No. This is purely a cooperative trade venture. The Governments would act merely in the usual advisory capacity. In the case of calling the conference - due to lack of organization among the trade - it is necessary to call the conference under the auspices of the provincial governments.

18. Who would attend the conferences?

Answer. 1. Resolutions have been received from two Manitoba Fresh-water fish shipping organizations in favor of the conference and discussion for organizing the credit and marketing information Bureau.

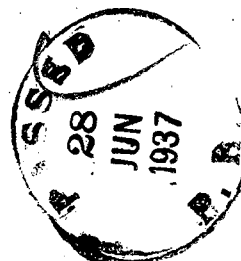
6.

Question

18.

Answer. (Cont'd).

2. The Minister of Game and Fisheries of Manitoba has signified his willingness to send delegates if such a conference is called.
  3. The New York dealers have delegated Mr. Chas. W. Triggs, managing director of Booth Fisheries Corporation, to act as their representative at such a gathering.
  4. Mr. J.H. Matthews, executive secretary of the Middle Atlantic Fisheries Association has signified his willingness to attend, if other affairs do not prevent him.
  5. Efforts are being made to obtain representatives from Alberta and Saskatchewan Fish Dealers and Government departments, as well as Michigan shippers.
- 





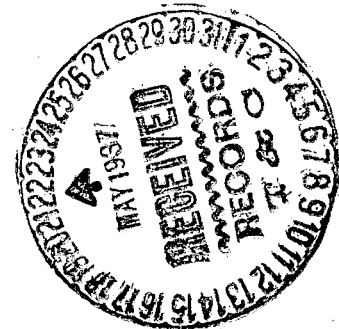
31093



DEPARTMENT OF  
MINES AND NATURAL RESOURCES  
WINNIPEG

GAME AND FISHERIES BRANCH  
A. G. CUNNINGHAM - DIRECTOR

May 20th, 1937.



A. E. Fortington, Esq.,  
Chief, Animal Products  
& Fish Exports Division,  
Commercial Intelligence Service,  
Ottawa, Ont.

Dear Sir:-

In connection with the Fishery Conference  
to be held at Ottawa on the 27th instant.

I expect to leave here on the night of the  
24th arriving in Ottawa on the morning of the 26th. I  
will be staying at the Chateau Laurier. I would like  
to have the opportunity of having a talk with you on the  
26th. There are two or three matters that I am sure  
would be of interest to your Department.

If you will kindly leave word at the Hotel  
as to how I can get in touch with you, I will call you  
on arrival.

Yours truly,

*A. G. Cunningham*

AGC/HG

DIRECTOR OF GAME AND FISHERIES.

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000176

## MEMORANDUM

LDW/WT:

To..... Major Parmelee,  
..... Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE  
Ottawa..... May 22, ..... 1937.

JUN 1 1937

Fish Meeting

It would seem desirable that a reporter should be present to take down the gist of comments made at the meeting which is being held to consider questions relating to the marketing of lake fish in the United States on May 27 next.

As we have no one on our staff who is competent to undertake this work, Mr. Cheney consulted Major Gregg, Sergeant-at-Arms of the House of Commons who in turn got in touch with Mr. Young. The latter then arranged for a Mr. Hubbard, 36 Third Avenue - Carling 4254 - to call upon us to state that he was an experienced parliamentary reporter, but when the House was not in session he was not regularly engaged. He could do this work for the regular charge of thirty cents per folio, there being three folios to the one page.

I have no idea as to the extent to which the discussion will run at the forthcoming meeting, but if we desire to have either a verbatim report or a digest of the discussions it will be necessary to employ someone with the qualifications of Mr. Hubbard.

I shall be glad if you will let me know if there will be any appropriation to which this could be charged or whether you think we should incur this expenditure which might run into \$20 or \$30.

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T. & C. RECORDS

## MEMORANDUM

LDW/UT.

To: Major Parmelee,  
Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE  
Ottawa May 23, 1937.

MAY 26 1937

Fish Meeting

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I shall be glad if you will let me know if there will be any appropriation to which this could be charged or whether you think we should incur this expenditure which might run into \$20 or \$30.

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COPY.

Form A.74.

MAY 25 1937

31095

May 22, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Payments for Fish.

I have received your letter of the 19th instant, your file No. 105, and note the efforts which you have taken to determine what the prospects are for obtaining payment of the accounts in question.

I am forwarding a copy of your letter to Mr. Ross Gray, M.P., and I wish to thank you for your prompt attention in the matter.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB



000179

COPY.

Form A.74.

31093

MAY 25 1937

May 22, 1937.

Ross Gray, Esq., M.P.,  
House of Commons,  
O T T A W A.

Dear Sir:

Payments for Fish.

With further reference to recent correspondence concerning irregularity in payment of accounts in New York for Canadian fish, I am attaching a copy of a letter dated the 19th instant, received from our office in New York.

I earnestly hope that eventually settlement of these accounts will be made to the satisfaction of the Canadian exporters who are involved. As I mentioned in my previous letter, I believe that in the forthcoming fish conference on the 27th instant, much may be accomplished in the way of obtaining and distribution of credit information among Canadian shippers. Any progress which may be made in this direction should serve to reduce if not eliminate future risks.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB

Enc.



000180

*Major Parmelee*

31093

DEPARTMENT OF TRADE AND COMMERCE

Ottawa, May 21, 1937.

JUN 8 1937

Notice re Meeting to consider  
Marketing of Lake Fish in the  
United States

- A. Meeting to open at 10 A.M. on Thursday, May 27, 1937, in Room 268 in the Centre Block of the Parliament Building at Ottawa.
- B. Agenda: --
1. Purpose of the Meeting;
  2. Proposal to establish marketing information and credit bureau in the United States;
  3. Improved marketing methods.
  4. Control of infested fish shipments.
  5. Appointment of standing advisory committee.

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T. & C. RECORDED

*[Handwritten signature]*  
28  
JUN  
1937  
P. R. O.

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

MAY 25 1937

May 19th,  
1937

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

PAYMENTS FOR FISH

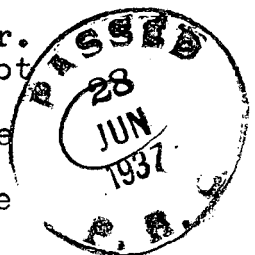
Dear Sir:

On receipt of your letter of May 15th, advising of non-payment of accounts of several fisherman constituents of Mr. Ross Gray, M.P., by New York Firms, Mr. Newman, Assistant Trade Commissioner, discussed the subject with Mr. Aaronson who controls both the Charles Braun Fish Company and the National Fish Company.

The results of the discussion may be summarized as follows:

1. Gordon L. Gallie, Camlachie, Ontario. Accounts settled.
2. Mr. Oliver Gallie's claim of \$395.80 has been paid by a check for \$200.
- X 3. Mr. Gordon McGregor's account of \$38.74 will be paid.
4. Mr. Kenneth Gallie's accounts were settled on January 19th, 1937.
- X 5. Mr. W. H. Gallie's account of \$77.91 would be settled for \$51.48.
6. Mr. W. J. Purdy's accounts with the Charles Braun Fish Company and National Fish Company will be settled on the basis of 5 cents per pound, yielding a total payment of about \$314.93. The Ideal Fish Company against whom there is listed a claim of \$126.25 is now in bankruptcy and this account should be referred to Messrs. Julius V. Einhorn Associates, 41 Park Row, New York City, who were active in proceedings against the Ideal Fish Company.

While we have thus summarized Mr. Aaronson's statements and promises to pay, we cannot give you any assurance that the payments will take place. Both the Charles Braun Fish Company and the National Fish Company have a poor record on this market. We believe this fact is well known to some of the shippers and we would ask therefore, that Mr. Gray strongly recommend to them that they deal only with firms of recognized repute, or consult



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& C. RECORDS

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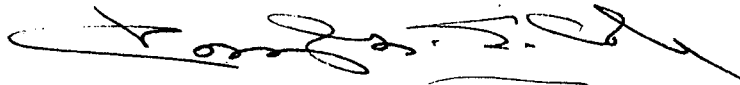
- 2 -

The Director,

**MAY 25 1937**

this office before making new commitments.

Yours faithfully,



(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC

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T. & C. RECORDS



COPY.

FORM A,74.

31093.

May 20, 1937.

D.J. Taylor, Esq.,  
Deputy Minister,  
Department of Game and Fisheries,  
Toronto, 2, Ontario.

Dear Mr. Taylor:-

Fish Meeting

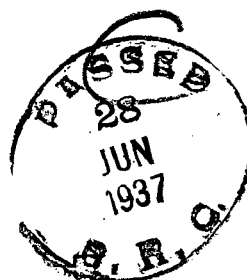
I should very much like to call upon you in Toronto on Tuesday, May 25, next in order to have a preliminary discussion with you regarding the meeting which is being held at Ottawa on May 27 to consider questions relating to the marketing of fresh water fish in the United States.

I would like to have your advice on certain questions relating to the conduct of the meeting and therefore, unless you find it inconvenient, I should be much obliged if you would kindly give me an appointment for some time on Tuesday morning, May 25, at your office in Toronto.

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

LDR/WT.



3  
21093.

May 20, 1937.

Dear Sir:-

I received your letter of May 17 in reply to my telegram of May 14 and regret to learn that it will not be possible for your Department to be represented at the meeting which is being held in Ottawa on May 27 to consider questions relating to the marketing of lake fish in the United States.

I am glad, however, that you are communicating with those interested in shipping fish from the Province of Saskatchewan and that it is possible one or another of them may attend the meeting.

Yours very truly,

Deputy Minister.

J.R. Hill, Esq.,  
Deputy Minister,  
Department of Natural Resources,  
Regina, Saskatchewan.

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T.



DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

MR. CHENEY

TELEPHONE: ~~XXXXXXXXXXXX~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~XXXXXXXXXXXX~~ ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105.....

May 19th,  
1937

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISH CONFERENCE

Dear Sir:

Further to our letter of May 18th respecting the proposed fish conference, on May 27th, Mr. J. H. Matthews of the Middle Atlantic Fisheries Association has asked that you kindly withhold action regarding the copy of his speech which we enclosed.

He advises that it will be necessary to make a number of revisions and hopes to be able to supply us with a revised copy in the course of the next few days.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

GAN:HC

INDEXED  
& C. RECORD





SASKATCHEWAN



DEPUTY MINISTER OF NATURAL RESOURCES

Regina, Saskatchewan,  
May 17, 1937.

*Mr. Wilgrees*  
*[Signature]*

J. G. Parmelee, Esq.,  
Deputy Minister of  
Trade and Commerce,  
OTTAWA, Ontario.



Dear Sir:

*R*

We regret to advise, in reply to your telegram of May 14th that it will not be possible for this Department to be represented at the Conference. We are, however, communicating with those interested in shipping fish from the Province, and trust that one or another of them may see fit to attend the Conference.

Yours very truly,

*[Signature]*

JRH/MI

J. R. HILL  
Deputy Minister

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COPY.

FORM A,74.

31093.

May 20, 1937.

W.A. Found, Esq.,  
Deputy Minister,  
Department of Fisheries,  
Ottawa.

Dear Mr. Found:-

Fish Meeting

I am enclosing a draft  
agenda which I have prepared for the fish meeting  
to be held in Ottawa on May 27.

I shall be glad if you  
will let me know if you have any suggestions to  
make with regard to this agenda.

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

LDW/WT.  
ENCL.



FISH MEETING AGENDA

1. Purpose of the meeting;
2. Proposal to establish marketing information  
and credit Bureau in the United States;
3. Improved marketing methods;
4. Control of infested fish shipments;
5. Appointment of standing advisory committee.



COPY.

Form A.76.

51093.

May 19, 1937.

Dear Sir:-

I wish to advise that a meeting is being hold in Ottawa on May 27 to consider questions relating to the marketing in the United States of fish caught in Canadian lakes.

This meeting will be attended by representatives of the Provincial Government Departments concerned with the fisheries in Alberta, Manitoba, Ontario and Saskatchewan, and also representatives of organizations representing exporters in these Provinces.

I am informed by the Canadian Trade Commissioner at New York that you have been appointed the representative of the New York Fish Dealers in connection with questions pertaining to the marketing of Canadian fish and I would, therefore, be very glad if you find it possible to attend the meeting as the representative of New York fish dealers.

Yours faithfully,

Deputy Minister.

W. Triggs, Esq.,  
Managing Director,  
Booth Fisheries Corporation,  
309 West Jackson Boulevard,  
Chicago, Illinois, U.S.A.

T.



COPY.

FORM A,74.

31093.

May 19, 1937.

D.S. Cole, Esq.,  
Canadian Trade Commissioner,  
New York City, N.Y., U.S.A.

Dear Sir:-

Fish Meeting

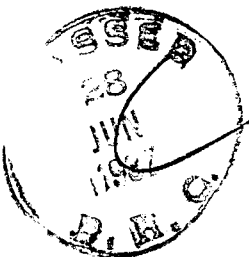
I have your letter of May 18, file No. 105, and am much obliged to you for the information you have furnished with regard to the meeting to be held in Ottawa on May 27 concerning the marketing of fresh water fish in the United States.

In accordance with your suggestion letters have been sent to Mr. J.H. Matthews, Executive Secretary, The Middle Atlantic Fisheries Association, New York City, Mr. R.P. Dillon, Secretary, The Michigan Commercial Fishermen's Association, Bayport, Michigan, and to Mr. Charles W. Triggs, Managing Director, Booth Fisheries Corporation, Chicago, Illinois, inviting them to be present at the meeting. I am enclosing, herewith, for your information, a copy of the letter which we sent to each of these gentlemen.

I am much obliged to you for the draft agenda enclosed with your letter. This will be an excellent guide to the Department in preparing for the meeting. I think, however, it would be desirable to circulate in a briefer form a list of the topics which are likely to be discussed and for this purpose I am enclosing a draft agenda which I have prepared on the basis of the information you supplied. I should be glad if you could give me any suggestions in regard to this draft agenda, possibly by telephone, as I will wish to circulate copies to those attending before the end of the week.

I thank you for enclosing the duplicate copies of the address which Mr. J.H. Matthews proposed to deliver. I am having copies of this address mimeographed so that it may be distributed at the meeting on the conclusion of his address.

I think that the opportunity for Mr. Matthews to deliver this address will arise at the first session on the morning of May 27. After the opening addresses, you, as Canadian Trade Commissioner in New York, could speak on the problem as you see it. This could then be followed by speeches by each of the Provincial Government representatives.



000191

COPY.

FORM A,74.

- 2 -

The trade representatives from the Provinces could then be called upon if they are desirous of making any statements.

I think that Mr. Newman should give some information as to the experience of the New York office in dealing with the problems and this could be followed by the address of Mr. Matthews.

I shall be glad to discuss this and other points with you before the meeting and I think it would be advisable if Mr. Newman could be in Ottawa on Wednesday morning, May 26, to go over these and other points. In the meantime I shall be glad of any further suggestions which you feel you could submit at this stage.

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

ENCLS.



LDW/WT.

000192

COPY.

Form A.76.

31093.

May 19, 1937.

Dear Sir:-

I wish to advise that a meeting is to be held at Ottawa commencing Thursday morning May 27, to consider questions relating to the marketing in the United States of fish caught in Canadian lakes.

Invitations have been sent to the heads of the Departments concerned with the fisheries in each of the Provinces of Alberta, Manitoba, Ontario and Saskatchewan. They have also been asked to extend invitations to any organizations embracing exporting of lake fish in their respective Provinces.

I am advised by the Canadian Trade Commissioner at New York that you have been very helpful to him in the extension of information and assistance in connection with problems relating to the marketing of Canadian fresh water fish in the United States. I am, therefore, very pleased to have this opportunity of extending an invitation to you to attend the proposed meeting.

Yours very truly,

Deputy Minister.

J.H. Matthews, Esq.,  
Executive Secretary,  
The Middle Atlantic Fisheries Association,  
203 Front Street,  
New York City, N.Y., U.S.A.

Also sent to:-

R.P. Dillon, Esq.,  
Secretary,  
The Michigan Commercial Fishermen's Association,  
Bayport, Michigan.

T.



000193

COPY.

Form A.76.

31093.

May 19, 1937.

Dear Sir:-

I thank you for your letter of May 15 in reply to my telegram of May 14 addressed to Mr. C.H. Attwood, inviting you to send representatives to the meeting which is being held in Ottawa on May 27 to consider questions relating to the marketing of lake fish in the United States.

I am very glad that you will be able to attend the meeting on behalf of your Department and also that Mr. S.V. Sigurdson, President of the Lake Winnipeg Fish Producers' Association, will be attending and that possibly one or two of the larger companies will be sending representatives.

I hope to advise you in a day or two regarding the time and place of the first meeting and a list of the subjects to be discussed.

Yours very truly,

Deputy Minister.

A.C. Cunningham, Esq.,  
Director of Game and Fisheries,  
Department of Mines and Natural Resources,  
Winnipeg, Manitoba.

T.





COPY.

Form A.76.

31093.

May 19, 1937.

Dear Sir:-

I sent you a night letter telegram on May 14 reading as follows:-

"It has been proposed that meeting be held to discuss establishment of credit information bureau in United States to serve and protect exporters of lake fish from Ontario and three Western Provinces STOP Minister Trade and Commerce agreeable this Department sponsoring meeting of representatives of Provincial Departments and trade organizations concerned to discuss this and other problems relating to marketing lake fish in United States STOP Accordingly you are invited to be represented at meeting for this purpose to be held at Ottawa on Thursday May twenty seventh and to bring representatives of trade or fishermen's organizations in your Province concerned with export of lake fish to United States STOP Would appreciate early advice regarding this invitation and names of representatives who will be attending from your Province."

A similar invitation to attend the above meeting was sent to the heads of the Departments concerned with the Fisheries in Alberta, Manitoba and Ontario.

I have received communications from Mr. D.J. Taylor, Deputy Minister, Department of Game and Fisheries, Toronto, Ontario, and from Mr. A.G. Cunningham, Director of Game and Fisheries, Winnipeg, Manitoba, indicating that they would be pleased to attend the meeting and that no doubt a number of representatives of the fish exporters in their respective Provinces would also attend.

I hope that it will also be possible for your Department to send a representative and I shall look forward to hearing, in due course, the names of the representatives from your Province who will be attending the meeting.

Dr. W.W. Amos,  
Deputy Minister,  
Department of Natural Resources,  
Regina, Saskatchewan.

.....



000195

**COPY.**

Form A.76.

- 2 -

I hope to be able to  
send you in a day or two particulars with regard  
to the time and place of the first meeting and  
a list of the subjects which will be discussed.

Yours very truly,

Deputy Minister.

T.



000196

COPY.

Form A.76.

31093.

May 19, 1937.

Dear Sir:-

I sent you a night letter telegram on May 14 reading as follows:-

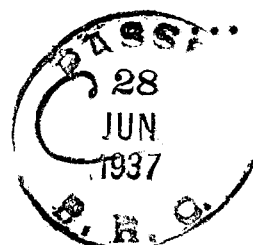
"It has been proposed that meeting be held to discuss establishment of credit information bureau in United States to serve and protect exporters of lake fish from Ontario and three Western Provinces STOP Minister Trade and Commerce agreeable this Department sponsoring meeting of representatives of Provincial Departments and trade organizations concerned to discuss this and other problems relating to marketing lake fish in United States STOP Accordingly you are invited to be represented at meeting for this purpose to be held at Ottawa on Thursday May twenty seventh and to bring representatives of trade or fishermen's organizations in your Province concerned with export of lake fish to United States STOP Would appreciate early advice regarding this invitation and names of representatives who will be attending from your Province."

A similar invitation to attend the above meeting was sent to the heads of the Departments concerned with the Fisheries in Manitoba, Ontario and Saskatchewan.

I have received communications from Mr. D.J. Taylor, Deputy Minister, Department of Game and Fisheries, Toronto, Ontario, and from Mr. A.C. Cunningham, Director of Game and Fisheries, Winnipeg, Manitoba, indicating that they would be pleased to attend the meeting and that no doubt a number of representatives of the fish exporters in their respective Provinces would also attend.

I hope that it will also be possible for your Department to send a representative and I shall look forward to hearing, in due course, the names of the representatives from your Province who will be attending the meeting.

John Harvie, Esq.,  
Deputy Minister,  
Department of Lands and Mines,  
Edmonton, Alberta.



**COPY.**

**Form A.76.**

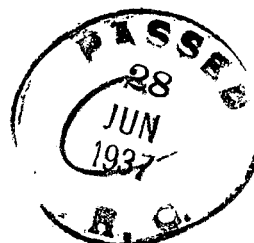
- 2 -

I hope to be able to send you in a day or two particulars with regard to the time and place of the first meeting and a list of the subjects which will be discussed.

Yours very truly,

Deputy Minister.

T.



000198



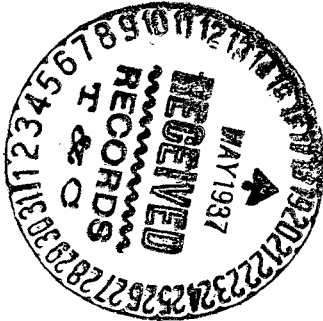
ONTARIO

GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

MR. CHENEY

MR. WILGESS

*W. 1093*



May 17, 1937.

R. 177.

*Mr. Wilgess*  
Dear Mr. Parmelee:

On my return to-day your letter of May 14th was placed before me and I wish to thank you for the consideration given to a change in the date for the conference and I note May 27th is proposed. I think this will be much more convenient for all concerned.

I hope to personally represent the Ontario Department at this conference and will notify the various licensed fishermen, who are also fish exporters in this Province. As to the names of those who will attend, you will appreciate the difficulty in giving you anything reliable in this respect, although I do hope to have a fair representation of the fishermen, as well as the Ontario Department, present at this conference, when I hope some progress will be made to eliminate unnecessary annual losses that have taken place to the fishermen of this Province up to the present time.

Yours truly,

*[Signature]*  
Deputy Minister.

James G. Parmelee, Esq.,  
Deputy Minister, The Department of Trade and Commerce,  
Ottawa, Ont.

DJT/VJD.

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DEPARTMENT OF

MR. CHENEY

TELEPHONE: CIRCLE 6-1230



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

May 18th,  
1937



The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISH CONFERENCE

Dear Sir:

Thank you for your letter of May 14th, your file 31093, advising of arrangements made for a meeting of Provincial authorities and trade representatives in Ottawa on May 27th.

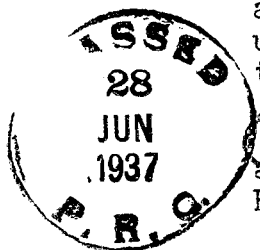
After consultation with Mr. J. H. Matthews and Mr. Newman, it seems advisable to suggest that Mr. J. H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, 203 Front Street, New York City, and Mr. R. P. Dillon, Secretary of the Michigan Commercial Fishermen's Association, Bayport, Michigan, be invited to attend the meeting.

There also appears to be a number of reasons favouring an invitation to Mr. Charles W. Triggs, Managing Director of Booth Fisheries Corporation, 309 West Jackson Boulevard, Chicago, Illinois, to which I think the Department should give consideration, even though Mr. Found's point is appreciated.

✓ As you will note from the attached copy of a letter received from Mr. Triggs this morning, he has been following closely the development of the meeting. His co-operation with this office has been equally close, and in the interest of this relationship, it is difficult to ignore his name at this juncture. But, aside from this immediate aspect of the question, the fact remains that to refuse an invitation to Mr. Triggs is to refuse recognition to the nominee of the New York dealers and in a measure prejudice the interests of the proposed Bureau which has every reason to desire this goodwill.

Again, Booth Fisheries Corporation is probably the largest single distributor of fresh water fish in the United States, with branches in many centres and Mr. Triggs therefore, would bring to the meeting an understanding and authority which should contribute much towards its success.

Mr. J. H. Matthews believes, that if acceptable to the Department, Captain F. W. Wallace, Editor of "Canadian Fisherman", Gardenvale, Quebec,



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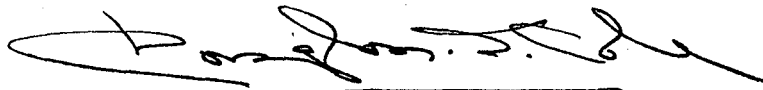
The Director,

should be included in the invitations. It appears that Captain Wallace was editor of "Fishing Gazette" for a number of years and in this capacity became familiar with fish marketing in the United States. His knowledge of trade in Canada and the United States, in Mr. Matthews' opinion, should add materially to the meeting.

✓ As requested, Mr. Newman has prepared a suggested agenda for the meeting and it is attached herewith.

✓ I am including also, duplicate copies of Mr. J. H. Matthews' proposed address which appears on the agenda as opening the afternoon session of the first day. It is suggested that it would be useful if this speech were multigraphed and copies given to the delegates of the conference after its delivery by Mr. Matthews.

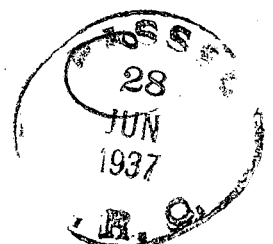
Yours faithfully,



(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
Encs.

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C  
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Y

BOOTH FISHERIES CORPORATION

309 W. Jackson Blvd.

CHICAGO, ILL.

May 17th, 1937.

Mr. Douglas S. Cole,  
Canadian Government Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
New York, N. Y.

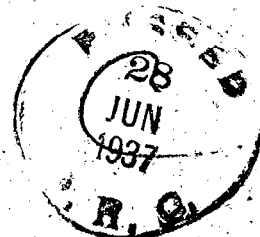
Dear Mr. Cole:

I am in receipt of your letter of May 14th in reference to the fish conference, and note that it is to be called by the Federal Government and will be held at Ottawa probably May 21st.

I received a letter under date of May 15th from our Winnipeg office stating that the Fish and Game Department had just received a night letter advising that the conference would be held in Ottawa May 27th. This letter was written a day later than this and no doubt you have received a communication from Ottawa relative to this date. If anything to the contrary, will you kindly advise?

Yours very truly,

Chas W. Triggs  
General Manager





# COPY

## CANADIAN FRESH WATER FISH MEETING

### Morning Session - May 27th

1. Introduction of Delegates.
2. Review of reasons for meeting and outline of purposes of meeting by Department of Trade and Commerce representative.
3. Open discussion to include statement of problems by Provincial Government representatives - leading to item 4.
4. Review of proposed agenda and the tabulating of any new or additional topics for consideration.
5. Discussion as to procedure of meeting.
  - (a) Length of time at disposal of delegates.
  - (b) Time limit if any to speeches.
  - (c) Any other suggestions.

### Afternoon Session - May 27th

1. Marketing Information and Credit Bureau.

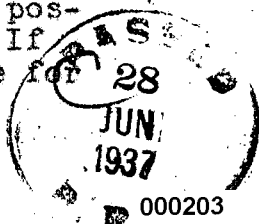
Outline by Mr. J. H. Matthews, Secretary Treasurer of The Middle Atlantic Fisheries Ass'n, New York City, introduced by a member of the Department of Trade and Commerce.
2. Discussion leading to resolution -

"That this meeting considers a Credit and Information Bureau will serve a useful purpose to the Canadian shippers of fresh water fish to the United States and therefore merits detailed consideration of this meeting."

- Mr. Matthews to answer general questions relating to this resolution.
3. Scope of Market Information and Credit Bureau's Activities.
  - (a) Location of Bureau.
  - (b) Forms of service and responsibilities.
  - (c) Control of shipments.
  - (d) Commencement date of Bureau's functions.
4. Cost of operation and proposals for defraying these costs.

It is suggested that this topic be considered in committee for report at the next morning session. Committee to consist of one representative each of Department of Trade and Commerce, Ministry of Fisheries, and respective Provinces with one delegate from one fisheries association in each Province. Mr. J. H. Matthews, Secretary of the Middle Atlantic Fisheries Association.
5. Relation of Information and Credit Bureau to its members.

It is suggested that the Bureau deal through one or more Provincial cooperative associations in each Province or with designated associations, but not with individual shippers except in specified circumstances. Each Province is requested to make statement of what it is prepared to do in this regard. It is recommended that as far as possible uniform measures be adopted by each Province. If necessary certain points may be referred to committee for report the following morning.



# COPY

## Evening Session - May 27th

### Committee Meetings.

## Morning Session - May 28th

1. Report of Committees and discussions leading to resolution.
2. Improved marketing methods.

1. Size and type of boxes recommended for packing of fresh water fish.
2. Labelling of boxes.
3. Methods of sale - consignment - contract or open account and their relation to Credit Bureau's activities.
4. Licensing of buyers and shippers - relation to Bureau and Provincial authorities.
5. Other proposals.

3. The control of infested fish shipments.

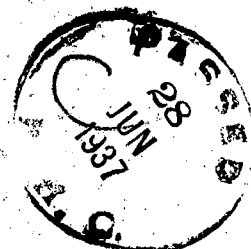
## Afternoon Session - May 28th

1. Discussion of other topics tabled.

### 2. Proposal -

That this meeting appoint a standing advisory committee to review and keep itself informed of all problems relating to the marketing of fresh water fish. That it shall be the duty of this committee to acquaint the proper authorities, Federal and Provincial with its findings and summon local or general meetings whenever it is deemed advisable. That one general meeting representative of the trade and including Provincial and Federal Government authorities be summoned every two years.

3. Final resolutions.



CREDIT PROTECTION MARKETING INFORMATION

By

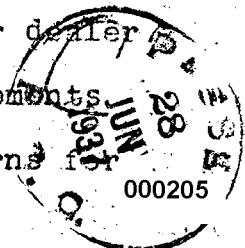
J. H. Matthews of the Middle Atlantic Fisheries Association

Most everyone who ships fresh-water fish to New York is agreed that there is a crying need for credit protection and marketing information concerning the New York market. The informational outline for the fresh-water fish conference deals more particularly with results caused largely by a lack of information, rather than causes. Conditions that have developed during the past several years have made the shipping of fish to New York a very hazardous undertaking, unless the shipper is familiar with existing conditions and confines his shipments to those dealers who have proved themselves to be trustworthy.

It has been exceedingly difficult for a shipper to determine prior to making shipments who is trustworthy, largely because of general solicitations for his shipments with promises of high returns, etc., etc.

Many of the New York dealers employ agents to operate for them in the various producing areas. Some of these agents make extravagant statements and promise almost anything in order to secure shipments for their employers. These agents usually work on a commission basis receiving a stipulated amount for each box of fish shipped through their solicitation.

Some fishermen and shippers have sought means for protecting their interests when shipping their products to this market. The means or methods employed include requests for information submitted to the Canadian Trade Commissioner in New York or to a local banking institution, as to the financial responsibility of a particular dealer or dealers. Some of these inquiries are instituted before shipments are made, but, in most cases, the inquiry is made because returns for



- 2 -

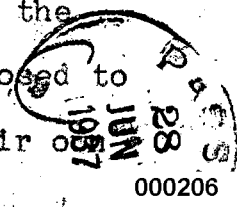
a consignment have not been received, or that payment has been received for a shipment in a lesser amount than that agreed upon with or with an explanation as to why a deduction was made.

The practice of purchasing fish at points of production was instituted by some of the dealers as a means of diverting shipments from other dealers who had been handling shipments on a consignment basis. Offers to buy from the fishermen forced other dealers into competitive bidding in order to secure sufficient supplies to care for their trade, resulting at times in prices higher than the fish could be sold for in the New York market. Due to such losses, some of the dealers resorted to the cutting of bills, alledging poor quality of fish, short weight in packages, or giving some other reason without furnishing any supporting evidence.

The so-called open account method was adopted by several dealers to combat direct purchasing. This method is similar to consignment shipping except that the dealer pays the shipper an f.o.b. price based on the selling price in New York. This method, however, has been discontinued by most of the dealers.

Prior to the inauguration of direct purchasing, practically all fish handled by the New York dealers were shipped to them on consignment. The shippers encountered very little difficulty in obtaining their returns, and from the standpoints of both the shipper and the wholesaler, the business was in a far more healthy condition than it is at present.

The keen competition that had developed among the wholesalers led to the formulation of groups or factions opposed to one another. These groups combined to work together for their own



- 3 -

particular benefit, resorting to all sorts of practices, to undermine the business of other groups and independents. This resulted in severe losses to all the dealers. Many of them, not financially strong, were forced out of business; some in a comparatively short time re-entering business under another name.. Others passed their losses on to the producing fishermen in the form of cut bills or refusals to pay. The conditions existing became extremely chaotic and the present outlook is not very bright for the entire industry unless a stabilizing influence is exercised over this market.

The plan that has been submitted to the Canadian Trade Commissioner in New York, will, it is believed, go far in remedying the conditions that exist in this market. It will provide a source of information that is unbiased or uninfluenced by any of the dealers. The plan contemplates a well-rounded informational service as well as other services, such as inspection of shipments, handling complaints, claims, etc., and such other activities that may be necessary to protect the shippers' interest.

#### GRADING, LABELING AND MARKETING

There is a close relationship between grading and labeling inasmuch as the packages should be labeled as per the grading. Fish should be graded as to sizes and the pack should be uniform. Standards should be developed for each species, e.g., white-fish "large"--over three and one-half pounds, "medium" or "No. 1"--two and one-half to three and one-half pounds, "Small" or "No. 2"--one and three-quarters to two and one-half pounds. After determining the proper designations for the various size ranges, they should be standardized throughout the industry and the packages labeled in

- 4 -

conformity with their contents.

Scrupulous care should be exercised in the handling and packing of fresh fish. As soon as possible, after removal from the water, they should be placed under ice and thoroughly chilled before packing for shipment. Fish of questionable quality should not be shipped. There should be but one standard of quality--and that, the "best". The market cannot be developed with fish of poor quality. Boxes holding fifty pounds, net weight of fish, should be the standard package. These boxes should be constructed of wood, with the top board on each side three or four inches wide and extending four inches beyond each end. Such construction will not permit the boxes to be placed on their ends in a car or truck, and will insure transporting without seriously disturbing their contents. Unclean boxes nor boxes bearing the name or marks of another should be used for shipping purposes.

An identification system should be developed as a means of identifying any fishermen's shipments. The license number (whenever fishermen are licensed) or some mark or symbol could be stenciled on the package. If some symbol should be adopted by a group of shippers, an additional mark or the license number should be registered in the office of the bureau. Such a system will be invaluable when necessary to give shipments special attention and for inspection purposes.

Identification and labeling systems, such as recommended above, will soon make evident those shippers who are careless in handling and packing their products. When a shipper realizes that fish of high quality sell to better advantage than those of

- 5 -

poor quality, he will have a decided incentive to improve his pack.

All the Canadian laws and regulations relating to fish and fisheries, should be just as strictly observed covering fish to be exported to the United States as though distribution were to be made in the Dominion. The laws and regulations of the United States apply upon entry of the product into that country. The Federal, State and City pure food, health, marketing and conservation laws and regulations apply equally to imported and domestic products. There is, however, very little difference, if any, in the substance of the regulations of the two countries relating to the handling and sale of fishery products.

Consignment:

Consignment shipments are, generally speaking, more advantageous to the shipper when he deals with a reputable dealer. Under this method, the shipper receives an account sales showing the amount for which his fish have been sold in the market, the amount of transportation and duty charges, the amount of commission and the net amount due the shipper, together with a check for the net proceeds. The New York wholesale dealers, operating as commission merchants, are, in fact, del credere agents or factors. A factor's duties is to sell goods consigned to him, as directed by his principal, and to carry out with care, skill and good faith, any instructions he may receive; to receive or make payment; to keep accounts and to hand over to his principal the balance standing to his principal's credit without any deduction save for commission and expenses. In the New York market, a factor makes himself personally responsible for the solvency of the persons with whom he

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deals; sells in his own name; gives warranties as to goods sold by him; gives credit as is usual in his business; receives payment in cash or as is custom; gives receipts in full discharge. If a factor fails to render proper accounts, his principal may, by proper legal proceedings, obtain an account and payment of what is due. Criminal acts by a factor in relation to his principal's goods are dealt with by Federal and State Criminal laws.

Because there has been a general disregard of legal obligations on the part of many New York wholesalers and the fact that for a long period of time there has been considerable strife between groups, conditions have become so chaotic that the orderly marketing of fish has suffered to a very great extent. It is not altogether practical for a principal to give specific instructions to a factor for the handling and sale of such perishable products as fish on an open market. It, therefore, devolves upon the factor to diligently carry out the usages of the business in such a market. A shipper in distant producing area has had to depend upon the factor with whom he entrusts his goods for information as to market conditions and values. Much of such information given by many of the factors is biased in their favor. Information coming from an independent source will not only cover the activities of a dealer to whom a specific consignment is made, but of the general market.

#### Contracts:

For consignment, no form of contract is necessary as the common law applying to factor and principal may be invoked when there is evidence of fraud or conversion. Information gathered

000210



- 7 -

daily by the bureau, including selling prices, etc., would form the basis for determining proper accounting.

For outright purchase the form of contract would vary with conditions and terms of agreement, whether the contract covers a single product or the whole or part of a season's production. Many different methods of purchase are employed, contact by telephone, where the terms of purchase and sale are consummated verbally. Usually such negotiations cover purchases for immediate shipment, and written contracts, would be impracticable; when negotiations are conducted by telegraph, and the terms and conditions of purchase and sale are clearly set forth in the message, upon acceptance by both parties would constitute, in most cases, a contract binding upon both.

Contracts entered into with the accredited representative or agent of a purchaser or a seller are as binding upon both principals as though the contract had been negotiated by the principals.

Contracts for future deliveries, such contracts should be specific as to terms and conditions. The prices to be paid, the quantities to be delivered, the varieties, the size of the fish, source of production, methods of packing, dates of shipment, terms and methods of payment, and all other pertinent factors should be clearly set forth.

Contracts are occasionally made to cover an entire season's production. Sometimes these contracts specify differing prices and differing quantities for certain periods of the season. The following is a suggested form of standard contract.

- 8 -

Agreement, made at \_\_\_\_\_ the \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_\_\_, by and between \_\_\_\_\_ of \_\_\_\_\_ hereinafter called the Seller, and \_\_\_\_\_ of \_\_\_\_\_ hereinafter called the Purchaser.

Witnesseth, that the parties hereto, in consideration of the promises and agreements hereinafter contained and the performances thereof, have agreed and do hereby agree as follows:

That the Seller agrees to sell and convey to the Purchaser and the Purchaser agrees to buy and accept of and from the Seller the merchandise herein described, at the price or prices stipulated and under the terms and conditions herein set forth as follows:

| Quantity | Species or Variety | Production of Lake or other body of water | Size Ranges | Price per pound or per unit |
|----------|--------------------|-------------------------------------------|-------------|-----------------------------|
|----------|--------------------|-------------------------------------------|-------------|-----------------------------|

The Seller agrees that the merchandise aforesaid shall be of first quality, carefully handled, thoroughly chilled immediately after being taken from its natural habitat, packed in clean boxes, each containing fifty pounds net weight together with sufficient ice to insure proper refrigeration until arrival at its destination in \_\_\_\_\_.

The Purchaser agrees to accept title to the merchandise aforesaid, upon delivery to the designated transportation company or carrier and its acceptance in good condition by the transportation company or carrier and the issuance of properly executed manifests and bills of lading.

The risk of loss, injury or destruction of said merchandise from any cause whatsoever at any time subsequent to delivery to the designated transportation company or carrier is hereby assumed by the Purchaser, and such loss, injury or destruction shall not operate in any manner

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- 9 -

release said Purchaser from the obligation to make the payment or payments as hereinafter provided and shall not release said Purchaser from any one or more of the terms of this agreement.

The Purchaser agrees to make payment to the Seller in cash, certified bank draft or money order at par, as follows:  
(specify terms as agreed)

In the event of the aforesaid merchandise arriving at destination in any condition other than in conformity with the terms of this agreement, the Purchaser agrees to immediately notify the Fishery Service Bureau and request that the said merchandise be inspected, with a view to determining whether a breach of this agreement has occurred. Both the Seller and the Purchaser agree to abide by the finding of the said Fishery Service Bureau.

In Witness Whereof, the parties hereunto have set their hands and seals the \_\_\_\_\_ day of \_\_\_\_\_ in the year One Thousand Nine Hundred and \_\_\_\_\_.

Sealed and delivered in the \_\_\_\_\_ LS.  
presence of \_\_\_\_\_ LS.  
\_\_\_\_\_ LS.  
\_\_\_\_\_ LS.

#### INFESTED FISH

Infested fish are prevalent only in certain lakes. Fish from these lakes should not be shipped into the United States in violation of the Food and Drugs law. There have been attempts to have such fish pass through points of entry by marking the fish as having

000213

- 10 -

been produced in other waters; also by marking the boxes as containing a different species of fish. Such practices are injurious to the Canadian industry, and such attempts should be curtailed. There are probably several ways of defeating the practices among which may be the stenciling of all boxes with the producer's name, the waters from which the fish are taken, the species of fish and the license number of the fisherman or shipper by a certificate accompanying the shipment certifying that the fish have been inspected under governmental supervision. It may be possible to have shipments cleared without the necessity of extensive examination provided the Food and Drugs officials are convinced that shipments so marked, or that are accompanied by such a certificate, are not infested. There is little doubt that continued attempts to bring in infested fish will react detrimentally to all Canadian fish coming into the United States.

When some definite plan has been evolved, the matter may be handled through the Canadian Government office in Washington or by the Service Bureau in New York.

Recommendation is made that the provincial or Dominion governments institute scientific investigations to determine the source of infestation and to take the necessary steps for its abatement.

#### SERVICE PLAN PROPOSED BY THE MIDDLE ATLANTIC FISHERIES ASSOCIATION

The Middle Atlantic Fisheries Association proposes to establish a bureau to be known as the Fishery Service Bureau. The activities of this bureau will be separate and distinct from other association activities. Only those who are engaged in the production and shipping of fish will be eligible to bureau membership. The plan embraces such services as are intended to safeguard the interests of

- 11 -

the fishermen and the shippers to the New York market.

1. The services would include reports covering the moral and financial standing of every dealer in the New York market.

2. Information and wholesale prices in the New York market.

3. Reports on general market conditions.

4. Inspection of shipments in the event of arrival in bad or damaged condition.

5. Adjustment of complaints.

6. Handling of claims against dealers through direct contact without additional charge or at cost when necessary to institute legal proceedings.

7. Handling transportation matters including damage, claims, etc., without additional charge or at cost when necessary to institute legal proceedings.

8. Such other activities as may be found advisable, or necessary, to be added to the service from time to time.

The bureau would institute a system for gathering information concerning the integrity and the financial responsibility of each dealer. The information would be kept up-to-date in order that reports reflect current conditions. A field man would be stationed in the marketing area. He would record prices for which the various species are being sold; he would note any changes in price levels; he would note all market conditions and any changes thereof; he would inspect shipments that may arrive in bad or damaged condition or that for any reason may not be up to marketing standard. At the close of the day, he will make a written report covering the day's operation.

These records so kept, will in large measure, determine

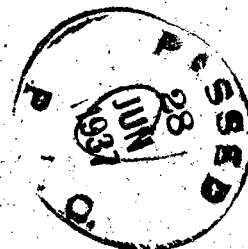
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- 12 -

the justification or merits of a complaint. All complaints received will be thoroughly investigated and, when justified, satisfactory adjustment will be insisted upon and legal action taken when necessary.

Claims will be handled in much the same manner as complaints. Settlements will be effected whenever possible by direct contact and legal action taken only when found to be necessary.

All complaints and claims will be handled by the bureau's manager, and all activities of the bureau will be under his direct supervision. The bureau and all its activities will be subject at all times to the inspection of the Canadian Trade Commissioner's office in New York.



COPY.

Form A.76.

31093.

May 18, 1937.

Dear Major Gregg:-

This Department is sponsoring a meeting of representatives of Provincial Departments concerned with the fisheries in Alberta, Manitoba, Ontario and Saskatchewan, together with representatives of trade organizations interested in the marketing of lake fish in the United States.

This meeting is being held on Thursday, May 27, and it is expected that some sixteen representatives from the different Provinces and from Dominion Government Departments will be attending the meeting.

I shall be much obliged if you could kindly place at our disposal a room in the House of Commons for the purpose of the meeting which would probably last two days.

I am asking Mr. H.W. Cheney, Secretary of the Commercial Intelligence Service, to call upon you in order to consult with you regarding the accommodation required and I shall be much obliged if you will accord him the necessary facilities.

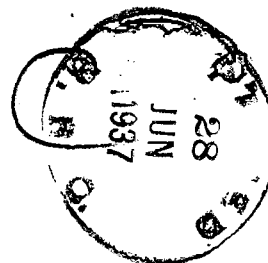
Yours very truly,

(Sgd.) JAS. G. PARMELEE

Deputy Minister.

Major H.F. Gregg,  
Sergeant-at-Arms,  
House of Commons,  
Ottawa.

T.



**COPY.**

Form A.76

31093.

May 18, 1937.

Dear Dr. Taylor:-

I have your letter of May 14 enclosing copy of a letter which your Department received from Mr. F.W. Wallace, Editorial Director, National Business Publications, Limited, Gardenvale, P.Q.

We shall be very pleased indeed to have Mr. Wallace present at the meeting which is being held on May 27 and I am enclosing copy of a letter which I have written to him to-day.

Yours very truly,

(Sgd.) JAS. G. PARMELEE

Deputy Minister.

Dr. D.J. Taylor,  
Deputy Minister,  
Department of Game and Fisheries,  
Toronto, Ontario.

T.





COPY.

Form A.76.

May 18, 1937.

31093.

Dear Sir:-

I am informed by the Deputy Minister of Game and Fisheries of the Province of Ontario, that you would be interested in attending the meeting which is being held at Ottawa on May 27 to discuss the establishment of a credit information bureau in the United States to serve and protect Canadian exporters of lake fish.

This Department is sponsoring the above meeting and we shall be very pleased indeed if you could attend in your capacity as Editorial Director of the "Canadian Fisherman" and past president and a director of the Canadian Fisheries Association.

I shall advise you later with respect to the time and place of the first meeting.

Yours very truly,

(Sgd.) JAS. G. PARMELEE

Deputy Minister.

F.W. Wallace, Esq.,  
Editorial Director,  
National Business Publications, Ltd.,  
Gardenvale, P.C.

T.



COPY.

Form A.74.

31093

May 17, 1937.

Ross Gray, Esq., M.P.,  
House of Commons,  
O T T A W A.

Dear Sir:

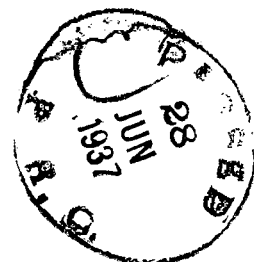
Payment of Fish Accounts - New York.

With reference to the question of the non-payment or incomplete payment of accounts reported in respect of New York fish dealers, I am very much concerned over the fact that Mr. Gordon L. Gallie and other shippers in his vicinity have become involved. When irregularities in the payment of fish accounts were first reported to this Department the matter was viewed in a serious light and immediate steps were taken to notify fisheries officers of the Provinces, who in turn advised shippers in their respective territories that the utmost care should be observed in making future shipments. The inadvisability was stressed of sending further consignments without previous knowledge through our Trade Commissioner in New York that the consignees were reliable both financially and in point of integrity.

From discussions which have already taken place I believe that by mutual co-operation between interests concerned there could be some recognized medium of obtaining up-to-date information concerning United States fish dealers. With this object in view the Department is calling a meeting on the 27th instant, in Ottawa, which will include representatives of the Provincial Governments connected with fisheries, Canadian shippers, United States importers, as well as officers of the Dominion Government.

Perhaps I should mention that Mr. D. S. Cole, the Canadian Trade Commissioner in New York, has been unusually active in his efforts to segregate desirable firms from undesirable ones. This portion of the problem alone is quite a difficult one as you will appreciate when I mention that more than one firm have been unfavourably reported upon recently, notwithstanding the fact that these firms have been traders on Peck Slip in New York City for a large number of years.

Please .....



000220

**COPY.**

Form A.74.

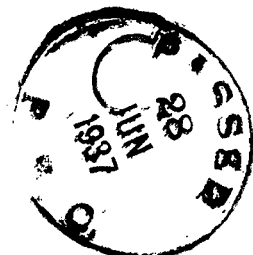
- 2 -

Please let me assure you how I share your concern for shippers who have become involved. I have already written Mr. Cole outlining the transactions which you have reported, asking him to apply his special endeavours to see what can be done to obtain settlement. I shall not fail to advise you just as soon as I receive Mr. Cole's reply.

Yours faithfully,

(L. D. Wilgress)  
Director,  
Commercial Intelligence Service.

AEF/EB



000221



PLEASE REFER

TO FILE.....

MAY 18 1937

DEPARTMENT OF  
MINES AND NATURAL RESOURCES  
WINNIPEG

GAME AND FISHERIES BRANCH

A. G. CUNNINGHAM - DIRECTOR

May 14th, 1937.



Confidential

A. E. Fortington, Esq.,  
Chief, Animal Products  
& Fish Exports Division,  
Commercial Intelligence Service,  
Ottawa, Ont.

Your File 31093

Dear Sir:-

Re: The Keystone Fish Company

In reply to your letter of May 7th re the  
above.

I have not notified any shippers of the  
information contained in your letter as it appears to  
be general knowledge the Keystone Fish Company of New  
York have closed their office.

About the only one shipping to this par-  
ticular firm from Winnipeg would be the Keystone Fish  
Company here or possibly what is known as the Fish  
Exporters of which the local firm is a member.

Yours truly,

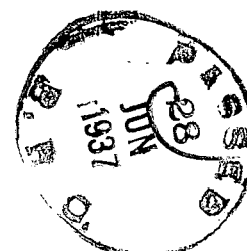
*A. G. Cunningham*

AGC/HG

DIRECTOR OF GAME AND FISHERIES.

INDEXED  
& C. RECORDS

*AGC*





ONTARIO  
GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

MAY 17 1937

May 15, 1937.

R. 177.



Sir:

Re Your File No. 31093.

Your letter of the 14th instant addressed to Mr. Taylor has been received this morning during his absence and, while I am not aware of any engagement he has made for the 27th instant, the correspondence will be placed before the Deputy Minister on his return which is expected on Monday and you will doubtless hear promptly from him direct.

I have the honour to be, sir,

Your obedient servant,

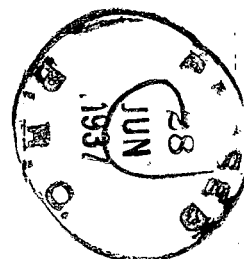
*V. J. Doolittle*

Secretarial Stenographer

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T. & C. RECORDS

James G. Pharmelee, Esq.,  
Deputy Minister,  
Department of Trade and Commerce,  
OTTAWA.

VJD/MEM.





711-52-2

OFFICE OF THE DEPUTY MINISTER OF FISHERIES  
OTTAWA

MR. CHENEY

May 15th, 1937

31093

*Mr. Whitmore*  
*Whitmore*

MAY 18 1937



Dear Major Parmelee,-

I am much obliged for your letter of the 14th instant, which embraces a copy of a telegram you sent to the Fisheries authorities of Alberta, Manitoba, Ontario and Saskatchewan proposing a conference to be held in Ottawa on the 27th instant to consider the establishment of a credit information bureau in the United States to serve and protect exporters of lake fish from these Provinces.

I shall be glad to attend this conference, if conditions will permit, but in any event the Head of our Western Fisheries Division here, Mr. Whitmore, will do so.

Yours truly,

*Wm. A. Found*  
Wm. A. Found  
DEPUTY MINISTER.

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T. & C. 55-10000  
*Wm. A. Found*

Major J. G. Parmelee,  
Deputy Minister,  
Department of Trade and Commerce,  
O t t a w a.





DEPARTMENT OF  
MINES AND NATURAL RESOURCES  
WINNIPEG

**GAME AND FISHERIES BRANCH**  
A. G. CUNNINGHAM - DIRECTOR

MR. CHENEY

PLEASE REFER

TO FILE 31093

May 15th, 1937.



*Mr. Wilgus*  
*AW*  
J. G. Parmelee, Esq.,  
Deputy Minister,  
Dept. of Trade & Commerce,  
Ottawa, Ont.

Dear Sir:-

Your wire of May 14th addressed to C. H. Attwood, Deputy Minister of this Department, has been referred to me for attention.

I note the Conference is now to be held in Ottawa on Thursday, May 27th. This date is quite satisfactory. I also wish to advise that I have been instructed to attend the Conference on behalf of this Department.

I am also advised that Mr. S. V. Sigurdson, President of the Lake Winnipeg Fish Producer's Association will be attending and possibly one or two of the larger companies will be sending representatives. I am however, not in a position at the present moment to supply you with the names of the company representatives but hope to obtain definite information this coming week and will advise you by wire.

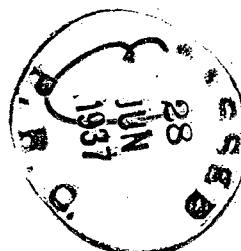
Yours truly,

*A. G. Cunningham*

AGC/HG

DIRECTOR OF GAME AND FISHERIES.

INDEXED  
& C. RECORDS



COPY.

Form A.74.

31093

May 15, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

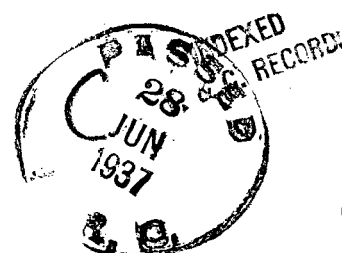
Dear Sir:

Payments for Fish.

I have been advised by Mr. Ross Gray, M.P., that several fishermen have reported to him the non-payment or part payment of accounts in respect of shipments of fish made to different consignees. As an interim measure I have not only advised Mr. Gray that the Department is calling a conference on May 27th next, but I have indicated that as soon as your original notification reached us there was no delay in its being relayed to the provincial fish authorities, who in turn disseminated it among fishermen, apparently with good results.

Mr. Gray has left considerable correspondence for my perusal, and I have promised him that I would ask you if you have any knowledge of the transactions in question, which might be summarized as follows:

- (1) Mr. Gordon L. Gallie, Camlachie, Ontario, shipped to Chas. Braun Fish Company and National Fish Company, both of whom he sued, taking settlement of \$200, with \$40 still due, this balance having been handed to Julius V. Einhorn of New York. The acting agent who bought this fish was one Bud Skinner, of West Lorne, near Sarnia, Ontario.
- (2) Mr. Oliver Gallie, shipped fish to the Chas. Braun Fish Company involving the sum of \$395.80. Apparently the fish was bought through the same medium as the previously named shipment, as Mr. B. B. Skinner on May 11th of last year tendered a cheque for the amount stated, but apparently it was returned.
- (3) Mr. Gordon McGregor of Camlachie shipped fish valued at \$222.17, payment being made by B.B. Skinner to the extent of \$183.43, leaving a balance of \$38.74 still unpaid.
- (4) Kenneth Gallie, Camlachie, shipped to the National Fish Company of New York, merchandize to the value of \$171.35, \$176.01 and \$122.98, all in May 1936, none of which has as yet been paid for. (Two shipments earlier in the same month for \$277.12 and \$170.27 were properly paid.)



000226



COPY.

Form A.74.

- 2 -

(5) Mr. W. H. Gallie, of Forest, Ontario, shipped to National Fish Company of New York various loadings which totalled \$940.84 and received two payments from B. B. Skinner totalling \$862.93, leaving a balance of \$77.91

(6) Mr. W. J. Purdy, of Sarnia, in November of 1936, made three small shipments to the Ideal Fish Company totalling \$126.25, apparently without payment, and in May 1936 to the Chas. Braun Fish Company four shipments totalling \$653.85, and also in May to the National Fish Company four shipments totalling \$455.52.

In most of these cases it appears that efforts for settlement have been made through Julius V. Einhorn, 41 Park Row, New York, apparently with little or no result.

I realize, of course, that it might be impossible for you to intervene with any degree of satisfaction, although I should mention that payment for all of these shipments seems to have been placed in legal hands in Canada. However, I have advised Mr. Ross Gray that you would be approached in the matter and so I shall appreciate your taking any steps that you may consider advisable and let me have information indicating present conditions regarding these accounts and general prospects for obtaining payment.

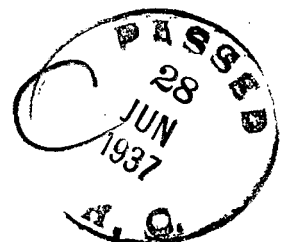
Yours faithfully,

(L. D. Wilgress)

Director,  
Commercial Intelligence Service.

AEF/EB

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V. A. C. RECORDS



000227

31093



ONTARIO

GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2



May 14, 1937.

R. 177.

Dear Sir:

On May 7th the Department received a letter from Mr. F. W. Wallace, Editorial Director, Canadian Fisherman, Gardenvale, Quebec.

It was our intention to advise Mr. Wallace when a definite date was set but in view of your wire of yesterday I am writing him to-day to the effect that, as this conference will doubtless be called by the Federal Government and held at Ottawa, a copy of his letter is being forwarded to you for attention when a date has been definitely decided upon.

Trusting our action in this matter meet with your approval, I am,

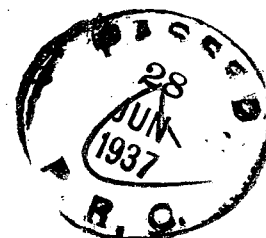
Yours very truly,

*[Signature]*  
Deputy Minister.

J. G. Parmelee, Esq.,  
Deputy Minister of Trade and Commerce,  
Ottawa, Ont.

VJD.  
Enclosure.

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T. & C. RECORDS



NATIONAL BUSINESS PUBLICATIONS, LTD.

Gardenvale, Que.

Gardenvale, Que.,  
May 6th, 1937.

Hon. H. C. Nixon,  
Minister of Game and Fisheries,  
Parliament Buildings,  
Toronto, Ont.

Dear Mr. Nixon:

According to press reports, the conference between  
Manitoba and Ontario fish producers and New York fish buyers,  
etc., is proposed to be held in Toronto on May 14th.

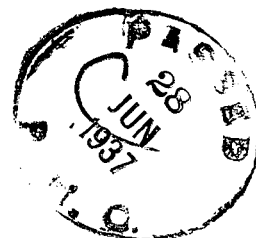
As our publication, the "Canadian Fisherman," is keenly  
interested in this subject, I would like to know if the date and  
the place of the meeting has been definitely decided upon. The  
writer is the Editorial Director of the "Canadian Fisherman" and  
past president and a director of the Canadian Fisheries Association,  
and would like to be present at the conference in my official  
capacity.

Yours faithfully,

CANADIAN FISHERMAN

(Signed) F. W. Wallace

Editorial Director.



# CONFIRMATION

of Telegram sent to you this date  
by Game and Fisheries Dept.—Toronto

31092



NIGHT LIGHTER FROM D TO WA. 6041.

Toronto, May 11, 1937.

J. C. Parmelee, Esq.,  
Deputy Minister of Trade and Commerce,  
Ottawa, Ont.

Prime Minister concurs in contents your wire even date STOP  
Would suggest twenty-fifth or sixth as meeting date STOP  
Have previous engagement for twenty-first STOP Will be repre-  
sented on any date you set.

Charge Game and Fisheries.  
DUT/VJR:  
Local 540.  
5.15 p. m.

D. J. Taylor.



000230

COPY.

Form A.74.

31093.

May 14, 1937.

D.S. Cole, Esq.,  
Canadian Trade Commissioner,  
New York City, N.Y., U.S.A.

Dear Sir:-

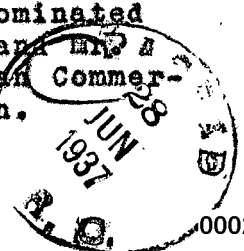
Fish Meeting

I wish to acknowledge receipt of your various letters with regard to the proposed fish meeting and would advise that after consultation with Mr. D.J. Taylor, Deputy Minister of Game and Fisheries, Toronto, it has been decided to hold the meeting at Ottawa on Thursday, May 27.

A message has gone out, over the Deputy Minister's signature, to the heads of the Departments concerned with fisheries in the Provinces of Alberta, Manitoba, Ontario and Saskatchewan. This message reads as follows:-

"It has been proposed that meeting be held to discuss establishment of credit information bureau in United States to serve and protect exporters of lake fish from Ontario and three Western Provinces. STOP Minister Trade and Commerce agreeable this Department sponsoring meeting of representatives of provincial departments and trade organizations concerned to discuss this and other problems relating to marketing lake fish in United States. STOP Accordingly you are invited to be represented at meeting for this purpose to be held at Ottawa on Thursday, May twenty seventh and to bring representatives of trade or fishermen's organizations in your province concerned with export of lake fish to United States. STOP Would appreciate early advice regarding this invitation and names of representatives who will be attending from your province."

I would like to have your advice as to whom to invite to the meeting from the United States. According to the suggestion of Mr. Newman, it is proposed that invitations should be extended to Mr. J.H. Matthews, Executive-Secretary of the Middle Atlantic Fisheries Association, 203 Front St., New York; Mr. Charles Triggs, Managing-Director of Booth Fisheries and the nominated representative of reputable New York dealers; and Mr. R.P. Dillon, Secretary-Treasurer of the Michigan Commercial Fishermen's Association, Bayport, Michigan.



COPY.

Form A.74.

- 2 -

I have consulted with Mr. W.A. Found, Deputy Minister of Fisheries and he is of the opinion that it would be better not to invite Mr. Charles Triggs or anyone actively engaged in the merchandise of fish because resentment might be caused among other commercial firms who were not invited.

Mr. Newman made the suggestion that Mr. Fellowes-Morgan, New York Market Commissioner, might also be interested in the proposed meeting, but I think it is highly desirable to keep down the number of those who will be attending outside of representatives of the different Provinces.

No steps will be taken to invite any of the above gentlemen until I hear from you. In the meantime, I would be glad if you would ask Mr. Newman to prepare a suggested agenda for the meeting which might be circulated to those attending, prior to the holding of the meeting.

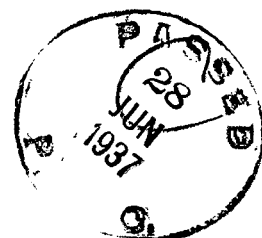
You will note that in the invitation sent out to the Provinces an endeavour has been made to avoid the use of the word "conference". This is in accordance with the desire of the Minister and it is important that in any letters which you write you should refer to the gathering as the "meeting".

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

ENCL.

LDW/WT.



000232

RTR/MCM



GOVERNMENT OF THE PROVINCE OF ALBERTA

DEPARTMENT OF LANDS AND MINES

(FISHERIES SERVICE)



May 11th, 1937

MAY 15 1937

Dear Sir:

Re: The Keystone Fish Company -  
Your File No. 31093

I have your letter of the 7th instant with regard to the difficulty of various Canadian shippers in collecting from the above mentioned company. I will endeavor to pass on the information to the exporters in this Province without divulging the source of information, as I realize the necessity of not mentioning your Department or the New York office.

I have already warned the exporters to be careful in making contracts with some of the New York dealers, as I received a report some time ago that some of them were in financial difficulties, and might not be able to pay their accounts.

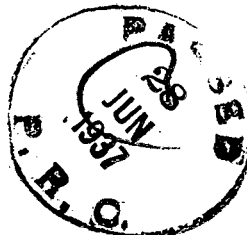
Yours faithfully,

*R.T. Rodd*

R.T. Rodd,  
Director of Fisheries

*AM*  
A.E. Fortington, Esq.,  
Chief - Animal Products and Fish Exports Division,  
Department of Trade and Commerce,  
OTTAWA, Ontario

INDEXED  
T. & C. RECORDS



COPY.

Form A.76.

31093.

May 14, 1937.

Dear Mr. Found:-

With reference to the conversation which you had with Mr. L.D. Wilgress, Director of the Commercial Intelligence Service, regarding the proposal to hold a meeting to discuss problems arising out of the marketing of fresh water fish in the United States, I wish to advise that it has now been decided to hold the meeting at Ottawa on Thursday, May 27. The following message has been sent to the heads of the Departments concerned with fisheries in the Provinces of Alberta, Manitoba, Ontario and Saskatchewan:-

"It has been proposed that meeting be held to discuss establishment of credit information bureau in United States to serve and protect exporters of lake fish from Ontario and three Western Provinces STOP Minister Trade and Commerce agreeable this Department sponsoring meeting of representatives of provincial departments and trade organizations concerned to discuss this and other problems relating to marketing lake fish in United States STOP Accordingly you are invited to be represented at meeting for this purpose to be held at Ottawa on Thursday May twenty seventh and to bring representatives of trade or fishermen's organizations in your province concerned with export of lake fish to United States STOP Would appreciate early advice regarding this invitation and names of representatives who will be attending from your province."

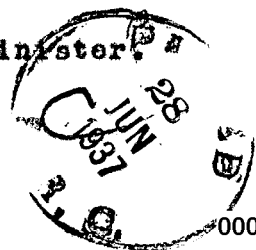
I should be very pleased if you could find it possible to attend the meeting and to bring along with you any representatives of your Department whom you think might be interested in the discussion and who could provide valuable information.

Yours very truly,

W.A. Found, Esq.,  
Deputy Minister,  
Department of Fisheries,  
OTTAWA.

T.

Deputy Minister.



000234



COPY.

Form A.76.

31093.

May 14, 1937.

Dear Dr. Taylor:-

I wish to confirm our exchange of telegrams regarding the proposed meeting of representatives of Provincial Departments and trade organizations concerned with the marketing of fresh water fish in the United States.

I was glad to note from your telegram of May 13 that there was no objection to the meeting being held in Ottawa, but that you would prefer some other date than May 21.

It has seemed to me that it would be better to allow a day or two to elapse after the holiday on May 24 and, therefore, we have decided to propose Thursday, May 27, as the date of the meeting. I have sent to-day a telegram to each of the following gentlemen:-

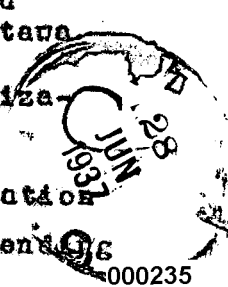
John Harvie, Esq., Deputy Minister, Department of Lands and Mines, Edmonton, Alberta.

C.H. Attwood, Esq., Deputy Minister, Department of Mines and Resources, Winnipeg, Manitoba.

Dr. W.W. Amos, Deputy Minister, Department of Natural Resources, Regina, Saskatchewan.

The telegram which I have sent to each of the above heads of the Departments concerned with fisheries in the three Western Provinces reads as follows:-

"It has been proposed that meeting be held to discuss establishment of credit information bureau in United States to serve and protect exporters of lake fish from Ontario and three Western Provinces STOP Minister Trade and Commerce agreeable this Department sponsoring meeting of representatives of provincial departments and trade organizations concerned to discuss this and other problems relating to marketing lake fish in United States STOP Accordingly you are invited to be represented at meeting for this purpose to be held at Ottawa on Thursday May twenty seventh and to bring representatives of trade or fishermen's organizations in your province concerned with export of lake fish to United States STOP Would appreciate early advice regarding this invitation and names of representatives who will be attending from your province."



000235

COPY.

Form A.76.

- 2 -

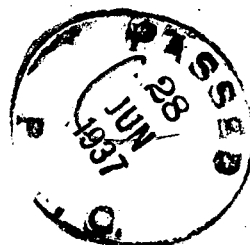
I would ask you to regard this letter as an invitation to attend the meeting to be held in Ottawa on Thursday May 27 and I would be glad if you would kindly advise me, in due course, as to the names of the representatives who will be attending from Ontario.

Yours very truly,

Deputy Minister.

Dr. D.J. Taylor,  
Deputy Minister,  
Department of Game and Fisheries,  
Toronto, Ontario.

T.





# CANADIAN PACIFIC TELEGRAPHS

| CLASS OF SERVICE                                        |  |
|---------------------------------------------------------|--|
| Full Rate                                               |  |
| Day Letter                                              |  |
| Night Message                                           |  |
| Night Letter                                            |  |
| Please mark an X opposite the class of service desired. |  |

MONEY TRANSFERRED BY  
TELEGRAPH TO PRINCIPAL  
POINTS IN CANADA AND  
THE UNITED STATES



CABLE CONNECTIONS TO  
ALL PARTS OF THE  
WORLD  
RADIOGRAMS TO SHIPS

|            |
|------------|
| TIME FILED |
| CHECK      |

W. D. NEIL, General Manager of Communications, Montreal

Send the following message, subject to the conditions on the back thereof, which are hereby agreed to.

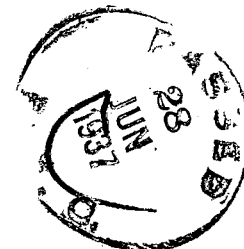
OTTAWA MAY 14 1937

D.S. Cole  
Canadian Trade Commissioner  
British Empire Building  
Rockefeller Centre  
NEW YORK CITY.

Fish meeting arranged for  
Ottawa Thursday May twentyseventh writing.

CHARGE T. & C.  
COMM. INTELLI. BR.  
LDW/WT.  
31093.

L.D.WILGRESS



000237

D. L. HOWARD, Assistant to General Manager, Montreal  
E. H. GOODFELLOW, Assistant Manager, Montreal, Que.  
L. A. B. HUTTON, Supt., Sudbury, Ont.  
H. S. INGRAM, Supt., Toronto, Ont.  
W. S. EMERY, Supt., Montreal, Que.  
C. W. MACDONALD, Supt., Saint John, N.B.  
W. M. THOMPSON, Assistant Manager, Winnipeg, Man.  
P. G. McLEAN, Supt., Vancouver, B.C.  
R. N. YOUNG, Supt., Calgary, Alta.  
T. H. HOLMES, Supt., Moose Jaw, Sask.  
A. J. CLARK, Supt., Winnipeg, Man.

**TERMS AND CONDITIONS UPON WHICH TELEGRAPH AND CABLE MESSAGES SHALL BE TRANSMITTED AND DEALT WITH BY TELEGRAPH AND CABLE COMPANIES SUBJECT TO THE JURISDICTION OF THE BOARD OF RAILWAY COMMISSIONERS FOR CANADA: PRESCRIBED BY BOARD'S ORDER No. 49274 DATED DECEMBER 5th, 1932, AND PUBLISHED IN THE CANADA GAZETTE.**

It is agreed between the sender of the message on the face of this form and this Company, that said Company shall not be liable for damages arising from failure to transmit or deliver, or for any error in the transmission or delivery of any unrepeatable telegram, whether happening from negligence of its servants or otherwise, or for delays from interruptions in the working of its lines, for errors in cypher or obscure messages, or for errors from illegible writing, beyond the amount received for sending the same.

To guard against errors, the Company will repeat back any telegram for an extra payment of one-half the regular rate, and in that case the Company shall be liable for damages, suffered by the sender to an extent not exceeding \$200, due to the negligence of the Company in the transmission or delivery of the telegram.

Correctness in the transmission and delivery of messages can be insured by contract in writing, stating agreed amount of risk, and payment of premium thereon at the following rates, in addition to the usual charge for repeated messages, viz.: one per cent. for any distance not exceeding 1,000 miles, and two per cent. for any greater distance.

This Company shall not be liable for the act or omission of any other Company, but will endeavor to forward the telegram by any other Telegraph Company necessary to reaching its destination, but only as the agent of the sender and without liability therefor. The Company shall not be responsible for messages until the same are presented and accepted at one of its transmitting offices; if a message is sent to such office by one of the Company's messengers he acts for that purpose as the sender's agent; if by telephone the person receiving the message acts therein as agent of the sender, being authorized to assent to these conditions for the sender. This Company shall not be liable in any case for damages, unless the same be claimed, in writing, within sixty days after receipt of the telegram for transmission.

No employee of the Company shall vary the foregoing.

## **CLASSES OF SERVICE**

### **FULL RATE TELEGRAM**

A full-rate expedited service.

### **NIGHT TELEGRAM**

Accepted up to 2 a.m. at reduced rates, to be sent during the night and delivered on the morning of the next day after their date at places where the Company's offices are open on Sundays, and on the morning of the next ensuing business day at places where the Company's offices are not open on Sundays.

### **DAY LETTERS**

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the ten-word day telegram rate for the transmission of 50 words or less, and one-fifth of the initial rate for such 50 words for each additional 10 words or less.

Day Letters may be forwarded by the Company as a deferred service, and the transmission and delivery of such Day Letters are, in all respects, subordinate to the priority of transmission and delivery of full-rate telegrams.

Day Letters may be delivered by the Company by telephoning the same to the addresses and such deliveries shall be a complete discharge of the obligation of the Company to deliver.

Day Letters are received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of full-rate telegrams under the conditions named above.

### **NIGHT LETTERS**

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Night Letters may, at the option of the Company, be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

# CANADIAN PACIFIC TELEGRAPHS

| CLASS OF SERVICE                                        |  |
|---------------------------------------------------------|--|
| Full Rate                                               |  |
| Day Letter                                              |  |
| Night Message                                           |  |
| Night Letter                                            |  |
| Please mark an X opposite the class of service desired. |  |

MONEY TRANSFERRED BY  
TELEGRAPH TO PRINCIPAL  
POINTS IN CANADA AND  
THE UNITED STATES



CABLE CONNECTIONS TO  
ALL PARTS OF THE  
WORLD  
RADIOGRAMS TO SHIPS

|            |
|------------|
| TIME FILED |
| CHECK      |

W. D. NEIL, General Manager of Communications, Montreal

Send the following message, subject to the conditions on the back thereof, which are hereby agreed to.

## NIGHT LETTER

OTTAWA May 14 1937

John Harvie  
Deputy Minister  
Department of Lands and Mines  
Edmonton, Alberta.

It has been proposed that meeting be held to discuss establishment of credit information bureau in United States to serve and protect exporters of lake fish from Ontario and three Western Provinces STOP Minister Trade and Commerce agreeable this Department sponsoring meeting of representatives of provincial departments and trade organizations concerned to discuss this and other problems relating to marketing lake fish in United States STOP Accordingly you are invited to be represented at meeting for this purpose to be held at Ottawa on Thursday May twenty seventh and to bring representatives of trade or fishermen's organizations in your province concerned with export of lake fish to United States STOP Would appreciate early advice regarding this invitation and names of representatives who will be attending from your province.

Also sent to -

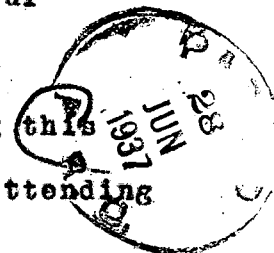
C.H. Attwood, Deputy Minister, Department of Mines and Resources, Winnipeg, Manitoba.

Dr. W.W. Amos, Deputy Minister, Department of Natural Resources, Regina, Saskatchewan.

J.G. PARMELEE  
Deputy Minister  
Department of Trade and Commerce

CHARGE T. & C.

000239



D. J. HOWARD, Assistant to General Manager, Montreal  
E. H. GOODFELLOW, Assistant Manager, Montreal, Que.  
L. A. B. HUTTON, Supt., Sudbury, Ont.  
H. S. INGRAM, Supt., Toronto, Ont.  
W. S. EMERY, Supt., Montreal, Que.  
A. C. FRASER, Supt., Saint John, N.B.  
W. M. THOMPSON, Assistant Manager, Winnipeg, Man.  
C. W. MACDONALD, Supt., Vancouver, B. C.  
R. N. YOUNG, Supt., Calgary, Alta.  
D. COONS, Supt., Moose Jaw, Sask.  
A. J. CLARK, Supt., Winnipeg, Man.

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## CLASSES OF SERVICE

### FULL RATE TELEGRAM

A full-rate expedited service.

### NIGHT TELEGRAM

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### DAY LETTERS

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Night Letters may, at the option of the Company, be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

DRAFT TELEGRAM

It has been proposed that meeting be held to discuss establishment of credit information bureau in United States to serve and protect exporters of lake fish from Ontario and three Western Provinces STOP Minister Trade and Commerce agreeable this Department sponsoring meeting of representatives of provincial departments and trade organizations concerned to discuss this and other problems relating to marketing lake fish in United States STOP Accordingly you are invited to be represented at meeting for this purpose to be held at Ottawa on Thursday May twenty seventh . and to bring representatives of trade or fishermen's organizations in your province concerned with export of lake fish to United States STOP Would appreciate early advice regarding this invitation and names of representatives who will be attending from your province.

J.G. PARMELEE

Deputy Minister

Department of Trade and Commerce.



| CLASS OF SERVICE  | SYMBOL |
|-------------------|--------|
| Full-Rate Message |        |
| Day Letter        | DL     |
| Night Letter      | NL     |
| Night Letter      | NL     |

If none of these three symbols appears after the check (number of words) this is a full-rate message. Otherwise its character is indicated by the symbol appearing after the check.

# CANADIAN NATIONAL TELEGRAM

D. E. GALLOWAY, ASSISTANT VICE-PRESIDENT, TORONTO, ONT.

Exclusive Connection  
with  
WESTERN UNION  
TELEGRAPH CO.  
Cable Service  
to all the World  
Money Transferred  
by Telegraph

RA342 35 NL

STANDARD TIME

1937 MAY 13 PM 4 27

31093

FD TORONTO ONT 13

J G PARMELEE

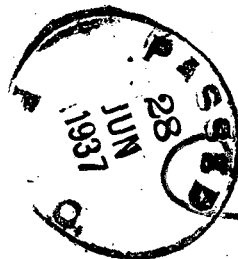
513

DEPUTY MINISTER TRADE AND COMMERCE OTTAWA ONT

PRIME MINISTER CONCURS IN CONTENTS YOUR WIRE EVEN DATE STOP WOULD  
SUGGEST TWENTY FIFTH OR SIXTH AS MEETING DATE STOP HAVE PREVIOUS  
ENGAGEMENT FOR TWENTY FIRST STOP WILL BE REPRESENTED ON ANY DATE YOU SET

D J TAYLOR.

*August*  
*M. Wilson*



INDEXED  
& C. RECORDS

000242



# CANADIAN PACIFIC TELEGRAPHS

| CLASS OF SERVICE                                        |                            |
|---------------------------------------------------------|----------------------------|
| Full Rate                                               | <input type="checkbox"/> A |
| Day Letter                                              | <input type="checkbox"/>   |
| Night Message                                           | <input type="checkbox"/>   |
| Night Letter                                            | <input type="checkbox"/>   |
| Please mark an X opposite the class of service desired. |                            |

MONEY TRANSFERRED BY  
TELEGRAPH TO PRINCIPAL  
POINTS IN CANADA AND  
THE UNITED STATES



CABLE CONNECTIONS TO  
ALL PARTS OF THE  
WORLD  
RADIOGRAMS TO SHIPS

|            |
|------------|
| TIME FILED |
| CHECK      |

W. D. NEIL, General Manager of Communications, Montreal

Send the following message, subject to the conditions on the back thereof, which are hereby agreed to.

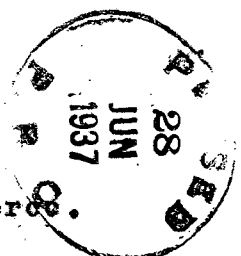
OTTAWA MAY 13 1937

D.J. Taylor  
Deputy Minister  
Department Game and Fisheries  
Toronto

Reference conversation which you had with our Mr. G.A. Newman Assistant Trade Commissioner at New York regarding proposed discussions of representatives of provincial departments and trade organizations concerned with the marketing of fresh water fish in United States my Minister is agreeable to this Department sending out invitations to those concerned but is of opinion that in this event proposed discussions should take place at Ottawa and suggests May twentyfirst as suitable date. Please advise if you concur whereupon necessary invitations will be sent to Manitoba Saskatchewan and Alberta Fisheries Departments and they will be asked to bring along with them any representatives of trade organizations likely to be interested in the discussions. Your early reply to this telegram would be appreciated.

J.G. Parmelee

Deputy Minister,  
Department Trade and Commerce.



D. L. HOWARD, Assistant to General Manager, Montreal

E. H. GOODFELLOW, Assistant Manager, Montreal, Que.

L. A. B. HUTTON, Supt., Sudbury, Ont.

H. S. INGRAM, Supt., Toronto, Ont.

W. S. EMERY, Supt., Montreal, Que.

A. C. FRASER, Supt., Saint John, N.B.

W. M. THOMPSON, Assistant Manager, Winnipeg, Man.

C. W. MACDONALD, Supt., Vancouver, B. C.

R. N. YOUNG, Supt., Calgary, Alta.

D. COONS, Supt., Moose Jaw, Sask.

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## CLASSES OF SERVICE

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### NIGHT TELEGRAM

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### DAY LETTERS

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| CLASS OF SERVICE  | SYMBOL |
|-------------------|--------|
| Full-Rate Message |        |
| Day Letter        | DL     |
| Night Letter      | NM     |
| Night Letter      | NL     |

If none of these three symbols appears after the check (number of words) this is a full-rate message. Otherwise its character is indicated by the symbol appearing after the check.

# CANADIAN NATIONAL TELEGRAM



**Exclusive Connection**  
with  
**WESTERN UNION TELEGRAPH CO.**  
Cable Service  
to all the World  
Money Transferred  
by Telegraph  
PM 12 4

D. E. GALLOWAY, ASSISTANT VICE-PRESIDENT, TORONTO, ONT.

1937 MAY 11

RA216 22 COLLECT

STANDARD TIME

KITCHENER, ONT 11 1223P

31093

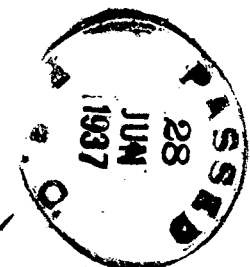
JAMES PARMALEE

230

DEPUTY MINISTER OF TRADE AND COMMERCE OTTAWA ONT

FAVOR CALLING OF MEETING BY THE DEPARTMENT STOP WILL ARRIVE  
OTTAWA TOMORROW MORNING AND PLACE OF MEETING CAN THEN BE DECIDED

W D EULER.



*Notes by Mr. Sim  
who will see Minister  
in A.M. (May 11/37)  
v.v.*

*Mr Wilgus  
Please note  
May 11/37  
noted  
JGH*

INDEXED  
T. & C. RECORDS

31093

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~800-000-0000~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1000~~ ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

May 10th,  
1937



L. D. Wilgress, Esq.,  
The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISH CONFERENCE

Dear Mr. Wilgress:

Covering Mr. Newman's conversation with you this morning, I am enclosing herewith, letters received from Mr. Taylor, Deputy Minister of Game and Fisheries, Toronto, Ontario.

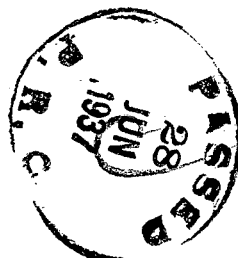
I have advised Mr. Taylor by today's mail that the matter is now under discussion and that presumably, if any conference were to be called, it would have to be at a later date than May 14th. I have also asked him to inform Mr. J. S. McDiarmid, Minister of Mines and Natural Resources, to this effect.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

INDEXED  
T. & C. RECORDS

GAN:HC  
Encs.





ONTARIO

GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

May 7, 1937.

R. 177.

Dear Mr. Newman:

Re Your File No. 105.

I am to-day in receipt of your letter of the 6th instant and, as pointed out in my letter to you of May 3rd, while the Honourable Mr. Nixon, Minister in Charge of this Department, feels the initiative should be taken by your Department in this proposed conference, it does not mean that same should not take place or that some concrete measures cannot be adopted that will be of material benefit to Canadian fishermen. It simply means you and your Department having machinery for carrying on the various investigations should follow up your work to date in calling various Departments into conference at Toronto.

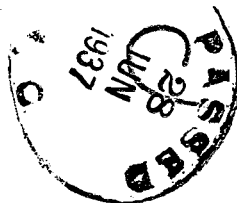
I have to-day been in touch with north western Ontario fishermen, three of whom lost in excess of \$2,000 through unscrupulous New York dealers during the past winter. One of these has recently returned from New York and has ample proof that there is need of the co-operation of your Department with the fishermen of various Provinces in arriving at some arrangement to prevent a repetition of this sort of thing. Personally, I hope your Department may see fit to continue the present arrangements or extend the date of meeting slightly later in the season, which might be more acceptable to some of the Provinces not yet notified.

Yours very truly,

*W. L. R. D. O.*  
Deputy Minister.

G. A. Newman, Esq.,  
Assistant Trade Commissioner For Canada,  
620 - 5th Avenue,  
New York City,  
N. Y., U. S. A.

DJT/VJD.



|             |   |
|-------------|---|
| MAY 10 1937 |   |
| T. C.       |   |
| A.T.G.      | 4 |

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T. & C. RECORDS



ONTARIO

GAME & FISHERIES' DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

May 8, 1937.

R. 177.

Dear Mr. Newman:

I am enclosing herewith copy of a wire received to-day from the Honourable Mr. McDiarmid, which is self explanatory. This information should be in your hands in order to assist you in any arrangements you or your Department may make leading to this conference.

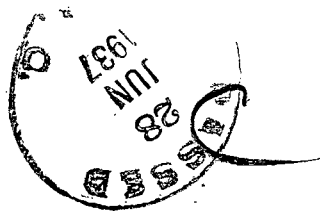
Yours very truly,

  
Deputy Minister.

G. A. Newman, Esq.,  
Assistant Canadian Trade Commissioner,  
620 - 5th Ave.,  
New York City,  
N. Y., U. S. A.

DJT/VJD.  
Enclosure.

INDEXED  
& C. RECORDS



| CLASS OF SERVICE DESIRED                                                                                                          |  |
|-----------------------------------------------------------------------------------------------------------------------------------|--|
| FULL-RATE MESSAGE                                                                                                                 |  |
| DAY LETTER                                                                                                                        |  |
| NIGHT MESSAGE                                                                                                                     |  |
| NIGHT LETTER                                                                                                                      |  |
| PATRONS SHOULD MARK AN X OPPOSITE THE CLASS OF SERVICE DESIRED. OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM |  |

# CANADIAN NATIONAL TELEGRAPHS



D. E. GALLOWAY, Assistant Vice-President, Toronto, Ont.

Exclusive Connection  
with  
WESTERN UNION  
TELEGRAPH CO.

Cable Service  
to all the World

Money Transferred  
by Telegraph

RECEIVER'S NO.

TIME FILED

CHECK

Send the following message, subject to the terms on back hereof, which are hereby agreed to

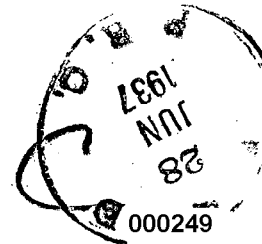
C O P Y.

Winnipeg, Man., May 8th, '37.

D. J. Taylor,  
Toronto, Ont.

Re your letter of May third sentiment of packers and exporters here strongly favours conference STOP Agree with you that Dominion should call it STOP Trade here requires reasonable notice STOP Any date prior first week June acceptable STOP If conference suggested for May fourteenth is definitely abandoned please wire so that we may advise delegates standing by.

J. S. McDiarmid,  
Minister of Mines and Natural Resources.



# CANADIAN NATIONAL TELEGRAPH COMPANY

(operating its own lines and those of the Great North Western Telegraph Company, the Grand Trunk Pacific Telegraph Company and Canadian Government Railways).

## HEREINAFTER CALLED THE COMPANY.

ALL MESSAGES ARE SUBJECT TO THE FOLLOWING CONDITIONS, WHICH HAVE BEEN APPROVED BY THE BOARD OF RAILWAY COMMISSIONERS FOR CANADA, UNDER GENERAL ORDER 162, DATED MARCH 30TH, 1916, AND ORDER 49274 DATED 5TH DECEMBER, 1932, WHICH ORDERS WERE PUBLISHED IN THE CANADA GAZETTE ON DECEMBER 24TH AND DECEMBER 31ST, 1932, AND JANUARY 7TH, 1933.

It is agreed between the sender of the message on the face of this form and this Company that said Company shall not be liable for damages arising from failure to transmit or deliver, or for any error in the transmission or delivery of any unrepeatable telegram, whether happening from negligence of its servants or otherwise, or for delays from interruptions in the working of its lines, for errors in cipher or obscure messages, or for errors from illegible writing, beyond the amount received for sending the same.

To guard against errors, the Company will repeat back any telegram for an extra payment of one-half the regular rate; and, in that case, the Company shall be liable for damages suffered by the sender to an extent not exceeding \$200.00, due to the negligence of the Company in the transmission or delivery of the telegram.

Correctness in the transmission and delivery of messages can be insured by contract in writing stating agreed amount of risk, and payment of premium thereon at the following rates, in addition to the usual charge for repeated messages, viz.: one per cent for any distance not exceeding 1,000 miles, and two per cent for any greater distance.

This Company shall not be liable for the act or omission of any other Company, but will endeavour to forward the telegram by any other Telegraph Company necessary to reaching its destination, but only as the agent of the sender and without liability therefor. The Company shall not be responsible for messages until the same are presented and accepted at one of its transmitting offices; if a message is sent to such office by one of the Company's messengers, he acts for that purpose as the sender's agent; if by telephone, the person receiving the message acts therein as agent of the sender, being authorized to assent to these conditions for the sender. This Company shall not be liable in any case for damages, unless the same be claimed, in writing, within sixty days after receipt of the telegram for transmission.

No employee of the Company shall vary the foregoing.

## CLASSES OF SERVICE

### TELEGRAMS

A full-rate expedited service.

### NIGHT MESSAGES

Accepted up to midnight at reduced rates, to be sent during the night and delivered on the morning of the next day after their date. At places where the Company's offices are not open on Sundays, delivery will be made on the morning of the next ensuing business day.

### DAY LETTERS

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the ten-word day message rate for the transmission of 50 words or less, and one-fifth of the initial rate for such 50 words for each additional 10 words or less. The minimum charge for transmission over the Company's lines of any Day Letter will be 45 cents.

Day Letters may be forwarded by the Company as a deferred service, and the transmission and delivery of such Day Letters are, in all respects, subordinate to the priority of transmission and delivery of full-rate messages.

Day Letters may be delivered by the Company by telephoning the same to the addressee, and such deliveries shall be a complete discharge of the obligation of the Company to deliver.

Day letters are received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely and at all events, but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of full-rate messages under the conditions named above.

### NIGHT LETTERS

Accepted up to midnight at reduced rates, to be sent during the night and delivered on the morning of the next day after their date. At places where the Company's offices are not open on Sundays, delivery will be made on the morning of the next ensuing business day. The rates for Night Letters are still lower than the standard Night Message rates, as follows: The standard day rate for 10 words for the transmission of 50 words or less and one-fifth of the initial rate for such 50 words for each additional 10 words or less. The minimum charge for transmission over the Company's lines of any Night Letter will be 30 cents.

Night Letters may, at the option of the Company, be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.



This is a full-rate Telegram or Cablegram unless otherwise indicated by signal in the check or in the address.

| TELEGRAM       |    | CABLEGRAM          |     |
|----------------|----|--------------------|-----|
| FULL RATE      |    | FULL RATE          |     |
| DAY LETTER     | DL | CODE               | CDE |
| NIGHT LETTER   | NL | DEFERRED           | LC  |
| NIGHT TELEGRAM | NM | NIGHT CABLE LETTER | NLT |

W. D. NEIL, GENERAL MANAGER OF COMMUNICATIONS, MONTREAL.

MONEY TRANSFERRED  
BY TELEGRAPH



# CANADIAN PACIFIC TELEGRAPHS

DIRECT CONNECTION WITH  
POSTAL TELEGRAPH COMPANY

COMMERCIAL CABLES - - IMPERIAL CABLES

STANDARD TIME

1937 MAY 10 PM 4 53

RNA260 32

RN NEWYORK NY 10 437P

THE DIRECTOR

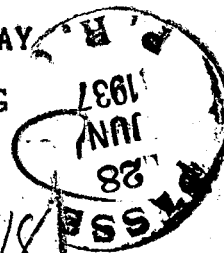
COMMERCIAL INTELLIGENCE SERVICE DEPT. OF TRADE AND COMMERCE  
OTTAWA ONT

COVERING TELEPHONE CONVERSATION STEAMSHIP COMPANY ADVISES SAILINGS  
ONLY MAY TWENTY SECOND AND JUNE FIFTH BOSTON STOP CONFERENCE ON MAY  
EIGHTEENTH OR NINETEENTH WOULD PERMIT SAILING AS ARRANGED AVOIDING  
DELAY AND EXTRA COST

G A NEWMAN

INDEXED  
T. & O. RECORDS

PHONED  
By *W.C.* Time *5/8*



2000251

COPY.

Form A.76.

31093

May 10, 1937.

Dear Mr. Euler:-

You will remember discussing with Mr. Wilgress last Thursday the question of a conference of the different provinces from which fresh water fish are exported to the United States, and trade representatives.

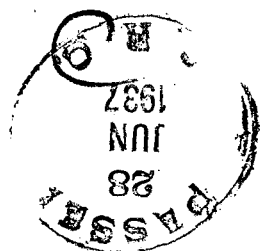
The proposal to hold this conference arose out of a visit which Mr. G. A. Newman, Assistant Canadian Trade Commissioner at New York, paid to Winnipeg and Toronto to discuss with the provincial departments the serious situation which had arisen through the lack of orderly marketing of Canadian fresh water fish in the United States.

Mr. Newman found that the Manitoba Department of Mines and Resources were whole-heartedly in favour of holding a conference and they suggested that, as Ontario was the province chiefly concerned, the Department of Game and Fisheries of that province should take the initiative in holding the conference and that it should be held in Toronto. When Mr. Newman subsequently visited Toronto he found that Mr. D. J. Taylor, Deputy Minister of Game and Fisheries also approved of the holding of the conference and that he would take the initiative in sending out invitations to those concerned for the conference to be held in Toronto on May 14.

After Mr. Newman left Toronto Mr. Taylor discussed the question with the Honourable H. C. Nixon, Minister in charge of the Department of Game and Fisheries, who took the stand that they, "as a department of the province, could not take any part by way of sponsoring this inter-provincial conference, other than by giving every co-operation and providing accommodation for the conference." The Hon. H. C. Nixon further insisted that any invitations or preliminary arrangements must be looked after entirely by the Department of Trade and Commerce.

You instructed Mr. Wilgress to discuss the question with Mr. U. A. Found, Deputy Minister of Fisheries. Mr. Wilgress called on Mr. Found, who did not see any objection to the proposed conference from the point of view of his Department, except possibly that if we held a conference on behalf of the fresh water interests the salt water fisheries of the Maritime Provinces might ask why a similar conference had not been held on their behalf. For this reason Mr. Found wished to discuss the question with the Hon. Mr. Michaud, Minister of Fisheries.

Hon. W. D. Euler,  
Minister of Trade and Commerce,  
KITCHENER, Ontario.



000252

COPY.

Form A.76.

- 2 -

Mr. Found telephoned to Mr. Wilgoss on Friday last to advise that he had consulted with the Hon. Mr. Michaud and that he could have no objection to the Department of Trade and Commerce sponsoring the proposed conference if you so approved. Mr. Found pointed out, however, that we would have to be prepared to take similar steps on behalf of the Atlantic coast fisheries if, following the fresh water fish conference, there should be a general demand for a similar conference on behalf of the exporters of salt water fish in the Maritime Provinces.

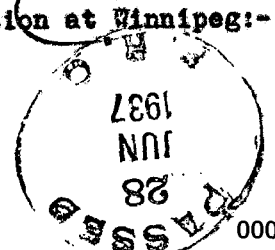
The position, therefore, is that there is a general desire on the part of the provincial departments concerned, both in Manitoba and Ontario, that a conference should be held, but it is felt that this Department should take the initiative in calling the conference. The question arises as to when the conference should be held and in which city it should take place.

It is felt that the conference should not be further delayed, as interest has been awakened and those concerned in Manitoba and Ontario have been expecting the conference to take place on May 14. For this reason it is suggested that May 21 would be a suitable date, but if this is decided upon invitations should be sent out immediately. Besides Ontario and Manitoba, invitations should be sent to the Saskatchewan and Alberta departments concerned with fisheries and they should be asked to bring along with them any representatives of trade organizations whom they think should attend the conference.

With regard to the place in which the conference should be held, the Ontario Department of Game and Fisheries have offered to provide accommodation at Toronto and this city would be more convenient, because it would not entail travelling on the part of the Ontario Government and trade representatives. On the other hand, if this Department is to take the initiative in calling the conference there is something to be said for it being held in Ottawa.

I should be glad to have your instructions as to the date on which the conference should be held, the place at which it should take place, and whether the invitations should go out in your name or in that of the Department. I should be obliged if you could let me have a telegram giving your instructions on these points.

The purpose of the proposed conference is best summed up in the following extract from a resolution which was passed at the Manitoba Fish Producers' Association at Winnipeg:-



000253

COPY.

Form A.76.

- 3 -

"Representatives of our Association had a discussion with the Assistant Trade Commissioner for Canada, Mr. Newman, on the establishment of a Credit Information Bureau in New York to serve and protect the exporters of fish from Ontario and the three Western Provinces of Canada to New York.

"As a result of this discussion it is the opinion of our Association that the establishment of such a Bureau would be beneficial to the producers and exporters of fish in marketing their fish in an orderly manner."

I think the above gives you the necessary information to enable you to decide the questions which I have set forth in this letter, but if you feel that the matter should remain over until you return to Ottawa there will be no need for you to send a telegram in reply to this letter.

Yours faithfully,

(Sgd.) JAS. G. PARMELEE

Deputy Minister.



Form A.64.A.

File No. 31093

LDW\*FP

To Major Parmelee Deputy Minister Ottawa May 7, 1937.



Fish Conference

Attached is a letter from Mr. G. A. Newman, Assistant Canadian Trade Commissioner, New York City, with which he forwards a letter he has received from Mr. D. J. Taylor, Deputy Minister of Game and Fisheries for the Province of Ontario.

You will note that in this letter Mr. Taylor writes that after discussing the question of the proposed fish conference with the Hon. H. C. Nixon, Minister in charge of the Department of Game and Fisheries, it was decided that they, as a Department of the Province, could not take any part by way of sponsoring the proposed conference further than by giving every co-operation and providing the necessary accommodation. The Minister insists that any invitations or preliminary arrangements should be carried on by the Federal Department of Trade and Commerce.

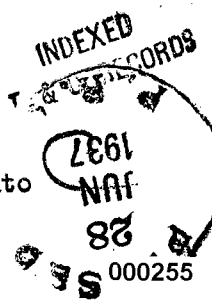
I have discussed the question with Mr. W. A. Found, Deputy Minister of Fisheries, and he in turn has consulted his Minister. Mr. Found telephoned me to-day to advise that the Hon. Mr. Michaud, Minister of Fisheries, would not have any objection to this Department sponsoring the proposed conference if the Hon. W. D. Euler so approved. Mr. Found pointed out, however, that we would have to be prepared to take similar steps on behalf of the Atlantic coast fisheries if, following the fresh water fish conference, there should be a general demand for a similar conference on behalf of the exporters of salt water fish in the Maritime Provinces.

The purpose of the proposed conference which Mr. Newman has been discussing with officials of the Manitoba and Ontario Governments is best summed up in the following extract from a resolution passed by the Manitoba Fish Producers' Association:-

"Representatives of our Association had a discussion with the Assistant Trade Commissioner for Canada, Mr. Newman, on the establishment of a Credit Information Bureau in New York to serve and protect the exporters of fish from Ontario and the three Western Provinces of Canada to New York.

"As a result of this discussion it is the opinion of our Association that the establishment of such a Bureau would be beneficial to the producers and exporters of fish in marketing their fish in an orderly manner."

As a result of Mr. Newman's conversations in Winnipeg and Toronto it had been tentatively arranged to hold the conference in Toronto



Form A.64.A.

File No. \_\_\_\_\_

# MEMORANDUM

To \_\_\_\_\_

DEPARTMENT OF TRADE AND COMMERCE

Ottawa \_\_\_\_\_ 193 \_\_\_\_\_

- 2 -

on May 14. In view of the attitude of the Ontario Minister consideration will now have to be given to whether or not this Department should take the initiative in calling the conference.



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T. & C. RECORDS



000256

Form A.64.A.

File No. 31093

MEMORANDUM

LDW\*TF

To Major Parmelee,  
Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE  
Ottawa May 7, 1937.

Fish Conference

Attached is a letter from Mr. G. A. Newman, Assistant Canadian Trade Commissioner, New York City, with which he forwards a letter he has received from Mr. D. J. Taylor, Deputy Minister of Game and Fisheries for the Province of Ontario.

You will note that in this letter Mr. Taylor writes that after discussing the question of the proposed fish conference with the Hon. H. C. Nixon, Minister in charge of the Department of Game and Fisheries, it was decided that they, as a Department of the Province, could not take any part by way of sponsoring the proposed conference further than by giving every co-operation and providing the necessary accommodation. The Minister insists that any invitations or preliminary arrangements should be carried on by the Federal Department of Trade and Commerce.

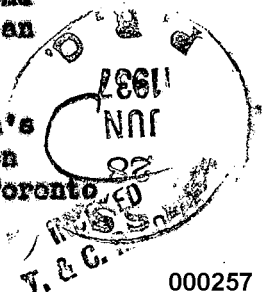
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"As a result of this discussion it is the opinion of our Association that the establishment of such a Bureau would be beneficial to the producers and exporters of fish in marketing their fish in an orderly manner."

As a result of Mr. Newman's conversations in Winnipeg and Toronto it had been tentatively arranged to hold the conference in Toronto.



000257

Form A.64.A.

File No. \_\_\_\_\_

## MEMORANDUM

To \_\_\_\_\_

DEPARTMENT OF TRADE AND COMMERCE

Ottawa \_\_\_\_\_ 193 \_\_\_\_\_

- 2 -

on May 14. In view of the attitude of the Ontario Minister consideration will now have to be given to whether or not this Department should take the initiative in calling the conference.

EX-107  
C. RECORDS



000258



COPY.



31093

May 7, 1937.

CONFIDENTIAL.

A. G. Cunningham, Esq.,  
Director, of Game and Fish,  
Department of Mines and Natural Resources,  
WINNIPEG, Manitoba.

Dear Mr. Cunningham:      The Keystone Fish Company.

✓ ✓  
We think it advisable that you should be informed, in confidence, that during the past few weeks our New York office have received a number of claims for payment of unpaid accounts from various Canadian shippers to the Keystone Fish Company, Peck Slip, New York.

Trade information is not at all favourable, although the Keystone Fish Company have been one of the large operators on Peck Slip up to this past year.

While our office was under the impression that the firm has been in a precarious position for some time, our office was under the impression that they were making reasonable efforts to adjust their accounts, but apparently this has been done at the expense of other shippers.

It seems desirable that Canadian shippers in future should make certain as to their ability to obtain payment in respect of transactions with this firm. If you decide to notify shippers within your province, we request you to be kind enough to withhold the source of the information by not mentioning this Department or our office in New York.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

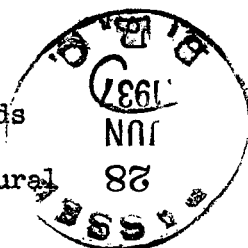
AEF/EB

Same letter sent to:

D. J. Taylor, Deputy Minister, Department of Game & Fish,  
Parliament Bldgs., Toronto.

R. T. Rodd, Director, Fisheries Division, Department of Lands  
and Mines, Edmonton.

G. C. MacDonald, Supervisor of Fisheries, Department of Natural  
Resources, Regina.



DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~XXXXXXXXXXXX~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~XXXXXXXXXXXX~~ ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

May 5th,  
1937

MAY 8 1937



The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

RE: WILBER F. GRAHAM, ESQ.

Dear Sir:

With reference to your  
letter of May 1st, file 31093, we would  
advise that Mr. Wilber F. Graham was  
supplied with the names of reliable New  
York and Chicago fish dealers under date  
of April 23rd, 1937.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC

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T. & C. RECORDS

ASB



DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105  
CONFIDENTIAL

May 5th,  
1937

L. D. Wilgress, Esq.,  
The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISH CONFERENCE

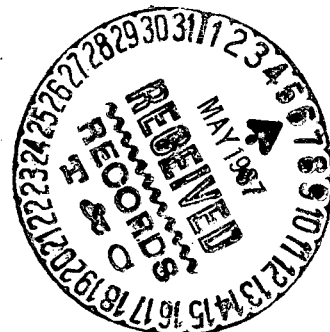
Dear Mr. Wilgress:

Covering the telephone conversation which I had with Mr. Cheney in your absence, respecting the attitude now taken by the Ontario Provincial Authorities towards calling a conference for the marketing of fish, I am enclosing herewith, letter just received from Mr. Taylor, Deputy Minister. I am merely acknowledging the letter and stating that I am conferring with the Department as to what further steps may be taken.

In view of the fact of Ontario's objections to calling a conference, I am wondering if it might not be of some advantage to communicate with them by phone to ascertain their exact reason for refusing to initiate what is so obviously to their own advantage, and in event that they still persist in their adverse attitude, to suggest that would they call the conference for Manitoba and Ontario only, with an invitation to our Department and any whom we care to invite. Failing this, as a final resort, it might be suggested that Ontario call the conference only for the Province itself, intimating that it would be pleased to have the Province of Manitoba and ourselves attend with any whom we care to invite.

I feel very strongly that the situation is right for a successful conference and it would be very unfortunate for all those concerned if the question of who was to initiate the conference was allowed to interfere with the more important problems that have to be faced.

Should the Department be inclined to consider that negotiations still should be conducted through me rather than direct, I would ask its permission to discuss this matter by telephone with Mr. Taylor or the Minister in Toronto before admitting that the matter should be closed.



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T. & C. RECORDS

- 2 -

L. D. Wilgress, Esq.,

Emphasis have been placed on the attitude of Ontario rather than Manitoba inasmuch as I believe the Minister of Manitoba would quickly give an outright refusal, in view of the position which Ontario authorities have now assumed in the matter.

It is perhaps unfortunate that I did not press Mr. Taylor to see the Minister on the occasion of our interview, but assumed that his own assumption of authority was sufficient to carry the matter forward.

Yours faithfully,



(G. A. NEWMAN)  
Assistant Trade Commissioner  
for Canada

GAN:HC  
Enc.

INDEXED  
F. & C. RECORDS



000262



ONTARIO

GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

May 3, 1937.

R. 177.

Dear Mr. Newman:

I am in receipt of communication from you, dated the 28th ultimo, pointing out all the necessary preliminary steps towards the inter-provincial conference in the City of Toronto to assist the marketing of fish.

In discussing this question with the Honourable the Minister, he takes the firm stand that we, as a Department of the Province, are not going to take any part by way of sponsoring this inter-provincial conference, other than by giving every co-operation and providing accommodation for the conference. As to who should be invited, in as much as your Department has taken the initiative in this respect it will be entirely up to them. In discussing this with you while in my office, I suggested to you that this should be the course to pursue. However, I did agree to invite Saskatchewan and Alberta, although I did not feel they would be greatly interested. The Minister, however, insists that any invitations or preliminary arrangements must be carried on entirely by you or your Department and I have so notified the Honourable Mr. McDiarmid of Manitoba by letter to-day. Perhaps you would prefer to notify your own Department in this respect and it may be possible that you would care to change the date of meeting as we are prepared, as previously stated, to arrange accommodation and give co-operation and assistance to any movement that might better the marketing conditions of fish where the initiative has been taken by you and your Department but we shall be obliged to request you to carry out all preliminary arrangements for this conference.

Yours very truly,

  
Deputy Minister.

G. A. Newman, Esq.,  
Assistant Canadian Trade Commissioner,  
620 - 5th Avenue,  
New York City,  
N. Y., U. S. A.

DJT/VJD.



INDEXED  
T. & C. RECORDS

31093

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~222-2222~~  
CIRCLE 1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1000~~ ROCKEFELLER CENTER  
NEW YORK

*Mr. Fortington*

MR. HENEY

IN REPLY PLEASE QUOTE FILE No. 105

May 3rd,  
1937

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

THE KEYSTONE FISH COMPANY

Dear Sir:

We think it advisable that you should be informed, in confidence, that during the past few weeks we have received a number of claims for payment of unpaid accounts from various Canadian shippers to the Keystone Fish Company, Peck Slip, New York.

Trade information is not at all favourable [as to the present situation of this firm and we leave it to your discretion if you think it advisable to inform the various Provincial authorities, inasmuch as] *although* the Keystone Fish Company have been one of the large operators on Peck Slip up to this past year.

While we were aware that the firm has been in a precarious position for some time, we were under the impression that they were making reasonable efforts to adjust their accounts, but apparently this has been done at the expense of other shippers.

Yours faithfully,

*[Signature]*

(DOUGLAS S. COLE)  
Trade Commissioner for Canada



GAN:HC



INDEXED  
& C. RECORDS

G. C. MacDonald,  
Supervisor of Fisheries  
& Nat. Resources  
Regina

G. C. MacDonald,  
Supervisor of Fisheries  
& Nat. Resources  
Regina



31093

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~222-1230~~  
CIRCLE 1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1000~~ ROCKEFELLER CENTER  
NEW YORK

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1937

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Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada



GAN:HC



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& C. RECORDS

000267

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

MR. CHENEY

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

May 4th, 1937.

The Director,  
Commercial Intelligence Service,  
Ottawa,  
Canada.

FISH CONFERENCE

Dear Sir,-

I have read with interest Mr. Newman's report in connection with the proposed fish conference to be held in Toronto on the 14th instant and there has been a meeting with Mr. J.H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association of New York, Mr. Newman, Mr. Smith and myself.

We have stressed to Mr. Matthews the necessity of attending this conference, particularly as he will have the chief responsibility in explaining to those present the benefits to be derived from the proposed credit and information bureau in New York. One of the undoubted benefits which may possibly be derived from this conference will be the greater control which Provincial authorities will ultimately obtain over the quality and packing of fresh fish intended for the United States. The chief troubles which we have experienced in the fresh fish business have been caused either by the shipment of fish on consignment to unsatisfactory firms, or complaints as to the quality and packing of the fish.

In view of Mr. Newman's early departure for Trinidad, you may deem it advisable that I should also attend this conference so that continuity may be maintained on these various fish matters.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

DSC/BF

INDEXED  
& C. RECORDED



000268

COPY.

FORM A.74.A.

31093.

MAY 3 1937

May 1, 1937.

D.S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
New York, N.Y., U.S.A.

Dear Sir:

Re: Wilber F. Graham

We attach copy of Communication from  
Mr. Wilber F. Graham, Meaford, Ontario, together with  
a copy of Confidential Banking References from the  
Bank of Montreal, Meaford, Ont.

We would request you to furnish this  
correspondent with the desired information.

Yours faithfully,

EW/IMcN.

(L.D. Wilgress),  
Director,  
Commercial Intelligence Service.



Mr. Rabelle

File 31093

RDW

000270

Department of Trade and Commerce

---

MEMORANDUM

Mr. Wilgress:

Mr. Newman asked me to  
let you see these copies  
before they go on file.

Y.J.



000271

Ottawa.....

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHASE CODE

MR. CHENEY

MAY 1 1937

Please file 31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

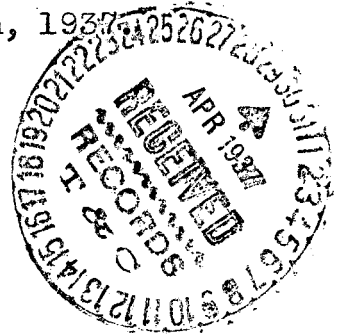
BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

April 28th, 1937

L.D. Wilgress, Esq.,  
Director,  
Commercial Intelligence Service,  
Ottawa, Canada.



FISH CONFERENCE

Dear Sir,-

This will acknowledge receipt  
of your telegram dated the 27th instant, which  
reads as follows:-

"ONTARIO GOVERNMENT CALLING FISH CONFERENCE  
TORONTO MAY FOURTEENTH STOP NEWMAN WILL  
REPORT FULL DETAILS ON ARRIVAL THURSDAY  
MORNING STOP ADVISABLE AWAIT OFFICIAL  
NOTIFICATION BEFORE INFORMING INTERESTED  
PARTIES."

I note that Mr. Newman will  
return to New York on Thursday morning  
at which time I will learn with interest  
the result of his extended trip.

Yours faithfully,

*Douglas S. Cole*

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

INDEXED  
& C. RECORDS

DSC/BF



000272

Form A.64.A.

File No. 31093

MEMORANDUM

LDW\*FP

To Major Parmelee,  
Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE

Ottawa April 29, 1937.

FISH CONFERENCE

With further reference to my memorandum of April 7, as approved by you, Mr. G. A. Newman, Assistant Canadian Trade Commissioner at New York, came to Ottawa and then proceeded to Winnipeg to consult with the Manitoba Department of Mines and Resources.

After several days' consultation with the Provincial Department and with representatives of the Lake Winnipeg Fish Producers' Association and Fish Exporters Limited, the two organizations representing the Manitoba exporters of fish to the United States, the principle of holding a conference in the near future was agreed upon and the two Associations submitted resolutions to the Hon. J. S. McDiarmid, Minister of Mines and Resources, in favour of the holding of a conference. Mr. Newman then proceeded to Toronto, where he had an interview with Mr. D. J. Taylor, Deputy Minister of Game and Fisheries.

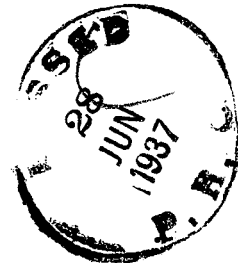
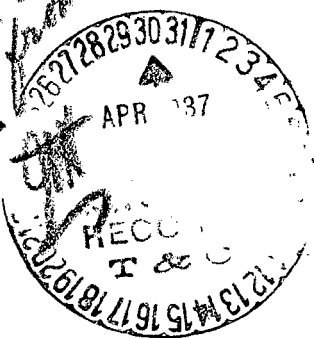
Mr. Taylor was enthusiastic about the proposal to hold a conference, as his Minister had already received a telegram from the Hon. J. S. McDiarmid, Manitoba Minister of Mines and Resources, enquiring as to the Ontario Minister's views regarding such a conference. As a result, Mr. Taylor agreed that the Ontario Government would take the initiative in calling the conference, as they were assured of the co-operation of Manitoba, and that they would extend invitations to the representatives of Saskatchewan and Alberta as well as to representatives of the fish trades.

It is probable that Friday, May 14, will be set as the day of the conference and that Mr. Taylor will extend an invitation to a representative of this Department, as well as to ask Mr. Newman to attend in order to give his advice regarding conditions in New York.

Mr. Newman has been very careful not to involve the Department in any way as appearing to take the initiative in holding the conference and it has been left entirely to the initiative of the Provincial Governments who are concerned with fisheries. At the same time, he has expressed a readiness to be of every assistance in the way of providing information and advice based on the knowledge which he has acquired from his experience in New York.

*[Handwritten signature]*

INDEXED  
T. & C. RECORDS



Form A.64.A.

File No. 31093

MEMORANDUM

LDW\*FP

To.....Major Parmelee.....  
.....Deputy Minister.....

DEPARTMENT OF TRADE AND COMMERCE  
Ottawa.....April 20, 1937.

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000274



### FISH CONFERENCE

Interview with Mr. D.J. Taylor, Deputy Minister of Game  
and Fisheries - 11 o'clock, Monday April 28th, Mr. Taylor's  
office, Parliament Buildings, Toronto.

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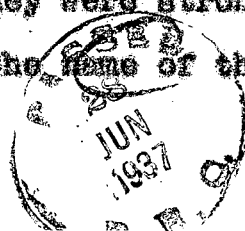
Mr. Taylor had received the letter and telegram from the Department advising him of my impending visit to discuss the organizing of a conference between provincial authorities and various fish trade representatives. Through the minister of his department he had also received a telegram from the Hon. J.S. MacDairmid, Minister of Mines and Natural Resources, Manitoba, enquiring as to the Ontario Minister's views regarding such a conference.

Fortunately Mr. Taylor proved very receptive to the proposals for a conference and the setting up of a credit and marketing information bureau. He stated that he had contemplated licensing all fish dealers in the province of Ontario in an effort to prevent purchases by unscrupulous firms, but believed that perhaps the same object could be secured through the operating of the bureau.

He was anxious also to encourage the small independent shippers and believed that the bureau would meet this purpose. He was not concerned for the large dealers. He was also planning a form of cooperative marketing of Ontario's fish and therefore welcomed the suggestion that credit cooperative bodies be formed to work in conjunction with the bureau. He would be glad to have the Ontario cooperative marketing board assist in this work, and perhaps lend their advice to the other provinces.

It was his opinion, however, that in order to be effective the bureau would be obliged to maintain representatives in Chicago and Detroit.

While Ontario was not faced with the problem of infected fish they were aware that these shipments to the United States constituted a real danger to the whole trade. They also understood that efforts had been made to send them through Ontario ports as Ontario fish. For this reason, they were strongly in favor of having all shipments marked with the name of the shipper and the place of origin.



2.

Furthermore he was pleased to have the conference called in Toronto, especially with the prior commitment of Manitoba to be present.

He promised a full representation of the various fish shippers and Government officials.

He agreed to sponsor the conference for May 14th and immediately wired the Manitoba Government to this effect. Arrangements were made to extend invitations to the shippers and Governments of Alberta, Saskatchewan, and Quebec.

Mr. Taylor was informed that our department would send its representatives, and Mr. Taylor stated he would write the department asking that such representatives be present.

On behalf of the department, full information was promised as to the experience of the New York office with respect to Fresh Water Fish marketing.

Enclosed is a survey of the main reasons for the conference prepared in question and answer form which the department may consider worth submitting to Mr. Taylor with the suggestion that he may care to transmit it to the other provincial offices. This information should meet with Mr. Taylor's present requirements.

It is also suggested that in addition to submitting the above data the department might propose to Mr. Taylor that he extend an invitation to Mr. J.H. Matthews, executive secretary of the Middle Atlantic Fisheries Association, 205 Front St., New York, to be present personally; that an invitation be extended to Mr. Charles Triggs, managing director of Booth fisheries and the nominated representative of reputable New York dealers; and finally that perhaps Mr. R.P. Dillon, secretary-treasurer of the Michigan Commercial Fishermen's Association, Bayport, Michigan, would be pleased to send a delegation on invitation to the conference.



3.

It is also believed that the Editor of the publication The Canadian Fisherman would be willing to attend. Effort might be made after Mr. Newman's return to New York to ascertain if there are any other United States associations which profitably might be invited and the department thus advised. At the same time it might be ascertained if Mr. Fellowes-Morgan, New York Market Commissioner, would be interested in the conference.

\*\*\*\*\*

It occurs to me that Mr. D.J.Taylor might also find the general information on the New York market for Freshwater fish as set forth in Commercial Intelligence Journal No.1700 (August 29, 1936, page 442) of some assistance in building up a conference background when communicating with the other provincial authorities.

A copy of the report is attached herewith, and as there are still a number of copies in the stock room, some three or four could be sent Mr. Taylor, should you think it worth while to do so.



### FISH CONFERENCE

Interview with Mr. D.J. Taylor, Deputy Minister of Game and Fisheries - 11 o'clock, Monday April 26th, Mr. Taylor's office, Parliament Buildings, Toronto.

- - - - -

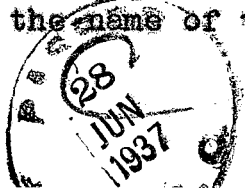
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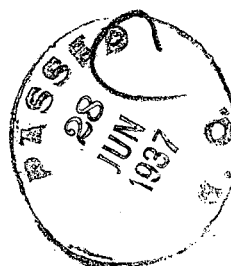
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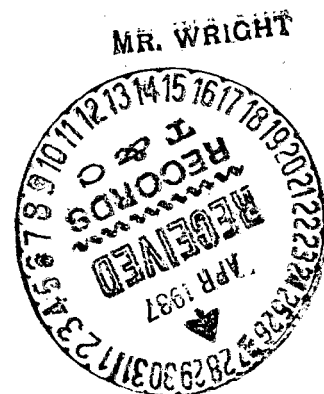
594 REV.

I-2370

CONFIDENTIAL

*Bank of Montreal,  
Meaford, Ont.*

April 26th, 1937.



MAY 3 1937

Dear Sir

Pursuant to your enquiry of Apr. 24th, 1937, File 31093, the following information is given in good faith and in confidence for your private use only and without any liability or responsibility therefor.

Wilber F. Graham

Mr. Graham is aged about 58, married and farmed and also did some fishing until last winter when he sold his farm. We consider him worth \$1200 in cash on hand.



Yours truly,

Manager  
J.F. Mutrie.

Commercial Intelligence Service,  
The Department of Trade and Commerce,  
Ottawa, Ont.

INDEXED  
T. & C. RECORDS



# PACIFIQUE CANADIEN SERVICE DES TELEGRAPHES

| GENDE SERVICE                                                                                               |  |
|-------------------------------------------------------------------------------------------------------------|--|
| Dépêche de jour                                                                                             |  |
| Lettre de jour                                                                                              |  |
| Dépêche de nuit                                                                                             |  |
| Lettre de nuit                                                                                              |  |
| Nos clients devront indiquer par un X le service requis. AUTREMENT LA DEPECHE SERA EXPEDIEE AU PLEIN TARIF. |  |

ARGENT TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
ET AUX ETATS-UNIS



SERVICE MONDIAL DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANIQUES

| FILIERE            |
|--------------------|
| HEURE DE RECEPTION |
| NOMBRE DE MOTS     |

W. D. NEIL, Gérant Général des Télégraphes, Montréal.

Veuillez expédier la dépêche suivante aux conditions mentionnées au verso et acceptées par les présentes.

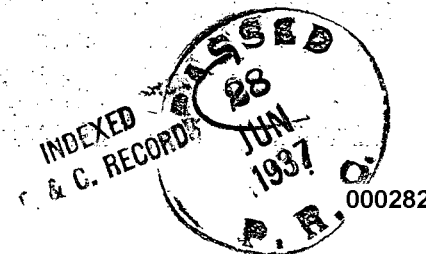
D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK CITY, N. Y.,  
U. S. A.

OTTAWA, April 27, 1937.

Ontario Government calling Fish Conference Toronto May fourteenth  
STOP Newman will report full details on arrival Thursday morning  
STOP Advisable await official notification before informing interested parties

L.D. Wilgress.

Charge  
Comm. Intelli. Service,  
Dept. T. & C.,  
LDW FP





D. L. HOWARD, Assistant du Gérant Général, Montréal.

E. H. GOODFELLOW, Assistant Gérant, Montréal, Qué.

W. M. THOMPSON, Assistant Gérant, Winnipeg, Man.

L. A. B. HUTTON, Surintendant, Sudbury, Ont.

P. G. McLEAN, Surintendant, Vancouver, C. B.

H. S. INGRAM, Surintendant, Toronto, Ont.

R. N. YOUNG, Surintendant, Calgary, Alta.

W. S. EMERY, Surintendant, Montréal, Qué.

T. H. HOLMES, Surintendant, Moose Jaw, Sask.

C. W. MACDONALD, Surintendant, Saint Jean, N. B.

A. J. CLARK, Surintendant, Winnipeg, Man.

**TERMES ET CONDITIONS SUIVANT LESQUELS TOUTE DEPECHE PAR TELEGRAPHE ET PAR CABLE SERA TRANSMISE PAR LES COMPAGNIES DE TELEGRAPHE ET DE CABLE SOUMISES A LA JURIDICTION DE LA COMMISSION DES CHEMINS DE FER DU CANADA: CONFORMEMENT A L'ORDONNANCE No. 49274 DE LA COMMISSION DES CHEMINS DE FER DU CANADA, EN DATE DU 5 DECEMBRE 1932, ET PUBLIEE DANS LA GAZETTE OFFICIELLE DU CANADA.**

Il est convenu entre cette Compagnie et l'expéditeur de la dépêche écrite au verso, que la dite Compagnie ne sera pas responsable d'aucuns dommages pouvant résulter de la non transmission ou livraison, ou d'aucune erreur dans la transmission ou livraison de toute dépêche non répétée, que la faute soit imputable à la négligence de ses employés ou non; elle ne sera pas non plus responsable des délais occasionnés par toute interruption dans le fonctionnement de ses lignes, ou des erreurs dans les dépêches chiffrées, de sens obscur, ou rédigées d'une écriture illisible, si ce n'est pour un montant n'excédant pas le prix payé pour l'envoi de la dite dépêche.

Pour éviter tout risque d'erreur, la Compagnie réexpédiera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excèdera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

Cette Compagnie ne sera pas responsable du fait ou de l'omission de toute autre compagnie de télégraphe dont elle jugera nécessaire d'utiliser les services pour faire parvenir une dépêche à destination, mais ne se considérera alors que comme intermédiaire de l'expéditeur, sans assumer aucune responsabilité. La Compagnie assume la responsabilité des dépêches qui lui sont confiées à partir seulement de l'instant où ces dépêches sont présentées et acceptées à l'un de ses bureaux d'expédition. Si une dépêche est apportée à un tel bureau par un messageur de la Compagnie, celui-ci agit comme intermédiaire de l'expéditeur. Si une dépêche est communiquée par téléphone à l'un des bureaux d'expédition de la Compagnie, la personne qui la reçoit agit aussi comme intermédiaire de l'expéditeur et a toute l'autorité nécessaire pour consentir à ces conditions au nom de l'expéditeur. Dans aucun cas la Compagnie ne sera tenue responsable de dommages-intérêts à moins que demande n'en soit faite par écrit dans les soixante jours qui suivront la réception du télégramme pour transmission.

Aucun employé n'est autorisé à changer les conditions qui précèdent.

## GENRE DE SERVICES.

### DÉPÊCHES

Pour transmission immédiate à plein taux.

### DÉPÊCHES DE NUIT

Acceptées jusqu'à minuit à taux réduit pour expédition pendant la nuit et livraison le lendemain matin. Aux endroits où les bureaux de la compagnie ne sont pas ouverts le dimanche, la livraison sera faite le matin du prochain jour légal suivant.

### LETTRES DE JOUR

Service différé pour lequel le taux est plus bas que le taux régulier; à savoir, une fois et demie le tarif de 10 mots de message de jour pour l'expédition d'une dépêche de cinquante mots ou moins, et un cinquième du taux initial pour chaque dix mots additionnels ou moins. Le prix minimum pour transmission d'une lettre de jour par cette compagnie est 45 centins.

Les lettres de jour peuvent être expédiées par la compagnie par service différé, mais l'expédition et la livraison de ces lettres de jour sont toujours soumises à la priorité de la transmission et la livraison des dépêches à plein taux.

La livraison de ces lettres de jour peut être faite par la compagnie aux destinataires par téléphone à l'endroit de réception, la compagnie se dégageant de ce

fait de toute responsabilité.

Il est entendu et convenu qu'en acceptant les lettres de jour la compagnie ne s'engage pas à les livrer le jour même. L'obligation de la compagnie est sujette à la condition que l'heure de réception de ces lettres de jour en permette la livraison le jour même pendant les heures de bureau, et est aussi sujette à la priorité de transmission des dépêches à plein taux aux conditions mentionnées ci-dessus.

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Acceptées jusqu'à minuit à taux réduit, pour expédition pendant la nuit et livraison le lendemain matin. Aux endroits où les bureaux de la compagnie ne sont pas ouverts le dimanche, la livraison sera faite le matin du prochain jour légal suivant. Les taux, pour lettres de nuit sont encore moins élevés que les taux réguliers pour les dépêches de nuit, à savoir: le taux régulier du jour pour dix mots pour l'expédition de cinquante mots ou moins et un cinquième de ce taux pour chaque dix mots additionnels, ou moins. Le taux minimum pour expédition par la compagnie, de toute lettre de nuit est trente centins.

Les lettres de nuit peuvent, à la discrétion de la compagnie, être mises à l'endroit de réception, à la poste à l'adresse du destinataire, et la compagnie sera déchargée de toute responsabilité en ce qui concerne la livraison de ces lettres de nuit en les mettant ainsi à la poste, affranchies, à l'endroit de réception.

# PACIFIQUE CANADIEN SERVICE DES TELEGRAPHES

| GENRE SERVICE                                                                                               |  |
|-------------------------------------------------------------------------------------------------------------|--|
| Dépêche de jour                                                                                             |  |
| Lettre de jour                                                                                              |  |
| Dépêche de nuit                                                                                             |  |
| Lettre de nuit                                                                                              |  |
| Nos clients devront indiquer par un X le service requis. AUTREMENT LA DEPECHE SERA EXPEDIEE AU PLEIN TARIF. |  |

ARGENT, TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
ET AUX ETATS-UNIS



SERVICE MONDIAL DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANQUES

|                    |
|--------------------|
| FILIERE            |
| HEURE DE RECEPTION |
| NOMBRE DE MOTS     |

W. D. NEIL, Gérant Général des Télégraphes, Montréal.

Veuillez expédier la dépêche suivante aux conditions mentionnées au verso et acceptées par les présentes.

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK CITY, N. Y.,  
U. S. A.

OTTAWA, April 27, 1937.

Ontario Government calling Fish Conference Toronto May fourteenth  
STOP Newman will report full details on arrival Thursday morning  
STOP Advisable await official notification before informing interested parties

L.D. Wilgress.

Charge  
Comm. Intelli. Service,  
Dept. T. & C.,  
LDW FP



INDEXED  
& C. RECORDS

D. L. HOWARD, Assistant du Gérant Général, Montréal.

E. H. GOODFELLOW, Assistant Gérant, Montréal, Qué.

W. M. THOMPSON, Assistant Gérant, Winnipeg, Man.

L. A. B. HUTTON, Surintendant, Sudbury, Ont.

P. G. McLEAN, Surintendant, Vancouver, C. B.

H. S. INGRAM, Surintendant, Toronto, Ont.

R. N. YOUNG, Surintendant, Calgary, Alta.

W. S. EMERY, Surintendant, Montréal, Qué.

T. H. HOLMES, Surintendant, Moose Jaw, Sask.

C. W. MACDONALD, Surintendant, Saint Jean, N. B.

A. J. CLARK, Surintendant, Winnipeg, Man.

**TERMES ET CONDITIONS SUIVANT LESQUELS TOUTE DEPECHE PAR TELEGRAPHE ET PAR CABLE SERA TRANSMISE PAR LES COMPAGNIES DE TELEGRAPHE ET DE CABLE SOUMISES A LA JURIDICTION DE LA COMMISSION DES CHEMINS DE FER DU CANADA: CONFORMEMENT A L'ORDONNANCE No. 49274 DE LA COMMISSION DES CHEMINS DE FER DU CANADA, EN DATE DU 5 DECEMBRE 1932, ET PUBLIEE DANS LA GAZETTE OFFICIELLE DU CANADA.**

Il est convenu entre cette Compagnie et l'expéditeur de la dépêche écrite au verso, que la dite Compagnie ne sera pas responsable d'aucuns dommages pouvant résulter de la non transmission ou livraison, ou d'aucune erreur dans la transmission ou livraison de toute dépêche non répétée, que la faute soit imputable à la négligence de ses employés ou non; elle ne sera pas non plus responsable des délais occasionnés par toute interruption dans le fonctionnement de ses lignes, ou des erreurs dans les dépêches chiffrées, de sens obscur, ou rédigées d'une écriture illisible, si ce n'est pour un montant n'excédant pas le prix payé pour l'envoi de la dite dépêche.

Pour éviter tout risque d'erreur, la Compagnie réexpédiera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excèdera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire, pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

Cette Compagnie ne sera pas responsable du fait ou de l'omission de toute autre compagnie de télégraphe dont elle jugera nécessaire d'utiliser les services pour faire parvenir une dépêche à destination, mais ne se considérera alors que comme intermédiaire de l'expéditeur, sans assumer aucune responsabilité. La Compagnie assume la responsabilité des dépêches qui lui sont confiées à partir seulement de l'instant où ces dépêches sont présentées et acceptées à l'un de ses bureaux d'expédition. Si une dépêche est apportée à un tel bureau par un messageur de la Compagnie, celui-ci agit comme intermédiaire de l'expéditeur. Si une dépêche est communiquée par téléphone à l'un des bureaux d'expédition de la Compagnie, la personne qui la reçoit agit aussi comme intermédiaire de l'expéditeur et a toute l'autorité nécessaire pour consentir à ces conditions au nom de l'expéditeur. Dans aucun cas la Compagnie ne sera tenue responsable de dommages-intérêts à moins que demande n'en soit faite par écrit dans les soixante jours qui suivront la réception du télégramme pour transmission.

Aucun employé n'est autorisé à changer les conditions qui précèdent.

## GENRE DE SERVICES

### DÉPÊCHES

Pour transmission immédiate à plein taux.

### DÉPÊCHES DE NUIT

Acceptées jusqu'à minuit à taux réduit pour expédition pendant la nuit et livraison le lendemain matin. Aux endroits où les bureaux de la compagnie ne sont pas ouverts le dimanche, la livraison sera faite le matin du prochain jour légal suivant.

### LETTRES DE JOUR

Service différé pour lequel le taux est plus bas que le taux régulier; à savoir, une fois et demie le tarif de 10 mots de message de jour pour l'expédition d'une dépêche de cinquante mots ou moins, et un cinquième du taux initial pour chaque dix mots additionnels ou moins. Le prix minimum pour transmission d'une lettre de jour par cette compagnie est 45 centins.

Les lettres de jour peuvent être expédiées par la compagnie par service différé, mais l'expédition et la livraison de ces lettres de jour sont toujours soumises à la priorité de la transmission et la livraison des dépêches à plein taux.

La livraison de ces lettres de jour peut être faite par la compagnie aux destinataires par téléphone à l'endroit de réception, la compagnie se dégageant de ce

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Les lettres de nuit peuvent, à la discrétion de la compagnie, être mises à l'endroit de réception, à la poste à l'adresse du destinataire, et la compagnie sera déchargée de toute responsabilité en ce qui concerne la livraison de ces lettres de nuit en les mettant ainsi à la poste, affranchies, à l'endroit de réception.

MAY 3 1937



ONTARIO

GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

MR. CHENEY

31093

APR 30 1937

April 27, 1937.

R. 177.



Dear Sir:

Your letter of the 22nd instant was placed before me when I returned to the office on Saturday, the 24th. Mr. Newman called on the 26th instant and we discussed the matter, in view of which the Honourable H. C. Nixon, Minister in Charge of this Department wired the Honourable J. S. McDiarmid, Minister of Mines and Natural Resources, Winnipeg, Man., to-day as follows:

"Some good may result from interprovincial conference on matters contained in your wire April twenty-second. Following interview Mr. Newman conference arranged Toronto May fourteenth."

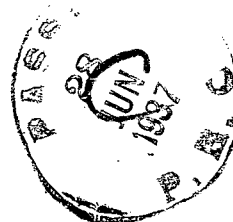
Yours very truly,

Deputy Minister.

L. D. Wilgress, Esq.,  
Director, Commercial Intelligence Service,  
Department of Trade and Commerce,  
Ottawa, Ont.

DJT/VJD.

INDEXED  
T. & C. RECORDS



DEPARTMENT OF

MR. CHENEY

31093

TELEPHONE: ~~XXXXXXXXXXXX~~  
CIRCLE 6-1230



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

# THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~XXXXXXXXXXXX~~ ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE NO.....

April 22nd, 1937.



Mr. L. D. Wilgress,  
Director,  
Commercial Intelligence Service,  
Ottawa, Ontario.

Dear Mr. Wilgress:

I have pleasure in enclosing in duplicate a resume of the recent proceedings in Winnipeg with respect to the calling of an interprovincial conference of Government officials and Freshwater fish shippers for the purpose of discussing the problem of marketing Canadian Freshwater fish in the United States. The report has taken the form of an outline of the day to day discussions which unfold the main points of view of the Manitoba interests. These discussions culminated in resolutions in favour of the conference and the proposed credit and market information bureau, being submitted to the Minister of Mines and Natural Resources, the Honourable J. S. McDiarmid. Duplicate copies of these resolutions are also enclosed herewith.

The signatories of the two resolutions represent the major shipping interests in Manitoba; the Manitoba Fish Producers Association with Mr. S. E. Sigurdson, Secretary, is comprised of the independent shippers who do not come under the control of the large combined interests of the Winnipeg wholesalers represented by signatories of the other resolution, and generally referred to in the discussions as members of the Fish Exporters Ltd. It is considered that the independent shippers are responsible for about 25% of the present shipments in Manitoba.

In many ways the interests of the two groups conflict as the large dealers are anxious to control as much of the trade as possible. The problem of reconciling the large exporters to the service offered by a credit and market information bureau, aside from arousing all shippers to a lively interest in the proposals, was the most difficult feature of the preliminary discussions.



INDEXED  
T. & C. McDiarmid

2.

Fortunately the enthusiasm and co-operation of the Assistant Deputy Minister, Mr. D. J. Allan, and Mr. A. G. Cunningham, Director of Game and Fisheries, served to overcome what otherwise might have proved an awkward situation. Indeed their assistance deserves sincere appreciation.

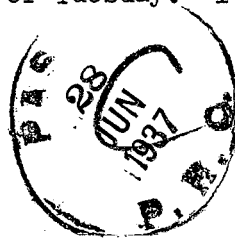
In a final interview with the Minister after he had received the resolutions, it was suggested by him that the conference, if called, might be held to advantage in Toronto. He was of the opinion that if called in Winnipeg, the meetings would be impeded by the presence of numerous fishermen, and the general division of opinion peculiar to the Manitoba trade. If held in Toronto the government would be willing to send its own delegates and perhaps finance the passage of one of the associations.

This view seemed commendable from a number of reasons. In addition to accomplishing the objects of the Minister, it would enable Mr. Mathews, of the Middle Atlantic Fisheries, New York, to be present without undue expense, as well as making it more accessible to Mr. Trigg, of Booth Fisheries Corporation of Chicago. It was also making it more acceptable to Ontario authorities and fishermen whose season is now in progress. It would be more convenient to our own department. Finally as it appears now that the second week in May would be the earliest date at which the conference could be called, it would be of considerable personal convenience.

Under the circumstances the actual calling of the conference may devolve on the Ontario authorities, with the Manitoba representatives already committed to its acceptance.

The Minister has agreed to telegraph the Minister of Fisheries in Ontario advising him of what has transpired in Manitoba and asking him to give his opinion of possibilities of such a conference after he has discussed the subject with local fishing organizations and myself.

For this reason it seemed advisable to place all information before the Ontario authorities at the earliest possible moment. As more time had been consumed in Winnipeg than was originally anticipated, the earliest available train to Toronto would arrive there Saturday which meant a delay to Monday or Tuesday. It was suggested,



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T & C RECORDS

000288

3.

therefore, that I might find it advantageous to proceed by aeroplane arriving there on Friday morning. I therefore took the liberty of seeking the department's permission for this move as per the attached telegraphic confirmation.

It occurred to me that in as much as certain of the Ontario shippers were already organized in local associations, it would save considerable time if the department were also to request the Minister of Fisheries for Ontario to endeavour to arrange a meeting for the morning of my arrival, thereby permitting me, if possible, to proceed to Ottawa that evening. Saskatchewan and Alberta could then be informed of the proposals by correspondence from Ottawa.

In closing I wish to express my thanks for the kind reception and assistance given to me in Winnipeg by the Minister, the Honourable J. S. McDiarmid, and members of his department.

Yours faithfully,

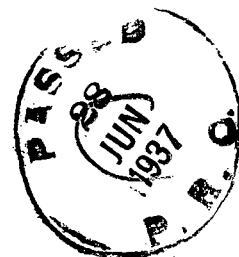


G. A. Newman,  
Assistant Trade Commissioner  
for Canada.

MD.

P.S. Since writing the above, have received message that travel by air cannot be authorized and meeting will be called with Minister in Toronto, Monday at eleven o'clock. I am accordingly leaving tonight by train for Toronto.

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T. & C. RECORDS



000289

April 22nd, 1937.

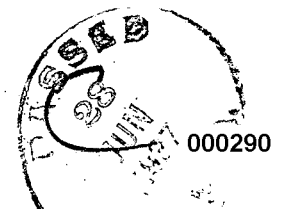
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In closing I wish to express my thanks for the kind reception and assistance given to me in Winnipeg by the Minister, the Honourable J. S. McDiarmid, and members of his department.

Yours faithfully,

G. A. Norman,  
Assistant Trade Commissioner  
for Canada.

LD.

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# INTERVIEW SLIP

## CANADIAN GOVERNMENT TRADE COMMISSIONER CHICAGO

File No. \_\_\_\_\_

Date April 15, 37

### SUBJECT:

Winnipeg Fish Conference.

Person <sup>Calling</sup>  
<sub>Called on</sub> \_\_\_\_\_

Firm \_\_\_\_\_

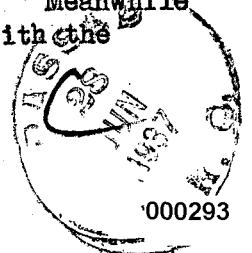
Address \_\_\_\_\_

### REMARKS:

In accordance with the telegraphic notification sent by the department to C.H. Atwood, deputy minister of Mines and Natural resources for Manitoba, an appointment was made with him on the morning of my arrival in Winnipeg, April 15th.

At the interview there was present Mr. D.J. Allan, Asst. Deputy minister, Mr. A.G. Cunningham, director of Game and Fisheries as well as the deputy Minister, Mr. C.H. Atwood and the Asst. Trade Commissioner.

Supplementing the brief statement contained in the letter of introduction from Mr. Wilgress to the deputy minister, the Asst. Trade Commissioner outlined the experience of the New York office in its efforts to extend and effective service to provincial shippers of freshwater fish. It was pointed out briefly that the steps taken by the Trade Commissioners office to date were not sufficient to meet the needs of the shippers completely with respect to credit and marketing information. It was hoped therefore that the various members of the trade itself might be enlisted in a coöperative effort to supply this need. It was mentioned that as far as could be ascertained the attitude of the New York dealers of repute was sympathetic to the proposals now being submitted as a basis for discussion at any forthcoming conference. It was emphasized that Mr. Chas. W. Triggs, managing director of the Booth Fisheries corporation which has important interests in the Manitoba Fish export trade had signified his willingness to appear at such a conference personally and lend his support to any attempt made to improve trade conditions. An outline was given, then, of the proposed credit and information bureau under the auspices of the Middle Atlantic Fisheries Association of New York City. And a complete statement of the position of Mr. J.H. Matthews, executive secretary of the organization, with respect to the New York fish trade was given verbally. Later, a written outline of the proposed credit and information bureau was submitted to Mr. Allan and Mr. Atwood for further study. Meanwhile arrangements were made for the Asst. Trade Commissioner to have luncheon with the Minister, the Hon. J.S. McDairmid, and Mr. Allan, asst. deputy minister.



## INTERVIEW SLIP

### CANADIAN GOVERNMENT TRADE COMMISSIONER CHICAGO

File No. \_\_\_\_\_

Date April 15, 37

### SUBJECT:

Winnipeg Fish Conference.

Person <sup>Calling</sup>  
Called on \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

### REMARKS:

At the luncheon, the whole situation was again reviewed for the benefit of the minister. The minister was in complete agreement with the suggestion that the whole scheme of the conference must be regarded as a cooperative trade effort and no association with the provincial government could be permitted beyond that of the minister calling the conference at the instigation of the local shippers, and possibly loaning monies sufficient to finance the information and credit bureau for the first year.

From this conversation with the minister and the previous discussion with the other departmental officials it was apparent that up to the present their attention had been focussed on the question of improving the quality of the fish exported rather than on actual methods of marketing. The marketing problem had been overshadowed by the fact that atleast seventy five percent of Manitoba's exports were made through some four or five large wholesalers, subsidiaries of New York and other United States firms, and locally combined to control the trade.

It was felt, therefore, that from the point of view of Manitoba interests the main value of any fish conference might lay in the development of some means for grading and inspection of exportable fish, rather than in planning a credit and marketing information bureau. At the same time it was appreciated that an organization along service cooperative lines working in conjunction with Middle Atlantic Fisheries Association would provide an initial means whereby other desirable objects could be attained later. An inspection service in New York, and other receiving points was viewed with particular interest.

Some reluctance was expressed by the Minister towards calling a conference until he could be assured not only of the interest of the local dealers, but also of a warmer reception to such proposals from the Ontario Government than that displayed on the occasion of a similar conference called by the Manitoba authorities a few years previously. He considered that ultimately Ontario would provide the greatest support to any credit and information bureau, and hence the importance of arousing their whole hearted cooperation.

## INTERVIEW SLIP

### CANADIAN GOVERNMENT TRADE COMMISSIONER CHICAGO

File No. \_\_\_\_\_

Date April 15.37

#### SUBJECT:

Winnipeg Fish Conference  
page - 3.

Person <sup>Calling</sup>  
Called on \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

#### REMARKS:

It was suggested therefore, that, in event of local dealers signifying their interest, the Manitoba authorities might find it useful to have the Asst. Trade Commissioner proceed to Toronto to outline the general proposals for a conference and the attitude of the Manitoba sauthorities. It was beleived that once Manitoba and Ontario were agreed to a conference there would be no difficulty in securing delegates from Alberta and Saskatchewan.

Discussions were adjourned to the following morning when some of the local dealers would be called into consultation.



INTERVIEW SLIP  

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CANADIAN GOVERNMENT TRADE COMMISSIONER  
CHICAGO

File No. \_\_\_\_\_

Date Friday, April 16, 37

SUBJECT:

Winnipeg Fish Conference  
page 4.

Person <sup>Calling</sup><sub>Called on</sub> \_\_\_\_\_ Interviews with Mr. Allan and Mr. Cunningham.

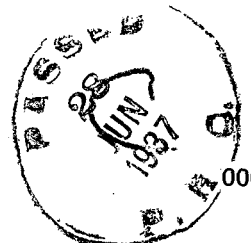
Firm \_\_\_\_\_

Address \_\_\_\_\_

REMARKS:

After a brief interview with Mr. Allan, asst. deputy minister, some two hours were spent with Mr. Cunningham, director of Game and Fisheries outlining in detail the background leading to the suggestion of a conference, and explaining the views of the New York wholesale fish dealers.

Mr. Cunningham expressed himself as being convinced that the conference would serve a very useful purpose, and suggested that he would be glad to draw up a statement of the points of most interest to Manitoba to be placed on the agenda. Meanwhile he was making every effort to see some of the local dealers and a few out of town shippers. As Saturday was usually unsatisfactory for interviews it was suggested that discussions be adjourned to the following Monday afternoon when it was hoped the opinions of the local dealers would be available.



INTERVIEW SLIP  

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CANADIAN GOVERNMENT TRADE COMMISSIONER  
CHICAGO

File No. \_\_\_\_\_

Date Monday, April 19, 37

SUBJECT:

Winnipeg Fish Conference.

Person <sup>Calling</sup> Called on Interview with Mr. Cunningham.

Firm \_\_\_\_\_

Address \_\_\_\_\_

REMARKS:

The <sup>Inspector</sup> ~~Inspector~~ of game and fisheries reported that conversations had taken place between himself and representatives of Lake Winnipeg Fish Producers Association - a body of independent fish shippers, and the Fish Exporters Association's secretary, - the latter organization representing the large vested interests in the Manitoba export fish trade.

It appeared that the two organizations were unable to formulate any clear cut views on the subject of the credit and information bureau or the calling of a general conference. Considerable conflict of opinion was also evident. As it was important that a precise statement of the attitude of these associations be obtained for the guidance of the minister, arrangements were made for a second interview with the Secretary of the Fish exporters, and a second meeting in Winnipeg of the Lake Winnipeg Fish producers Association in order that the Asst. Trade Commissioner could submit full details of the proposals for their consideration.

These meetings were arranged for the following day.



## INTERVIEW SLIP

### CANADIAN GOVERNMENT TRADE COMMISSIONER CHICAGO

File No. \_\_\_\_\_

Date Tues. April 20.37  
9 A.M.

#### SUBJECT:

Winnipeg Fish Conference

Person <sup>Calling</sup>  
Called on \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

#### REMARKS:

Conference with Mr. A.G. Cunningham, director of Game and Fisheries, Mr. Frank Shears, Secty. of the Fish Exporters Ltd. -- Mr. Newman, Asst. Trade Commissioner.

Mr. Shears pointed out that the Manitoba exports of fish differed from the fish marketing of other provinces in as much as a large percentage of the trade was in the hands of the members of his organization. These firms were inclined to the opinion that while the proposals for a credit and information bureau might prove a good thing for the small shippers it was doubtful if it would be of real value to their organization. Furthermore they believed that the question of quality was of more importance to them and could be remedied by local action.

The whole plan of the credit and information bureau and the purpose of a general conference was explained to Mr. Shears in detail, buttressed with facts which proved the interest of the New York dealers, some of whom were supporting members of his own organization.

Mr. Shears thereupon agreed to to summon a meeting of his association for that afternoon at 2 P.M. at the office of the director of game and fisheries.





## INTERVIEW SLIP

### CANADIAN GOVERNMENT TRADE COMMISSIONER CHICAGO

File No. \_\_\_\_\_

Date Tues. April 20.37  
10.30 A.M.

#### SUBJECT:

Winnipeg Fish Conference.

Person <sup>Calling</sup>  
Called on \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

#### REMARKS:

Conference with Lake Winnipeg Fish Producers Association representatives at the office of the Director of Game and Fisheries. Those present were Mr. D.J. Allan Asst. Deputy Minister, Mr. A.G. Cunningham, director of Fisheries, Mr. Newman Asst. Trade Commissioner. Members of the association - Mr. S. Magnusson; S.E. Sigurdson, S.V. Sigurdson and one other unnamed gentleman.

After the proposals for the credit and information bureau had been explained to the members of the association, and reasons given for calling of the conference, the association assured the director of fisheries of their whole hearted cooperation.

They considered the proposed bureau offered the independent shippers the first opportunity they had ever received to secure trustworthy market information and some assurance of fair treatment to their shipments in New York and other points. It also relieved them from the domination of some of the local dealers.

They therefore agreed after a discussion of the various points of the program that they would submit a written resolution to the Minister of Mines and Natural resources on the following day, requesting that a conference be called in Winnipeg to discuss various phases of the export fish trade, and especially the setting up of a credit and information bureau.

They were much impressed by the fact that interest in such a bureau was widespread and that Michigan shippers had already taken action in this regard. It was suggested that a representative from the Michigan association might be invited to participate in the conference.



## INTERVIEW SLIP

### CANADIAN GOVERNMENT TRADE COMMISSIONER CHICAGO

File No. \_\_\_\_\_

Date Tues. April 20, 37

2 P.M.

#### SUBJECT:

Winnipeg Fish Conference.

Person <sup>Calling</sup>  
Called on \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

#### REMARKS:

Conference with the Fish Exporters Ltd. Those present were Mr. D.J. Allan, Asst. deputy minister, Mr. A.G. Cunningham, director of Fisheries, Mr. G.A. Newman, Asst. Trade Commissioner. Members of the Fish exporters Ltd - Mr. Frank Shear, Secty. Mr. L. Bland (Northern Lakes Fisheries), Mr. T. Berckovitch, (Lake Manitoba Fisheries) Mr. M. Jonasson (Keystone Fisheries), Mr. C.C. Dungan (Booth Fisheries), Mr. Jim Finlay (Armstrong Gimli Fisheries), Mr. A.H. Steele (Booth Fisheries) Mr. Epstein.

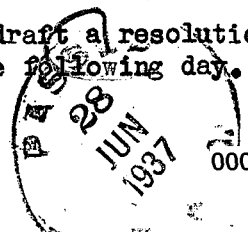
As in the case of the previous conference with the independent shippers the proposals for an credit and information bureau was outlined in detail. It was apparent that two or three members including Mr. L. Bland were openly apposed to the proposals on the grounds that it would militate against their own interests, others were non commital and about three quite friendly to the idea.

Mr. Jonasson went on record that the problems of the shippers were largely due to the presence in New York of the Retailers association which forced the wholesalers to adopt methods of self protection or face certain losses. He also stated that shipments of fish from Manitoba last year were of very poor quality, and this was a matter of local control.

The control of shipments to United States was also stressed.

Question was also made as to the integrity of the Middle Atlantic Fisheries Association but this was fully satisfied. The point was also stressed to the exporters that anything which placed their market in an orderly condition was bound to react to the benefit of all shippers. Moreover it was the only available means for a united effort to improve the whole trade, and ultimately the quality of shipments which in turn would lead to expanding markets.

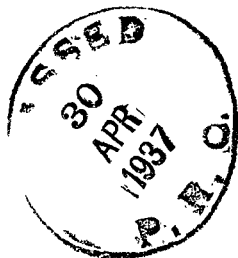
After two hours discussion it was decided that the exporters would draft a resolution in favor of calling the conference and submit it to the minister the following day.



000300

COPY.

FORM A.74



31093

April 28, 1937.

D.J. Taylor, Esq.,  
Deputy Minister of Game and Fisheries,  
Parliament Buildings,  
Toronto, Ontario.

Dear Mr. Taylor:

With reference to our consultation respecting the proposed interprovincial fish conference, my Department considered it very satisfactory from every point of view that your Department had undertaken to extend invitations to the other provinces for an interprovincial conference in Toronto on May 14th. As stated previously, I know the federal department of Trade and Commerce will be pleased to send its representative on receipt of an invitation from you. The invitation, I think, should go to Major J.C. Parmelee, Deputy Minister of the Department of Trade and Commerce, and at the same time the suggestion be made that I be instructed to attend in an advisory capacity.

In compliance with your request that you be furnished with whatever information was available respecting the conference, I am taking the liberty of enclosing a brief outline of points for conference discussion as they have been presented to me during preliminary discussions of the subject. For your convenience the data has been arranged in the form of questions and answers. It occurred to me that if you thought the information was suitable to your purpose after making any necessary changes and additions, it might be multigraphed and sent out as a supplement to the invitations.

The object in making this suggestion is that it might assist the other provincial delegates in formulating their proposals of topics for conference discussion, and perhaps eliminate considerable preliminary discussions at the conference when time would be limited.

Would it be of any assistance to you to have Mr. J.H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, who is sponsoring the proposed credit and marketing information bureau, be present in Toronto a day in advance of the conference? If so, perhaps you would care to mention the point in event of sending an invitation to him. I will be seeing Mr. Matthews personally in the next day or so and could cooperate from the New York end with any proposals you care to put forward.

C. & G. RECORDS



000301

COPY.

FORM A.74



2.

From preliminary information received we think it useful if invitations were extended to the following to attend the conference, Mr. J.H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Associations, 203 Front Street, New York City; Mr. Chas.W.Triggs, Managing Director of Booth Fisheries Corporation, (a nominated representative of the reputable New York wholesale fish dealers); the representatives of the Railway Express Companies; and Mr. R.P. Dillon, Secretary-Treasurer of the Michigan Commercial Fisherman's Association, Bayport, Michigan. This latter organization has indicated already their willingness to participate in the proposed credit and marketing information bureau.

We are enclosing a few copies of a report prepared by our Trade Commissioner's office in New York on the subject New York Market for Fresh-water Fish. It contains certain general information which may prove useful to you for conference purposes.

If I can be of any assistance kindly let me know, in care of my New York address, the Canadian Government Trade Commissioner, 620 - 5th Avenue, New York City.

Yours faithfully,

(G.A.Newman)  
Assistant Canadian Trade Commissioner,

Enc.  
GAN/YJ.



000302

COPY.

FORM A.74



31093

April 28, 1937.

C.H. Atwood, Esq.,  
Deputy Minister of Mines and Natural Resources,  
Province of Manitoba Government,  
Winnipeg, Manitoba.

Dear Mr. Atwood:

Prior to leaving Winnipeg Mr. Newman was requested to keep your department informed as to developments for the proposed interprovincial fish conference.

On arriving in Toronto he found Mr. D.J. Taylor, Deputy Minister of Game and Fisheries for Ontario, quite sympathetic towards the proposed conference and the possibility of organizing a credit and marketing information bureau. Apparently the province was already considering what steps could be taken to strengthen the position of the independent shippers, and the suggestion of a conference was in keeping with their preconceived ideas.

Under the circumstances they not only agreed to guarantee a strong provincial delegation of local shippers, cooperative marketing board specialists, and departmental representatives, but also to call the conference at Toronto for Friday, May 14th. It is understood he will be communicating with the other provincial authorities in Saskatchewan, Alberta, Quebec, and possibly fishing organizations in the State of Michigan. In addition, there will be representation from our own department together with, we hope, Mr. J.H. Matthews of the Middle Atlantic Fisheries Association and Mr. Charles Triggs of the Booth Fisheries Corporation, Chicago.

The date of May 14th is, we believe, satisfactory to Mr. Macparrid who indicated to Mr. Newman that the second week in May would be most convenient to all concerned.

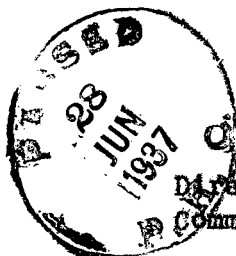
No doubt you will be receiving further details of the conference from Mr. D.J. Taylor who is responsible for final arrangements.

Meanwhile we have pleasure in enclosing herewith copy of the Commercial Intelligence Journal, on page 442 of which you will find a report on the New York market for fresh-water fish. The general information it contains may prove of use to your department.

Yours faithfully,

(L.D. Wilgress)

Enc.  
CAN/YJ.



Director,

Commercial Intelligence Service.

000303

COPY.

FORM A.74.A.

31093.

MAY 1 1937

April 24, 1937.

The Manager,  
The Bank of Montreal,  
Meaford, Ont.

Dear Sir:

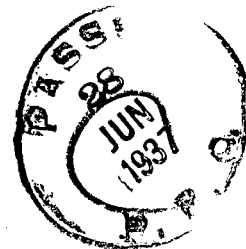
Re: Confidential References

Mr. Wilber F. Graham, Meaford, Ont., has supplied the name of your bank as a reference regarding his ability to discharge export trade obligations. We would, therefore, appreciate a Confidential Report from you in order that we may furnish this information to firms in the U.S.A. with whom he will contact.

Yours faithfully,

EW/IMcN.

(E.B.H. Wright),  
Chief, Directories Division,  
Commercial Intelligence Service.



# PACIFIQUE CANADIEN SERVICE DES TELEGRAPHES

| GENRE DE SERVICE                                                                                            |  |
|-------------------------------------------------------------------------------------------------------------|--|
| Dépêche <del>à</del> Tarif                                                                                  |  |
| Lettre de jour                                                                                              |  |
| Dépêche de nuit                                                                                             |  |
| Lettre de nuit                                                                                              |  |
| Nos clients devront indiquer par un X le service requis. AUTREMENT LA DEPECHE SERA EXPEDIEE AU PLEIN TARIF. |  |

ARGENT TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
ET AUX ETATS-UNIS



SERVICE MONDIAL DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANIQUES

| FILIERE            |
|--------------------|
| HEURE DE RECEPTION |
| NOMBRE DE MOTS     |

W. D. NEIL, Gérant Général des Télégraphes, Montréal.

Veuillez expédier la dépêche suivante aux conditions mentionnées au verso et acceptées par les présentes.

G. A. Newman, Esq.,  
Assistant Canadian Trade Commissioner, 1937  
C/o Royal York Hotel,  
TORONTO, Ontario.

OTTAWA, April 24, 1937.

Appointment with Deputy Minister Game and Fisheries tentatively arranged  
eleven oclock Monday STOP Please verify by telephone Monday

H. W. Cheney.

Charge  
Comm. Intelli. Service,  
Dept. T. & C.,  
HWC/FP



INDEXED  
T. & C. RECORDS

Adresse et numéro de téléphone de l'expéditeur pour référence.

000305

D. L. HOWARD, Assistant du Gérant Général, Montréal.

E. H. GOODFELLOW, Assistant Gérant, Montréal, Qué.

L. A. B. HUTTON, Surintendant, Sudbury, Ont.

H. S. INGRAM, Surintendant, Toronto, Ont.

W. S. EMERY, Surintendant, Montréal, Qué.

C. W. MACDONALD, Surintendant, Saint Jean, N. B.

W. M. THOMPSON, Assistant Gérant, Winnipeg, Man.

P. C. McLEAN, Surintendant, Vancouver, C. B.

R. N. YOUNG, Surintendant, Calgary, Alta.

T. H. HOLMES, Surintendant, Moose Jaw, Sask.

A. J. CLARK, Surintendant, Winnipeg, Man.

**TERMES ET CONDITIONS SUIVANT LESQUELS TOUTE DEPECHE PAR TELEGRAPHE ET PAR CABLE SERA TRANSMISE PAR LES COMPAGNIES DE TELEGRAPHE ET DE CABLE SOUMISES A LA JURIDICTION DE LA COMMISSION DES CHEMINS DE FER DU CANADA: CONFORMEMENT A L'ORDONNANCE No. 49274 DE LA COMMISSION DES CHEMINS DE FER DU CANADA, EN DATE DU 5 DECEMBRE 1932, ET PUBLIEE DANS LA GAZETTE OFFICIELLE DU CANADA.**

Il est convenu entre cette Compagnie et l'expéditeur de la dépêche écrite au verso, que la dite Compagnie ne sera pas responsable d'aucuns dommages pouvant résulter de la non transmission ou livraison, ou d'aucune erreur dans la transmission, ou livraison de toute dépêche non répétée, que la faute soit imputable à la négligence de ses employés ou non; elle ne sera pas non plus responsable des délais occasionnés par toute interruption dans le fonctionnement de ses lignes, ou des erreurs dans les dépêches chiffrées, de sens obscur, ou rédigées d'une écriture illisible, si ce n'est pour un montant n'excédant pas le prix payé pour l'envoi de la dite dépêche.

Pour éviter tout risque d'erreur, la Compagnie réétera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excédera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

Cette Compagnie ne sera pas responsable du fait ou de l'omission de toute autre compagnie de télégraphe dont elle jugera nécessaire d'utiliser les services pour faire parvenir une dépêche à destination, mais ne se considérera alors que comme intermédiaire de l'expéditeur, sans assumer aucune responsabilité. La Compagnie assume la responsabilité des dépêches qui lui sont confiées à partir seulement de l'instant où ces dépêches sont présentées et acceptées à l'un de ses bureaux d'expédition. Si une dépêche est apportée à un tel bureau par un messager de la Compagnie, celui-ci agit comme intermédiaire de l'expéditeur. Si une dépêche est communiquée par téléphone à l'un des bureaux d'expédition de la Compagnie, la personne qui la reçoit agit aussi comme intermédiaire de l'expéditeur et a toute l'autorité nécessaire pour consentir à ces conditions au nom de l'expéditeur. Dans aucun cas la Compagnie ne sera tenue responsable de dommages-intérêts à moins que demande n'en soit faite par écrit dans les soixante jours qui suivront la réception du télégramme pour transmission.

Aucun employé n'est autorisé à changer les conditions qui précèdent.

## GENRE DE SERVICES

### DÉPÊCHES

Pour transmission immédiate à plein taux.

### DÉPÊCHES DE NUIT

Acceptées jusqu'à minuit à taux réduit pour expédition pendant la nuit et livraison le lendemain matin. Aux endroits où les bureaux de la compagnie ne sont pas ouverts le dimanche, la livraison sera faite le matin du prochain jour légal suivant.

### LETTRES DE JOUR

Service différé pour lequel le taux est plus bas que le taux régulier; à savoir, une fois et demie le tarif de 10 mots de message de jour pour l'expédition d'une dépêche de cinquante mots ou moins, et un cinquième du taux initial pour chaque dix mots additionnels ou moins. Le prix minimum pour transmission d'une lettre de jour par cette compagnie est 45 centins.

Les lettres de jour peuvent être expédiées par la compagnie par service différé, mais l'expédition et la livraison de ces lettres de jour sont toujours soumises à la priorité de la transmission et la livraison des dépêches à plein taux.

La livraison de ces lettres de jour peut être faite par la compagnie aux destinataires par téléphone à l'endroit de réception, la compagnie se dégageant de ce

fait de toute responsabilité.

Il est entendu et convenu qu'en acceptant les lettres de jour la compagnie ne s'engage pas à les livrer le jour même. L'obligation de la compagnie est sujette à la condition que l'heure de réception de ces lettres de jour en permette la livraison le jour même pendant les heures de bureau, et est aussi sujette à la priorité de transmission des dépêches à plein taux aux conditions mentionnées ci-dessus.

### LETTRES DE NUIT

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Les lettres de nuit peuvent, à la discrétion de la compagnie, être mises à l'endroit de réception, à la poste à l'adresse du destinataire, et la compagnie sera dégagée de toute responsabilité en ce qui concerne la livraison de ces lettres de nuit en les mettant ainsi à la poste, affranchies, à l'endroit de réception.



# PACIFIQUE CANADIEN SERVICE DES TELEGRAPHES

| GENRE DE SERVICE                                                                                            |  |
|-------------------------------------------------------------------------------------------------------------|--|
| Dépêche au plein-tarif                                                                                      |  |
| Lettre de jour                                                                                              |  |
| Dépêche de nuit                                                                                             |  |
| Lettre de nuit                                                                                              |  |
| Nos clients devront indiquer par un X le service requis. AUTREMENT LA DEPECHE SERA EXPEDIEE AU PLEIN TARIF. |  |

ARGENT TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
ET AUX ETATS-UNIS



SERVICE MONDIAL DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANIQUES

|                    |
|--------------------|
| FILIERE            |
| HEURE DE RECEPTION |
| NOMBRE DE MOTS     |

W. D. NEIL, Gérant Général des Télégraphes, Montréal.

Veuillez expédier la dépêche suivante aux conditions mentionnées au verso et acceptées par les présentes.

G. A. Newman, Esq.,  
Assistant Canadian Trade Commissioner,  
C/o Royal York Hotel,  
TORONTO, Ontario.

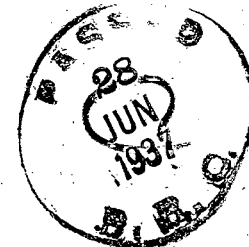
APR 26 1937

OTTAWA, April 24, 1937.

Appointment with Deputy Minister Game and Fisheries tentatively arranged  
eleven oclock Monday STOP Please verify by telephone Monday

H. W. Cheney.

Charge  
Comm. Intelli. Service,  
Dept. T. & C.,  
HWC/FP



Adresse et numéro de téléphone de l'expéditeur pour référence

INDEXED  
T. & C. RECORDS

000307

D. L. HOWARD, Assistant du Gérant Général, Montréal.

E. H. GOODFELLOW, Assistant Gérant, Montréal, Qué.

L. A. B. HUTTON, Surintendant, Sudbury, Ont.

H. S. INGRAM, Surintendant, Toronto, Ont.

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Pour éviter tout risque d'erreur, la Compagnie réexpédiera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excèdera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

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## GENRE DE SERVICES

### DÉPÊCHES

Pour transmission immédiate à plein taux.

### DÉPÊCHES DE NUIT

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Les lettres de jour peuvent être expédiées par la compagnie par service différé, mais l'expédition et la livraison de ces lettres de jour sont toujours soumises à la priorité de la transmission et la livraison des dépêches à plein taux.

La livraison de ces lettres de jour peut être faite par la compagnie aux destinataires par téléphone à l'endroit de réception, la compagnie se dégageant de ce

fait de toute responsabilité.

Il est entendu et convenu qu'en acceptant les lettres de jour la compagnie ne s'engage pas à les livrer le jour même. L'obligation de la compagnie est sujette à la condition que l'heure de réception de ces lettres de jour en permette la livraison le jour même pendant les heures de bureau, et est aussi sujette à la priorité de transmission des dépêches à plein taux aux conditions mentionnées ci-dessus.

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Les lettres de nuit peuvent, à la discrétion de la compagnie, être mises à l'endroit de réception, à la poste à l'adresse du destinataire, et la compagnie sera déchargée de toute responsabilité en ce qui concerne la livraison de ces lettres de nuit en les mettant ainsi à la poste, affranchies, à l'endroit de réception.

| CLASS OF SERVICE DESIRED |  |
|--------------------------|--|
| FULL-RATE MESSAGE        |  |
| DAY LETTER               |  |
| NIGHT MESSAGE            |  |
| NIGHT LETTER             |  |

PATRONS SHOULD MARK AN X OPPOSITE THE CLASS OF SERVICE DESIRED. OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM.

# CANADIAN NATIONAL TELEGRAPHS



D. E. GALLOWAY, Assistant Vice-President, Toronto, Ont.

Exclusive Connection  
with  
WESTERN UNION  
TELEGRAPH CO.

Cable Service  
to all the World

Money Transferred  
by Telegraph

RECEIVER'S NO.

TIME FILED

CHECK

31093

Send the following message, subject to the terms on back hereof, which are hereby agreed to

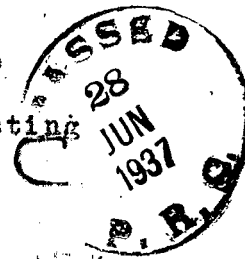
MAY 1 1937

OTTAWA APRIL 22, 1937.

G.A. Newman  
c/o Department of Mines and Natural Resources  
WINNIPEG.

CHARGE T. & C.  
COMM. INTELLI. BR.  
HWC/WT.

Unable authorize travel aeroplane  
writing. Deputy Minister Fisheries Toronto suggesting  
conference Monday eleven oclock. Will wire you  
further instructions Royal York Hotel Toronto.



L.D. WILGRESS

000309

**ALL MESSAGES ARE SUBJECT TO THE FOLLOWING CONDITIONS, WHICH HAVE BEEN APPROVED BY THE BOARD OF RAILWAY COMMISSIONERS FOR CANADA, UNDER ORDER 162, DATED MARCH 30TH, 1916, AND ORDER 48274, DATED 5TH DECEMBER, 1932, WHICH ORDERS WERE PUBLISHED IN THE CANADA GAZETTE ON DECEMBER 24TH AND DECEMBER 31ST, 1932, AND JANUARY 7TH, 1933.**

It is agreed between the sender of the message on the face of this form and the Company with which the message is filed that said Company shall not be liable for damages arising from failure to transmit or deliver, or for any error in the transmission or delivery of, any unrepeatable telegram, whether happening from negligence of its servants or otherwise, or for delays from interruptions in the working of its lines, for errors in cipher, or obscure messages, or for errors from illegible writing, beyond the amount received for sending the same.

To guard against errors, the said Company will repeat back any telegram for an extra payment of one-half the regular rate; and, in that case, the said Company shall be liable for damages suffered by the sender to an extent not exceeding \$200.00, due to the negligence of the said Company in the transmission or delivery of the telegram.

Correctness in the transmission and delivery of messages can be insured by contract in writing, stating agreed amount of risk, and payment of premium thereon at the following rates, in addition to the usual charge for repeated messages, viz.: one per cent. for any distance not exceeding 1,000 miles, and two per cent. for any greater distance.

The said Company shall not be liable for the act or omission of any other Company, but will endeavor to forward the telegram by any other Telegraph Company necessary to reaching its destination, but only as the agent of the sender and without liability therefor. The said Company shall not be responsible for messages until the same are presented and accepted at one of its transmitting offices; if a message is sent to such office by one of the said Company's messengers, he acts for that purpose as the sender's agent; if by telephone, the person receiving the message acts therein as agent of the sender, being authorized to assent to these conditions for the sender. The said Company shall not be liable in any case for damages, unless the same be claimed, in writing, within sixty days after receipt of the telegram for transmission.

No employee of the said Company shall vary the foregoing.

## **CLASSES OF SERVICE**

### **TELEGRAMS**

A full-rate expedited service.

### **NIGHT MESSAGES**

Accepted up to midnight at reduced rates, to be sent during the night and delivered on the morning of the next day after their date. At places where the Company's offices are not open on Sundays, delivery will be made on the morning of the next ensuing business day.

### **DAY LETTERS**

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the ten-word day message rate for the transmission of 50 words or less, and one-fifth of the initial rate for such 50 words for each additional 10 words or less. The minimum charge for transmission over the Company's lines of any Day Letter will be 45 cents.

Day Letters may be forwarded by the Company as a deferred service, and the transmission and delivery of such Day Letters are, in all respects, subordinate to the priority of transmission and delivery of full-rate messages.

Day Letters may be delivered by the Company by telephoning the same to the addressees, and such deliveries shall be a complete discharge of the obligation of the Company to deliver.

Day letters are received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of full-rate messages under the conditions named above.

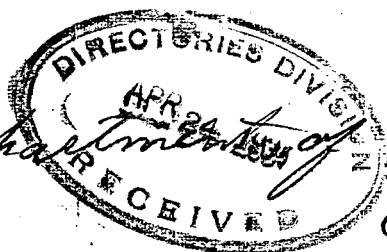
### **NIGHT LETTERS**

Accepted up to midnight at reduced rates, to be sent during the night and delivered on the morning of the next day after their date. At places where the Company's offices are not open on Sundays, delivery will be made on the morning of the next ensuing business day. The rates for Night Letters are still lower than the standard Night Message rates, as follows: The standard day rate for 10 words for the transmission of 50 words or less and one-fifth of the initial rate for such 50 words for each additional 10 words or less. The minimum charge for transmission over the Company's lines of any Night Letter will be 30 cents.

Night Letters may, at the option of the Company, be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

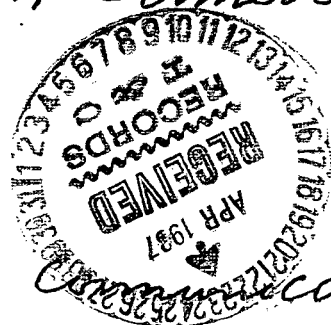
MR. FORTIN

57043



Department of

Meaford April 21/89  
Trade and Commerce  
Ottawa



Dear Sir

MAY 3 1937

As I have just been in communication with the Canadian Trade Commissioner in New York in regards to a market for fish that would be reliable he referred me to your Department and explained to state to you my business and financial standing my business is to buy fish from the fishermen and export them to the U.S.A. Market. I pay the fishermen spot cash for fish Bank reference Bank of Montreal Meaford if this statement is satisfactory Please notify the Trade Commissioner to send me the address of some reliable fish buyers in New York and Chicago

yours Truly

Wilbur F. Graham

Meaford Ont-

28 JUN 1937

B. R. G.

24/4/37

INDEXED & G. RECORD 000311

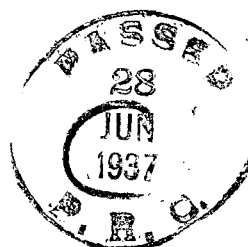
April 15.37

### Winnipeg Fish Conference.

In accordance with the telegraphic notification sent by the department to C.H. Atwood, deputy minister of Mines and Natural resources for Manitoba, an appointment was made with him on the morning of my arrival in Winnipeg, April 15th.

At the interview there was present Mr. D.E. Allan, Asst. Deputy minister, Mr. A.C. Cunningham, director of Game and Fisheries as well as the deputy Minister, Mr. C.H. Atwood and the Asst. Trade Commissioner.

Supplementing the brief statement contained in the letter of introduction from Mr. Wilgress to the deputy minister, the Asst. Trade Commissioner outlined the experience of the New York office in its efforts to extend and effective service to provincial shippers of freshwater fish. It was pointed out briefly that the steps taken by the Trade Commissioners office to date were not sufficient to meet the needs of the shippers completely with respect to credit and marketing information. It was hoped therefore that the various members of the trade itself might be enlisted in a cooperative effort to supply this need. It was mentioned that as far as could be ascertained the attitude of the New York dealers of repute was sympathetic to the proposals now being submitted as a basis for discussion at any forthcoming conference. It was emphasized that Mr. Chas. W. Triggs, managing director of the Booth Fisheries co-operation which has important interests in the Manitoba Fish export trade had signified his willingness to appear at such a conference personally and lend his support to any attempt made to improve trade conditions. An outline was given, then, of the proposed credit and information bureau under the auspices of the Middle Atlantic Fisheries Association of New York City. And a complete statement of the position of Mr. J.H. Matthews, executive secretary of the organization, with respect to the New York fish trade was given verbally. Later, a written outline of the proposed credit and information bureau was submitted to Mr. Allan and Mr. Atwood for further study. Meanwhile arrangements were made for the Asst. Trade Commissioner to have luncheon with the Minister, the Hon. J.S. McDermid, and Mr. Allan, asst. deputy minister.



April 15.37

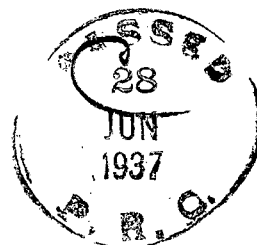
### Winnipeg Fish Conference.

At the luncheon, the whole situation was again reviewed for the benefit of the minister. The minister was in complete agreement with the suggestion that the whole scheme of the conference must be regarded as a cooperative trade effort and no association with the provincial government could be permitted beyond that of the minister calling the conference at the instigation of the local shippers, and possibly loaning monies sufficient to finance the information and credit bureau for the first year.

From this conversation with the minister and the previous discussion with the other departmental officials it was apparent that up to the present their attention had been focussed on the question of improving the quality of the fish exported rather than on actual methods of marketing. The marketing problem had been overshadowed by the fact that at least seventy five percent of Manitoba's exports were made through some four or five large wholesalers, subsidiaries of New York and other United States firms, and locally combined to control the trade.

It was felt, therefore, that from the point of view of Manitoba interests the main value of any fish conference might lay in the development of some means for grading and inspection of exportable fish, rather than in planning a credit and marketing information bureau. At the same time it was appreciated that an organization along service cooperative lines working in conjunction with Middle Atlantic Fisheries Association would provide an initial means whereby other desirable objects could be attained later. An inspection service in New York, and other receiving points was viewed with particular interest.

Some reluctance was expressed by the Minister towards calling a conference until he could be assured not only of the interest of the local dealers, but also of a warmer reception to such proposals from the Ontario Government than that displayed on the occasion of a similar conference called by the Manitoba authorities a few years previous. He considered that ultimately Ontario would provide the greatest support to any credit and information bureau, and hence the importance of arousing their whole hearted cooperation.



April 15, 37

Winnipeg Fish Conference  
page - 3.

It was suggested therefore, that, in event of local dealers signifying their interest, the Manitoba authorities might find it useful to have the Asst. Trade Commissioner proceed to Toronto to outline the general proposals for a conference and the attitude of the Manitoba authorities. It was believed that once Manitoba and Ontario were agreed to a conference there would be no difficulty in securing delegates from Alberta and Saskatchewan.

Discussions were adjourned to the following morning when some of the local dealers would be called into consultation.





Friday, April 16.37

Winnipeg Fish Conference  
page 4.

Interviews with Mr. Allan and Mr. Cunningham.

After a brief interview with Mr. Allan, asst. deputy minister, some two hours were spent with Mr. Cunningham, director of Game and Fisheries outlining in detail the background leading to the suggestion of a conference, and explaining the views of the New York wholesale fish dealers.

Mr. Cunningham expressed himself as being convinced that the conference would serve a very useful purpose, and suggested that he would be glad to draw up a statement of the points of most interest to Manitoba to be placed on the agenda. Meanwhile he was making every effort to see some of the local dealers and a few out of town shippers. As Saturday was usually unsatisfactory for interviews it was suggested that discussions be adjourned to the following Monday afternoon when it was hoped the opinions of the local dealers would be available.



Monday, April 18, 37

**Winnipeg Fish Conference.**

**Interview with Mr. Cunningham.**

The Inspector of game and fisheries reported that conversations had taken place between himself and representatives of Lake Winnipeg Fish Producers Association - a body of independent fish chippers, and the Fish Exporters Association's secretary, - the latter organization representing the large vested interests in the Manitoba export fish trade.

It appeared that the two organizations were unable to formulate any clear cut views on the subject of the credit and information bureau or the calling of a general conference. Considerable conflict of opinion was also evident. As it was important that a precise statement of the attitude of these associations be obtained for the guidance of the minister, arrangements were made for a second interview with the Secretary of the Fish exporters, and a second meeting in Winnipeg of the Lake Winnipeg Fish producers Association in order that the Asst. Trade Commissioner could submit full details of the proposals for their consideration.

These meetings were arranged for the following day.

Tues. April 20.37  
9 A.M.

### Winnipeg Fish Conference

Conference with Mr. A.G. Cunningham, director of Game and Fisheries, Mr. Frank Shears, Secty. of the Fish Exporters Ltd. -- Mr. Newman, Asst. Trade Commissioner.

Mr. Shears pointed out that the Manitoba exports of fish differed from the fish marketing of other provinces in as much as a large percentage of the trade was in the hands of the members of his organization. These firms were inclined to the opinion that while the proposals for a credit and information bureau might prove a good thing for the small shippers it was doubtful if it would be of real value to their organization. Furthermore they believed that the question of quality was of more importance to them and could be remedied by local action.

✓ The whole plan of the credit and information bureau and the purpose of a general conference was explained to Mr. Shears in detail buttressed with facts which proved the interest of the New York dealers, some of whom were supporting members of his own organization.

Mr. Shears thereupon agreed to to summon a meeting of his association for that afternoon at 2 P.M. at the office of the director of game and fisheries.

Tues. April 20, 37  
10.30 A.M.

### Winnipeg Fish Conference.

Conference with Lake Winnipeg Fish Producers Association representatives at the office of the Director of Game and Fisheries. Those present were Mr. D.J. Allan, Asst. Deputy Minister, Mr. A.C. Cunningham, director of Fisheries, Mr. Newman, Asst. Trade Commissioner. Members of the association - Mr. S. Magnussen; S.E. Sigurdson, S.V. Sigurdson and one other unnamed gentleman.

After the proposals for the credit and information bureau had been explained to the members of the association, and reasons given for calling of the conference, the association assured the director of fisheries of their whole hearted cooperation.

They considered the proposed bureau offered the independent shippers the first opportunity they had ever received to secure trustworthy market information and some assurance of fair treatment to their shipments in New York and other points. It also relieved them from the domination of some of the local dealers.

They therefore agreed after a discussion of the various points of the program that they would submit a written resolution to the Minister of Mines and Natural resources on the following day, requesting that a conference be called in Winnipeg to discuss various phases of the export fish trade, and especially the setting up of a credit and information bureau.

They were much impressed by the fact that interest in such a bureau was widespread and that Michigan shippers had already taken action in this regard. It was suggested that a representative from the Michigan association might be invited to participate in the conference.

Tues. April 20.37

2 P.M.

### Winnipeg Fish Conference.

Conference with the Fish Exporters Ltd. Those present were Mr. D.J. Allan, Asst. deputy minister, Mr. A.G. Cunningham, director of Fisheries, Mr. C.A. Newman, Asst. Trade Commissioner. Members of the Fish exporters Ltd - Mr. Frank Shear, Secty. Mr. L. Rland (Northern Lakes Fisheries), Mr. T. Barckovitch, (Lake Manitoba Fisheries) Mr. M. Jonasson (Koyatone Fisheries), Mr. C.C. Dungan (Booth Fisheries), Mr. Jim Finlay (Armstrong Gimli Fisheries), Mr. A.H. Steele (Booth Fisheries) Mr. Epstein.

As in the case of the previous conference with the independent shippers the proposals for an credit and information bureau was outlined in detail. It was apparent that two or three members including Mr. L. Rland were openly apposed to the proposals on the grounds that it would militate against their own interests, others were non commital and about three quite friendly to the idea.

Mr. Jonasson went on record that the problems of the shippers were largely due to the presence in New York of the Retailers association which forced the wholesalers to adopt methods of self protection or face certain losses. He also stated that shipments of fish from Manitoba last year were of very poor quality, and this was a matter of local control.

The control of shipments to United States was also stressed.

Question was also made as to the integrity of the Middle Atlantic Fisheries Association but this was fully satisfied. The point was also stressed to the exporters that anything which placed their market in an orderly condition was bound to react to the benefit of all shippers. Moreover it was the only available means for a united effort to improve the whole trade, and ultimately the quality of shipments which in turn would lead to expanding markets.

After two hours discussion it was decided that the exporters would draft a resolution in favor of calling the conference and submit it to the minister the following day.

C O P Y

Meeting held at Mr. Cunningham's office April 20th, 1937.

As a result of a meeting of the following Fish Shippers:

L. Bland, I. Bercovitch, C. C. Dungan, N. Epstein, C. E. Finlay, G. F. Jonasson, and A. H. Steele, together with D. J. Allan, and A.G. Cunningham, of the Department of Fisheries, and Mr. Newman, Assistant Trade Commissioner of Canada at New York.

It was decided by the signatories attached that it would be desirable to ask the Hon. J. S. McDiarmid to call a conference of the representative shippers of the Provinces of Alberta, Saskatchewan, and Ontario, for the purpose of discussing mutual shipping problems, and in particular the formation of a Fisheries Association, and the establishment of a Bureau of Information, credit and claims adjustment service at New York, under the suggested management of Mr. Matthews of the Middle West Atlantic Fisheries Association and the supervision of the Department of Trade and Commerce at New York.

Armstrong Gimli Fisheries Limited

"C. C. Finlay"

Keystone Fisheries Limited

"G. F. Jonasson"

Booth Fisheries Canadian Co. Ltd.  
Winnipeg, Man.

"C. C. Dungan"

Lake Manitoba Fisheries Ltd.

"J. Bercovitch"

Selkirk Fisheries Ltd.

"Noah Epstein"



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Armstrong Gimli Fisheries Limited

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"G. F. Jonasson"

Booth Fisheries Canadian Co. Ltd.  
Winnipeg, Man.

"C. C. Dungan"

Lake Manitoba Fisheries Ltd.

"J. Bercovitch"

Selkirk Fisheries Ltd.

"Noah Epstein"



000321

C O P Y

April 21st, 1937.

Hon. J. S. McDiarmid,  
Minister of Mines & Natural Resources,  
Province of Manitoba,  
Legislative Building,  
Winnipeg, Man.

Sir:

Representatives of our Association had a discussion with the Assistant Trade Commissioner for Canada, Mr. Newman, on the establishment of a Credit Information Bureau in New York to serve and protect the exporters of fish from Ontario and the three Western Provinces of Canada to New York.

As a result of this discussion it is the opinion of our Association that the establishment of such a Bureau would be beneficial to the producers and exporters of fish in marketing their fish in an orderly manner.

It is our request, therefore, that the Department of Fisheries arrange to call a general meeting of producers and exporters from the above mentioned Provinces for the purpose of discussing the advisability of establishing a Credit Bureau in New York and the basis on which such a Bureau would be established.

I am, Sir,

Yours respectfully,

Manitoba Fish Producers Association.

"S. E. Sigurdson"

Secretary.





C O P Y

April 21st, 1937.

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Province of Manitoba,  
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I am, Sir,

Yours respectfully,

Manitoba Fish Producers Association.

"S. E. Sigurdson"

Secretary.





# CANADIAN PACIFIC TELEGRAPHS

DIRECT CONNECTION WITH  
POSTAL TELEGRAPH - CABLE CO.

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Document disclosed under the Access to Information Act  
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C.D. 1R

This is a full-rate Telegram or Cablegram unless otherwise indicated by signal in the check or in the address.

| TELEGRAM       |    | CABLEGRAM          |     |
|----------------|----|--------------------|-----|
| FULL RATE      |    | FULL RATE          |     |
| DAY LETTER     | DL | CODE               | CDE |
| NIGHT LETTER   | NL | DEFERRED           | LC  |
| NIGHT TELEGRAM | NM | NIGHT CABLE LETTER | NLT |

W. D. NEIL, GENERAL MANAGER OF  
COMMUNICATIONS, MONTREAL.

RNA80 12

1937 APR 26 AM 11 34

RY TORONTO ONT 26 1131A

DIRECTOR 138

COMMERCIAL INTELLIGENCE SVC

DEPT TRADE & COMMERCE OTTAWA

ONTARIO CALLING FISH CONFERENCE TORONTO MAY FOURTEENTH STOP

PROCEEDING TO OTTAWA TODAY

G A NEWMAN

INDEXED  
T. & C. RECORDS



000324

| CLASS OF SERVICE  | SYMBOL |
|-------------------|--------|
| Full-Rate Message |        |
| Day Letter        | DL     |
| Night A 3c        | NM     |
| Night             | NL     |

If none of these three symbols appears after the check (number of words) this is a full-rate message. Otherwise its character is indicated by the symbol appearing after the check.

# CANADIAN NATIONAL TELEGRAM



D. E. GALLOWAY, ASSISTANT VICE-PRESIDENT, TORONTO, ONT.

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**Exclusive Connection**  
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1937 APR 23 PM 5 07

L D WILGRESS

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31092

DIRECTOR COMMERCIAL INTELLIGENCE SERVICE DEPT TRADE AND COMMERCE

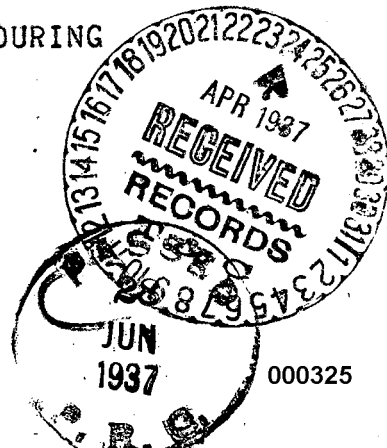
OTTAWA ONT

YOUR LETTER TWENTY SECOND INSTANT TO MR TAYLOR RECEIVED DURING  
HIS ABSENCE AND WILL BE PLACED BEFORE HIM FOR ATTENTION  
IMMEDIATELY ON HIS RETURN WHICH IS EXPECTED TOMORROW

JAMES FARRINGTON ASST TO DEPUTY MINISTER..

*2/1*

INDEXED  
& G. RECORDS



# CONFIRMATION

of Telegram sent to you this date  
by Game and Fisheries Dept.—Toronto

31093



NIGHT LETTER.

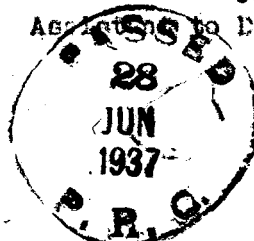
Toronto, April 23, 1937.

J. D. Wilgress, Esq.,  
Director, Commercial Intelligence Service,  
Department of Trade and Commerce,  
Ottawa, Ont.

Your letter twenty-second instant to Mr. Taylor received during his absence and will be placed before him for attention immediately on his return which is expected tomorrow

James Harrington  
Assistant to Deputy Minister.

VJL.  
Charge Game and Fisheries.  
Local 520.



000326



# CANADIAN PACIFIC TELEGRAPHS

DIRECT CONNECTION WITH  
POSTAL TELEGRAPH COMPANY

MONEY TRANSFERRED  
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COMMERCIAL CABLES - - IMPERIAL CABLES

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| TELEGRAM       |    | CABLEGRAM          |     |
|----------------|----|--------------------|-----|
| FULL RATE      |    | FULL RATE          |     |
| DAY LETTER     | DL | CODE               | CDE |
| NIGHT LETTER   | NL | DEFERRED           | LC  |
| NIGHT TELEGRAM | NM | NIGHT CABLE LETTER | NLT |

W. D. NEIL, GENERAL MANAGER OF  
COMMUNICATIONS, MONTREAL.

B/O.R.A.G.E. 3-

RY. TORONTO ONT. APL.24TH 819AM.

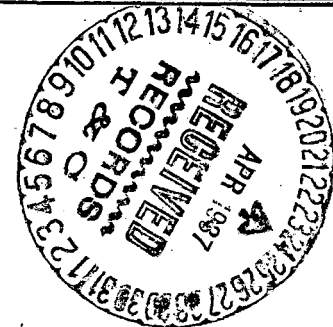
DIRECTOR COMMERCIAL INTELLIGENCE, SVC,

3 DEPT TRADE AND COMMERCE, OTTAWA.

ARRIVED ROYAL YORK.

NEWMAN.

832AM.



31093



INDEXED  
& C. RECORDS

000327

COPY.

Form A.74.

31093

April 22, 1937.

D. J. Taylor, Esq.,  
Deputy Minister,  
Department of Game and Fisheries,  
TORONTO, Ontario.

Dear Sir,-

Visit of Mr. Newman

Our Trade Commissioner at New York and the Department at Ottawa have felt for some time that steps should be taken to improve the conditions under which Canadian fresh water fish is marketed in the United States. Accordingly, Mr. G.A. Newman, Assistant Trade Commissioner at New York, was instructed to proceed to Winnipeg for the purpose of discussing the situation with officials of the Provincial Department of Mines and Resources. Mr. Newman has now been in Winnipeg for several days and has reported to me by telegram that the Manitoba Government and the Fishermen's Association are in favour of a Conference of the different Provinces being held in the near future similar to the one which was held in Winnipeg in January 1934 and at which your Department was represented. In this connection, I believe that the Minister of Mines and Resources of Manitoba has already or is about to communicate with your Minister.

The purpose of this letter is to acquaint you with the above situation and to let you know that Mr. Newman will arrive in Toronto on Monday next for the purpose of furnishing you with full details regarding his discussions with the Manitoba Government.

One of the matters which Mr. Newman will discuss with you is the advisability of setting up in New York a Credit and Information Bureau. In regard to this and other matters requiring attention, you will probably wish to consult the more important fish trade representatives in Ontario. Mr. Newman would like to meet these representatives and suggests that possibly a conference with them and with officials of your Department might be arranged on Monday afternoon or Tuesday. He will probably call upon you about eleven o'clock Monday morning. If this arrangement is not satisfactory, will you kindly let me know by wire when it would be convenient for you to see him.



000328

COPY.

Form A.74.

31093

April 22, 1937.

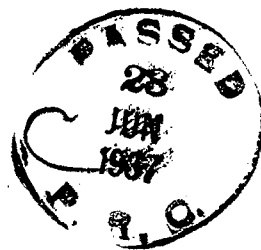
-2-

I trust that Mr. Newman will be able to assist you in overcoming some of the difficulties with which you are confronted in the marketing of fish in the United States, and that the proposal concerning the calling of another Conference of provincial representatives will receive your earnest consideration.

Yours faithfully,

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

HWC/st



000329



# CANADIAN PACIFIC TELEGRAPHS

DIRECT CONNECTION WITH  
POSTAL TELEGRAPH COMPANY

COMMERCIAL CABLES - - IMPERIAL CABLES

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BY TELEGRAPH

This is a full-rate Telegram or Cablegram unless otherwise indicated by signal in the check or in the address.

| TELEGRAM       |    | CABLEGRAM          |     |
|----------------|----|--------------------|-----|
| FULL RATE      |    | FULL RATE          |     |
| DAY LETTER     | DL | CODE               | CDE |
| NIGHT LETTER   | NL | DEFERRED           | LC  |
| NIGHT TELEGRAM | NM | NIGHT CABLE LETTER | NLT |

W. D. NEIL, GENERAL MANAGER OF  
COMMUNICATIONS, MONTREAL.

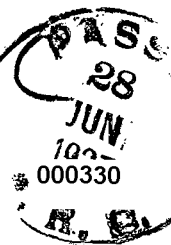
B70RA. Y. 82 NL., XU

STANDARD TIME

WINNIPEG, MAN., APL., 21 1937.  
DIRECTOR COMMERCIAL INTELLIGENCE, SERVICE,  
511 DEPT., OF TRADE AND COMMERCE, OTTAWA, ONT.

FISHERIES ASSOCIATION AND GOVERNMENT FAVOR CONFERENCE MINISTER ASKING  
ONTARIOS OPINION AFTER CONSULTATION WITH TRADE AND MYSELF STOP WOULD LIKE  
DEPARTMENTS PERMISSION LEAVE BY AEROPLANE TOMORROW ARRIVING TORONTO  
FRIDAY MORNING NINE THIRTY EXPENSE SIXTY THREE DOLLARS STOP ACCOUNT  
LOW NO HOTEL BILLS TO DATE STOP IF AGREEABLE SUGGEST DEPARTMENT INFORM  
ONTARIO MINISTER SUGGESTING CONFERENCE FISH TRADE REPRESENTATIVES AND  
GOVERNMENT WITH ME FRIDAY ELEVEN OCLOCK WOULD THEN PROCEED TO OTTAWA  
STOP MAILING FULL REPORT STOP PLEASE ADVISE ME CARE DEPARTMENT MINES

INDEXED  
T. & C. RECORDS







# CANADIAN PACIFIC TELEGRAPHS

DIRECT CONNECTION WITH  
POSTAL TELEGRAPH COMPANY

COMMERCIAL CABLES - - IMPERIAL CABLES

MONEY TRANSFERRED  
BY TELEGRAPH

2ND SHEET B70RA.Y.  
DIR.COML. INTELLIGENCE, OTTAWA, ONT. STANDARD TIME

NATURAL RESOURCES WINNIPEG.

G. ANEWMAN.

1210AM.,

C.D. 1X  
This is a full-rate Telegram or Cablegram unless otherwise indicated by signal in the check or in the address.

| TELEGRAM       |    | CABLEGRAM          |     |
|----------------|----|--------------------|-----|
| FULL RATE      |    | FULL RATE          |     |
| DAY LETTER     | DL | CODE               | CDE |
| NIGHT LETTER   | NL | DEFERRED           | LC  |
| NIGHT TELEGRAM | NM | NIGHT CABLE LETTER | NLT |

W. D. NEIL, GENERAL MANAGER OF  
COMMUNICATIONS, MONTREAL.



INDEXED  
T. & C. RECORDS

000331

**COPY.**

Form A.74.



31093

April 15, 1937.

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
NEW YORK CITY, N. Y.,  
U. S. A.

Dear Mr. Cole:-

Visit of Mr. Newman to Ottawa -  
Proposed Fish Conference

I have your letter of  
April 12, file No. 105, confirming our exchange of  
telegrams regarding the visit of Mr. Newman to Ottawa.

Mr. Newman visited Ottawa  
on April 13 and left the same night for Winnipeg. No  
definite decision has been reached with regard to the  
holding of a conference and we have considered it better  
to leave the initiative in this matter to the Provincial  
Governments, since the fresh water fisheries are a concern  
of the Provincial Governments. Mr. Newman, however, will  
outline the whole situation to the Department of Mines and  
Resources of Manitoba and if they think the situation  
warrants further action it is hoped that they will take  
the initiative in calling a fisheries conference similar  
to that held in Winnipeg in January, 1934. The latter  
conference was only attended by representatives of the  
Provincial Governments concerned and members of the trade  
did not participate. It will depend upon the attitude  
of the Manitoba Government as to whether the new conference  
should be confined to provincial representatives or should  
also embrace members of the trade.

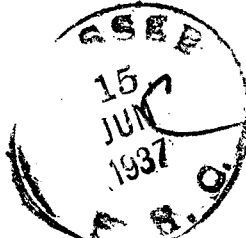
I shall keep you informed  
about further developments after Mr. Newman has submitted  
a report on the result of his visit to Winnipeg.

Yours faithfully,

*Mr. Bayne*  
*Noted*  
*W.H.*  
*16/4/37*

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

LDW\*FP



000332

DEPARTMENT OF

MR. CHENEY

TELEPHONE: CIRCLE 6-1230



CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

April 12th, 1937.

L.D. Wilgress, Esq.,  
The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

VISIT OF MR. NEWMAN TO OTTAWA  
RE FISH CONFERENCE



Dear Mr. Wilgress,

This will confirm receipt  
of your telegram of April 10th which reads  
as follows:-

"Reference correspondence concerning proposed  
fish conference in Winnipeg would request  
you to ask Newman come Ottawa early next  
week before proceeding Winnipeg to consult  
with officials Manitoba Government and  
others interested".

After discussing this matter  
with Mr. Newman this morning, he has decided  
to leave tonight for Ottawa and I therefore  
wired as attached, advising off his arrival  
on Tuesday noon.

As this question of a  
Winnipeg conference has been discussed in  
very full detail in correspondence during  
my absence in Bermuda, I will make no further  
comment except to state that Mr. Newman  
has done a great deal of work in connection  
with Canadian fish trade to New York and  
I trust the outcome of the conference will  
prove greatly beneficial to this trade and  
eliminate certain complaints.

Yours faithfully,

INDEXED  
T. & C. RECORDS

(DOUGLAS S. COLE)  
Trade Commissioner for Canada



DSC/BF

000333

# CONFIRMATION OF TELEGRAM SENT

OFFICE OF THE  
CANADIAN TRADE COMMISSIONER  
25 BROADWAY  
NEW YORK

TELEGRAM

APRIL 12, 1937.

THE DIRECTOR  
COMMERCIAL INTELLIGENCE SERVICE  
OTTAWA CANADA

NEWMAN ARRIVING OTTAWA TUESDAY NOON

D.S. COLE

CHARGE



000334

COPY.

Form A.74.

31093

April 21, 1937.

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
NEW YORK CITY, N. Y.,  
U. S. A.

Dear Mr. Cole:- Extracts from "GREAT LAKES FISHERMAN"

I have your letter of April 15, file No. 105, enclosing a copy of two articles which appeared in the March number of the "GREAT LAKES FISHERMAN". I have read over these articles and was interested both in the article dealing with the proposed credit information bureau, the plan of which was submitted to the Commercial Fishermen's Association, Michigan, and also in the article entitled "Canada Attacks New York Brokerage Problems".

I thank you for the information which you obtained from Mr. J. H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, regarding the proposal of the Michigan Commercial Fishermen's Association for a credit information bureau.

Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

*For J. H. Matthews*

LDW/FP



000335

31093

MR. CHENEY

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~600-0000~~ ~~600-0000~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~2300 BROADWAY~~ ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

April 15th, 1937.

*Mr. J. H. Matthews*  
*Mr. Newman*  
The Director,  
Commercial Intelligence Service,  
Ottawa,  
Canada.

EXTRACT FROM "GREAT LAKES FISHERMAN"



Dear Sir,-

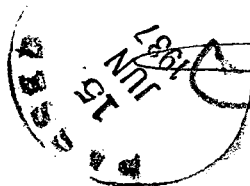
✓ Enclosed is a copy of two articles which appeared in the March number of the "Great Lakes Fisherman". One relates to the proposed credit information bureau, the plan of which was submitted to the Commercial Fishermen's Association in Michigan. The other is entitled, "Canada Attacks New York Brokerage Problems".

Mr. J.H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, informs us that the Michigan Commercial Fishermen's Association propose that they have the exclusive rights in the State of Michigan to sell memberships in this Service Bureau as a means of promoting the plan generally throughout that State and also to stimulate membership interest in their association.

Mr. Matthews has agreed to their proposal, provided they can reasonably cover the producing areas of the state and will not discriminate against any producer or shipper who would be eligible for membership in the bureau.

I am forwarding this information to Mr. Newman in Winnipeg.

Yours faithfully,



(DOUGLAS S. COLE)

Trade Commissioner for Canada

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T. & C. RECORDS

DSC/BF

000336

(From GREAT LAKES FISHERMAN  
March, 1937 number)

### CREDIT ASSOCIATION PLANNED

The first actual attempt to form a Credit Association for the benefit of Great Lakes producers was discussed recently among members of the Michigan Commercial Fishermen's Association in conjunction with the Great Lakes Fisherman.

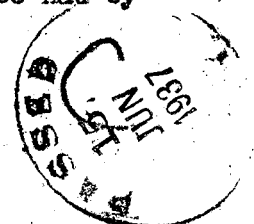
The object of the Credit Association will be to act as a check upon the operation of brokerage houses and commission merchants operating in the Great Lakes Area and to give commercial fishermen unbiased reports on the activities of these brokers as a whole.

By giving each broker and commission merchant a credit rating which will automatically be lowered upon his failure to meet his just obligations, it is expected that they will do everything in their power to maintain the highest credit rating possible.

Since cut bills, when upon investigation by the Association have been found to be needless, will constitute the same breach of contract as failure to pay total bill, it is believed that brokers will be <sup>more</sup> careful in overbuying.

Semi-monthly and monthly reports on all brokers operating in the Great Lakes territory will be mailed to all members of the Credit Association. Failure to receive returns will be reported immediately by members to Association headquarters where they will be filed and placed in the next semi-monthly report.

It is the opinion of the organizers of the Credit Association that reliable brokers and commission merchants, as well as commercial fishermen, will welcome this Association, since it will tend to eliminate cut-throat competition on the market. Further information on the Association and its plans may be had by writing the Great Lakes Fisherman, Bay Port, Michigan.



(From GREAT LAKES FISHERMAN,  
March, 1937 number)

## CANADA ATTACKS NEW YORK BROKERAGE PROBLEMS

The New York Market situation practically has Great Lakes producers in a panic with the opening of the season this year. It's not just the old question of which houses on the market have money and which haven't. New troubles are popping up which give shippers the jitters every time they think about it.

Although the sit-down strike hasn't as yet entered the fishing industry, labor troubles are still prevalent on the markets. The Booth Fisheries New York branch was closed temporarily pending negotiations with union members regarding wages and the number of men to be employed. Other brokerage houses are resenting union demands as to how many men should be employed by each individual company, whether the house can stand the excessive overhead or not.

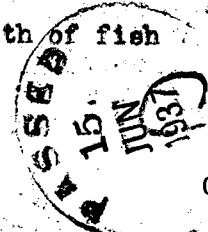
It has been hinted that union activities on the New York market have assumed the proportions of gangster rule and when non-members refuse union demands gangster methods are employed to bring them into line. Men who have watched the market for years say that the situation is the worst they can remember.

Aside from this, however, the Great Lakes season is just about ready to open. A month will see production at its peak and unless something is done immediately commercial fishermen from the Great Lakes will be confronted with the same deplorable marketing methods that have been employed for years. Cut bills, absolute refusal to pay for shipments and general cut-throat competition will be the rule on the market again instead of the exception.

There must be an answer to this marketing problem. The fishing business is the only one <sup>in</sup> the world where such haphazard methods are employed. Some producers will say, "Well, fish are perishable goods so I guess we'll just have to put up with the situation." But how about all the rest of the perishable goods in the country? Do you suppose that all the fruit producers in the country take thousands of dollars loss every year just because the goods are perishable? Do you every remember getting a reduction on a grapefruit or a dozen oranges at your store because the grapefruit was a little soft or the oranges a bit too ripe?

Steps have been taken to try to curb this deplorable situation on the fish market of the United States but, strange as it may seem, not by United States producers. In order to protect Canadian shippers on the Great Lakes from taking the annual losses of the past, the Canadian government has stepped in and is straightening out matters for their producers. In a letter from the Canadian Commercial Intelligence Service at Ottawa, Canada, Mr. A. E. Fortington, Chief of the Fish Exports Division, makes the following statement: "As you are likely aware, some of our shippers had most unfortunate experiences in their efforts to obtain payments for different shipments. In order to reduce this risk to a minimum the Department (Department of Trade and Commerce) at the suggestion of its Trade Commissioner in New York notified provincial Departments of Fisheries that Canadian shippers would be well advised before loading or even undertaking any commitments to first ascertain through the Canadian Trade Commissioner in New York that prospective consignee was an individual or firm whose integrity was believed to be unquestionable."

Canada realizes that with something like \$6,000,000 dollars worth of fish





- 2 -

going into New York market from just the Canadian waters of the Great Lakes and a few of Ontario's small lakes that she can no longer take a chance on underhanded operators. It will presumably be the duty of Canada's Trade Commissioner to investigate the market for Canadian shippers and inform the producers. How this will be done only the Trade Commissioner knows at present but it is safe to say that a full report will be given each shipper consigning his fish to New York this season should he wish to have it.

If Canada can do this, then why not the United States. We have a United States Bureau of Fisheries functioning in Washington under the very able administration of the Hon. Frank T. Bell, Commissioner. Would it be too much to ask our Commissioner the same courtesy extended the Canadian shippers by their government? The marvelous work our Bureau has done in hatchery work, production and every other phase of the industry indicates that with its authority it could maintain an accurate checking system on the New York market credit situation - then it would be up to the producer to take the Bureau's word for the credit of the brokers on the market or take a chance on getting stung again.

Federal intervention might not be welcome on the New York market by a number of producers, but those who have nothing to hide, who are honest with their books and payments, would gladly consent to have their credit standing known to every shipper on the Great Lakes. It would be the best sort of publicity that any one of them could get. It would mean that they no longer had to fight to show that their houses were safe and sane and that they carried on their business in a business-like way instead of like a racket.

It is a well known fact that although there are approximately twenty-four brokerage houses on the New York market handling fresh water fish, eight or ten of these houses could amply handle all the fresh water production. Further, from a credit census taken, only eight out of these twenty-four houses have a good enough credit rating to be considered as reliable.



COPY.

Form A.74.

31093

April 13, 1937.

C. H. Attwood, Esq.,  
Deputy Minister,  
Department of Mines and Resources,  
WINNIPEG, Manitoba.

Dear Mr. Attwood:- Introducing Mr. G. A. Newman.

This will serve to introduce to you Mr. G. A. Newman, Assistant Canadian Trade Commissioner at New York, who has had a great deal to do with the extension of credit information and other assistance to those concerned in the marketing of Canadian fresh water fish in the United States.

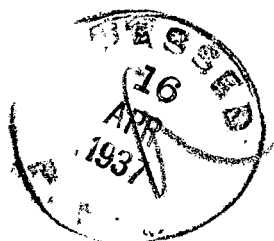
Our Trade Commissioners at New York and the Department at Ottawa have felt for some time that steps should be taken to improve the conditions under which Canadian fresh water fish is marketed in the United States. For this reason we have decided that the best plan would be to have Mr. Newman proceed to Winnipeg for the purpose of discussing with you and other representatives of the Manitoba Government problems relating to the marketing of Manitoba fresh water fish. If you find after discussing the situation with Mr. Newman that further steps should be taken it is possible that your Minister may consider the advisability of calling another conference of representatives of the different provinces concerned, similar to the conference which was held at Winnipeg in January, 1934. I wish it understood, however, that we are not desirous of taking the initiative in this matter, other than having our representatives at New York give you the benefit of such views as they may be able to form as the result of the work which they have been doing on behalf of the fish trade in the United States.

Yours faithfully,

*See. Bryon  
L.D. Wilgress  
1574/37*

(L.D. Wilgress)  
Director,  
Commercial Intelligence Service.

LDJ\*FP



000340

# PACIFIQUE CANADIEN SERVICE DES TELEGRAPHES

| GENRE DE SERVICE                                                                                            |          |
|-------------------------------------------------------------------------------------------------------------|----------|
| Dépêche                                                                                                     | in tarif |
| Lettre d                                                                                                    |          |
| Dépêche                                                                                                     | nuit     |
| Lettre de nuit                                                                                              |          |
| Nos clients devront indiquer par un X le service requis. AUTREMENT LA DEPECHE SERA EXPEDIEE AU PLEIN TARIF. |          |

ARGENT TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
ET AUX ETATS-UNIS



SERVICE MONDIAL DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANIQUES

| FILIERE            |
|--------------------|
| HEURE DE RECEPTION |
| NOMBRE DE MOTS     |

W. D. NEIL, Gérant Général des Télégraphes, Montréal.

Veuillez expédier la dépêche suivante aux conditions mentionnées au verso et acceptées par les présentes.

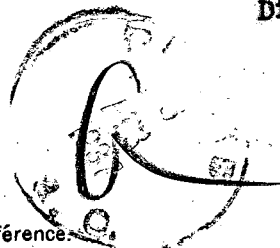
OTTAWA, April 13, 1937.

C. H. Attwood, Esq.,  
Deputy Minister,  
Department of Mines and Resources,  
WINNIPEG, Manitoba.

G A Newman Assistant Trade Commissioner New York arriving Winnipeg Thursday  
morning April fifteenth to discuss questions relating marketing fresh water  
fish in United States STOP Would like to see you on day of arrival

Charge  
Comm. Intelli. Service,  
Dept. T. & C.,  
File No. 31093  
LDW\*FP

L.D. Wilgress,  
Director, Commercial Intelligence Service.



D. L. HOWARD, Assistant du Gérant Général, Montréal.

E. H. GOODFELLOW, Assistant Gérant, Montréal, Qué.

W. M. THOMPSON, Assistant Gérant, Winnipeg, Man.

L. A. B. HUTTON, Surintendant, Sudbury, Ont.

P. C. McLEAN, Surintendant, Vancouver, C. B.

H. S. INGRAM, Surintendant, Toronto, Ont.

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W. S. EMERY, Surintendant, Montréal, Qué.

T. H. HOLMES, Surintendant, Moose Jaw, Sask.

C. W. MACDONALD, Surintendant, Saint Jean, N. B.

A. J. CLARK, Surintendant, Winnipeg, Man.

**TERMES ET CONDITIONS SUIVANT LESQUELS TOUTE DEPECHE PAR TELEGRAPHE ET PAR CABLE SERA TRANSMISE PAR LES COMPAGNIES DE TELEGRAPHE ET DE CABLE SOUMISES A LA JURIDICTION DE LA COMMISSION DES CHEMINS DE FER DU CANADA: CONFORMEMENT A L'ORDONNANCE No. 49274 DE LA COMMISSION DES CHEMINS DE FER DU CANADA, EN DATE DU 5 DECEMBRE 1932, ET PUBLIEE DANS LA GAZETTE OFFICIELLE DU CANADA.**

Il est convenu entre cette Compagnie et l'expéditeur de la dépêche écrite au verso, que la dite Compagnie ne sera pas responsable d'aucuns dommages pouvant résulter de la non transmission ou livraison, ou d'aucune erreur dans la transmission ou livraison de toute dépêche non répétée, que la faute soit imputable à la négligence de ses employés ou non; elle ne sera pas non plus responsable des délais occasionnés par toute interruption dans le fonctionnement de ses lignes, ou des erreurs dans les dépêches chiffrées, de sens obscur, ou rédigées d'une écriture illisible, si ce n'est pour un montant n'excédant pas le prix payé pour l'envoi de la dite dépêche.

Pour éviter tout risque d'erreur, la Compagnie réitéra ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excédera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

Cette Compagnie ne sera pas responsable du fait ou de l'omission de toute autre compagnie de télégraphe dont elle jugera nécessaire d'utiliser les services pour faire parvenir une dépêche à destination, mais ne se considérera alors que comme intermédiaire de l'expéditeur, sans assumer aucune responsabilité. La Compagnie assume la responsabilité des dépêches qui lui sont confiées à partir seulement de l'instant où ces dépêches sont présentées et acceptées à l'un de ses bureaux d'expédition. Si une dépêche est apportée à un tel bureau par un messageur de la Compagnie, celui-ci agit comme intermédiaire de l'expéditeur. Si une dépêche est communiquée par téléphone à l'un des bureaux d'expédition de la Compagnie, la personne qui la reçoit agit aussi comme intermédiaire de l'expéditeur et a toute l'autorité nécessaire pour consentir à ces conditions au nom de l'expéditeur. Dans aucun cas la Compagnie ne sera tenue responsable de dommages-intérêts à moins que demande n'en soit faite par écrit dans les soixante jours qui suivront la réception du télégramme pour transmission.

Aucun employé n'est autorisé à changer les conditions qui précèdent.

## GENRE DE SERVICES

### DÉPÊCHES

Pour transmission immédiate à plein taux.

### DÉPÊCHES DE NUIT

Acceptées jusqu'à minuit à taux réduit pour expédition pendant la nuit et livraison le lendemain matin. Aux endroits où les bureaux de la compagnie ne sont pas ouverts le dimanche, la livraison sera faite le matin du prochain jour légal suivant.

### LETTRES DE JOUR

Service différé pour lequel le taux est plus bas que le taux régulier; à savoir, une fois et demie le tarif de 10 mots de message de jour pour l'expédition d'une dépêche de cinquante mots ou moins, et un cinquième du taux initial pour chaque dix mots additionnels ou moins. Le prix minimum pour transmission d'une lettre de jour par cette compagnie est 45 centins.

Les lettres de jour peuvent être expédiées par la compagnie par service différé, mais l'expédition et la livraison de ces lettres de jour sont toujours soumises à la priorité de la transmission et la livraison des dépêches à plein taux.

La livraison de ces lettres de jour peut être faite par la compagnie aux destinataires par téléphone à l'endroit de réception, la compagnie se dégageant de ce

fait de toute responsabilité.

Il est entendu et convenu qu'en acceptant les lettres de jour la compagnie ne s'engage pas à les livrer le jour même. L'obligation de la compagnie est sujette à la condition que l'heure de réception de ces lettres de jour en permette la livraison le jour même pendant les heures de bureau, et est aussi sujette à la priorité de transmission des dépêches à plein taux aux conditions mentionnées ci-dessus.

### LETTRES DE NUIT

Acceptées jusqu'à minuit à taux réduit, pour expédition pendant la nuit et livraison le lendemain matin. Aux endroits où les bureaux de la compagnie ne sont pas ouverts le dimanche, la livraison sera faite le matin du prochain jour légal suivant. Les taux, pour lettres de nuit sont encore moins élevés que les taux réguliers pour les dépêches de nuit, à savoir: le taux régulier du jour pour dix mots pour l'expédition de cinquante mots ou moins et un cinquième de ce taux pour chaque dix mots additionnels, ou moins. Le tarif minimum pour expédition par la compagnie, de toute lettre de nuit est trente centins.

Les lettres de nuit peuvent, à la discrétion de la compagnie, être mises à l'endroit de réception, à la poste à l'adresse du destinataire, et la compagnie sera déchargée de toute responsabilité en ce qui concerne la livraison de ces lettres de nuit en les mettant ainsi à la poste, affranchies, à l'endroit de réception.

# PACIFIQUE CANADIEN

## SERVICE DES TELEGRAPHES

| GENRE DE SERVICE    |  |
|---------------------|--|
| Dépêche plein tarif |  |
| Lettre d'           |  |
| Dépêche nuit        |  |
| Lettre de nuit      |  |

Nos clients devront indiquer par un X le service requis. AUTREMENT LA DEPECHE SERA EXPEDIEE AU PLEIN TARIF.

ARGENT TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
ET AUX ETATS-UNIS



SERVICE MONDIAL-DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANIQUES

| FILIERE            |
|--------------------|
| HEURE DE RECEPTION |
| NOMBRE DE MOTS     |

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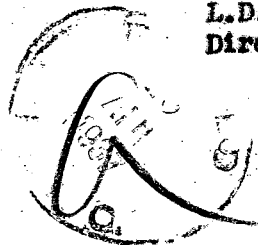
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A. J. CLARK, Surintendant, Winnipeg, Man.

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Il est convenu entre cette Compagnie et l'expéditeur de la dépêche écrite au verso, que la dite Compagnie ne sera pas responsable d'aucuns dommages pouvant résulter de la non transmission ou livraison, ou d'aucune erreur dans la transmission ou livraison de toute dépêche non répétée, que la faute soit imputable à la négligence de ses employés ou non; elle ne sera pas non plus responsable des délais occasionnés par toute interruption dans le fonctionnement de ses lignes, ou des erreurs dans les dépêches chiffrées, de sens obscur, ou rédigées d'une écriture illisible, si ce n'est pour un montant n'excédant pas le prix payé pour l'envoi de la dite dépêche.

Pour éviter tout risque d'erreur, la Compagnie réexpédiera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excèdera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

Cette Compagnie ne sera pas responsable du fait ou de l'omission de toute autre compagnie de télégraphe dont elle jugera nécessaire d'utiliser les services pour faire parvenir une dépêche à destination, mais ne se considérera alors que comme intermédiaire de l'expéditeur, sans assumer aucune responsabilité. La Compagnie assume la responsabilité des dépêches qui lui sont confiées à partir seulement de l'instant où ces dépêches sont présentées et acceptées à l'un de ses bureaux d'expédition. Si une dépêche est apportée à un tel bureau par un messageur de la Compagnie, celui-ci agit comme intermédiaire de l'expéditeur. Si une dépêche est communiquée par téléphone à l'un des bureaux d'expédition de la Compagnie, la personne qui la reçoit agit aussi comme intermédiaire de l'expéditeur et a toute l'autorité nécessaire pour consentir à ces conditions au nom de l'expéditeur. Dans aucun cas la Compagnie ne sera tenue responsable de dommages-intérêts à moins que demande n'en soit faite par écrit dans les soixante jours qui suivront la réception du télégramme pour transmission.

Aucun employé n'est autorisé à changer les conditions qui précèdent.

## GENRE DE SERVICES

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Pour transmission immédiate à plein taux.

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Service différé pour lequel le taux est plus bas que le taux régulier; à savoir, une fois et demie le tarif de 10 mots de message de jour pour l'expédition d'une dépêche de cinquante mots ou moins, et un cinquième du taux initial pour chaque dix mots additionnels ou moins. Le prix minimum pour transmission d'une lettre de jour par cette compagnie est 45 centins.

Les lettres de jour peuvent être expédiées par la compagnie par service différé, mais l'expédition et la livraison de ces lettres de jour sont toujours soumises à la priorité de la transmission et la livraison des dépêches à plein taux.

La livraison de ces lettres de jour peut être faite par la compagnie aux destinataires par téléphone à l'endroit de réception, la compagnie se dégageant de ce

fait de toute responsabilité.

Il est entendu et convenu qu'en acceptant les lettres de jour la compagnie ne s'engage pas à les livrer le jour même. L'obligation de la compagnie est sujette à la condition que l'heure de réception de ces lettres de jour en permette la livraison le jour même pendant les heures de bureau, et est aussi sujette à la priorité de transmission des dépêches à plein taux aux conditions mentionnées ci-dessus.

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Les lettres de nuit peuvent, à la discrétion de la compagnie, être mises à l'endroit de réception, à la poste à l'adresse du destinataire, et la compagnie sera déchargée de toute responsabilité en ce qui concerne la livraison de ces lettres de nuit en les mettant ainsi à la poste, affranchies, à l'endroit de réception.



# CANADIAN PACIFIC TELEGRAPHS

DIRECT CONNECTION WITH  
POSTAL TELEGRAPH - CABLE CO.

COMMERCIAL CABLES - - IMPERIAL CABLES

MONEY TRANSFERRED  
BY TELEGRAPH

STANDARD TIME

This is full rate Telegram information let  
gram, unless otherwise indicated by  
document divulging the check of the address.

| TELEGRAM       |    | CABLEGRAM          |     |
|----------------|----|--------------------|-----|
| FULL RATE      |    | FULL RATE          |     |
| DAY LETTER     | DL | CODE               | CDE |
| NIGHT LETTER   | NL | DEFERRED           | LC  |
| NIGHT TELEGRAM | NM | NIGHT CABLE LETTER | NLT |

W. D. NEIL, GENERAL MANAGER OF  
COMMUNICATIONS, MONTREAL.

..RNA117 5

RN NEWYORK NY 12 110P

THE DIRECTOR

207  
COMMERCIAL INTELLIGENCE SERVICE OTTAWA

NEWMAN ARRIVING OTTAWA TUESDAY NOON

D S COLE

1937 APR 12 PM 1 30



INDEXED  
& C. RECORDS  
SUB. INDEXED

000345

# PACIFIQUE CANADIEN

## SERVICE DES TELEGRAPHES

| GENRE D' SERVICE |  |
|------------------|--|
| Dépêche au jour  |  |
| Lettre de jour   |  |
| Dépêche de nuit  |  |
| Lettre de nuit   |  |

Nos clients devront indiquer par un X le service requis. AUTREMENT LA DEPECHE SERA EXPEDIEE AU PLEIN TARIF.

ARGENT TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
ET AUX ETATS-UNIS



SERVICE MONDIAL DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANIQUES

| FILIERE            |
|--------------------|
| HEURE DE RECEPTION |
| NOMBRE DE MOTS     |

W. D. NEIL, Gérant Général des Télégraphes, Montréal.

Veuillez expédier la dépêche suivante aux conditions mentionnées au verso et acceptées par les présentes.

### CONFIRMATION

OTTAWA, April 10, 1937.

D. S. Cole, Esq.,  
Canadian Government Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK CITY, N. Y.,  
U. S. A.

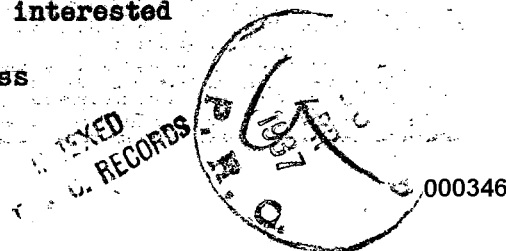
Reference correspondence concerning proposed fish conference in Winnipeg would request you to ask Newman come Ottawa early next week before proceeding Winnipeg to consult with officials Manitoba Government and others interested

L.D. Wilgress

Charge  
Comm. Intelli. Service,  
Dept. T. & C.,

LDW\*FP

Adresse et numéro de téléphone de l'expéditeur pour référence.





D. L. HOWARD, Assistant du Gérant Général, Montréal.

E. H. GOODFELLOW, Assistant Gérant, Montréal, Qué.

L. A. B. HUTTON, Surintendant, Sudbury, Ont.

H. S. INGRAM, Surintendant, Toronto, Ont.

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C. W. MACDONALD, Surintendant, Saint Jean, N. B.

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Pour éviter tout risque d'erreur, la Compagnie réexpédiera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excèdera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

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# PACIFIQUE CANADIEN SERVICE DES TELEGRAPHES

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| Lettre de jour   |  |
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| Lettre de nuit   |  |

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ARGENT TRANSMIS PAR  
TELEGRAPHE, AU CANADA  
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SERVICE MONDIAL DE  
CABLOGRAMMES  
RADIOGRAMMES AUX  
PAQUEBOTS OCEANIQUES

| FILIERE            |
|--------------------|
|                    |
| HEURE DE RECEPTION |
|                    |
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|                    |

W. D. NEIL, Gérant Général des Télégraphes, Montréal.

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Charge  
Comm. Intelli. Service,  
Dept. T. & C.,

L.D. Wilgress

RECORDED

LDW\*FP  
Adresse et numéro de téléphone de l'expéditeur pour référence.

000348

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At the Inter-Provincial Fisheries Conference, Winnipeg,  
15th January, 1934, the following were present:-

Province of Manitoba.

|                       |                                                       |
|-----------------------|-------------------------------------------------------|
| Hon. J. S. McDiarmid, | Minister of Mines & Natural Resources.                |
| C. H. Attwood,        | Deputy Minister, Department of Mines & Resources.     |
| Dr. H. C. Grant,      | Asst. Professor of Economics, University of Manitoba. |
| T. W. Laidlaw, Do.    | Private Secretary to Hon. J. S. McDiarmid.            |
| A. G. Cunningham,     | Director of Game & Fisheries.                         |
| J. B. Skaptason,      | Chief Inspector of Fisheries.                         |

Other Points.

|              |                                                           |
|--------------|-----------------------------------------------------------|
| Alberta      | R. T. Rodd, Director of Fisheries, Edmonton, Alberta.     |
| Saskatchewan | G. C. MacDonald, Supt. of Fisheries, Regina, Sask.        |
| Ontario      | H. H. MacKay, Dept. of Game & Fisheries, Toronto, Ont.    |
| Federal      | A. E. Fortington, Dept. of Trade & Commerce, Ottawa, Ont. |
| "            | A. J. Whitmore, Dept. of Fisheries, Ottawa, Ont.          |

000350

## MEMORANDUM

LDW\*FP

To..... Major Parmelee,

DEPARTMENT OF TRADE AND COMMERCE

Deputy Minister.

Ottawa, April 7, 1937.

FISH CONFERENCE

MR. WILGRESS

7  
No. 1  
*[Signature]*

With reference to the proposal for a conference to be held in Winnipeg to discuss problems arising out of the marketing of fresh water fish in New York, I do not think that we should take the initiative in calling such a conference because the fresh water fisheries come under the jurisdiction of the different provinces.

An inter-provincial conference on fish was held in Winnipeg in January, 1934. This conference was called at the initiative of the Government of the Province of Manitoba, but representatives of Ontario, Saskatchewan and Alberta also attended the conference.

It would seem that the best manner in which we could take up the question would be to have Mr. G. A. Newman, Assistant Canadian Trade Commissioner at New York, who has done a considerable amount of work in connection with the marketing of fresh water fish in the United States, visit Winnipeg for the purpose of discussing the whole question with the Department of Mines and Resources of the Province of Manitoba -- the province chiefly interested. Mr. Newman could then report to the Department the views of the provincial department and it is probable that after they have heard what he has to say they will take the initiative in calling another conference similar to the 1934 conference, but possibly also with representation of the private firms concerned in this trade.

If you approve of this suggestion, I would instruct Mr. Newman to come to Ottawa as soon as possible to first of all discuss the whole question with the Department and then to proceed to Winnipeg to consult with the Manitoba Department of Mines and Resources.

*[Signature: R. W. Wilgress]*



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.....Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE

Ottawa,.....April 7,.....1937.

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MR. CHENEY

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~600-0000~~ ~~600-0000~~ ~~600-0000~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

## THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1000-0000-0000~~ ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

April 5th,  
1 9 3 7



*Mr. Duggan*  
The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

### PROPOSED CONFERENCE IN WINNIPEG

Dear Sir:

*Attached  
SR*  
With reference to your letter of  
March 25th, your file 31093, I am enclosing a  
copy of a letter received from Mr. Charles W.  
Triggs, General Manager of the Booth Fisheries  
Corp., 309 W. Jackson Boulevard, Chicago, Illinois.

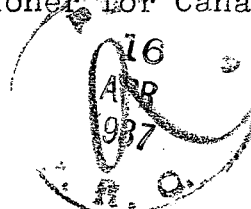
It will be recalled that the Booth  
Fisheries Corporation are probably the largest dis-  
tributors of fresh water fish in the United States,  
and that Mr. Triggs of this firm kindly consented  
to be present at the proposed conference in Winni-  
peg.

In view of Mr. Triggs' desire to  
have some definite information as to when the con-  
ference is likely to be called, if at all, I would  
be grateful if you would give me some definite  
report on this subject, in order not to unduly in-  
fringe upon his activities. I have today written  
to Mr. Triggs, asking him to kindly withhold mak-  
ing any plans within the next 10 days in order that  
I may obtain further word from the Department.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
Enc.



INDEXED  
T. & C.

000353

C C  
O O  
P P  
Y Y

BOOTH FISHERIES CORPORATION

309 W. Jackson Blvd.  
CHICAGO, ILL.

April 1st, 1937

Mr. G. A. Newman,  
Assistant Trade Commissioner for Canada,  
British Empire Building,  
Rockefeller Center,  
New York, N. Y.

Dear Mr. Newman:

Will you kindly advise if it has been definitely decided to have the meeting in Winnipeg that you proposed, and if so, whether a date has been set. The writer contemplates going to Winnipeg during the month of April and naturally would be governed by what action you are taking.

No doubt you have learned that we have succeeded in making arrangements to continue our Fresh Water Department effective Monday, April 5th. Would suggest that at any time you are on the market you get in touch with our Mr. O'Keefe as he will be very much interested in what you are doing and no doubt will be able to give you valuable information from time to time.

Yours very truly,

Chas. W. Triggs  
General Manager





DEPARTMENT OF  
TRADE AND COMMERCE



MR. WRIGHT ✓

APR 5 1937

March 31st,  
1 9 3 7

*With the Compliments of*

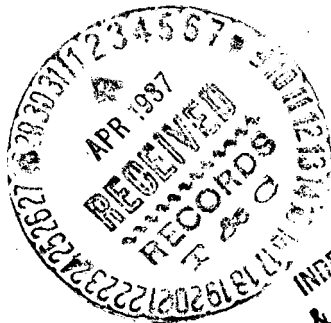
✓ *The Canadian Government Trade Commissioner*

*at New York*

With reference to your letter  
of March 23rd, file 31093.

Report on file Room 184,  
Importers' Directory.

2.5



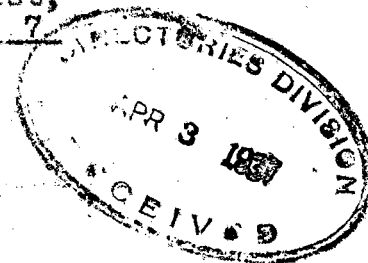
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The Director,  
Commercial Intelligence Service, 000355  
Ottawa, Canada.

APR 5 1937

2351

March 31st,  
1937



Angelbert Godin, Esq.,  
Hachi, Gloucester Co.,  
New Brunswick, Canada.

STATUS REPORT

Dear Sir:

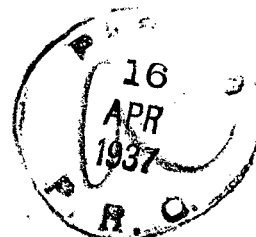
As we have been informed by our Department that you would appreciate a mercantile report regarding J. E. D'Entremont, Commission Dealer in Lobsters and Fish, 3 Long Wharf, Boston, Massachusetts, we have pleasure in enclosing herewith, extracts from a confidential report just received respecting this firm.

We trust that this will prove of assistance to you.

Yours faithfully,

(DOUGLAS J. COLE)  
Trade Commissioner for Canada.

CAN:HC  
Enc.  
cc. The Director.



COPY.

Form A.74.

MAR 30 1937

31093

March 25, 1937.

G. A. Newman, Esq.,  
Assistant Canadian Trade Commissioner,  
NEW YORK CITY, N. Y.,  
U. S. A.

Dear Mr. Newman:- Proposed Conference in Winnipeg

I have your letters of March 10 and 18, file No. 105, enclosing copies of letters received by you from Mr. J. H. Matthews, Executive Secretary of the Middle Atlantic Fisheries Association, New York City, outlining the organization which he proposes should be set up to supply Canadian fresh water fish exporters with up-to-date and reliable market and credit information. My recommendations in regard to the proposed conference in Winnipeg have been submitted to the Deputy Minister and he still has them under consideration. I do not anticipate that any decision will be reached in the matter until the return of the Director. Meanwhile, I thought I should let you know how the matter stands.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

HWC\*FP

Am has file

MAR 30 1937

000358

of one cent ( $\frac{1}{100}$  c.) per bushel.

Document disclosed under the Access to Information Act -  
Document divulgué en vertu de la Loi sur l'accès à l'information

GRAIN specially cleaned will be subject to a charge of one-half cent ( $\frac{1}{2}$  c.) per bushel for each cleaning.

## Shrinkage for Stored Grain

No elevator shall take more than one-half of one per cent to take care of shrinkage and waste in handling, storing and transmitting the grain to a terminal.

No elevator shall take more than one per cent shrinkage on tough, damp and wet grain.

## Dockage on Cash Grain

elevator shall take a greater dockage than that shown

On street  
g<sub>1</sub> 000359 0

DEPARTMENT OF

MR. CHENEY

TELEPHONE: ~~XXXXXXXXXXXX~~  
CIRCLE 6-1230



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~XXXXXXXXXXXX~~ ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105.....

March 18th,  
1 9 3 7

MAR 30 1937

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

PROPOSED CONFERENCE IN WINNIPEG



Dear Sir:

In the absence of the Trade  
Commissioner and further to our letter of March  
10th, we are enclosing herewith, copy of a letter  
received from Mr. J. H. Matthews, Executive Sec-  
retary of the Middle Atlantic Fisheries Associa-  
tion, 203 Front Street, New York City, in which  
he gives his reasons for his estimate of the cost  
of operating the proposed bureau of credit and  
market information.

We thought it advisable to sub-  
mit you a copy of this letter in order to complete  
your files on the subject.

Awaiting your comments, I am

Yours faithfully,

*G. A. Newman*  
(G. A. NEWMAN)

Assistant Trade Commissioner  
for Canada.

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& C. RECORDS

GAN:HC  
Enc.

# COPY

MIDDLE ATLANTIC FISHERIES ASSOCIATION  
203 Front Street New York City

March 16, 1937

Mr. G. A. Newman,  
Assistant Trade Commissioner for Canada  
British Empire Building  
Rockefeller Center  
New York, N. Y.

MAR 30 1937

Dear Mr. Newman:

In acknowledging your letter of March 10th commenting on the estimated cost of operating an information and credit bureau, I would suggest that the effectiveness and value of such a bureau is dependent upon the completeness and quality of the services rendered. In order that the service be complete and valuable, the proper machinery must be set up, and it must be operated by a competent staff, one that is experienced in the intricacies of the industry and trained in methods of securing pertinent data and capable of translating it into useful information.

The management of such a bureau must not only enjoy the confidence of the reputable dealers, it must also command the respect of the entire industry. Such a bureau, properly managed, can exert a stabilizing influence upon the industry that will be reflected in better returns to the shippers, and that will safeguard the fishermen's interests.

In estimating the cost of operating the bureau, I have endeavored to be conservative and, at the same time, provide for maximum service. When the bureau is established and functioning properly, efforts will be made to extend its sphere into all producing areas from which fish are shipped to this market. Such extension would spread the cost of operating over a greater number and materially reduce the per capita cost.

The expense involved in conducting practically any type of enterprise in New York City is greater than it would be most anywhere else. For example, the minimum wage paid for common labor in the fish market is \$37 weekly and salesmen receive a weekly wage ranging from \$42 to more than \$100. Other costs are relatively high, while in other markets, such as Boston, Philadelphia, Baltimore and Chicago, wages and other costs are very much lower. It is rather doubtful that the principal items in the estimate of operating cost could be materially reduced. However, the bulletin might be multigraphed or mimeographed instead of having it printed. This would result in a moderate saving. Travel and other expenses are purely problematical and the amount set up is, of course, arbitrary. The bureau would not be operated as a profit-making venture. Its primary object would be to give efficient and reliable service and information to its clients at nominal cost. I am convinced that the bureau, through its operations, will save to its clients many times its operating cost.

I will appreciate any suggestions you may feel free to make regarding the establishment or conduct of the proposed bureau, or of its operating cost, or supply you with any further information that you may desire.

Yours very truly,

Middle Atlantic Fisheries Association 000361

J. H. Matthews, Executive Secretary.

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: 900-1000 CIRCULAR 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

MR. FORTINGTON

31093

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING 1000 NEW YORK ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

March 10th,  
1937

MAR 30 1937



The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

PROPOSED CONFERENCE IN WINNIPEG

Dear Sir:

In the absence of the Trade Commissioner, I am enclosing herewith, copy of a letter which we have just received from Mr. Matthews of the Middle Atlantic Fisheries Association giving further detailed estimates as to the cost of operating an information and credit bureau. We have also attached a copy of our reply to Mr. Matthews, in which we have indicated that we consider the estimate somewhat high.

It will be appreciated however, that these valuations are purely of a tentative nature and no doubt could be subject to considerable reduction in the event that a decision was made to definitely inaugurate such a service.

Yours faithfully,

(G. A. NEWMAN)  
Assistant Trade Commissioner  
for Canada.

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GAN:HC  
Encs.



COPY

105

MAR 30 1937

March 10th,  
1937

J. H. Matthews, Esq.,  
Middle Atlantic Fisheries Ass'n,  
203 Front Street,  
New York City.

PROPOSED CONFERENCE IN WINNIPEG

Dear Mr. Matthews:

Thank you for your letter of March 9th giving detailed estimate as to cost of operating an information and credit bureau on behalf of Canadian fishermen.

While I am in no position to make any authoritative comments, I rather suspect that those concerned may consider your estimate somewhat high.

It seems to me, that the bureau in the course of its operations might well include services to United States shippers, Michigan, etc., who are faced with similar problems and in this way give a wider distribution to costs. This is merely a suggestion as I understand from recent correspondence with the Eastern Fisheries Association that they are canvassing various United States firms on the same subject, and they approached me with the idea that perhaps they could co-operate with Canadian fishermen.

However, this is merely a conjecture and in the meantime I am sending your letter forward to our Department to complete records in anticipation of the conference.

Thanking you for your co-operation in this matter, we remain

Yours faithfully,

(G. A. LETHBRIDGE)  
Assistant Trade Commissioner  
for Canada.

GAL:HC  
CC. The Acting Director.

# COPY

MIDDLE ATLANTIC FISHERIES ASSOCIATION  
203 Frong Street New York City

MAR 30 1937

March 9, 1937.

Mr. G. A. Newman  
Assistant Trade Commissioner for Canada  
British Empire Building  
Rockefeller Center  
New York, N. Y.

Dear Mr. Newman:

Through the establishment of a service bureau, such as was outlined in my letter to you of February 25th last, we propose to give the Canadian fishermen and shippers a first-class, well-rounded service at moderate cost. Such service requires the employment of scrupulously honest and thoroughly competent men who are familiar with the methods employed and the general conditions under which fish is marketed in New York.

Should the plan that we propose be adopted, we will station a man in the fresh-water fish marketing area. The handling and selling will be virtually under his surveillance. His duties will also include noting all unusual or extraordinary matters relating to sales, handling of shipments; observing quality of fish, differences in packing, methods employed by various dealers; gathering of price data, and all other information that will reflect in his daily report, a comprehensive picture of the day's operations. He shall also, when required, make inspection of shipments arriving in bad or damaged condition and do such other and further things that may be allotted to him from time to time. Obviously such a man must possess intelligence and tact; he must be fearless but not aggressive, nor must he interfere with the conduct of a dealer's business.

The duties of the office staff will include the compiling of current financial and other data with respect to each market dealer. There shall be prepared from the daily field reports, all matter to be handled by the bureau manager and items to be incorporated in the monthly bulletin. Correspondence and information files shall be maintained and all records shall be kept in proper order.

The work of the bureau shall be in charge of the manager. He shall direct all investigations and other activities; give personal attention to all complaints and claims and their proper adjudication. He shall see to it that all matters are promptly and expeditiously handled and be responsible for the proper functioning and conduct of the bureau.

The estimated cost of operating and maintaining the bureau aggregates \$8,450.00 per annum.

|                                          |           |
|------------------------------------------|-----------|
| Bureau manager                           | \$3000.00 |
| Field man                                | 2080.00   |
| Office clerk                             | 1300.00   |
| Office rent (part)                       | 300.00    |
| Printing, stationery and office supplies | 150.00    |

COPY

- 2 -

MAR 30 1937

Mr. G. A. Newman,

|                            |          |
|----------------------------|----------|
| Telephone                  | \$120.00 |
| Monthly bulletin & postage | 600.00   |
| Travel and other expenses  | 900.00   |

Total, \$8450.00

The time of the field man and clerk will be confined entirely to bureau work, while that of the manager will be divided between the bureau and other association work. It should be understood that the general work of the Association will be separate and distinct from that of the bureau, although all activities will be conducted from the one office.

I will be glad to further discuss the plans with you at your convenience.

Yours very truly,

Middle Atlantic Fisheries Association

J. H. Matthews  
Executive Secretary.

COPY.

Form A.74.A.

MAR 24 1937

31093

March 23, 1937.

Mr. Angelbert Godin,  
Hachi P.O.,  
Gloucester Co.,  
New Brunswick.

Re: Status Report

Dear Sir: -

We have your letter of the 16th instant, in which you apply for a mercantile report regarding Mr. J.E. D'Entremont, Commission Dealer in Lobsters and Fish, whose address is 3 Long Wharf, Boston, Mass. This will be furnished to you in due course from our New York office.

With reference to the Commercial Intelligence Journal, please forward the sum of One Dollar (\$1.00) addressed to the King's Printer, Ottawa, requesting that you be listed for the Commercial Intelligence Journal of the Department of Trade and Commerce.

Yours faithfully,

(E.B.H. Wright),  
Chief, Directories Division,  
Commercial Intelligence Service.

EW/RP.



COPY.

Form A.74.A.

C  
MAR 24 1937

31093

March 23, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
New York, N.Y.,  
U. S. A.

Re: Status Report

Dear Sir: -

Under date of March 16, 1937, Mr. Angelbert Godin, Hachi, Gloucester Co., N.B., has applied for a mercantile report regarding Mr. J.E. D'Entremont, Commission Dealer in Lobsters and Fish, whose address is 3 Long Wharf, Boston, Mass., U.S.A.

Please supply this correspondent with the desired information and furnish this office with a copy of your communication.

Yours faithfully,

(H.W. Cheney),  
Acting Director,  
Commercial Intelligence Service.

EW/RP.

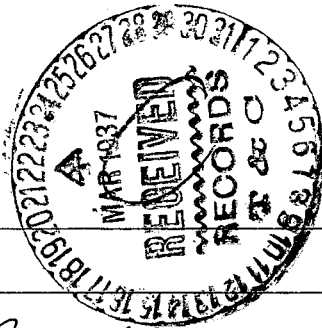


000367

MR. WRIGHT

MAR 24 1937

31093



Department of Trade & Commerce, (Commercial Intelligence Service).  
Ottawa, Canada.

Dear Sir: -

Please send me full details about J. E. D'Entremont,  
Commissioner of Fisheries and Fish, whose address is 3 Long  
Wharf, Boston, Mass. United States. I wish to get a statement  
of his financial standing. This is a very important matter,  
and I suppose you are in a position to give me full information.

Will you please send me the Commercial Intelligence  
Service Journal. I have written you before concerning other information.  
I suppose these will be given me.

Yours truly

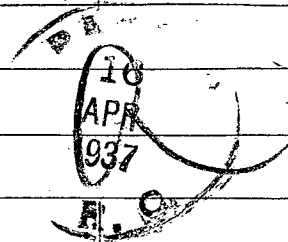
Ang. Albert Hodin

Wachi. P.O.

March 16/37.

Gloucester Co. N.B.

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31093

# GOVERNMENT OF THE PROVINCE OF SASKATCHEWAN

ADDRESS YOUR REPLY TO  
DEPARTMENT OF NATURAL RESOURCES  
AT POINT OF MAILING



MR. FORTINGTON

PLEASE QUOTE  
LAND OR FILE  
NO.

GCMac/VJ

DEPARTMENT OF NATURAL RESOURCES

MAR 19 1937

REGINA, Saskatchewan,  
March 15, 1937.



Dear Sir:-

This will acknowledge receipt of your report of 9th inst., with regard to the Company in New York who are circularizing the Canadian fish trade offering credit information. The information contained in this report has been handed on to our fish dealers, but we have not divulged the name of the Company, as requested in your letter.

The dealers, no doubt, will appreciate receiving this report.

Yours faithfully,

G.C. MacDonald,  
Supervisor of Fisheries.

A.E. Fortington, Esq.,  
Chief, Animal Products and Fish Exports Division,  
Commercial Intelligence Service,  
OTTAWA, Canada.

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RTR/MCM



GOVERNMENT OF THE PROVINCE OF ALBERTA

DEPARTMENT OF LANDS AND MINES

(FISHERIES SERVICE)



March 12th, 1937

Dear Sir:

Re: Credit Information - New York  
Fresh Fish Market, Your File #31093

I have your letter of the 9th instant giving information with regard to the above, which is greatly appreciated. I will endeavor to pass on sufficient of this to the Alberta shippers to warn them without divulging the name of the firm or without danger of creating any trouble or difficulty.

I am sure the shippers will appreciate the interest your Department has taken in the fish business this winter. I might say that we have had considerable assistance from your Trade Commissioner in New York regarding markets, and the recent strike of the Fish Cleaners.

Thanking you again, I am,

Yours very truly,

*R.T. Rodd*

R.T. Rodd,  
Director of Fisheries

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*088*

A.E. Fortington, Esq.,  
Animal Products and Fish Exports Division,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA, Ontario

000370







# JOHN S. BROOKS

MANUFACTURER OF

## FISH NETTING

DUNNVILLE, ONTARIO



March 13, 1937.

MR. A. E. Fortington,  
Chief-Animal Products and Fish Exports Division,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
Ottawa, Canada.

Dear Sir:

I thank you for your letter of the 10th and I  
Hope your New York office will be successful.

You, of course, realize the American fish producers, many of them, would like to keep Canadian fish out of U.S. markets; however, if the American fish producers can be convinced they will probably get a better price for fish if the unscrupulous fish producers are shut off from getting supplies from those they do not pay as the fish not paid for often break the market.

Yours truly,

JOHN S. BROOKS

JSB/EW

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**COPY.**

FORM A.74

31093

MAR 12 1937

March 10, 1937.

John S. Brooks, Esq.,  
DUNNVILLE, Ontario.

Dear Mr. Brooks: Canadian Fresh Fish for New York.

Please accept my thanks for your letter of the 6th instant, enclosing a copy of the fishing news.

In accordance with our recent discussion we are suggesting to our New York office that enquiry be made to determine whether the Eastern Fisheries Association might be of advantage in the project which is now under consideration. There is nothing new to report, although a decision one way or the other might be announced fairly soon.

With kind personal regards,

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB



# JOHN S. BROOKS

MANUFACTURER OF

FISH NETTING  
DUNNVILLE, ONTARIO



MR. FORTINGTON

MAR 12 1937

March 6, 1937.

Mr. A. E. Fortington,  
Room 173--Trade & Commerce,  
Ottawa, Canada.

Dear Sir:

As promised I enclose copy of the  
"Fishing News" which I understand is published by  
the Eastern Fisheries Association.

Yours truly,

JOHN S. BROOKS.

JSB:DS

*Compliments  
Credit of NY firm  
Fresh fish*

*John S. Brooks*

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# The Fishing News

MAR 12 1937

Two issues monthly---the 1st and 15th---providing subscribers with all the NEWS of timely importance to the commercial fisheries while it still is NEWS.

*The National Newspaper of Progressive Fishermen*

## The Shack Locker

By Henry Olsen

Pithy paragraphs remain stowed while once again we let Conventioneers speak.

↓

Dan Mullins, New Bedford vessel owner, gear supplier and Past President of the Eastern Fisheries Association, said—"I believe that the open type of Convention produces the best results as we get the opinions of all groups connected with the industry."

↓

Capt. J. F. Feller from up the Hudson River said—"The meeting at Atlantic City was fine and I believe in this kind of a meeting."

↓

Said Wholesaler Thos. Laughlin of Philadelphia: "I much enjoyed my visit to the Convention and secured some facts about shad which were exceedingly interesting and very instructive. I prefer the open type of Convention."

↓

Chairman John H. Graham of S. C. Board of Fisheries agrees with many others that "more information, education and instruction can be obtained in the open type of Convention with varied interests represented, bringing out varied thought, creating a spirit of complete co-operation."

↓

Clarence Gilbert from Narragansett, R. I., liked the open features of the Convention which provide "better chance to get the viewpoints of all in the fishing industry."

↓

Trapman Nicholas Schaper from Islip, N. Y., found the discussions interesting and helpful, looking forward to the next Convention which, says he, "I surely will attend if at all possible."

(Continued on page 3)

Vol. XVIII, No. 6

MARCH 1, 1937

\$1.50 by the Year  
10 Cents per Copy

## Gardner Poole Charts Course for Federal Fishery Projects

**Treaties, Publicity, More and Fresher Statistics; Endorsed by Advisory Committee Seeking Funds for Establishment of Hydraulic Section of U.S.B.F. as well as for Construction and Maintenance of Research Vessel and for Gathering of Market Information.**

WASHINGTON—As a direct means for putting more fish into America's family market basket, the Advisory Committee to the Bureau of Fisheries proposes that the fishing industry underwrite the expense of an educational publicity campaign in which it should claim the co-operation of the Bureau of Fisheries and of state universities.

With the completion of his report of the January 18 and 19 meeting of the Committee, Chairman Gardner Poole proposes exploring the need for international treaties to regulate fishing on the high seas, recommending also that complete statistics of the fisheries be gathered yearly.

The report shows that the Committee feels one of its essential functions to be boosting for more and better appropriations with which to finance the work of the Bureau of Fisheries.

Money is needed, according to the Committee, for the employment of trained engineers and biologists conversant with fishery production at dams and other engineering developments and for the designing, supervision and construction of fisheries protective devices in connection with engineering projects.

The need for scientific investigations and of a suitable vessel with which to conduct these researches occupies over two pages of the report. It required but five lines to express need for funds with which to carry on the sort of market studies as prescribed in the now familiar H. R. 8055 which was twice received at the White House with outstretched arms, the only trouble being that the Presiden-

tial thumbs were pointed downward on both occasions.

Addressing Secretary Roper on the subject of the unfortunate H. R. 8055, Mr. Poole concludes — "With respect to the previous work of the Division (of Fishery Industries) in the fields of fishery economics, and market news and extension services and in view of the President's statement advising that further enlargement of this work as may be satisfactorily justified can be accomplished under general authorization of existing law, the Fishery Advisory Committee recommends that an appropriation estimate be placed in the budget for 1938 to care for the work contemplated under H. R. 8055."

## OUTSIDERS BARRED BY NON-RESIDENT BILL

AUGUSTA, Me. — Non-resident commercial fishermen would be prohibited from ground-fishing in Maine's waters, between April 1 and November 1 in a bill reported favorably by the Sea and Shore Fisheries legislative committee.

Representative Cleve Sleeper of Rockland, who introduced the bill, contends that Maine's coastal fishing industry suffers because of non-resident commercial fishing.

Truth Beareth Away the Victory

# The Fishing News

THE NATIONAL NEWSPAPER  
OF PROGRESSIVE FISHERMEN

Published semi-monthly by the Eastern Fisheries Association, Incorporated, 34 Crystal Street, East Stroudsburg, Pa. Executive and Editorial Offices, 101 West 31st Street, New York, N. Y.  
Telephone LONGacre 5-7266

Editor, H. F. TURNER, Associate Editors, H. F. JRDICK, F. L. WIDERSTROM, O. G. CARLBERG.  
Advertising Manager, B. KATZ.

Subscriptions by Mail, Postpaid  
UNITED STATES AND POSSESSIONS  
for one year, \$1.50. For two years, \$2.50  
CANADA AND FOREIGN  
For one year \$2.00

Those who submit letters, manuscripts or other matter for publication and wish to have them returned if rejected will do well to inclose the necessary postage or a self-addressed and stamped envelope. Otherwise rejected matter will be destroyed.

Entered as Second Class matter at the Post Office at East Stroudsburg, Pa.

Vol. XVIII March 1, 1937 No. 6

## HALF FINISHED

Throughout all the agitation for a research vessel for use by the U. S. Bureau of Fisheries in Atlantic waters, few persons have realized that such a vessel was actually authorized through a bill which was approved on June 21, 1934.

The real problem, therefore, is not to have the Congress approve the construction of such a vessel but to see that the funds are made available with which the provisions of the bill may be carried out.

The bill, as approved, reads as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That, when funds are made available as authorized by section 2 of this Act, the Secretary of Commerce is authorized and directed (1) to cause plans and specifications to be prepared for the construction and equipment of a vessel for use in such research work with respect to ocean fisheries as the Secretary finds will be useful to persons engaged in the fishing industry; and (2) to contract for the construction and equipment of such vessel. Such vessel shall be maintained and operated under the supervision of the Secretary of Commerce.

Sec. 2. There is authorized to be appropriated \$500,000, or so much thereof as may be necessary, to carry out the purposes of the first sentence of section 1 of this Act.

## A NEW CHAPTER

Practical results may be expected from the Advisory Committee to the Bureau of Fisheries with that capable Bostonian, Gardner Poole, at the helm.

This should be no mere honorary committee. It has serious work to perform: work which can more readily be productive of gratifying results if the personnel of the committee is composed largely of those who are newly inoculated with a desire to unselfishly serve the industry.

It would be a mistake to pack the committee with men whose names were publicized a decade or so ago, many of whom feel that they have done their part and should now be given an opportunity to sit back and see their work carried along by others who can start where they left off.

## The Editor's Mailbag

Editor, THE FISHING NEWS.

Of the many Conventions I have attended, the Convention of the Eastern Fisheries Association at Atlantic City was the most valuable to me from the standpoint of interest, education and sociability.

The Association is to be congratulated for this valuable contribution to the interests of the seafood industry.

Sincerely,

H. A. RENNER,  
Philadelphia, Pa.

Editor, THE FISHING NEWS.

A lot was accomplished at the Convention and everyone I talked to felt that this National Convention cannot fail to lead to greater things. Mr. Turner is to be complimented on the conduct of the Convention and for its success. The general feeling seems to be that the industry is now "going places."

Yours truly,  
GEORGE T. HARRISON,  
Tilghman, Md.

Editor, THE FISHING NEWS.

When the matter of my attendance at the National Fisheries Convention was first broached to my Board of Directors the question very naturally arose of the value of such a gathering, measured by actual and direct benefit to the fishermen of our Maine Coast and in what manner the writer could in the line of duty expect to contribute or become beneficiary in the interests of our organization.

The advance notices of the plans of organization for the Convention on the basis of participation by all interests in the fisheries, regardless of affiliations, as developed in the issues of THE FISHING

NEWS, was the deciding factor in reaching the decision that the writer attend in his official capacity in response to the invitation extended our organization.

The Board of Directors are acutely aware of the importance of promoting sound legislation thru both State and Federal channels in the matter of conservation and extensive work along both research and educational lines, if the present very serious plight of our fishermen is to be corrected. Accordingly the program advanced by THE FISHING NEWS for the Convention seemed to merit such support as we could give by having a representative in attendance. Judged in the light of the Convention of two years ago, the Convention of 1937 far surpasses any previous effort, and too much credit for its consummation cannot be given THE FISHING NEWS in fostering and making possible this very constructive gathering.

It seems to me the most notable feature of the Convention was the earnestness on the part of every person in attendance on the sessions; here, indeed, was to be found a serious group of fishermen, business men if you please, engaged in seeking solution of problems by co-ordination of interests with which individually they were unable to cope.

While all seemed to be enjoying themselves, it very distinctly was not in the nature of a holiday gathering. I am sure Congressman Bland, whose interest in attending the sessions of the Convention is appreciated by every individual concerned with the welfare of the fisheries, could not fail to be impressed by the earnestness and determination with which this body attacked the problems.

"Do we need a Research Vessel, whereby the Bureau may carry on investigations that no private individual or group can undertake, but which are vitally needed to safeguard these interests?" The answer of the Convention was an emphatic "Yes!"

"Do the fisheries need and suffer from the lack of an adequate extension service and Fisheries School?" The answer was given without qualification — "Yes!"

"Is there need for the provision of adequate credit facilities for the purpose of proper extension of credit to fishermen for orderly marketing, replacements and modern processing facilities as obtains in agriculture?" Again, and very definitely — "Yes."

Surely never before has there been a gathering of fishermen from which has developed so definite and concrete evidence of the importance of intelligent organized effort and approach to the problems of the industry. And so our congratulations and heartiest appreciations to THE FISHING NEWS and its hard-working staff for its splendid and unselfish promotion of the gathering.

Cordially and sincerely,  
RUFUS H. STONE, Treas.,  
Fisherman's Relief Corporation,  
Portland, Maine.

# The Shifting Shad Shadow

**What is the future of this once-great fishery which in the past fifty years has supplied the nation with food equal to about two million steers or beef cattle? It's early restoration now seems probable.**

*Address of Commissioner Frank T. Bell read to Shad Conference during National Fisheries Convention at Atlantic City, February 6, 1937.*

The present Atlantic shad fishery is but a shadow of its former self. Each succeeding year there seem to be fewer and fewer shad in the waters along our Atlantic Coast. The decline in recent years has been most significant—from a high of about 49 million pounds in 1897 to a low of about eight and three-quarter million pounds in 1934. Even this small production met with severe competition from shad taken on the Pacific Coast. The irony of this situation becomes apparent when we consider that shad were not native to the waters of the Pacific Coast, but rather they were introduced there by the Bureau of Fisheries in 1871. Now they form the basis of a fishery industry in the waters of the Pacific, which in 1934 produced nearly two million pounds of shad, or about one-fifth of the total United States catch.

The cause of the tragic decline in the catch of shad on the Atlantic Coast has been attributed to pollution of the coastal stream formerly frequented by shad, construction of dams precluding migration to the spawning areas, and overfishing.

The relative importance of these adverse factors is not known. Doubtless it varies in different localities. The correction of pollution is a somewhat difficult task, as would be the removal of dams and obstructions. However, these may not be insurmountable obstacles. The failure to enact effective conservation measures to protect the shad population may be attributed to division of authority among the various States, and the general belief in the migratory nature of the fish that makes local conservation measures difficult of enactment.

Protection of the species is further complicated because of the lack of biological data. Despite its importance since Colonial times, the shad is a relatively little known fish. No serious investigations of the natural history and requirements of this

species, employing modern methods of investigation, has ever been undertaken by the Federal Government.

Spawning in the rivers and brackish waters of their estuaries, it is generally recognized that the young shad remain in the streams in the summer and return to the ocean in the fall. Little is known of their life during the several years in the ocean, of their migrations, of their enemies, or of the factors that bring them back again to the fishermen's nets at spawning time. Little is known of their growth, their food requirements, the effects of stream pollution upon their development, or the effects of the commercial fishery upon the supply. To plan an effective program of conservation in which all the States concerned can unite demands this basic information.

For many years the Bureau of Fisheries and many State fishery agencies have attempted to restore the shad fishery by propagating this species, but even this has not yet resulted in restoring the fishery. I feel, however, that this work has prevented the complete annihilation of the fish.

The functions of shad hatcheries are clearly understood, but their capabilities are sometimes overestimated. First, they must have raw material—shad eggs. This means they must be located where there is at least a remnant of a natural shad run. Second, they should be preferably operated as a by-product recovery plant, taking their egg supply from the catch, destined for market, of the commercial fishermen. At the present time there are scarcely more than a half dozen State and Federal shad hatcheries in operation, and the total annual production ranges from 25 to 50 million fry. There need be no discussion here of the technique of hatching shad since the methods have been well worked out. One might add that if present hatchery activities are to be expanded, the situation calls for small temporary or

portable plants, at first, if wasteful expenditures are to be avoided.

The real question is concerned with the effectiveness of artificial vs. natural propagation. The continuation of commercial runs on rivers where shad propagation has been continued for many years, in the face of greater depletion in other areas, may be cited as favorable to the hatcheries. Figures of hatchery production and commercial catch may be correlated to indicate a similar verdict of the hatcheries. Sceptics, however, might take these same figures and interpret them to mean something entirely different. Possibly, we will be more enlightened concerning the role of the hatcheries by the time we conclude the day's discussions.

Surely a resource of the magnitude represented by the shad fishery of our Atlantic coast deserves serious consideration in an effort to restore it to its former prominence. That corrective measures are necessary everyone admits, but what measures are most desirable, or how to put such measures into practice, seems to be a debatable question.

I have called this meeting feeling that you men, who have devoted years to the study of the shad, would have valuable suggestions to offer, which, if backed by the concerted action of both the State and Federal Governments, might lead to restoration of the fishery. I hope that this meeting will be of material aid in this direction.

## SHACK LOCKER

(Continued from page 1)

Commissioner Chalk of North Carolina's Division of Fish and Game found that "everyone had a chance to learn what was going on and to take part if he so desired," while N. C. Fisheries Commissioner John Nelson found that "the roundtable discussion was a whole lot more satisfactory and educational than the usual way . . . it gave all a chance to air their troubles and get the other fellow's views."

↓

E. H. Cooley, Manager, Massachusetts Fisheries Ass'n Inc.:

"There is no reason why, with the President interested in the fisheries and presenting, as an industry, a united front, we cannot ask for things which are constructive."

## WILLINGNESS TO TESTIFY WOULD CHECK RACKETEERS

Evil practices survive largely because we are too busy fishing to bother with testimony to back up our complaints.

By HOWARD F. BURDICK

At the last meeting, in Mystic of the Southern New England Fishermen's Ass'n the writer spoke of having interviewed a representative of the Thomas E. Dewey investigating board at their headquarters in the Woolworth building, New York, and of having the system of racket investigation and prosecution outlined. The form and substance of the fishermen's difficulty with racket heads in the city is exactly the same as with other legitimate businesses which have been victimized... those affected are reluctant to actually appear in court and testify with figures and facts. In the case of other businesses, witnesses were actually detained for some time and forced to testify before a judge and jury, thus implicating the "higher ups" who are the ones making a racket out of legitimate business... or some business while not "legitimate" is at least tolerated by the general public as a "necessary evil" ... to wit: prostitution.

As the Dewey investigator pointed out to the writer, they are established there to investigate and prosecute all cases of victimizing where enough evidence and testimony can be secured to bring the guilty parties to trial. As Mr. Turner found out long ago, we fishermen kick like steers about being the victims of rackets, but when we have the opportunity to lay facts and figures on the table and back them up with our presence ... *where are we?* ... Out fishing some more, in order that we may eat the next day and because we haven't the time or knowledge or leadership to "run the gauntlet!" and the big shots of the various rackets continue to laugh ... *will it be this way forever?*

## FEDERAL MEN SEIZE MORE WATERED OYSTERS

WASHINGTON — December terminations of food cases reported to the Food and Drug Administration with sentences imposed by the courts included that against the Hood Bay Canning Co., *Hood Bay, Alaska*, and *Seattle, Wash.*, for shipments of partially decomposed canned salmon, the company being fined \$150 and costs and Van Camp Sea Food Co., *Terminal Island, Calif.*, partially decom-

# Grand PEOPLE WHO HAVE COME FORWARD AND HAVE DONE THEIR PART

This advertisement is inserted by the EASTERN FISHERIES ASSOCIATION INC. in recognition of the practical cooperation rendered by the 47 associate members of the organization. To those whose names appear below goes much of the credit for that which has during the past year been accomplished through association activities. They have come forward and supplied funds with which results have been obtained. The entire fisheries industry has shared these results. They deserve to receive the same sort of co-operation as they have given.

## ASSOCIATE MEMBERS

### BOXES AND SHOOKS

E. F. Endicott & Son, Burleigh, N. J.  
Manufacturers Shook Sales Corp., New York, N. Y.

### CHAIN

International Chain & Mfg. Co., York, Pa.

### CONSULTING ENGINEERS AND NAVAL ARCHITECTS

Owen and Minot, Boston, Mass.

### DIESEL ENGINES

Atlas Diesel Engine Corp., New York, N. Y.  
Fairbanks, Morse & Co., New York, N. Y.  
Worthington Pump and Machinery Corp., Harrison, N. J.

### FISHING GEAR

The Great Grimsby Coal, Salt & Tanning Co., Ltd.,  
Grimsby Docks, England.  
Mullins Fishing Gear, New Bedford, Mass.

### FISHING LINES

Yawgo Line & Twine Co., Rockville, R. I.

### FISHING MACHINERY, FLAX PACKED STERN BEARINGS, MARINE REPAIRS

Hathaway Machinery Company, Fairhaven, Mass.

### FUEL

Gulf Refining Co., Philadelphia, Pa.

### FUEL & LUBRICANT DEALERS

Consumers Petroleum Corp., New York, N. Y.  
Hathaway Oil Co., Inc., New Bedford, Mass.  
Chester A. Poling, Inc., New York, N. Y.

### MARINE ENGINES AND PARTS

Electrical Industries Mfg. Co., Inc., Red Bank, N. J.  
Lehman Marine Eng. Company, Newark, N. J.

### MARINE SUPPLIES, ROPE, HARDWARE, BOAT FITTINGS

James Walker Company, Baltimore, Md.

### ICE; FROZEN WATER RIBBONS

Flakice Corporation of New York, New York, N. Y.

### NETTING

W. A. Augur, Inc., New York, N. Y.  
R. J. Ederer Net & Twine Co., Baltimore, Md.  
Fish Net & Twine Company, Jersey City, N. J.  
Linen Thread Company, Baltimore, Md.  
National Net & Twine, Div. of Ludlow Mfg. & Sales Co., Boston, Mass.  
Pauls Fish Net Co., Chicago, Ill.  
Ambrose J. Starr, East Hampton, Conn.

### NET PRESERVATIVES AND PAINTS

International Chain & Mfg. Co., York, Pa.  
Olson Preservatives & Paint Corp., Newark, N. J.  
Red Hand Composition Co., Inc., New York, N. Y.  
C. A. Woolsey Paint & Color Co., Jersey City, N. J.

### OIL CLOTHING

David O. Frost Corp., Gloucester, Mass.

### PROTECTIVE COATING, ANTI-CORRO- SIVE, ANTI-FOULING

American Coppercote, Inc., New York, N. Y.

### REFRIGERATION EQUIPMENT— PAKICER.

The Vilter Manufacturing Co., Milwaukee, Wis.

### ROPE MANUFACTURERS

American Manufacturing Co., Brooklyn, N. Y.  
Cating Rope Works, Inc., Maspeth, L. I., N. Y.  
The Edwin H. Fittler Co., Philadelphia, Pa.  
New Bedford Cordage Co., New York, N. Y.  
Plymouth Cordage Co., North Plymouth, Mass.  
Wall Rope Works, New York, N. Y.  
Whitlock Cordage Company, New York, N. Y.

### ROPE AND TRAWL TWINE DISTRIBUTORS

Stone & Forsyth Co., Boston, Mass.

### SHIPS TELEGRAPHS, ENGINE BELLS, SPEAKING TUBES

Chas. J. Henschel & Co., Inc., Amesbury, Mass.

### SHIPPERS REPRESENTATIVES AND SALES AGENTS

H. A. Renner & Co., Philadelphia, Pa.

### SHIPYARD AND MACHINE SHOP

Jakobson & Peterson, Inc., Brooklyn, N. Y.

### SIGNALS, DISTRESS

International Flare-Signal Co., Tipppecanoe City, Ohio

### TRANSPORTATION

Fish Forwarding Co., New York, N. Y.

### WIRE ROPE, MANILA ROPE AND TRAWL TWINE DISTRIBUTORS

British Ropes Ltd., New York, N. Y.

### WHOLESALE DEALERS

C. E. Warner Co., Inc., Philadelphia, Pa.



March 1, 1937

# THE FISHING NEWS

Page Five

posed canned tuna fish, fine \$250. Among other food products seized were 2,310 cases of canned salmon, 16 cases of canned shrimp, 7,300 pounds of frozen shrimp, 1 barrel of salt herring, 1,000 pounds of dried salt codfish, partially decomposed, and 1,070 pints of watered oysters.

## BRANDVIK HEADS LONG BEACH ASSN. AGAIN

Barnegat City, N. J.—The Annual Meeting of the Long Beach Fishermen's Association reelected Capt. Alf Brandvik to the Presidency.

Capt. Emil Anderson was reelected Vice-President, and Capt. A. K. Fleming again got the Secretary-Treasurer-ship. Jens Jensen, Nils Eklunde, Krist Hange and Jack Syvelling were elected directors, with Capts. Brandvik and Jensen named as delegates to the U.C.F.A. of N. J.

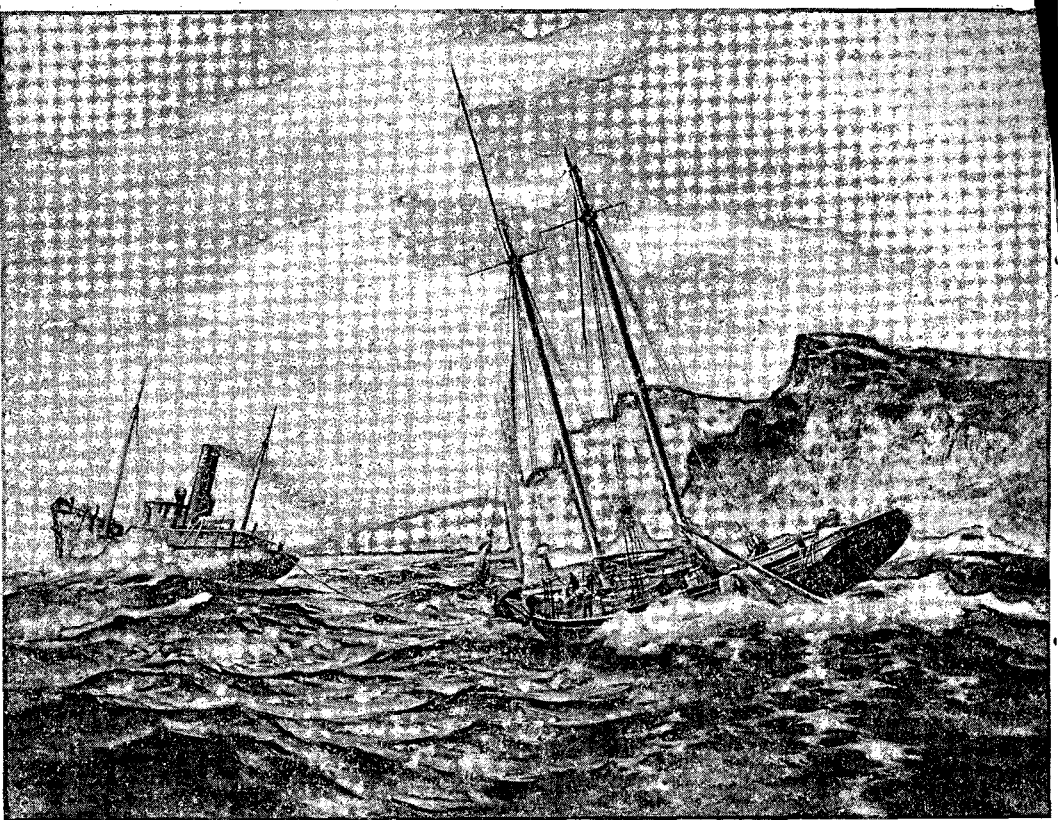
President Brandvik reported conference with Sen. Camp at Toms River at which the Senator agreed to introduce a new bill for improvement of the inlet. The meeting also considered a report from the coastguard to the effect that over sixty disabled boats with passengers and sixteen drowning men were rescued by them at the inlet last year. The directors reported favorably on their examination of the Treasurer's accounts, showing the financial condition of the association to be excellent. Toralf Olsen, Henry Hendriksen and Ove Munch were elected to membership.

## FOLLOW THESE RULES FOR BETTER RETURNS

**At the National Fisheries Convention a shipper asked Commission Dealer Carter from New York's Fulton Market how he might assure for himself the highest possible returns. Here's what he was told.** . . . .

Ice the catch as soon as possible after fish are taken from the water. When weighing and packing, grade the catch as nearly as possible in uniform sizes and mark the tags the *actual* size. Do not mark small as medium, or medium as "select" (that word "select" is much abused by the average fish shipper). Likewise, do not mark selected fish as large if the large size are the stock in demand. Keep fish well iced at all times.

Do not expose them to the air and in particular, do not leave fish exposed to the sun. Handle fish as you would a baby,



THE RESCUE OF A GLOUCESTER SCHOONER

*The reproduction in natural colors of an artist's canvas entitled "The Rescue of a Gloucester Fishing Schooner", depicting the age-old struggle of man against the mighty forces of angry blue water, has made an outstanding achievement of the 1937 calendar being distributed by the Fish Net and Twine Company. Even in the simple black and white, as reproduced here, the painting of Charles Rosner seems very real. Caught off a lee shore—topmast and mains'l carried away—the schooner has been losing out in its effort to beat to windward to escape the pounding on a rocky shore which had seemed inevitable. Seeing the plight of the schooner, the skipper of a Boston steam trawler has come to the rescue and, the hauser holding, danger is soon past.*

don't abuse them as they bruise, too.

Do not hold stock for better prices, because you think the market is going up due to the weather in your territory or scarcity of the kind for which you are fishing. Remember—while the supply at *your* producing point may be short, similar kinds are being caught all along the coast and the stock you are holding for a better price does not improve with age.

Put your fish in the market as soon after being caught as practical using plenty of ice and good packages.

In warm weather ice will keep longer if the package is soaked with water before packing.

Do not overstuff a package to save ice or transportation charges.

To avoid disappointment when you get your sales returns, allow 3% to 5% for shrinkage and you won't feel that the

wholesaler has robbed you when you get returns for a little less weight than you shipped.

Try to remember the wholesaler needs you more than you need him and he wants to treat you right at all times.

## GLOUCESTER NEARS END OF FISH PIER PLANNING

GLOUCESTER, Mass.—The Gloucester Community Fish Pier, Inc., has tentatively approved the details of its lease under which it will pay \$20,000 yearly rental to the Commonwealth. At a meeting on February 23 the Municipal Council approved a \$50,000 appropriation for acquiring property on Parker Street and Five Pound Island. This appropriation will be offset by bonds which the city treasurer is authorized to issue.

## BOATS

**38-foot Heavy Dragger type fishing boat, now under construction, powered with reconditioned Wolverine Deisel.**

**32-foot Block Island type fishing boat, recently completed, powered with rebuilt Cummins diesel engine.**

**36-foot Post built drag-boat, perfect condition, Lathrop 40 hp. motor, complete ready to go fishing—\$1500.00.**

**25-foot Block Island type boat, suitable for use as lobsterman, recently completed, will sell with or without motor.**

## ENGINES

**1 rebuilt 6 cylinder, 180 h.p. model MR Speedway gasoline motor.**

**1 pair 6 cylinder, 200 h.p. Hall Scott gasoline motor.**

**1 Reconditioned, 22 h.p., Model RW Palmer gasoline motor.**

**1 stationary Mietz kerosene, 4 cycle engine—\$25.00.**

WRITE OR WIRE TO

**FRANKLIN G. POST  
& SON, Inc.**

30 E. Main St., Mystic, Conn.

## WHOLESALE PRICES NEW YORK FEB. 16-24

| Variety               | Mon. 15     | Tues. 16    | Wed. 17     | Thurs. 18   | Fri. 19     | Tues. 23 | Wed. 24     |
|-----------------------|-------------|-------------|-------------|-------------|-------------|----------|-------------|
| SEA BASS, Large.....  | .10         | .09         |             |             | .09         | .10      | .09         |
| Medium.....           |             |             | .09         | .09         |             |          | .06         |
| STRIPED BASS.....     | .15         | .15-18      | .15-18      | .15         | .15         | .14      | .14         |
| BLUEFISH, Large.....  |             | .12½-Froz.  |             |             |             | .25      | .25         |
| Medium.....           | .12½        |             | .12½-Froz.  |             |             |          |             |
| Small.....            |             |             |             |             |             |          | .20         |
| BUTTERFISH.....       | .12         | .12-Froz.   | .12-Froz.   |             |             |          |             |
| COD, Market.....      | .08         | .04         | .14         | .05         | .05         | .04½     | .04½        |
| Steak.....            | .05         | .08         | .08         | .08         | .08         | .08      | .08         |
| CRAB FLAKES           |             |             |             |             |             |          |             |
| Prime.....            |             | .70         | .70         | .70         | .70         |          | .70         |
| Medium.....           | .70         |             |             |             |             |          | .70         |
| DABS, Large.....      | .06         |             |             | .07         | .07         | .06      | .05         |
| Small.....            | .03         | .04         | .04         |             |             | .03      | .04         |
| FLOUNDERS, Large..... | .12         | .12         | .12         | .12         | .12         | .12      | .11         |
| Medium.....           | .10         | .10         | .10         | .12         | .12         |          | .08         |
| Small.....            | .06         | .06         | .06         | .04         | .04         |          | .04         |
| FLUKE.....            | .11         |             |             | .09         | .09         |          | .09         |
| HADDOCK.....          | .05         | .04         | .04         | .03         | .03         | .05      | .05         |
| FILLETS.....          | .13         | .12½        | .12½        | .11         | .11         | .13      | .12         |
| MACKEREL.....         | .08-Froz.   |             |             |             |             |          |             |
| SPANISH MACKEREL..... | .16         | .16         | .16         | .14         | .14         | .15      | .15         |
| KING MACKEREL.....    | .12½        | .12½        | .12½        | .12         | .12         | .10      | .10         |
| POLLOCK.....          | .05         | .05         | .05         | .05         | .05         | .04      | .04         |
| PORGIES.....          | .05         | .05         | .05         | .03         | .03         | .04½     | .04         |
| SCALLOPS.....         | \$2.15      | \$2.15      | \$2.15      | \$2.10      | \$2.10      | \$2.00   | \$2.00      |
| BAY SCALLOPS.....     | \$4.50-5.50 | \$4.50-5.50 | \$4.50-5.50 | \$4.50-5.50 | \$4.50-5.50 | \$5.00   | \$4.50-5.50 |
| SEA TROUT.....        | .20         | .20-18      | .18-20      | .18-22      | .18-22      | .20      | .16-20      |
| SALMON, Western.....  |             | .12½-Froz.  | .12½-Froz.  |             |             |          |             |
| CUT SHAD.....         | .18         | .22         | .22         | .18         | .18         | .18      | .17         |
| BUCK SHAD.....        | .18         | .22         | .22         | .18         | .18         | .18      | .17         |
| ROE SHAD.....         | .32         | .38         | .38         | .28-30      | .28-30      | .35      | .32         |
| SHRIMP.....           | .27         |             |             | .22         | .22         | .24      | .23         |
| SMELTS.....           | .10-20      | .20-10      | .10-20      | .10-20      | .10-20      | .10-20   | .10-20      |
| GREY SOLE.....        |             | .08         | .08         |             |             |          |             |
| TILEFISH.....         |             | .05         | .05         | .04½        | .04½        |          | .05         |

## BOAT HINTS

WHEN CAULKING YOUR DECKS, USE  
**Jeffery's** Waterproof MARINE Glues  
IF YOUR DEALER CANNOT SUPPLY, WRITE

**L.W. Ferdinand & Co.**

599 Albany Street

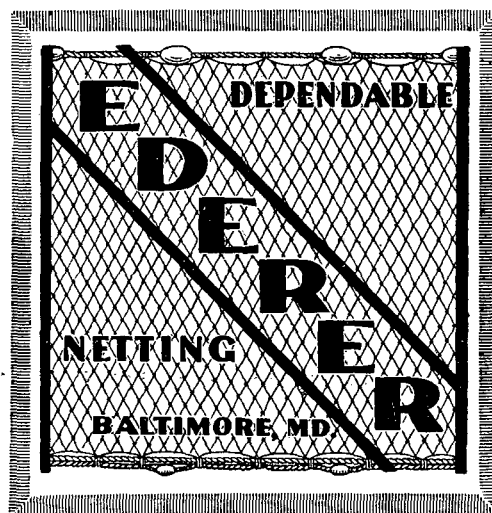
Boston, Mass.

## THE FISHERMAN'S FAVORITE



Because

*"There is no better rope"*



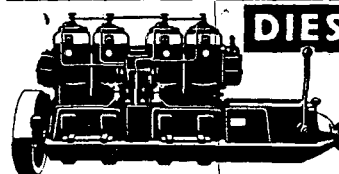
**Fishing Rope  
Net Rope  
Lobster Pot  
Warp**

Made by

**THE EDWIN H. FITLER CO.**  
Established 1804

## BOLINDERS

**DIESEL**



6 to  
500  
H. P.

Bolinders Diesel Engines for auxiliaries or main propulsion are known by fishermen throughout the world. There's a size for your boat or service. Write for details, or call at our showroom and see how well these engines are built.

**BOLINDERS COMPANY, INC.**

Office & Showroom  
33 Reector St. New York City

**INSURANCE ON  
TRAWLERS,  
DRAGGERS, SEINERS,  
and all other types of  
FISHING VESSELS**

**Boston Insurance Co.**  
Old Colony Insurance Company  
Boston, Mass.

## BOATS AND GEAR FOR SALE

RATES—Fifty cents a line. No advertisements of less than three lines can be accepted. All classified advertisements must be prepaid.

**FOR SALE—Dragger "Alert"; 54 x 14 draft. 5 ft. 6 with 45 h.p. C.O.; Hathaway winch. Fully equipped for dragging and scalloping. All in A1 condition. Price right for quick sale.**

Capt. Chas. L. Hanff, 202-6th St.,  
Greenport, L. I., N. Y.

**FOR SALE—"As is" at PORTLAND, Sch. New Dawn, built in Freeport in 1923, length 71 ft., breadth 21 ft., depth 9.4 ft. equipped with 70 h.p. Standard Diesel Engine. Price \$5,000.00 cash. Boat can be seen any time by appointment at wharf in Portland. RUFUS H. STONE, Treasurer, Fisherman's Relief Corporation, Portland, Me.**

March 1, 1937

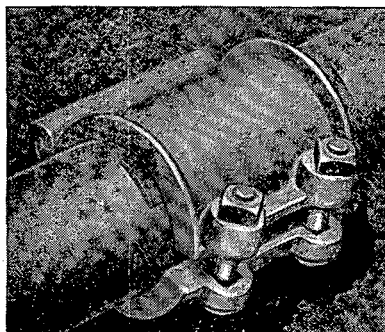
THE FISHING NEWS

Page Seven

## NEW PIPE REPAIR CLAMP

Easily applied clamps for permanently stopping leaks in pipes, regardless of how large or small, whether high or low pressure, are in use today—on pipe lines carrying air, gases, heavy or light liquids, solutions, etc. They are applied while pipe lines are in service except upon extremely high-pressure lines.

The increasing demand for pipe clamps of this type are responsible for the radically redesigned pipe clamp illustrated, a product of the M. B. Skinner Co., 3606 W. Sample Street, South Bend, Indiana.



The new specifications for these clamps require a metal of higher tensile strength, uniform density and hardness—a metal composition which was adopted regardless of price because of its suitability. Every clamp is tested under a pressure of 3,000 lbs. before it leaves the factory.

## WHERE TO SHIP

*This Column Admits Only Dealers of Highest Integrity. Ship to Them!*

BUYING AND SELLING FISH FOR SIXTY-SIX YEARS

**C. E. WARNER CO.**  
PHILADELPHIA, PA.  
Consignments Solicited  
8 Dock St. Fish Market

**THE SOUTH FISH CO., Inc.**

Wholesale & Commission  
FISH DEALERS

112-113 Fulton Market, New York  
Tel. BEekman 3-2755-6-7

**BLUE RIBBON FISH CO., INC.**  
155 Fulton Market, New York

Wholesale dealers in all Fresh Fish  
Tel. BEekman 3-0471-0453

**JOS. H. CARTER, Inc.**

Wholesale Commission Fish Dealers  
Receivers and Distributors  
All Kinds of Sea Food  
38 Fulton Fish Market, New York  
Tel. BEekman 3-3844

OUR MOTTO IS "THE GOLDEN RULE"

## IMPROVED FLASHLIGHT

A new line of insulated flashlights with non-conductive cases built to stand rough treatment has been put on the market by the Burgess Battery Company.



Pliable rubber fittings on the head and end cap give water-tight assembly.

For  
NETS

AND ALL FISHING SUPPLIES  
THAT ARE THE BEST  
along with

Quick Personal Service

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Replacing Tar and Other Harm-  
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80% OF POUND FISHERMEN  
USE CAMPBELL'S

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MAKES real FISHING  
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Fathometers for Echo Sounding  
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**Fish Forwarding Company**  
Transportation of Fish Our Specialty  
Fulton Fish Market  
New York City  
BEekman 3-4522-4523-7484

Eight

# THE FISHING NEWS

March 1, 1937

## Boston Fish Pier

Talk about depletion of the fishing funds is as flat as stale beer in the face of a halibut trip bringing over \$9,000, another halibut trip realizing over \$6,500 and a tawler grossing over \$8,000.

The splendid halibut stock which brought \$9,874 was landed by Capt. Carl Olsen of the *Raymonde*. The vessel had been out eighteen days and landed 66,000 pounds of fish.

Three days previously, Capt. Archie A. MacLeod had stocked slightly over \$6,500 for the sch. *Dawn's* first halibut trip of the season. The *Dawn* realized 72 cents a pound for livers.

The new diesel trawler *Surf*, Capt. Chris Ness, brought in \$8,356 worth of ground-fish, mainly haddock, caught on Western Bank. The *Surf* had been away from the Pier just twelve days.

\* \* \*

Belief that the Surplus Fish Bill is designed to unduly benefit certain interests seems to be holding up action at Washington on the measure which had been counted upon to clear out much of the stocks in the freezers and thus stimulate demand for freshly-caught fish. According to word from Washington, the Senate Commerce Committee reported the Walsh bill favorably, under which two million dollars of U. S. Treasury funds, ear-

marked for relief, would be used to buy fish. The House, on the other hand, passed the McCormack bill after cutting off the relief fund provision; which now means that another bill has to be put through to provide for the necessary appropriation.

## Gloucester Notes

For quite some while Ralph Foley has been getting under way with the sale of Union diesels. He now begins to show signs of feeling quite satisfied, since Frank Foote's *Old Glory* is doing well with a 230 h.p. Union and Capt. Frank Brown is having good luck with the 230 h.p. Union in the *Olivia Brown*.

\* \* \*

According to the terms of the proposed fish pier contract, there is to be no wharfage charge for fish boats and profits are to go into a fund to take care of fishermen's widows and orphans.

\* \* \*

Benny Curcuru's 82-foot *Jennie* and *Lucia*, skippered by Joe Brancalone, built by Morse of Thomaston, came into port the middle of the month, leaving shortly thereafter for New Bedford to take on machinery and gear before heading for the Virginia Capes.

## LOWER CHESAPEAKE CRAB STUDIED AT BEAUFORT

BEAUFORT, S. C. — An attempt is being made to determine whether crabs from the winter dredging areas in lower Chesapeake Bay will develop eggs or "sponge" during the coming summer and what percentage are potential spawners which should be protected by regulation.

Studies of the spawning of blue crabs from Atlantic, N. C., made last spring at the request of local fishermen, revealed that three separate large batches of eggs were developed and hatched by each female crab during the period from May 26 to July 18. Similar observations will be made with the material obtained from the Virginia Commissioner of Fisheries.

## RAPID RISE OF SARDINE IMPORTS CAUSES WORRY

EASTPORT, Me. — Local sardine packers are watching with deep concern the effects on sardine imports of the administration's openhanded foreign policy.

In two years the imports of sardines from Portugal into the United States multiplied four times. In 1934 Portugal shipped 675,951 kilograms of sardines to the United States whereas by 1936 this had increased to 2,811,560 kilograms.

## PROTEST SELLING OF CRAWFISH AS LOBSTER

LONDON, Eng. — In a complaint to the Ministry of Agriculture and Fisheries about African crawfish being substituted for genuine lobster, G. Coverly of Billingsgate Market opens up a subject which has previously been agitated in the United States.

Said Mr. Coverly in his complaint: "These goods are being freely sold to the public who evidently believe they are buying genuine lobster, and are being sold under a false trade description. As crawfish are not lobster in any sense, traders in these goods should be compelled to display the fact that they are tinned or frozen crawfish tails, along similar lines to those issued in respect to frozen salmon."

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**QUALITY, SERVICE**  
and **REAL ECONOMY**

Let us quote you on all of  
your netting requirements

Genuine **STEEL GREY**  
Linen Gill Netting, Cotton  
Netting for Seines, Pounds  
and Traps, Sea Island Cotton  
and Cotton Gill Netting

# NETTING

**THE FISH NET and  
TWINE COMPANY**  
JERSEY CITY, N. J.

## THEY GET BIG FARES

## MUSTAD

Key Brand **FISH HOOKS**

THE reason why gear that is rigged with Mustad Key Brand Hooks can and does get the biggest fares is simple enough. These hooks are the strongest hook steel made. They are patterned absolutely correct. They have keenest, strongest points, that stay sharp. Made by the world's largest manufacturer of fish hooks—in business for generations—they HOOK more fish and HOLD better . . . so you get your better fares in quicker time.

Fit out with these better hooks, that you can always count on. They come in all patterns and sizes. Ask your outfitter for genuine Mustad Hooks.

O. Mustad & Son (Est. 1832), Oslo, Norway  
Agents:  
SIDNEY R. BAXTER & CO., 90 Commercial St., Boston, Mass.



**Your dollars buy more  
value in Cating rope**



**CATING ROPE WORKS, INC.**

*Ropemakers since 1866*

**58-29 SIXTY-FOURTH STREET,  
MASPETH, LONG ISLAND, N. Y.**

Form A.64.A.

File No. 31093

MEMORANDUM

HWC\*FP

To Major Parmelee,  
Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE  
Ottawa March 10, 1937.

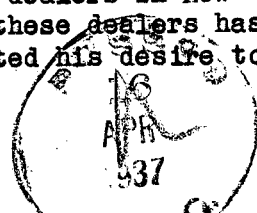
FISH CONFERENCE

During the past few months Mr. D. S. Cole, Canadian Trade Commissioner, New York City, and his Assistant, Mr. G. A. Newman, have been giving a great deal of attention to problems connected with the marketing of fresh water fish in New York. During the winter months a large volume of fish is shipped to that market from Alberta, Saskatchewan and Manitoba, and throughout the spring, summer and fall seasons from Ontario. Administration of inland fisheries is provincial. No control is exercised over production or marketing and no grading, packing or marketing regulations are enforced. In each province, in addition to a number of more important shippers capable of taking care of their own interests, there are a number of smaller shippers who export, regardless of market conditions, and who are more or less at the mercy of unscrupulous New York dealers.

Absence of control over production and marketing and the ignorance of many shippers of market conditions are responsible for widespread dissatisfaction among the Canadian shippers in all four provinces, and also among the reputable import dealers in New York. Some of the principal causes of dissatisfaction are over-production; dumping; unsatisfactory grading; shipment of infected fish, which are liable to seizure by the United States Customs; etc., and the failure of New York firms to pay promptly and in some instances failure to pay at all for shipments.

Exporters of fresh water fish in all four provinces have been advised through the provincial departments concerned that the Trade Commissioner in New York will be glad to provide credit information concerning New York importers and assist in clearing up disputes regarding shipments. This phase of the work of the Trade Commissioner is beginning to absorb an undue amount of time and it is desirable that it should be transferred to some agency in New York, which has more adequate facilities for collecting and disseminating market and credit information. There is such an organization in New York, which represents the interests of the salt water fish trade. The head of this association has intimated to the Trade Commissioner that he would be willing to extend its activities to include assistance to the Canadian fresh water trade.

The General Manager of the largest firm engaged in the fresh water fish trade in New York called recently upon Mr. Cole to discuss these problems and, arising out of this discussion, the suggestion has been made by Mr. Cole that a conference be called in Winnipeg about the middle of April to consider ways and means of placing the marketing of Canadian fresh water fish on a better basis. Mr. Cole has approached several of the most important fish dealers in New York in regard to this suggestion. Each of these dealers has heartily endorsed the proposal and has intimated his desire to attend such a conference.



000383

Form A.64.A.

File No. \_\_\_\_\_

## MEMORANDUM

To \_\_\_\_\_

DEPARTMENT OF TRADE AND COMMERCE

Ottawa \_\_\_\_\_ 193 \_\_\_\_\_

- 2 -

I believe that a conference would serve a very useful purpose and might well be the inspiration of provincial measures designed to rectify several of the evils which are menacing this important industry. It would also provide an opportunity for the exporters to meet with the most reputable New York dealers and to work out in co-operation with Federal and Provincial officers a plan of making promptly available to all concerned information on such subjects as production, market prices, credit standing of dealers, etc. The delegates to such a conference should, I consider, comprise representatives from the following:- The Department of Trade and Commerce (the Trade Commissioner or Assistant Trade Commissioner at New York and possibly a representative of the Commercial Intelligence Service at Ottawa); the Department in each province concerned with fish production and marketing; the principal exporters in each province and leading fish dealers in New York.

You will perhaps recall that an inter-provincial conference to discuss problems in connection with the production and marketing of fresh water fish was held in Winnipeg in January, 1934, on the invitation of the Minister of Mines and Resources of the Government of Manitoba. Mr. Fortington attended that Conference as an observer. A number of subjects were discussed in a general way, but no definite conclusions were reached and so far as we are aware no action has been taken by any of the provincial governments to rectify the conditions complained of. The conference, however, served a very useful purpose in bringing about a better general understanding of the problems encountered in each province and a realization of the need of reliable market and credit information.

The situation as regards the marketing of Canadian fresh water fish in the United States has become aggravated since 1934. The evils of over-production, over-shipment, shipment of infected fish, etc., have in no sense been mitigated and unscrupulous dealers in New York and other United States cities are taking advantage more than ever of the situation, not only to force prices down but in many cases to actually defraud Canadian exporters. I believe that the time is ripe for another conference. It is only by an exchange of views, such as would be possible at a conference of this kind, that solutions can be found for the problems which confront this important Canadian industry. In order to bring matters to a head I would suggest that Mr. G. A. Newman, Assistant Canadian Trade Commissioner, New York, who has made a very useful study of fresh water fish marketing conditions in New York, be instructed to come to Ottawa and then proceed to Winnipeg for the purpose of discussing with officials of the Manitoba Department of Mines and Resources the advisability of calling a conference at Winnipeg about the middle of April.

*G. A. Newman*  
16  
APR  
1937

P.C. 000384

Department of Trade and Commerce

MEMORANDUM

Myri Parnace

I would like to  
discuss the memorandum  
with you when convenient

OK sent  
J. Parnace  
J. Parnace

000385

Ottawa.....



31083

REC-117

Major Parmelee,

Deputy Minister.

March 10,

7.

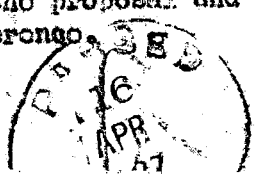
FRESH FISH TRADE

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Absence of control over production and marketing and the ignorance of many shippers of market conditions are responsible for widespread dissatisfaction among the Canadian shippers in all four provinces, and also among the reputable import dealers in New York. Some of the principal causes of dissatisfaction are over-production; dumping; unsatisfactory grading; shipment of infected fish, which are liable to seizure by the United States Customs; etc., and the failure of New York firms to pay promptly and in some instances failure to pay at all for shipments.

Exporters of fresh water fish in all four provinces have been advised through the provincial departments concerned that the Trade Commissioner in New York will be glad to provide credit information concerning New York importers and assist in clearing up disputes regarding shipments. This phase of the work of the Trade Commissioner is beginning to absorb an undue amount of time and it is desirable that it should be transferred to some agency in New York, which has more adequate facilities for collecting and disseminating market and credit information. There is such an organization in New York, which represents the interests of the salt water fish trade. The head of this association has intimated to the Trade Commissioner that he would be willing to extend its activities to include assistance to the Canadian fresh water trade.

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000386



- 2 -

I believe that a conference would serve a very useful purpose and might well be the inspiration of provincial measures designed to rectify several of the evils which are menacing this important industry. It could also provide an opportunity for the exporters to meet with the most reputable New York dealers and to work out in co-operation with Federal and Provincial officers a plan of making promptly available to all concerned information on such subjects as production, market prices, credit standing of dealers, etc. The delegates to such a conference should, I consider, comprise representatives from the following:- The Department of Trade and Commerce (the Trade Commissioner or Assistant Trade Commissioner at New York and possibly a representative of the Commercial Intelligence Service at Ottawa); the Department in each province concerned with fish production and marketing; the principal exporters in each province and leading fish dealers in New York.

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31003

REC-11

Major Farnham,

Deputy Minister.

March 10,

7.

FISH CONFERENCE

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000388

- 2 -

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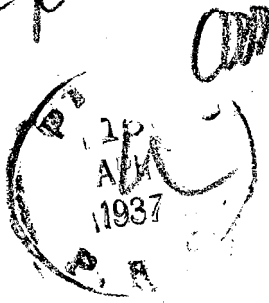
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PAID  
16  
APR  
1937

000389

7 Harry  
Letters have been  
written to provinces  
as per your slip



000390

*Mr Fortington*

31093

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

MR. CHENEY

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

March 5th, 1937.

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FISH CONFERENCE

Dear Sir,-

With further reference to your letter of February 19th, your file 14834 and my subsequent letters of February 25th and 26th respectively, we have now been successful in obtaining the views of the New York wholesalers on the proposed Winnipeg conference.

After examining the topics put forward in our circular letter as tentative subjects for conference discussion, the New York wholesalers appear to be unanimous in the belief that one of the most desirable results which might be sought would be the arrangement for a marketing and credit information service. They are inclined to the view that it would be a practical and useful move in straightening out the rather involved activities of Peck Slip.

Mr. Triggs of the Booth Fisheries has emphasized that it is important that limitation of fishing periods be observed in Manitoba to cut down the present tendency to accumulate supplies which ultimately must be disposed of at loss prices. He is rather skeptical of such curtailment being carried out due to the opposition of local political representatives, but insists it is the only solution to one of Manitoba's gravest problems.

Mr. Jack Mayback of the Eagle and Empire Fish Companies, one of the larger importers of Western fish, has proposed that recommendations be made for more adequate marking of the packages. He considers that each shipper should have a definite mark or brand on his box and that this stencil on each package should be obligatory. He believes that it would aid in enabling the better packers to secure premium for their product. At the same time some method should be devised whereby the contents of the box would be clearly indicated.

I. & C. RECORDS



000392

- 2 -

The Acting Director,

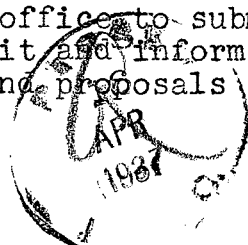
The wholesalers in general agree that steps taken to prevent the fishing of infested fish lakes would be of advantage to their trade as, in a measure, it would prevent poor quality fish from depressing the prices of the better grades. At the same time it would permit of freer movement through the customs ports where fish are now held regularly for inspection, especially at Buffalo. In anticipation of the suggested conference, the railway express companies no doubt would be willing to furnish a report as to the number of cars actually held in this manner during the past year, while through Washington figures could be obtained as to the number of shipments condemned.

Probably the one item on the agenda which would warrant preliminary discussions with the Department of Fisheries at Ottawa and the Departments of the other Provinces, would be that in reference to the setting up of a credit and information bureau. You will recall that in our letter of February 26th, Mr. Matthews estimated the cost would be in the neighborhood of five to six thousand dollars. In a subsequent discussion he was inclined to raise his figure to eight thousand dollars. He was careful to emphasize this sum is merely a provisional one covering a number of services which might be eliminated without seriously restricting the major performance of his proposals and thus permit a much lower cost.

While it seems desirable that direct fees be obtained in the form of registrations from the fishermen or dealers to be benefitted, there is room for doubt if the funds thus subscribed would come near to meeting the cost. Under the circumstances, might not some arrangement be made with the various provincial governments for provincial contributions together with a sum from the Dominion Department of Fisheries. I include the latter Department as I recall that last summer about \$200,000 (see Circular Letter of June 10th, your file 25101), was allocated to them to increase the sale of Canadian fish, and I know of no better way of benefitting the fresh water industry than in the manner proposed.

We have also been informed by Mr. Matthews of the Middle Atlantic Fisheries that it is possible he may be able to attend. April 15th or 20th has been proposed by Mr. Triggs as a convenient conference date and this time, I understand, would also be acceptable to Mr. Matthews. From a personal point of view it is rather important that I return to New York two or three weeks prior to leaving for Trinidad on May 20th, so that the above date would also fit in admirably with my plans.

If the Department considers the information submitted to date is sufficiently encouraging to warrant making final arrangements for a conference, would it be of any assistance for this office to submit a brief outline of the evidence of credit and information difficulties now existent and append proposals



- 3 -

The Acting Director,

which have been made for their rectification. No doubt Mr. Triggs and Mr. Mayback would be willing to co-operate with this office in preparing a similar survey covering their proposals. I make this suggestion as it occurs to me that whoever is attending the conference would be in a better position to discuss the issues under consideration if he was furnished, a week or so in advance, with the agenda and supplementary comments.

Yours faithfully,



(G. A. NEWMAN)  
Assistant Trade Commissioner  
for Canada.

GAN:HC

P.S. Since writing the above, I have received a letter  
✓ from the Keystone Fish Company regarding the conference,  
a copy of which is enclosed herewith.

Enc.

RECEIVED  
T. & G. H. 1937  
APR 16 1937



000394



# COPY

KEYSTONE FISH COMPANY

42-44 Peck Slip  
NEW YORK, N.Y.

March 5, 1937.

Mr. G. A. Newman, Asst. Trade Commissioner,  
c/o Canadian Government Trade Commissioner  
British Empire Bldg.  
Rockefeller Center  
New York City.

Dear Mr. Newman:-

We have gone over your letter of February 25th and have given same careful consideration.

We are heartily in accord with your proposals of calling a conference of the various departments and interests you mention in your letter and would suggest that a meeting take place as early as possible. The various proposals that you outline are highly important to the fishing industry and the writer believes that if they were given every careful consideration and a proper solution arrived at, a happier condition would be reached by the entire fishing industry. I would suggest, however, that since such Provinces as Manitoba, Alberta and Saskatchewan are producing factors during the winter months mostly, that is, that insofar as the New York market is concerned, that firstly--that they be treated as one factor. Secondly--that in view of the fact that the Province of Ontario being the greater producer throughout most of the year, that this Province be given first consideration. As you no doubt are aware, the production from Manitoba, Saskatchewan and Alberta will be over in about three weeks at which time the production from the Province of Ontario commences and is practically steady throughout the spring, summer and fall seasons.

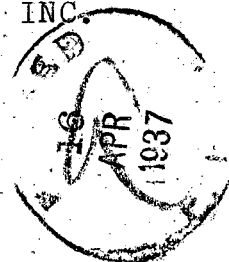
I am heartily in accord with your aims and happy over the fact that some movement is started to bring this business out of its chaotic condition. I would therefore appreciate it that you inform us as early as possible, giving us your final decision in the matter as to where and when this conference will be held. I assure you I will give all possible support for any constructive ideas.

If there is any further information you may desire from us, we will be pleased to furnish you with same upon your request.

Yours very truly,

(sgd.)-rving Eddie Lyons

KEYSTONE FISH COMPANY INC.



## EASTERN FISHERIES ASSOCIATION, Inc.

Executive Offices: Greeley Square Building, 31st Street and 6th Avenue  
NEW YORK CITY, N. Y.

March 4, 1937.

Mr. G. A. Newman,  
Assistant Trade Commissioner,  
Office of the Canadian Government  
Trade Commissioner,  
620 Fifth Avenue,  
NYC

Dear Mr. Newman:

I was much impressed by your outline of plans for a Winnipeg fish-shipper conference and appreciated your suggestion that we submit a plan aimed at correcting existing evils in the freshwater fish wholesale markets.

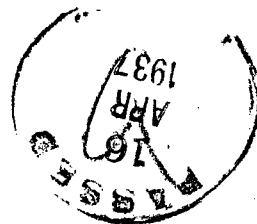
Correction may depend on control of supply. We have been frustrated in previous attempts to force adjustment of basic evils because our shippers constitute only a segment of the available supply. If, however, a united front can be presented, the situation is quite different.

From your own information, and in strict confidence, I think I should make something of a clean breast of what we have in process. Commissions are working or to be put to work in Northern New York, Pennsylvania, Ohio, Michigan, Indiana, Illinois and Wisconsin studying the situation from the standpoint of the shippers. They are to prepare a general plan to which all may be expected to subscribe. The entire matter is quite chaotic at present but is slowly un-muddling itself and I hope that before your Winnipeg conference we may have a comprehensive plan to which the Canadian shippers may want to subscribe.

To clear up any possible misgivings on your part I want to make it entirely clear that Eastern Fisheries is not going into this in the hope of developing it into a source of revenue. We contemplate having to divert to this a part of our budget which is badly strained in taking care of activities which have been detailed before the Great Lakes work was started. We have nothing in our set up permitting us to launch a credit and collection bureau as a money-making side line. Our approach to this problem is very different from that of an organization which views it as providing possible opportunity to gain new revenue. Our position in the matter seems to bear a close resemblance to that of the Canadian Trade Commission.

Sincerely,

HAROLD F. TURNER,  
Chairman, Board of Directors.



C O P Y

MIDDLE ATLANTIC FISHERIES ASSOCIATION  
203 Front Street New York City

March 4, 1937

Mr. G. A. Newman  
Assistant Trade Commissioner for Canada  
British Empire Building  
Rockefeller Center  
New York, N. Y.

Dear Mr. Newman:

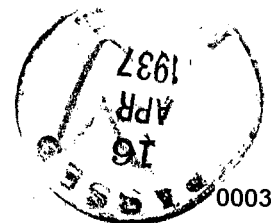
I have your letters of February 25th and 27th relative to the proposed conference in Manitoba. Such a conference would, in my opinion, be very beneficial in many respects. The proposals, which you list, are all vital and, in large measure, coincide with those enumerated in my letter to you of February 25th.

While I cannot say definitely that I will be able to attend the conference, I believe, however, that arrangements can be made to do so. In the meantime I shall give more study to the plan with a view of working it out in greater detail. Inasmuch as there is no precedent upon which to base a program for controlling conditions existing in the fresh-water fish market, any plans adopted will, of necessity, be subject to modification or elaboration in such manner as will best meet any conditions that cannot be foreseen.

I would like to suggest that Capt. Frederick W. Wallace, editor of "Canadian Fisherman", Gardenvale, Quebec, be invited to the conference. Captain Wallace was formerly editor of "Fishing Gazette" here in New York and he is quite familiar with the conditions under which marketing is conducted in the Peck Slip area; he is also familiar with fishing conditions in the Canadian Provinces, and his presence should be a distinct asset to the conference.

Yours very truly,

J. H. MATTHEWS  
Executive Secretary.



C O P Y

BOOTH FISHERIES CORPORATION  
309 W. Jackson Blvd.  
CHICAGO, ILL.

March 1st, 1937

Mr. G. A. Newman,  
Assistant Trade Commissioner, for Canada,  
British Empire Building,  
Rockefeller Center,  
New York, N. Y.

Air Mail

Dear Mr. Newman:

I am in receipt of your letter of February 25th relative to proposed conference in Winnipeg, and I would suggest that this meeting be called for some time during the month of April. I think around the 15th or 20th would be the best time.

I am sorry to hear that you are leaving the New York office for Trinidad on May 20th. It is too bad after spending the time you have acquainting yourself with conditions, to leave the work at this time.

From present indications I will be in New York this week and will try to get in touch with you at that time.

Yours very truly,

Chas. W. Triggs  
General Manager

COPY.

FORM A.74

CONFIDENTIAL.

31093

March 9, 1937.

Also sent to:

The Director of Game and Fish, Department of Mines & Natural  
Resources, Winnipeg, Manitoba.  
The Director, Fisheries Division, Department of Lands & Mines,  
Edmonton, Alberta.  
The Department of Natural Resources, Regina, Saskatchewan.  
The Deputy Minister,  
Department of Game and Fisheries,  
TORONTO, Ontario.

Dear Sir:                      Credit Information - New York Fresh  
Fish Market.

With further reference to previous correspondence on this subject, we have been advised by our New York office that an organization named Julius V. Einhorn Associates, 41 Park Row, New York, are circularizing the Canadian fish trade offering credit information. It seems that the company has been active in collecting certain accounts for shippers and they claim that having the backing of some of the larger wholesale dealers, it is their plan to defray expenses by charging a levy on all cases of fish shipped by any of their clients to the New York market.

The activities of this firm have done anything but encourage the confidence of our New York staff, and Mr. Cole considers that their method of obtaining funds is not a safe one for Canadian shippers, being too closely related to other practices in the fish trade which have been to their detriment.

This notification is being sent to Provincial authorities from Ontario to Alberta, inclusive, it having occurred to us that you may wish to advise shippers in your province that the subject of credit and market information is being given careful consideration by our New York office and by this Department. We believe that Canadian fishermen would be well advised to delay making any arrangements for obtaining credit information regularly until such time that a final decision has been reached in the matter, which we hope will not be long.

Perhaps you will deem it advisable to convey the purport of this letter to shippers in your province, but very obviously we must ask that if you decide to do so the name of the New York firm must in no circumstances be revealed.

We hope that After a week or so it will be possible to announce definite progress in the direction of establishing arrangements for the release of credit information, in which event we shall again write you.

Yours faithfully,



(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB

000399

Mr Fortington

Re Mr Newman's letter of Feb. 26.

Please write Provincial officers along  
the lines suggested in above letter, but stress  
paragraphs. Do not refer to proposed conference  
but say the whole "subject of credit and market  
information is being considered etc." It would  
be in order to give the name of the company  
who are encouraging fish exporters but this name  
should be ~~regarded as confidential~~ should not  
be disclosed in any circulars provincial  
officers send to fish exporters. They should  
be advised to continue to rely on advice  
received from ~~local~~

Letter of letter ask Newman letter.

John



*Miscellaneous Commodities*  
*Hamilton Pens, automatic pencils and parts*

| Product                                                   | Exports to<br>United Kingdom<br>1935 - 36 | Percentage of<br>Total Exports | Preferential<br>Rate | General<br>Tariff |
|-----------------------------------------------------------|-------------------------------------------|--------------------------------|----------------------|-------------------|
| <i>Hamilton Pens,<br/>automatic pencils<br/>and parts</i> | <i>8510, 230</i>                          | <i>85</i>                      |                      |                   |
| <i>Top 7 all kinds</i>                                    | <i>136, 723</i>                           | <i>71</i>                      |                      |                   |

## MEMORANDUM

FROM

THE CANADIAN GOVERNMENT TRADE COMMISSIONER  
44 WHITEHALL STREET  
NEW YORK

February 27th,  
1 9 3 7

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

Dear Sir:

*Attended  
Robbins*

Since writing the attached letter we have received the enclosed copy from Messrs. Chesebro Brothers and Robbins, one of the largest, if not the largest distributor of salt water fish in New York.

Their remarks have considerable bearing on the Middle Atlantic Fisheries Association.



*S. A. N.*

INDEXED  
T. & C. RECORDS  
✓

000402



C O P Y

CHESEBRO BROTHERS & ROBBINS  
1 Fulton Fish Market  
NEW YORK

G. A. Newman, Esq.,  
Assistant Trade Commissioner for Canada.  
British Empire Building, Rockefeller Center,  
New York City.

Dear Sir:

We have your letter of February 25th in reference to a conference to be held in Winnipeg shortly for the purpose of discussing the improved marketing of Canadian lake fish.

We think the idea carries a great deal of merit and that an unending service could be given to your Canadian fresh water fish producers.

Here, in New York, we have, as you probably know, an association known as the "Middle Atlantic Fisheries Association," 203 Front Street, New York City. Previous to three years ago our efforts were confined nearly entirely to the salt water areas and since we have branched out in the fresh water fish business we have been amazed at the number of visitors that have come from the fresh water areas, and letters that we have received from fresh water fish producers inquiring about difficulties they have had in the New York area. It has impressed us most forcibly, because it is very rare for anything of this nature to come up in our salt water fish business.

The Middle Atlantic Fisheries Association is an organization several years old and is thoroughly familiar with every angle of this fish business. Fortunately, the Secretary of the Association has been very active and in constant touch with everyone in the industry, and it is our opinion that practically all of the questions pertaining to your fresh water fish business could be removed if a proper connection were made with the Middle Atlantic Fisheries Association.

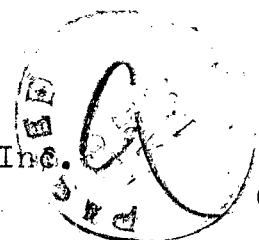
Our opinion is that your fresh water fish producers, who undoubtedly have many obstacles in marketing in the New York area, would be amazed at the quick and efficient service that our Association could render.

In the meantime, if there is anything that we can do for you, do not hesitate to call upon us.

Very truly yours,

CHESEBRO BROTHERS & ROBBINS, Inc.

Henry S. Chesebro



000403

# COPY

## MIDDLE ATLANTIC FISHERIES ASSOCIATION

203 Front Street New York City

February 25, 1937

Mr. G. A. Newman,  
Assistant Canadian Trade Commissioner,  
620 Fifth Avenue,  
New York, N.Y.

Dear Mr. Newman:

I have been giving considerable thought to the installation of an information and service bureau in connection with our other association activities and have come to the conclusion that we can render invaluable services to the Canadian fishermen who ship to the New York market.

I have worked out a tentative plan which, I believe, will be practical and flexible enough to meet almost any situation that may arise. It would include:

1. - Reports covering the moral and financial standing of any dealer in the market.
2. - Wholesale prices of fish in the New York market.
3. - General market conditions.
4. - Inspection of shipments, in event of arrival in bad or damaged condition.
5. - Adjustment of complaints.
6. - Handling of claims against dealers, through direct contact without charge; or at cost when necessary to institute legal action.
7. - Handling transportation matters including damage claims, etc. at cost.
8. - Issuing to subscribers a monthly bulletin reviewing market activities during previous month, items of general interest to producer and dealer, in fact, such a bulletin would constitute a current history of the industry as related to the New York market.
9. - Such other activities as may be found to be necessary or desirable will be added to the service from time to time.

The bureau would cooperate fully with the Canadian Trade Commissioner's Office. Such cooperation could include studies of marketing, with a view of improving the methods of handling and sale; increasing consumption; prevention of over-supply; stabilizing values, and many other things that would tend to benefit the industry generally.

In order to carry out the plan as outlined above, we would require each dealer to file in the office of the bureau a financial statement in such form as may be determined, which will disclose his true financial status; a copy of balance sheet covering latest accounting period; name of banking institution used for depository or other purposes; a sufficient

000404

COPY

- 2 -

Mr. Newman

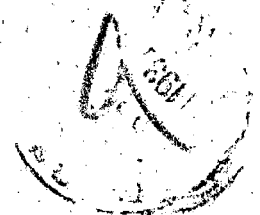
number of references including shippers (on consignment basis and outright sales basis) and dealers, with whom business has been transacted; names and addresses of officers or members and to what extent they are financially interested in the business; all other information that may be necessary to complete a comprehensive financial picture of the dealer's business. The bureau would investigate all references; make research into past performances; the business history and all available information concerning the dealer; all of which would form a basis upon which moral character and financial responsibility may be determined.

Should this plan appeal to you and be one that you could sponsor to the Dominion and Provincial Governments, we will gladly supply you with whatever information and references you may desire to determine our responsibility and integrity.

Yours very truly,

Middle Atlantic Fisheries Association,

(sgd) J. H. Matthews,  
Executive Secretary.



# COPY

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- 2 -

Mr. Newman

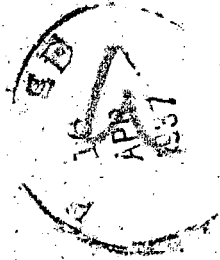
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000408

COPY

- 2 -

Mr. Newman

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(sgd) J. H. Matthews,  
Executive Secretary.



# COPY

## MIDDLE ATLANTIC FISHERIES ASSOCIATION

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COPY

- 2 -

Mr. Newman

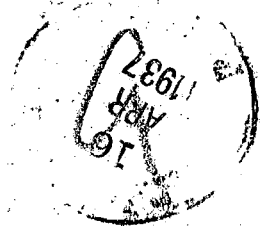
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Yours very truly,

Middle Atlantic Fisheries Association,

(sgd) J. H. Matthews,  
Executive Secretary.





# JOHN S. BROOKS

MANUFACTURER OF

FISH NETTING  
DUNNVILLE, ONTARIO



MR. FORTINGTON

March 4, 1937.

31093

Mr. A. E. Fortington,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA, Canada.



My Dear Mr. Fortington:

I wish to thank you for your kind interest and courtesy shown me when in Ottawa last week.

I am having some blanks made up for fishermen and fish producers to fill in and in this way check up on dealers who do not pay them and a little later on when we start out travelling, my salesmen and I will endeavour to get the fishermen to make use of these reports and then we will mail them to you. I hope we can be of service to you and also to the fish producers.

I am anxious to say all I can to recommend the good work which you have already started.

Yours truly,

JOHN S. BROOKS.

*John S. Brooks*

JSB:BG

INDEXED  
T. & C. RECORDS

*JSB*

X



DEPARTMENT OF  
TRADE AND COMMERCE



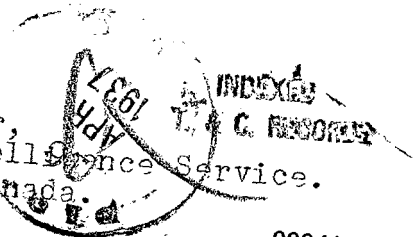
CANADA

March 3rd,  
1937

With the Compliments of  
The Canadian Government Trade Commissioner  
at New York



*[Signature]*  
The Acting Director,  
Commercial Intelligence Service.  
Ottawa, Canada.



000413

COPY

31093

105

March 3rd,  
1937

R. T. Rodd, Esq.,  
Director of Fisheries,  
Edmonton, Alberta.

NEW YORK FISH STRIKE

Dear Mr. Rodd:

In the absence of the Trade Commissioner, I would advise that it has been suggested to this office by some of the leading wholesale dealers on Peck Slip that one or two of the Alberta shippers are of the opinion that there has been a collusion between the wholesalers and the retailers to limit the sale of Canadian fish in the New York market, throughout the present strike situation.

Under the circumstances, I think it is only fair to advise that prior to wiring you on the subject of the strike, I took the liberty of consulting the attorneys for both the brokers and the retailers association in order to assure myself that definite disagreement existed and that the strike was the result of this disagreement. At the same time, the fact that a strike negotiator was called in from Washington and that a representative of this office was also asked to be present during the proceedings, would appear to substantiate the fact that an actual dispute was in existence.

I understand from the Union's attorney that certain stores negotiated with their Union direct and he believes they were able to obtain supplies of fish from Charles Braun Fish Company who was in touch with the Union representatives. Otherwise, as far as I know, there has been very little fish sold on the Peck Slip market to date.

Yours faithfully,

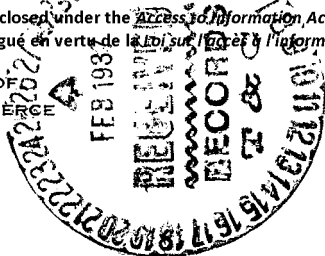
(G. A. NEWMAN)  
Assistant Trade Commissioner  
for Canada.

GAM:HC  
CC. The Acting Director.

DEPARTMENT OF  
TRADE AND COMMERCE



CANADA



February 24th,  
1 9 3 7

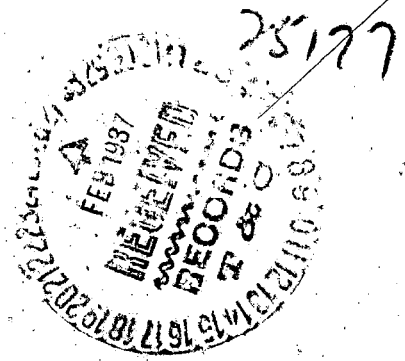
*With the Compliments of*  
*The Canadian Government Trade Commissioner*  
*at New York*

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.



000415

COPY



105

February 23rd,  
1 9 3 7

MR. FORTINGTON

Helgi Einarsson, Esq.,  
The Fairford Trading Company,  
Dauphin River, Gypsumville, Manitoba.

NEW YORK FISH FIRMS

Dear Sir:

In reply to your letter of February 18th, I would advise that the Edison Fish Company is owned and operated by Mr. Louis Lipman in conjunction with Mr. H. E. Aronson of the Charles Braun Fish Company.

Mr. Lipman has been associated with firms who have failed in the past, without taking bankruptcy proceedings and we feel that his association with the Charles Braun Fish Company does not warrant confidence. Under the circumstances we cannot give you any assurance as to the reliability of this firm.

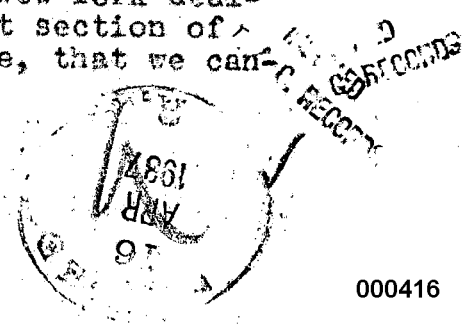
Mr. Charles Lyons to whom you refer has not been in business on Peck Slip for some time and therefore, we have no information respecting him.

As for the Elrock Fish Company, 35 Peck Slip, we think that the enclosed extract from a confidential report speaks for itself.

The National Fisheries Company is also operated by the same members who conduct the Charles Braun Fish Company and its past record does not warrant our confidence. In fact there is one group who are under one general control:

Charles Braun Fish Company, 24 Peck Slip.  
National Fisheries Company, 26 Peck Slip.  
H. E. Aronson, 26 Peck Slip.  
Edison Fish Company, 33 Peck Slip.  
New Fish Company, Peck Slip.

Any Canadian firms dealing with these companies should see that their commitments are fully secured in advance by cash. In event that you may wish to offer your products to other companies, we have pleasure in attaching herewith, list of New York dealers whom we believe to represent the best section of the trade. You will appreciate of course, that we cannot



COPY

- 2 -

Helgi Einarsson, Esq.,

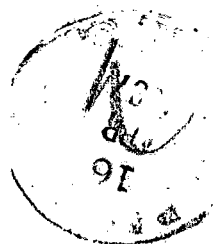
not assume any financial responsibility for this information which is given to you in strictest confidence.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
Encs.

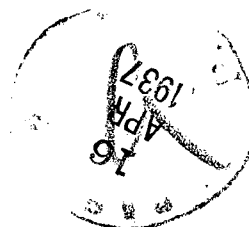
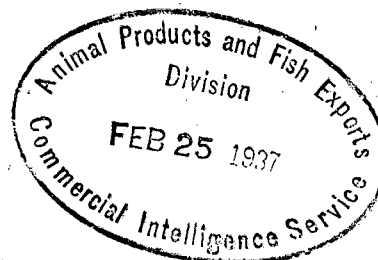
RECEIVED  
T. & C. ROY  
1971



Memorandum of an interview with Mr. John S. Brooks, Manufacturer of Fish Netting of Dunnville, Ontario.

Canadian Fresh Water Fish for New York.

- Dec. 24, 1936. Canadian Trade Commissioner, New York, advises Department many complaints as to sale, collection and non-payment of accounts due for fresh water fish shipped to New York dealers. Mr. Cole suggests notification be sent to Provincial Fish Departments in Ontario, Manitoba, Saskatchewan and Alberta.
- Dec. 29, 1936. Department of T. & C. advises each of the Provincial Governments named above.
- Various dates. Replies from Provincial Fishery Officers all commend this new step of the Department in view of sad experiences of many Canadian fishermen.
- Result. All Provincial Departments have circularized fishermen as producers and also shippers, suggesting that no export commitments to New York, much less an actual shipment, be made without the shipper has obtained from Mr. Cole an up-to-date report as to the integrity of the proposed consignee.
- A preferred list of six New York importers is on file in the Department of Trade and Commerce at Ottawa and with Mr. Cole. These names although offered without responsibility of the Department or any of its officers are submitted in good faith and only after careful investigation.





DO NOT WRITE ABOUT MORE THAN ONE SUBJECT IN THE SAME LETTER

ALWAYS REPLY TO  
DEPUTY MINISTER  
AND QUOTE  
No.

774-U-2



MR. FORTINGTON

MR. WRIGHT

DEPARTMENT OF FISHERIES



OTTAWA, February 22nd, 1937.

Dear Mr. Fortington,

*Attached 2/27*

Herewith we are returning to you the confidential report on Messrs. Sol Broome and Company, New York, which you sent us with your letter of February 12th. Thank you for letting us see this material.

Yours truly,

H. F. S. Paisley,  
Director of Fisheries Intelligence  
and Publicity.

INDEXED  
T. & C. RECORDS  
T. & C. RECORDS

A. E. Fortington, Esq.,  
Chief, Animal Products and  
Fish Exports Division,  
Department of Trade and Commerce,  
O t t a w a.



C  
O  
P  
Y

4749

BROOME, Sol & Co., Inc., Food Products Division  
Whol. Fish

NEW YORK CITY, N.Y.  
34 Peck Slip.

TR 1 December 9, 1936

One house reports high credit \$3000., owes nothing, pays prompt on regular terms.

Another house reports high credit \$5000., owes nothing, pays prompt on regular terms.

1-4-37 (127)

*Noted Importers  
Directory*

✓

F 4749

## Food Products Division

BROOME, Sol & Co., Inc.

Whol. Fish

NEW YORK CITY, N.Y.  
34 Peck Slip

Sol Broome, Pres. & Treas.

CD 728 1 October 27, 1936.

### HISTORY

Incorporated under New York laws November 27, 1934, with an authorized and fully paid in capital of \$10,000.

Sol Broome is forty-two, married, native born and has been identified with this line throughout his business career, latterly in a managerial capacity with local houses and was a director in the Lake Side Fish Co. at 43 Peck Slip. He withdrew from that concern to organize this company. He is also given as Secretary of Middle Atlantic Fisheries Association, Inc., organized under New York laws as a membership organization and maintaining headquarters at 203 Front Street, this City.

### METHOD OF OPERATION

Wholesales fresh water fish exclusively to retail concerns located throughout the New York metropolitan area on terms of 7 days and on a cash basis.

Business is advantageously located, occupying first and second floors, 18 x 35. Five are employed.

### FIRE HAZARD

Rents quarters on the first and second floors in a four-story loft building, situated on the corner and which is in normal repair. Adjoining buildings are of similar type and occupancy.

FIRE RECORD: Records show no fire loss.

### FINANCIAL INFORMATION

Sol Broome was not available for an interview on occasion of calls, however, a representative seen October 26, 1936, notified that the management continues without change but claimed inability to furnish information of a financial character.

-----o-----  
Authorities consulted estimated the investment here at approximately \$10,000 to \$15,000 and that a satisfactory working position is maintained. In one local depository favorable relations have been maintained and accommodation has been granted from time to time on a collateral basis and retired as agreed.

### PAYMENTS

The account is checked in amounts ranging up to \$500 on regular terms, with payments reported prompt to discount.

### SUMMARY

THIS COMPARATIVELY NEW ENTERPRISE IS UNDER EXPERIENCED MANAGEMENT AND WORKING FUNDS REGARDED AS SUFFICIENT FOR PRESENT VOLUME.  
10-28-36 (12)

*Noted  
Importers' Directory*

*10/28/36*

✓

PHONES: 251-230

25/17

# NATHAN BARKMAN

DEALER IN FRESH SAULT AND FROZEN FISH  
EAST TAWAS, MICHIGAN

MR. FORTINGTON

Feb. 18th, 1937.

FEB 22 1937



Mr. A. E. Fortington  
Ottawa, Canada.

File ~~251-230~~

Dear Sir-

OC

In suggesting an exchange on credit information  
I thought possibly this might work out to mutual advantage.  
However your letter explains the situation and I realize it  
would not be proper or best for this to be done as it will  
best for each Organization to handle their own.

I want to thank you very kindly for your courteous  
and prompt replies as well as the information given me. I am

Yours truly,  
*Nathan Barkman*

CR



INDEXED  
& C. RECORDS  
000422

COPY.

FORM A.74

14834.

February 19, 1937.

D.S. Cole, Esq.,  
Canadian Trade Commissioner,  
New York City, N.Y., U.S.A.

Dear Sir:-

Fresh Water Fish

There is considerable merit in your suggestion arising from your interview with Mr. Charles W. Triggs, General Manager of Booth Fisheries, that a conference be called at Winnipeg to discuss problems in connection with the control and marketing of Western fresh water fish. The solution of these problems is considerably complicated by the fact that control of inland fisheries is provincial rather than federal. However desirable it might be from some points of view to reverse the position, there is no possibility of its accomplishment and the situation must therefore be faced as it is with each province acting independently of any central authority.

It is my understanding, however, that the main difficulties in so far as the United States market is concerned have been experienced with shipments from Manitoba and it might therefore be advisable to concentrate our attention upon an effort to bring about better control of fishing and marketing in that province. If we were successful in that province, attention might then be turned to other provinces where the problems are less acute. What I have particularly in mind is that if representatives of Ontario, and the three Western provinces were invited to participate in such a conference, it would be difficult to deal with specific problems which are encountered in only one province. It might be possible, of course, to arrange in addition to a general meeting of the representatives of all provinces where questions of general interest would be discussed, smaller meetings where problems peculiar to each province might be considered. I am of the opinion that this would be too difficult to arrange and manage and that better results are likely to be secured by approaching the provinces concerned individually, commencing with Manitoba where the need for a conference of the nature you have proposed appears to be most urgent. Before giving the matter further consideration I would be glad to have your views on this suggestion.

20  
FEB  
1937  
INDEXED  
& C. RECORDED

000423

**COPY.**

FORM A.74

- 2 -

Mr. Wilgress wrote to you on October 27 concerning the mislabelling and switching of tags on boxes of fish at Winnipeg enclosing with his letter a copy of one received from the Deputy Minister of Fisheries in which the latter intimated that he was bringing this matter to the attention of the Provincial Department.

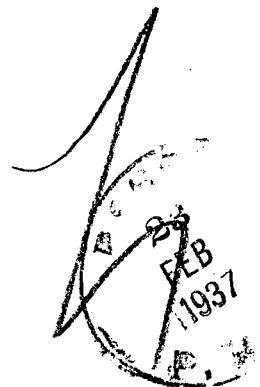
For your confidential information I enclose a copy of the reply sent to Mr. Found by Mr. C.H. Attwood, Deputy Minister of Mines and Natural Resources at Winnipeg, a copy of the report made by the Chief Inspector of Fisheries and a copy of Mr. Found's letter to Mr. Wilgress, dated November 13. The practices referred to in this correspondence have no doubt been the cause of some of the complaints received from New York importers. In the concluding paragraph of his memorandum Mr. Skaptason stated that the Canadian National Express agent at Winnipeg was formulating plans which would to a large extent eliminate these dishonest practices and I would be interested to learn if any improvement has resulted from these new control measures, assuming they have been put into effect.

Yours faithfully,

(H.W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

ENCLS.

HWC/WT.



000424

COPY.

FORM A.74

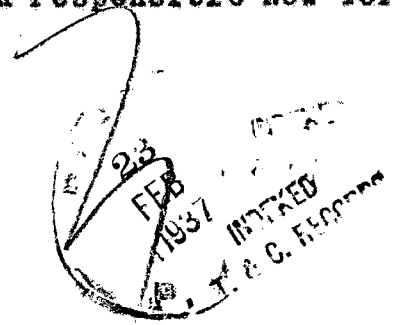
- 3 -

P.S. Since dictating the above, I have read for the first time the "Report of the Commissioners appointed to investigate the Fishing Industry of Manitoba" and the stenographic notes taken of the Inter-Provincial fish conference held in Winnipeg in January, 1934. You may have read these but in case you have not I am sending them to you under separate cover. They are the only copies we have and I would ask you, therefore, to return them promptly. I am also enclosing a copy of a letter, dated January 6, 1934, from the Deputy Minister of Fisheries.

Study of the report of the Commission and the notes of what transpired at the Interprovincial Conference confirms my impression that the chief problem is in Manitoba and that if production and marketing in that province could be better organized and controlled the principal cause of complaints would be removed. In my judgment the proposed conference should comprise representatives of the Department of Mines and Natural Resources, this Department (Mr. Newman and a member of the staff here and a representative from the Dominion Bureau of Statistics), the producers, the dealers in New York and Chicago, and the express companies. I do not know whether the Department of Fisheries would wish to be represented. An invitation to send a representative should, however, be extended to that Department as their co-operation in certain matters might be required and their advice in regard to federal jurisdiction would be valuable.

I believe that a conference comprising delegates as above suggested, especially if some of the most reputable United States dealers attend, would serve a very useful purpose and might well be the inspiration of measures designed to rectify such evils as overproduction, unsatisfactory grading, over shipments, shipment of infected fish, etc.

In the light of what I have said in this letter and the information contained in the documents I am sending you, I would ask you to consider your proposal further and after discussing it with responsible New York dealers, let me have your views.



000425

(COPY)

DEPARTMENT OF FISHERIES

OTTAWA, November 13th, 1936.

Sir:

On October 20th I wrote you I was bringing to the attention of the Manitoba Department concerned with fisheries, the matter of alleged improper practices in the shipment of fresh fish from Manitoba to the United States.

I have now received a letter from the Deputy Minister of the Manitoba Department of Mines and Natural Resources, and with it a copy of a report made by Mr. J. B. Skaptason, Chief Inspector of Fisheries for the province. The Deputy Minister points out that from the information obtained by Chief Inspector Skaptason it would appear that there has been a substitution of shipping tags on some of the boxes of fish shipped from Manitoba, and he takes the ground that as this alleged substitution has occurred in the railway company's sheds it is a matter which the railway company should deal with through their own local police force.

For your information I am enclosing a copy of Chief Inspector Skaptason's report to his Department and a copy of the letter sent us by the Deputy Minister. While the correspondence is not marked "confidential" it would seem likely to me that it was intended to be treated as such.

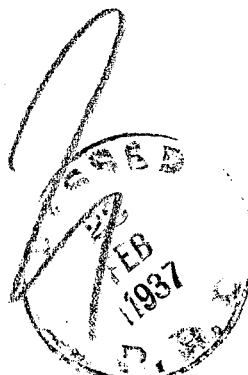
I may add that you will notice from Chief Inspector Skaptason's report that he holds the view that it would be "absolutely impossible" to carry on a system of inspection of fresh fish shipments at Winnipeg. You will recall that when the establishment of such a system was suggested by the Trade Commissioner's Office at New York, we informed you that the creation of a system of the kind could not be effective in giving assurance as to what the quality of the inspected fish would be by the time it reached the ultimate consumer.

I am, Sir,

Your obedient servant,

(Sgd.) Wm. A. Found.  
Deputy Minister.

The Director,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
O T T A W A.





(COPY)

DEPARTMENT OF MINES AND NATURAL  
RESOURCES

Deputy Minister's Office

WINNIPEG

November 3, 1936.

Wm. A. Found, Esq.,  
Deputy Minister,  
Department of Fisheries,  
OTTAWA, Canada.

Dear Mr. Found:-

I referred your letter of  
October 20th to the Fisheries Branch for further inquiry  
and I attach hereto a memorandum from Mr. J. B. Skaptason,  
which is self-explanatory.

From the information obtained  
Mr. Skaptason states there is no evidence of a substitution  
of fish in the boxes but apparently what has taken place  
has been a substitution of tags on the boxes. It would  
appear, therefore, that as this alleged substitution has  
occurred in the Railway Company's sheds, it is a matter  
which the Railway Company should deal with through their  
own local police force.

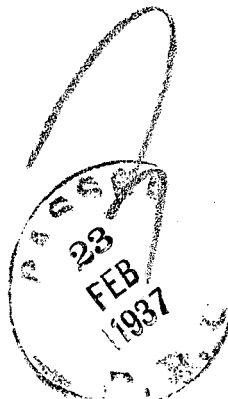
I appreciate very much being advised  
of this matter and I wish to assure you we will do what we  
can to co-operate in protecting the reputation of Manitoba  
fish products.

Yours truly,

(Sgd.) C. H. Attwood.

Deputy Minister.

CHA/MD  
Encl.



(COPY)

DEPARTMENTAL MEMORANDUM

From - J. B. Skaptason,  
Chief Inspector of Fisheries.

To - A. G. Cunningham, Esq.,  
Director, Game and Fisheries.

October 27th, 1936.

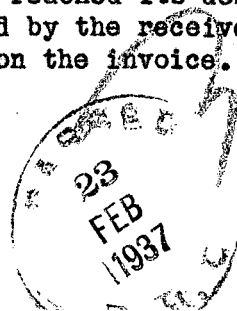
Regarding the attached correspondence from Mr. Found in connection with fresh fish shipments in transit and going through Winnipeg. Each one of the Companies has a man in the shed looking after its interests and the fish going through, and it has been alleged that various forms of dishonest methods had been practised by some of these men.

It is alleged that the smaller shippers and independent shippers from country points are the chief sufferers in as much as they do not have a man permanently watching their interests at the shed. One of these smaller dealers informed me that he had caught one man in the act of making substitution of some of his own fish, that is to say taken three boxes of No. 1 yellows and substituted mixed fish of inferior quality and freshness.

The system that has prevailed at the shed has no doubt been loose, making this practice possible, particularly in view of what appears to be established that there is some kind of a working agreement amongst several of the men. It is not inferred that the Companies themselves are responsible or even direct beneficiaries to any of these dealings, rather that their representatives have banded together to make a little money on the side. Mr. Cranston, the C. N. R. Express Agent, emphatically exonerated one or perhaps two of the men whom he felt absolutely sure were not mixed up in this. One thing that makes this particularly possible is that peddlers come to the shed and buy from the different companies. Some of the fish is sorted out and anything considered not fit for export is disposed of to best advantage to the local trade and peddlers. It is said to be a practise to secure good quality fish from shipments belonging to those not in the ring and substitute for it some of the inferior stuff set down for local sale. Thus a better price is obtained which is supposed to be pocketed by the gang. There may be other methods but this appears to be the main graft. Mr. Cranston further stated that unquestionably a certain amount of this was going on and he was outlining a system in connection with the shed which he hoped would give them better control.

Some country shippers ship direct and in some instances make arrangement with some of the Winnipeg concerns to include these shipments in their cars so as to benefit by the car load express rate. When these local shipments come in they are signed for by the representative of the Company into whose car they are going, but there is, however, very little responsibility felt for this shipment as it does not actually belong to any of the Companies making use of the shed, and yet it ceases to be the responsibility of the Express Company when it is delivered and signed for.

Mr. Cranston inferred also that he was reasonably sure that while considerable of this had been going on there was also trouble at both ends, that is the American destination and perhaps also at point of shipping. He gave as his reason for that statement that they had in some instances where the greatest amount of trouble seemed to originate adopted a private mark both inside and outside of the box and followed it right through to the American shipping point and at least one instance had occurred where the shipment when it reached its destination having been found absolutely intact was claimed by the receiver there to be different from what it was represented on the invoice.



000428

- 2 -

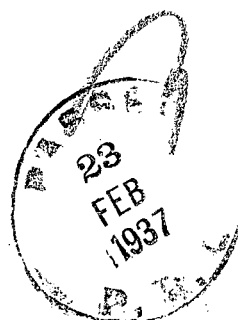
As to the inspection, I think it would be absolutely impossible to inspect this fresh fish in Winnipeg. A cake of ice forms and becomes solidified on top of the box and if you were to break this and examine down through the fish in the box it would necessarily not only be a tremendously big job but subject the fish to deterioration. Much of the fresh fish shipped from Manitoba is from a week to ten days old when it reaches the consumer and can only keep fresh that length of time by being well iced and undisturbed in that ice condition throughout the period.

The Express Agent told me that he was formulating plans which he hoped would eliminate much of this dishonesty as far as their own sheds are concerned. If approved this will come into effect during the coming winter season. He was not hopeful that it would entirely eliminate the difficulty but according to what he told me of the plans it should effect at least some remedy.

(Sgd.) J. B. Skaptason.

Chief Inspector of Fisheries.

JBS/MH



DEPARTMENT OF  
TRADE AND COMMERCE



CANADA

February 17th,  
1 9 3 7

MR. FORTINGTON

*With the Compliments of*  
*The Canadian Government Trade Commissioner*  
*at New York*

*CDH*



The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

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000430

25177

MR. FORTINGTON

105

February 17th,  
1 9 3 7

E. Walker, Esq.,  
185 Waterloo Street,  
Winnipeg, Man.

KEYSTONE FISH COMPANY

Dear Sir:

In reply to your letter of February 13th in which we note that the sum of \$669.81 is due you from the Keystone Fish Company, we regret to inform you that we can offer you little hope for payment. As you have stated, there have been a number of other Canadian firms who have been placed in the same position as yourself, and efforts to collect to date, as far as we know, have not been successful.

For example, one Alberta firm advised us under date of September 25th that there was due them the sum of \$1264 by the Keystone Fish Company, and another concern claimed a credit for \$2500, while a third had suffered a loss of \$1205. In each case we have intervened on behalf of the Canadian firm and while promises have been made to give attention to the accounts, no tangible results were secured.

From enquiries we made through the bankers of Messrs. Keystone Fish Company, namely the Manufacturers Trust Company, Bowery Branch, we understand their account has been somewhat involved during the past few months. Enquiries through the trade also confirm this information and indicates a serious dislocation in the management of the firm.

Prior to the defaultations of this past year, the Keystone Fish Company were known as one of the bigger operators on the Peck Slip market and it was for that reason that the losses of Canadian firms have been extensive.

There is no reason why you should not endeavour to make collections through Dun & Bradstreet, but we believe from the information which we have submitted to you that the prospects for settlement are not encouraging. You will appreciate that we are giving this information to you in strictest confidence and without responsibility on the part of this office.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC

000431

COPY.

FORM A.74

~~25101~~

25177

22 1937

February 16, 1937.

Nathan Barkman, Esq.,  
EAST TAWAS, Michigan, U.S.A.

Dear Sir: Canadian Fresh Fish for New York.

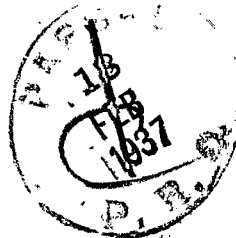
We have received your letter of the 12th instant, and note that you intend to relay the contents of our communication of the 10th instant to the Association in Michigan formed by producers in that State.

You suggest that there might be exchange of information between the Canadian Trade Commissioner and the Association in question, but we should make it quite clear that the primary obligation of the Canadian Trade Commissioners is to give information to Canadian shippers or to this Department only. Details as to the integrity, financial standing, etc., of American firms will be investigated by the Trade Commissioner only for that purpose. We feel sure you will appreciate the position of the officers of this Department in this respect.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB



7-10-37  
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DO NOT WRITE ABOUT MORE THAN ONE SUBJECT IN THE SAME LETTER

ADC S REPLY TO  
DEPUTY MINISTER  
AND QUOTE  
No.  
774-U-2



DEPARTMENT OF FISHERIES

OTTAWA, February 15th, 1937.



Dear Mr. Fortington:

Thank you for your letter of February 9th, your file 25177, regarding Sol Broome and Company, New York.

Following our telephone conversation of February 3rd in which you gave me the substance of the telegram now quoted in your letter, the Department wrote the Deputy Minister of the Department of Mines and Natural Resources, Winnipeg, outlining to him the report from your Trade Commissioner at New York. We suggested to him that since he had received some information which put Broome and Company in a somewhat different light from that given you by the Commissioner he might wish to put before your Department the details of his information. Possibly you have heard from him.

Yours very truly,

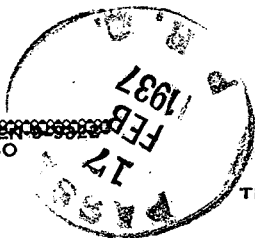
*H. F. S. Paisley*

H. F. S. Paisley.  
Director Fisheries Intelligence and Publicity.

A. E. Fortington, Esq.,  
Chief,  
Animal Products and Fish Exports Division,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
O t t a w a .

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RECEIVED  
FEB 18 1937  
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TELEPHONE: ~~BOWLING GREEN 6-3323~~  
CIRCLE 6-1230



DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

W. H. FORTINGTON

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~300 BROADWAY~~ ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

February 15th,  
1 9 3 7

6c  
The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FRESH FISH FOR NEW YORK

Dear Sir:

Thank you for your letter of  
February 12th your file No. 125177, regarding  
credit information on New York fish dealers.

We note with pleasure that the  
activities of the Department in this matter  
have been appreciated by the various authori-  
ties, and as requested we are returning the  
circular letter issued by the Department of  
Mines and Natural Resources, to the various  
producers.

Frequent enquiries for credit  
information are still being received.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN

GAN:HC  
Enc.

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PLEASE REFER

TO FILE.....

DEPARTMENT OF  
MINES AND NATURAL RESOURCES  
WINNIPEG  
GAME AND FISHERIES BRANCH  
A. G. CUNNINGHAM - DIRECTOR

Feb. 3rd, 1937.

Dear Sir,

From time to time attractive inducements are offered to Manitoba fish producers to ship their product to American firms who are not sufficiently well-known here to warrant the confidence of the trade. Some of these are no doubt reputable houses but others, as the producer has found to his cost, are unreliable and unsafe concerns with which to do business.

The "Commercial Intelligence Service", a branch of the Federal Department of Trade and Commerce, have, through the Provincial Department of Mines and Natural Resources, Fisheries Branch, offered the services of its New York office as a measure of protection to shippers of Manitoba fish products from exploitation at the hands of dealers of unknown or questionable reputation.

The offer of the Department of Trade and Commerce is that anyone wishing to check up on any dealer may communicate direct with Mr. D. S. Cole, Canadian Trade Commissioner, British Empire Building, Rockefeller Centre, New York City, who will undertake to confidentially investigate and advise on all such matters referred to him.

The Department of Mines and Natural Resources, through the Honourable J.S. McDiarmid, gratefully acknowledge this offer of service and commend the suggestion to local producers and exporters who market their products outside Canada.

Yours truly,

A. G. CUNNINGHAM,

DIRECTOR OF GAME AND FISHERIES.

AGC/MH

✓

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF

TRADE AND COMMERCE  
CANADA

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

MR. FORTINGTON

IN REPLY PLEASE QUOTE FILE NO. 105

February 9th,  
1937

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

CANADIAN FRESH WATER FISH

Dear Sir:

As may be gathered from recent correspondence with the Department, the subject of marketing of Canadian fresh water fish in New York has come with increasing insistence before the attention of this office. Letters received from various sections of Canada indicate a widespread dissatisfaction among Canadian shippers with the New York market.

There are however, some phases of fresh water fish marketing which do not appear in the above mentioned correspondence but which are in need of attention. Attached herewith, is a resume of a confidential interview with Mr. Charles W. Triggs, General Manager of the Booth Fisheries, who recently called at this office on his own accord to discuss this subject. As you may be aware the Booth Fisheries represent one of the largest, if not the largest single firm engaged in the fresh water fish trade and have offices in Chicago, Boston and New York, as well as representatives in Canada. From Mr. Triggs' remarks you will notice that the tenor of his thought is for Dominion rather than Provincial control of fresh water fishing.

While the fact that fish are exported from Canada no doubt warrants Dominion co-operation, we presume there can be no doubt that the question of actual control of lake fishing lies entirely with the Provincial Authorities. As an alternative therefore, for allowing matters to remain as they are, we are wondering if there would be any merit in calling a conference at Winnipeg, of Provincial Authorities, to discuss:

- A. Uniform control of lake fishing.
- B. The marketing of infested fish.
- C. Distribution problems in general.

Mr. Triggs has assured this office that he would be pleased to appear personally at such a conference and I believe that two or three other leading New York dealers would also readily agree to the same procedure. We know that the Canadian National Express Company who are responsible for a large portion of shipments to the United States would also welcome an opportunity of frankly presenting their problems to the trade.

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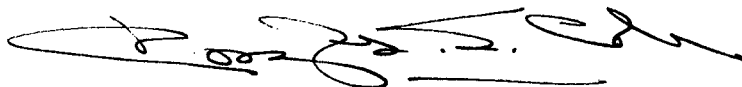
- 2 -

The Acting Director,

On the other hand, it may be recalled that a somewhat similar conference of Provincial Authorities and trade representatives was convened at Winnipeg a few years ago. Uniform legislation was drafted at that time, but according to Mr. Triggs was never fully enacted, due to local opposition. (1934)

While the Department may consider such action is not in keeping with its activities, nevertheless we believe you will be interested in receiving the views of Mr. Triggs together with the brief comment which we have appended to his general statements.

Yours faithfully,

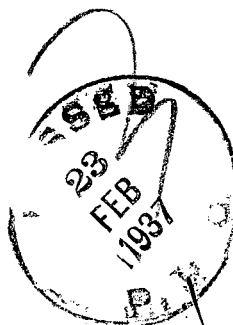


(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
Enc.

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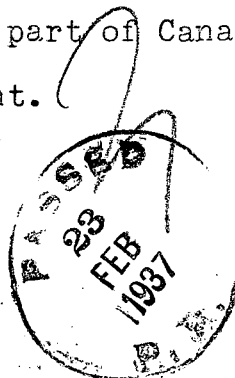
000437

SUMMARY OF INTERVIEW WITH MR. CHARLES W. TRIGGS,  
GENERAL MANAGER OF THE BOOTH FISHERIES,  
AT THIS OFFICE, FEBRUARY 6TH.

Mr. Triggs was very anxious that some action be taken to curtail the shipment of infested fish to the United States. At the present time, considerable quantities of infested Tullibees and Whitefish from Western Provincial lakes are being consigned to the United States dealers. Those fish which escape the inspector of the Food and Drug Administration Authorities who refused permission for the product to enter this market are sold in New York and other cities at prices which are considerably below those for good quality No. 1 Whitefish and to some extent interfere with market stability.

The point he was most anxious to emphasize however, was the fact that the presence of infested Canadian fish on the United States market or even the fact that they were being consigned to this market was a potential source of danger to the whole fresh water fish trade. From his experience in other phases of the fish trade he believes that if the fact that infested fish were being offered to this market ever became copy for newspapers, there would be developed a grave danger of the whole United States market for Canadian lake fish being severely curtailed. Again there was the question of loss to shipper of such infested fish, as every car that was turned back at the port of entry meant a reduction in value of the shipment and increasing cost, while outright loss was realized on those cars which entered the United States market and were later seized.

These facts together with the final factor that the situation as a whole encouraged business practices which were deplored, led Mr. Triggs to hope that perhaps some uniform action might be taken on the part of Canadian Authorities to prevent its future development.

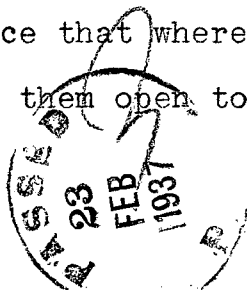


- 2 -

Questioned as to the means which might be suitably adopted to meet the situation, Mr. Triggs stated that effort had been made by the Provincial Authorities to close the infested lakes but according to his knowledge, local difficulties usually became so pressing that a certain portion of the lakes were forced to be reopened to the general detriment of the trade and he believes to the loss of the fishermen concerned. He is however, very insistent that infested areas should be prevented from supplying fish for export and if possible with the assistance of Dominion control.

Another factor of the marketing of fresh water fish dealt on by Mr. Triggs was the over supply to New York and other United States markets. He held the unfortunate experiences on the part of Canadian shippers was as much due to the presence of over supply from Canadian firms as to unfair business practices by the United States distributors. Inasmuch as New York and other markets can absorb only a definite amount of fish per week and as the retail trade in New York is not particularly well organized, it is obvious that a surplus supply of fresh water fish places wholesale distributors in a very difficult position and is bound to force prices downward. Here again the only solution seems to be one of control at the source of supply.

Mr. Triggs advised that there were two ways by which unscrupulous dealers could obtain fish, one by making purchases for cash in Canada at highly attractive prices and gradually accumulating an indebtedness which finally forced the shippers to enter into a second business arrangement whereby they were obliged to ship the fish to the same dealer who offered to liquidate his debts by paying a cent or more per pound over and above the market value on new shipments. It has been his experience that where the shippers accept such suggestions it leaves them open to accumulate an even larger



000439

- 3 -

unpaid account.

General Comment

With respect to Mr. Triggs' remarks on infested fish, the Food and Drug Administration Authorities have verbally pointed out to this office the desirability of effort being made to prevent the shipment of infested fish at the source of supply. At the present time they state that it places the Canadian lake fish under a certain odium which respected through the whole trade, although in no way wished to mitigate the responsibility of United States dealers for the part they had played in this matter.

We also know from experience that Mr. Triggs' statement as to over supply exercising a depressing influence on prices is correct, and that shippers no doubt would find it to their advantage to have a more regulated form of export.



COPY.

FORM A.74

25177

February 13, 1937.

A. G. Cunningham, Esq.,  
Director of Game and Fisheries,  
Department of Mines and Natural Resources,  
WINNIPEG, Manitoba.

Dear Mr. Cunningham: Messrs. Sol Broome and Company.

We have received your letter of the 4th instant, and note the circumstances of the broadcast in which the above firm quoted the Department of Fisheries as a reference. You certainly did the right thing in wiring Mr. Found, whose Department telephoned me as soon as your message was received. Although we had previously received what seemed to be a satisfactory report on this firm we lost no time in wiring Mr. Cole in New York to have a revision made as to their financial standing and business integrity.

As you are likely aware, Mr. Cole's warning was communicated not only to competent authority in Manitoba, but to all of the provinces in the west, excluding British Columbia, and the reaction has been very marked, indicating clearly that the subject is one which has bothered Canadian shippers of fresh fish in the west. Other plans such as a conference of the provinces in Winnipeg have been suggested, but up to the moment there is nothing definite to report. We wish to assure you, however, that our services are entirely at your disposal for the protection of our fishermen who have plenty of obstacles in the way of transportation, competition, packing, etc., without having to assume the risk of the non-payment of their accounts. I have tried to recall whether this subject was brought up in our last conference at Winnipeg, and although my recollection is none too sure, as I was ordered by the then Minister to attend in an inactive capacity, it seems to me that this important point was not discussed.

Yours faithfully,

INDEXED  
T. & C. RECORDS

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division. ✓

AEF/EB

**COPY.**

**FORM A.74**

25177

February 12, 1937.

H. F. S. Paisley, Esq.,  
Director,  
Fisheries Intelligence and Publicity,  
Department of Fisheries,  
O T T A W A.

Dear Mr. Paisley: Messrs. Sol Broome and Company.

With further reference to recent exchange of telephone calls and correspondence, we are enclosing for your confidential guidance a copy of the report of Dun and Bradstreet on the above firm.

It appears from a letter received from our New York office that on receipt of our wire the Trade Commissioner telephoned Dun and Bradstreet, who stated verbally that reports indicated that payments by the above firm were prompt for amounts from \$5,000 to \$30,000. The report indicates that these figures should be \$3,000 to \$5,000. Nevertheless the report does not alter the general tenor of information which was previously submitted.

Kindly return the enclosures to this letter in due course.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB

Enc.



COPY.

FORM A.74

25177

February 12, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Messrs. Sol Broome and Company.

I have received your letter of the 4th instant, your file No. 105, forwarding a report of Dun and Bradstreet on the above named firm.

A letter received from the Department of Mines and Natural Resources, Province of Manitoba, Winnipeg, states that on the 2nd instant the following message was broadcast from a Winnipeg radio station:

"Will handle fresh fish on commission basis or quote them your price f.o.b. Winnipeg. Reference Canadian Department of Fisheries, Ottawa, Sol Broome & Company, New York."

It so happens that Mr. A. G. Cunningham, Director of Game and Fisheries for the Province, heard the message and considering it quite strange that a firm should quote a federal department as a reference, Mr. Cunningham telegraphed the Department of Fisheries, which resulted in my recent wire to you.

Subsequently another message was broadcast from the same radio station as follows:

"Will handle fresh fish on commission basis or quote them your price f.o.b. Winnipeg. Best references supplied on request."

By this time, and from my various letters to you on this subject, you will see how your action has been appreciated. For your guidance I am attaching a copy of a circular released by Mr. Cunningham under date of the 3rd instant, and I am sure that you will be pleased to read how your efforts have been appreciated. As this is an original circular, kindly return it to the Department in due course.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

AEF/EB  
Enc.

000443

COPY.

FORM A.74

25177

February 12, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir: "Canadian Fisherman".

I acknowledge receipt of your letter of the 8th instant, your file No. 105, with enclosures, and I have noted the enquiry made by the publishers of the above book.

I agree entirely with your reply, which has been forwarded to the publishers to-day, and I think that the attitude which you have adopted is the only proper one in the circumstances.

As I have mentioned in another letter, the warning which has been issued has attracted attention throughout Canada, and apparently right across the United States. As you have pointed out, one of the primary duties of the Canadian Trade Commissioners abroad is to assist Canadian exporters, but the Trade Commissioners should not be responsible for the compilation of firms in such a manner as to vouch for their integrity and financial standing. Particularly is this true in the case of enquiries received from publishers who may release such information quite indiscriminately.

Yours faithfully,

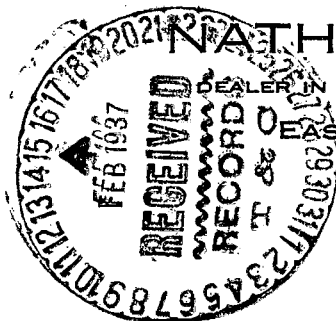
(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

AEF/EB

RECEIVED  
COMMERCIAL INTELLIGENCE SERVICE  
FEB 15 1937

000444

PHONES 251-230



NATHAN BARKMAN

DEALER IN FRESH, SALT AND FROZEN FISH  
EAST TAWAS, MICHIGAN

25177  
MR. FORTINGTON

FEB 22 1937 . Feb. 12th, 1937.

The Department of Trade & Commerce,  
Ottawa, Canada.

File ~~95101~~.

Gentlemen.

I want to thank you very kindly for the information given me in your favor of the 10th as regards shipments of fresh fish to the New York market. I intend to give this to the Association that has been formed by the Michigan producers.

The situation is becoming more acute each year. I have tried to be very careful as the concerns I represent both as to their responsibility and business ethics. The Canadian fishermen are fortunate in having representation in New York so that they can check on this matter.

Thousands of dollars have been lost in Michigan within the last few years through Companies failing or in making adjustments on offers that were not made in good faith. We are hoping that this year will see a much better situation and if the Michigan producers will exchange this information with your Department it should be of mutual benefit. I am

Yours truly,

*Nathan Barkman*

*Am*



RECEIVED  
F. & C. RECORD  
T. & C. RECORD  
✓

**COPY.**

**FORM A.74**

25177

February 12, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Fresh Fish for New York.

I acknowledge receipt of your letter of the 8th instant, your file No. 105, with enclosure to the Fresh Fish Producers Ltd., of Kenora, Ontario.

I am pleased that you are keeping the Department posted promptly regarding developments in the New York fish market. The warning which has been issued right across Canada has evidently proven most effective and your efforts in this connection are appreciated not only by the Provincial fish departments, but by Canadian shippers.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

AFF/EB

25/77

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~BOWLING GREEN 9-9329~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~300 BAYVIEW AVENUE~~ ROCKEFELLER CENTER

NEW YORK

MR. FORTINGTON

IN REPLY PLEASE QUOTE FILE No. 105.....

February 8th,  
1 9 3 7

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

NEW YORK FISH DEALERS

Dear Sir:

✓ In keeping with my previous practice,  
I am enclosing herewith, for the completion of your  
files, copy of a letter which I have just written  
to Messrs. Fresh Fish Producers Limited, Kenora,  
Ontario, respecting the credit status of New York  
fish dealers, in reply to their letter of February  
4th, a copy of which I also attach.

In view of the wide spread interest  
which has been evoked by this particular activity  
of the Department, we feel that you should be kept  
fully informed of its progress, especially as it  
involves the financial aspect of a number of firms  
in the United States, and which we feel must be  
treated with utmost care.

Yours faithfully,

(DOUGLAS S. COLE)

Trade Commissioner for Canada.

GAN:HC  
Encs.

INDEXED  
G. RECORDS  
INDEXED  
T. & G. RECORDS

*Handwritten initials*

*Large handwritten X*

✓

105  
CONFIDENTIAL

February 8th,  
1 9 3 7

The Fresh Fish Producers Ltd.,  
P. O. Box 675,  
Kenora, Ontario.

NEW YORK FISH DEALERS

Gentlemen:

In reply to your letter of February 4th, we would advise that we have received favourable financial reports with respect to:

Sol Broome and Company, 34 Peck Slip.  
Eagle Fish Company, 22 Peck Slip.  
Johnson Fish Company, 27 Peck Slip.

Messrs. Franklin Fish Company, 33 Peck Slip have been well spoken of among the trade although we understand their assets probably cannot compare with the firms previously mentioned.

While some of the other firms which you have mentioned may be conducting their business in a satisfactory manner, nevertheless we feel that we cannot assume the responsibility of assuring their names to Canadian shippers. No doubt your own experience with them will prove a reliable guide as to their individual integrity.

You will appreciate of course, that in speaking of the above mentioned firms, we can assume no financial responsibility for their activities, which information is given to you in strictest confidence. At the same time in mentioning them, it does not indicate that their practices are above reproach, but that they probably represent the best firms available in this particular trade.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC

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FRESH FISH PRODUCERS LIMITED

KENORA, ONT.

February 4th, 1937

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
Rockefeller Centre,  
New York, N.Y.

Dear Sir:

Have seen in the Winnipeg Tribune of  
February 3rd that you would help the fish exporters  
to check up on New York firms that we are doing  
business with. Would like to check up on the follow-  
ing New York firms:

Sol. Broome & Co., 34 Peck Slip, New York.  
Chas. Braun & Co., Peck Slip, New York.  
Eagle Fish Co., 22 Peck Slip, New York.  
Elrock Fish Company, 237 Front St., New York.  
Franklin Fish Co., 33 Peck Slip, New York.  
Johnson Fish Co., 27 Peck Slip, New York.  
Jay Bee Fish Co., 31 Peck Slip, New York.  
Roosevelt Fish Company, 37 Peck Slip, New York.  
Keystone Fish Co., 42 Peck Slip, New York.  
Acme Fish Co., Peck Slip, New York City.

Thanking you in advance, we remain

Very truly yours,

FRESH FISH PRODUCERS LTD.,

Per \_\_\_\_\_

LJK/MB

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~604-963-2323~~  
CIRCLE 6-1230

25/77  
CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1000~~ ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

February 8th,  
1 9 3 7

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

"CANADIAN FISHERMAN"

Dear Sir:

✓ Enclosed is a copy of a letter received from the Editor of the "Canadian Fisherman" and our reply, to be forwarded through the Department.

We feel that the Department should be aware of our action in this matter as it involves a question of policy which we trust meets with the Department's acceptance. Should you be inclined to furnish the requested list, it can be readily obtained from the Departmental files on this subject.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
Encs.

INDEXED  
& C. RECORDS  
INDEXED  
& C. RECORDS

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NATIONAL BUSINESS PUBLICATIONS LTD.

Gardenvale, Quebec.

February 4th, 1937.

Mr. Newman,  
Assistant Canadian Trade Commissioner,  
620 Fifth Avenue,  
New York City.

Dear Sir:-

We understand that you have been investigating the financial standing of a number of firms doing a commission business in fish located at Peck Slip on Fulton Market, New York City, and that you have available a list of those who are known to meet their obligations, and to make prompt and honest returns to Canadian fishermen who forward them consignments of fish.

As our publication, the CANADIAN FISHERMAN, carries the advertising of a number of American commission houses in New York and elsewhere, we should be pleased to have a copy of this list. We endeavour to take every precaution before accepting advertising from commission houses in the United States and have, in the past, refused several, but occasionally we get some who fail to meet their obligations, not only to the fishermen, but to us.

In addition we get inquiries from time to time to recommend reputable consignment houses in the United States.

Awaiting your reply, I remain,

Yours very truly,

CANADIAN FISHERMAN

Editorial Director.

F. W. Wallace  
awd

COPY.

FORM A.74

~~25191~~

25177

FEB 22 1937

February 10, 1937.

Nathan Barkman, Esq.,  
EAST TAWAS, Michigan, U.S.A.

Dear Sir:

Canadian Fresh Fish for New York.

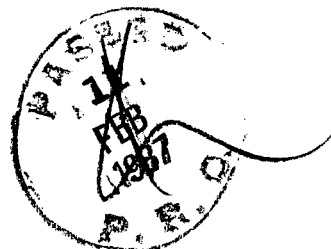
We have received your letter of the 28th instant,  
with reference to the protection of Canadian producers who ship  
fish to the New York market.

As you are likely aware, some of our shippers  
have had most unfortunate experiences in their efforts to obtain  
payments for different shipments. In order to reduce this risk  
to a minimum the Department at the suggestion of its Trade  
Commissioner in New York notified Provincial Departments of  
Fisheries that Canadian shippers would be well advised before  
loading or even undertaking any commitments to first ascertain  
through the Canadian Trade Commissioner in New York that prospective  
consignee was an individual or firm whose integrity was believed  
to be unquestionable.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB



PHONES 251-230

# NATHAN BARKMAN

DEALER IN FRESH, SALT AND FROZEN FISH

EAST TAWAS, MICHIGAN

~~25177~~  
25177

MR. FORTINGTON

January 28th, 1937.

FEB 22 1937



Canadian Trade Commissioner  
Ottawa, Quebec.

Dear Sir-

I am a member of the Commercial Fishermans Association of this State and have been informed that you have taken steps to protect the Canadian producers from the standpoint of credit.

If it would be possible to do so and would meet with your approval I would appreciate any information you could give me as to how you are handling this problem so that we could attempt to do something along the same lines.

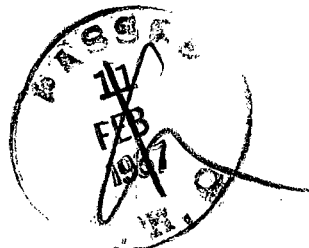
I would like to present this at our next meeting which will probably be held before Spring. Thanking you for giving this your consideration.

The largest amount of the production goes in to the New York market and that is the particular point we are interested in. I am

Yours truly,

*Nathan Barkman*

INDEXED  
T. & C. RECORDS



INDEXED  
T. & C. RECORDS

COPY.

FORM A.74

25177

February 9, 1937.

H. F. S. Paisley, Esq.,  
Director,  
Fisheries Intelligence and Publicity,  
Department of Fisheries,  
O T T A W A.

Dear Mr. Paisley:

Fish for U.S.A.  
Messrs. Sol Broome and Company.

In accordance with your telephone conversation of a few days ago we resumed our investigations with our New York office, concerning the financial standing and integrity of the above firm.

The telegraph which we received read as follows:

"Your telegram Sol Broome Dun and Bradstreets report good bankers report good STOP Secretary of Middle Atlantic Fisheries Association states integrity unquestioned through years of contact with Broome STOP Personal investigation favourable STOP Would suggest Provincial authorities give more specific information STOP Writing"

At the time of this dictation the follow-up letter from New York has not reached us, but if any other details concerning this firm are contained in it they will be promptly relayed to you.

You will understand, of course, that this financial report or any other is offered without responsibility on the part of this Department or any of its officers, although you may rest assured that only the most reliable sources have been used.

Yours faithfully,

(M. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB



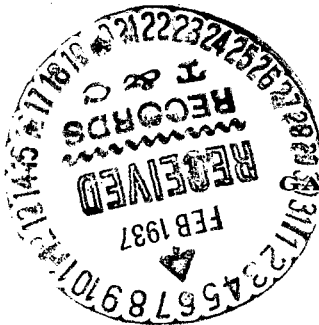
DEPARTMENT OF  
MINES AND NATURAL RESOURCES  
WINNIPEG  
GAME AND FISHERIES BRANCH  
A. G. CUNNINGHAM - DIRECTOR

PLEASE REFER

TO FILE.....

MR. FORTINGTON

Feby. 4th, 1937.



A.E. Fortington, Esq.,  
Chief, Animal Products & Fish Exports Division,  
Commercial Intelligence Service,  
Ottawa, Ont.

Dear Sir,

I wish to appologize for the delay in replying to your letter of December 29th, 1936, which was due to the fact I was out of the City and only returned a few days ago. I have, however, since my return taken this matter up and have circularized practically all the fish exporters in this Province, advising them of the co-operation they can expect to receive by communicating with Mr. D. S. Cole of your New York office.

On the 2nd inst. the following message was broadcast over CKY from Winnipeg:

"Will handle fresh fish on commission basis or quote them your price f.o.b. Winnipeg. Reference Canadian Department of Fisheries, Ottawa, Sol Broome & Company, New York."

I happened to hear this message and thought it rather strange that the Department of Fisheries, Ottawa, would permit their name to be used in connection with commercial advertising. Mr. W. A. Found, Deputy Minister of Fisheries was immediately wired and a reply was received yesterday to the effect that the use of the Department's name was not authorized and that further enquiries were being made through your New York office. Yesterday a further broadcast went out from CKY as follows:

"Will handle fresh fish on commission basis or quote them your price f.o.b. Winipeg. Best references supplied on request."

I am sure that those engaged in exporting fish from Manitoba will very much appreciate the offer of your Department and no doubt if a little more care was exercised by shippers from this

Winnipeg, Feby. 4th, 1937.

A. E. Fortington, Esq.,

- 2 -

end their losses would be very much reduced.

✓ I am attaching hereto for your information copy of circular which I have sent out.

Thanking you for your co-operation in this matter.

Yours truly,

*A. E. Fortington*

DIRECTOR OF GAME AND FISHERIES.

AGC/MH  
Enc.

RECEIVED  
T. & C. 1937

DEPARTMENT OF

TRADE AND COMMERCE  
CANADACABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODETELEPHONE: ~~DOWNING GREEN 6-1230~~  
CIRCLE 6-1230

## THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~300 BROADWAY~~ ROCKEFELLER CENTER  
NEW YORK

MR. WRIGHT

IN REPLY PLEASE QUOTE FILE NO. 105

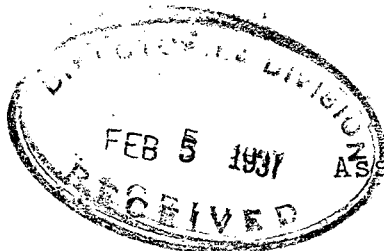
February 4th,  
1937The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.RE: SOL BROOME AND COMPANY

Dear Sir:

In the absence of the Trade Commissioner and further to my letter of February 3rd, I am enclosing herewith, copy of a Dun and Bradstreet report on Messrs. Sol Broome and Company, 34 Peck Slip.

We would draw your attention to the fact that whereas in our letter, which was based on information received over the telephone from Dun and Bradstreet, it was stated that reports indicated that prompt payments were made for accounts from \$5,000 to \$30,000. You will note in the written report now received it should read prompt payments were made to accounts from \$3,000 to \$5,000. Nevertheless, the report does not alter the general tenor of information which we previously submitted to you.

Yours faithfully,



*G. A. Newman*  
(G. A. NEWMAN)  
Assistant Trade Commissioner  
for Canada.

CAN:HC  
Enc.INDEXED  
T. & C. RECORDS  
C. RECORDS

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

INDEXED  
T. & C. RECORDS  
INDEXED  
T. & C. RECORDS

Further to your letter of January 22nd, your file No. 25177, we assumed you would be interested in having this letter for the completion of your files on the subject.

at New York

With the Compliments of  
The Canadian Government Trade Commissioner



CANADA



DEPARTMENT OF  
TRADE AND COMMERCE

000458



MR. FORTINGTON

105

February 3rd,  
1 9 3 7

John A. Manore, Esq.,  
Secretary-Treasurer,  
South Shore Fisherman's Ass'n,  
320 Michigan Avenue,  
Point Edward, Ontario.

FRESH WATER FISH DEALERS IN  
NEW YORK

Dear Sir:

Your letter of January 25th addressed to the Canadian Trade Commissioner, Washington, D. C., has been referred to this office.

No doubt you have already been informed by the Department of Game and Fisheries of Ontario that we are endeavouring, as far as possible, to supply Canadian shippers of lake fish with the names of reliable New York dealers, and indeed a copy of this list has already been supplied to the Department in question for general circulation. As it is possible that this list has not yet come to your attention, we have pleasure in submitting herewith, a duplicate for your consideration.

The firms mentioned have been subject to a careful investigation through local bankers, fish dealers and other firms as well as through personal interviews. While we cannot assume any financial responsibility for them, we believe that they represent the best section of the New York trade and are capable of meeting their commitments. There are of course, a number of other firms on Peck Slip who may be carrying on their business in a fair manner, but we feel that in the interest of Canadian shippers only those companies indicated can be safely recommended. We of course, will be only too pleased to give you reports on individual firms on receipt of your written request.

We would also recommend that where your members are approached by companies with whom they are not familiar or of whom they have no assurance as to financial responsibility, they communicate with this office before entering into any commitments with them.

We might mention in closing that there has just been organized a new firm on Peck Slip by the name of Union Fisheries Inc., 37 Peck Slip. While they have opened an account for \$5,000 with the Corn Exchange Bank Trust Company, Fulton and Pearl Streets, and have offered to post a bond for a further \$5,000 with a

RECEIVED  
T. G. RECORDS

000459

- 2 -

John A. Manore, Esq.,

Canadian bank to guarantee payment to Canadian shippers, we feel it should be pointed out that the personnel of the company are associated with the Ideal Fish Company, 25 Peck Slip, whose name we have previously considered unsatisfactory for general recommendation. It is of course, impossible for us to make any definite statements regarding the Union Fisheries in the absence of any knowledge as to the exact type of dealings which they propose to initiate, but we felt that your members would be interested in having the above information, should they be approached by the Union Fisheries.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC

Enc.

CC. The Director.

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO.

105

FEB 5 1937

February 3rd,  
1937

H. W. Cheney, Esq.,  
The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

RE: SOL BROOME AND COMPANY

Dear Mr. Cheney:

In the absence of the Trade Commissioner,  
I attach herewith, confirmation of my reply to your  
telegram of February 3rd which read as follows:

"RADIO MESSAGE BROADCAST AT WINNIPEG SOLICITS  
QUOTATIONS FRESH FISH COMMISSION BASIS SOL  
BROOME AND COMPANY NEWYORK STOP YOUR LETTER  
FOURTEENTH JANUARY TO MENZIES EDMONTON  
INDICATES THIS FIRM RELIABLE STOP PROVINCIAL  
AUTHORITIES WINNIPEG BELIEVE THEIR INTEGRITY  
QUESTIONABLE STOP SUGGEST YOU OBTAIN LATEST  
REPORT ASCERTAINING WHETHER ANYTHING KNOWN  
AGAINST THEM VERY URGENT WIRE REPLY"

In explanation of our report, we may  
state that we were rather surprised to learn that the  
Manitoba Provincial Authorities were questioning the  
integrity of Messrs. Sol Broome and Company, inasmuch  
as they have been known us to for some time as prob-  
ably the most reliable fish firm on Peck Slip.

When we first became acquainted with  
this firm we had occasion to check up carefully as to  
their general standing and in no way could we find any  
information which was detrimental to their integrity.  
We found that they were highly regarded by the Commis-  
sioner of Markets, Mr. William Fellowes Morgan Jr.,  
who at one time was closely associated with the fish  
trade and who, as you are probably aware, is now the  
controller of the markets for the city of New York.  
We also learned from enquiries which we made through  
the trade that they were a well respected organization,  
while in Dun and Bradstreet they were given a satisfac-  
tory credit rating of 3.

This together with information which we  
have received from their bankers where Mr. Sol Broome  
has been known for some 10 to 15 years, led us to place  
their name on our preferred list without hesitation.

The relations of this office with Mr.  
Broome have always been of a satisfactory nature, and  
occasionally they have voluntarily let us examine their  
records as to business done with Canadian shippers. By  
this means we have been able to ascertain that on cer-



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INDEXED  
T. & C. RICHARDS

000461

- 2 -

H. W. Cheney, Esq.,

tain occasions they have made prompt payments of accounts totalling between \$5,000 to \$15,000 at a time. Nevertheless, on receipt of your telegram we thought it advisable to again check our sources of information, with the following results:

Dun and Bradstreet stated that according to their latest report dated December 1st, 1936, Messrs. Sol Broome and Company of which Mr. Sol Broome was president and treasurer, was incorporated in 1934, with a fully paid up capital of \$10,000. Property and investments payable were valued at \$10,000 to \$15,000. Reports indicated that prompt payments were made for accounts from \$5,000 to \$30,000. There was no adverse information respecting this firm.

The credit manager of the Corn Exchange Bank Trust Company stated that originally Mr. Sol Broome was a member of the Lakeside Fish Company, during which period the affairs of this company were carried on in a creditable manner. He subsequently left the firm to open his own organization which has always carried a good account with them and promptly paid its bills. He was inclined to regard Mr. Sol Broome as probably the best man on Peck Slip.

Mr. J. H. Matthews of the Middle Atlantic Fisheries Association, 203 Front Street, New York City, informed us that he had been associated in various activities with Mr. Broome for a period of over 15 years and could assure us that at no time had he ever heard anything adverse either with regard to Mr. Broome or his firm, and would not hesitate to say that he was of unquestionable integrity.

This information, together with our own personal impression of Mr. Broome was considered to be sufficient to warrant our telegraphing a favourable rating.

For the confidential information of the Department, we understand, according to a statement which we have just received from Mr. Broome, he has applied to CKY Radio Station at Winnipeg, asking them to broadcast a statement that he is willing to receive fish on consignment in New York. In his original statement he suggested the name of the Department of Fisheries as a reference, but was informed by CKY that this was not permissible, and we understand that Mr. Broome has now altered his message to read "Best references can be supplied". In taking this action, Mr. Broome is circumventing the Winnipeg dealers with whom he states he has never been able to reach completely satisfactory arrangements, and it is possible that they have made representation against his firm to the Provincial Authorities

Knowing the close relationships that exist

- 3 -

H. W. Cheney, Esq.,

between certain Winnipeg dealers and New York firms who practically control them, it is quite feasible to believe that such representation against Mr. Broome's company may have been made.

At the same time, I think it is only fair to add that Mr. Broome's action was unknown to this office and he received no warrant from us to use the Department of Fisheries as a reference. We have already pointed out to Mr. Broome that while we are pleased to advise any Canadian shippers who approach us direct as to the status of his firm, still we cannot associate ourselves with any private business undertaking, nor can our name be used for general reference purposes.

We trust that this information will prove sufficient to answer the enquiries which you receive.

Yours faithfully,



(G. A. NEWMAN)  
Assistant Trade Commissioner  
for Canada.

GAN:HC  
Enc.

INDEXED  
T. & C. RECORDS

## CONFIRMATION OF TELEGRAM SENT

Y

OFFICE OF THE  
CANADIAN TRADE COMMISSIONER  
25 BROADWAY  
NEW YORK

### TELEGRAM

H. W. CHENEY, ESQ.  
ACTING DIRECTOR

FEBRUARY 3, 1967

COMMERCIAL INTELLIGENCE SERVICE  
DEPARTMENT OF TRADE AND COMMERCE  
OTTAWA CANADA

YOUR TELEGRAM SOL BROOME DUN AND BRADSTREETS REPORT GOOD BANKERS  
REPORT GOOD STOP SECRETARY OF MIDDLE ATLANTIC FISHERIES ASSOCIATION  
STATES INTEGRITY UNQUESTIONED THROUGH YEARS OF CONTACT WITH BROOME  
STOP PERSONAL INVESTIGATION FAVOURABLE STOP WOULD SUGGEST PROVINCIAL  
AUTHORITIES GIVE MORE SPECIFIC INFORMATION STOP WRITING

G A NEWMAN

✓ 000464

# CANADIAN PACIFIC TELEGRAPHS

| CLASS OF SERVICE DESIRED                                                                                                  |  |
|---------------------------------------------------------------------------------------------------------------------------|--|
| Day Message                                                                                                               |  |
| Day Letter                                                                                                                |  |
| Night Message                                                                                                             |  |
| Night Letter                                                                                                              |  |
| Please mark an X opposite the class of service desired; OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM |  |

MONEY TRANSFERRED BY  
TELEGRAPH TO PRINCIPAL  
POINTS IN CANADA AND  
THE UNITED STATES



CABLE CONNECTIONS TO  
ALL PARTS OF THE  
WORLD  
RADIOGRAMS TO SHIPS

|            |              |
|------------|--------------|
| NO.        | CASH OR CHG. |
| TIME FILED |              |
| CHECK      |              |

W. D. NEIL, General Manager of Communications, Montreal

Send the following message, subject to the conditions on the back thereof, which are hereby agreed to.  
Veuillez expédier la dépêche suivante aux conditions mentionnées au verso auxoualées le Consens par les oréantes.

## GOVERNMENT RATE.

OTTAWA February 3 1937

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
NEW YORK, N.Y.

Radio message broadcast at Winnipeg solicits quotations fresh fish commission basis Sol Broome and Company New York STOP Your letter fourteenth January to Menzies Edmonton indicates this firm reliable STOP Provincial authorities Winnipeg believe ~~integrity~~ their integrity questionable STOP Suggest you obtain latest report ascertaining whether anything known against them Very urgent wire reply

H. W. Cheney

CHG. DEPT. T & C.  
Com.Intel.Ser.  
File No. 25177  
AEF/LB

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T. & C. RECORDS  
INDEXED  
T. & C. RECORDS

000465

D. L. HOWARD, Assistant to General Manager, Montreal.

E. H. GOODFELLOW, Assistant Manager, Montreal, Que.

L. A. B. HUTTON, Supt., Sudbury, Ont.

H. S. INGRAM, Supt., Toronto, Ont.

W. S. EMERY, Supt., Montreal, Que.

A. C. FRASER, Supt., Saint John, N.B.

W. M. THOMPSON, Assistant Manager, Winnipeg, Man.

C. W. MACDONALD, Supt., Vancouver, B.C.

R. N. YOUNG, Supt., Calgary, Alta.

D. COONS, Supt., Moose Jaw, Sask.

A. J. CLARK, Supt., Winnipeg, Man.

**TERMS AND CONDITIONS UPON WHICH TELEGRAPH AND CABLE MESSAGES SHALL BE TRANSMITTED AND DEALT WITH BY TELEGRAPH AND CABLE COMPANIES SUBJECT TO THE JURISDICTION OF THE BOARD OF RAILWAY COMMISSIONERS FOR CANADA: PRESCRIBED BY BOARD'S ORDER No. 49274 DATED DECEMBER 5TH, 1932, AND PUBLISHED IN THE CANADA GAZETTE.**

It is agreed between the sender of the message on the face of this form and this Company, that said Company shall not be liable for damages arising from failure to transmit or deliver, or for any error in the transmission or delivery of any unrepeatable telegram, whether happening from negligence of its servants or otherwise, or for delays from interruptions in the working of its lines, for errors in cypher or obscure messages, or for errors from illegible writing, beyond the amount received for sending the same.

To guard against errors, the Company will repeat back any telegram for an extra payment of one-half the regular rate, and in that case the Company shall be liable for damages, suffered by the sender to an extent not exceeding \$200, due to the negligence of the Company in the transmission or delivery of the telegram.

Correctness in the transmission and delivery of messages can be insured by contract in writing, stating agreed amount of risk, and payment of premium thereon at the following rates, in addition to the usual charge for repeated messages, viz.: one per cent. for any distance not exceeding 1,000 miles, and two per cent. for any greater distance.

This Company shall not be liable for the act or omission of any other Company, but will endeavor to forward the telegram by any other Telegraph Company necessary to reaching its destination, but only as the agent of the sender and without liability therefor. The Company shall not be responsible for messages until the same are presented and accepted at one of its transmitting offices; if a message is sent to such office by one of the Company's messengers he acts for that purpose as the sender's agent; if by telephone the person receiving the message acts therein as agent of the sender, being authorized to assent to these conditions for the sender. This Company shall not be liable in any case for damages, unless the same be claimed, in writing, within sixty days after receipt of the telegram for transmission.

No employee of the Company shall vary the foregoing.

**TERMES ET CONDITIONS SUIVANT LESQUELS TOUTE DEPECHE PAR TELEGRAPHE ET PAR CABLE SERA TRANSMISE PAR LES COMPAGNIES DE TELEGRAPHE ET DE CABLE SOUMISES A LA JURIDICTION DE LA COMMISSION DES CHEMINS DE FER DU CANADA: CONFORMEMENT A L'ORDONNANCE No. 49274 DE LA COMMISSION DES CHEMINS DE FER DU CANADA, EN DATE DU 5 DECEMBRE 1932, ET PUBLIEE DANS LA GAZETTE OFFICIELLE DU CANADA.**

Il est convenu entre cette Compagnie et l'expéditeur de la dépêche écrite au verso, que la dite Compagnie ne sera pas responsable d'aucuns dommages pouvant résulter de la non transmission ou livraison, ou d'aucune erreur dans la transmission ou livraison de toute dépêche non répétée, que la faute soit imputable à la négligence de ses employés ou non; elle ne sera pas non plus responsable des délais occasionnés par toute interruption dans le fonctionnement de ses lignes, ou des erreurs dans les dépêches chiffrées, de sens obscur, ou rédigées d'une écriture illisible, si ce n'est pour un montant n'excédant pas le prix payé pour l'envoi de la dite dépêche.

Pour éviter tout risque d'erreur, la Compagnie répètera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excèdera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

Cette Compagnie ne sera pas responsable du fait ou de l'omission de toute autre compagnie de télégraphe dont elle jugera nécessaire d'utiliser les services pour faire parvenir une dépêche à destination, mais ne se considérera alors que comme intermédiaire de l'expéditeur, sans assumer aucune responsabilité. La Compagnie assume la responsabilité des dépêches qui lui sont confiées à partir seulement de l'instant où ces dépêches sont présentées et acceptées à l'un de ses bureaux d'expédition. Si une dépêche est apportée à un tel bureau par un messenger de la Compagnie, celui-ci agit comme intermédiaire de l'expéditeur. Si une dépêche est communiquée par téléphone à l'un des bureaux d'expédition de la Compagnie, la personne qui la reçoit agit aussi comme intermédiaire de l'expéditeur et a toute l'autorité nécessaire pour consentir à ces conditions au nom de l'expéditeur. Dans aucun cas la Compagnie ne sera tenue responsable de dommages-intérêts à moins que demande n'en soit faite par écrit dans les soixante jours qui suivront la réception du télégramme pour transmission.

Aucun employé n'est autorisé à changer les conditions qui précèdent.



# CANADIAN PACIFIC ELEGRAPHS

| CLASS OF SERVICE DESIRED                                                                                                  |  |
|---------------------------------------------------------------------------------------------------------------------------|--|
| Day Message                                                                                                               |  |
| Day Letter                                                                                                                |  |
| Night Message                                                                                                             |  |
| Night Letter                                                                                                              |  |
| Please mark an X opposite the class of service desired; OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM |  |

MONEY TRANSFERRED BY  
TELEGRAPH TO PRINCIPAL  
POINTS IN CANADA AND  
THE UNITED STATES



CABLE CONNECTIONS TO  
ALL PARTS OF THE  
WORLD  
RADIOGRAMS TO SHIPS

|            |              |
|------------|--------------|
| NO.        | CASH OR CHG. |
| TIME FILED |              |
| CHECK      |              |

W. D. NEIL, General Manager of Communications, Montreal

Send the following message, subject to the conditions on the back thereof, which are hereby agreed to.  
Veuillez expédier la dépêche suivante aux conditions mentionnées au verso auxquelles je consens par les présentes.

GOVERNMENT RATE.

OTTAWA February 3 1937

D. S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
NEW YORK, N.Y.

FEB 9 1937

Radio message broadcast at Winnipeg solicits quotations fresh fish commission basis Sol Broome and Company New York STOP Your letter fourteenth January to Menzies Edmonton indicates this firm reliable STOP Provincial authorities Winnipeg believe integrity their integrity questionable STOP Suggest you obtain latest report ascertaining whether anything known against them Very urgent wire reply

H. W. Cheney

CHG. DEPT. T & C.  
Com.Intel.Ser.  
File No. 25177  
AEF/EB

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T & C. RECORDS  
INDEXED  
T & C. RECORDS

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D. L. HOWARD, Assistant to General Manager, Montreal.

E. H. GOODFELLOW, Assistant Manager, Montreal, Que.

L. A. B. HUTTON, Supt., Sudbury, Ont.

H. S. INGRAM, Supt., Toronto, Ont.

W. S. EMERY, Supt., Montreal, Que.

A. C. FRASER, Supt., Saint John, N.B.

W. M. THOMPSON, Assistant Manager, Winnipeg, Man.

C. W. MACDONALD, Supt., Vancouver, B.C.

R. N. YOUNG, Supt., Calgary, Alta.

D. COONS, Supt., Moose Jaw, Sask.

A. J. CLARK, Supt., Winnipeg, Man.

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To guard against errors, the Company will repeat back any telegram for an extra payment of one-half the regular rate, and in that case the Company shall be liable for damages, suffered by the sender to an extent not exceeding \$200, due to the negligence of the Company in the transmission or delivery of the telegram.

Correctness in the transmission and delivery of messages can be insured by contract in writing, stating agreed amount of risk, and payment of premium thereon at the following rates, in addition to the usual charge for repeated messages, viz.: one per cent. for any distance not exceeding 1,000 miles, and two per cent. for any greater distance.

This Company shall not be liable for the act or omission of any other Company, but will endeavor to forward the telegram by any other Telegraph Company necessary to reaching its destination, but only as the agent of the sender and without liability therefor. The Company shall not be responsible for messages until the same are presented and accepted at one of its transmitting offices; if a message is sent to such office by one of the Company's messengers he acts for that purpose as the sender's agent; if by telephone the person receiving the message acts therein as agent of the sender, being authorized to assent to these conditions for the sender. This Company shall not be liable in any case for damages, unless the same be claimed, in writing, within sixty days after receipt of the telegram for transmission.

No employee of the Company shall vary the foregoing.

**TERMES ET CONDITIONS SUIVANT LESQUELS TOUTE DÉPÊCHE PAR TÉLÉGRAPHE ET PAR CÂBLE SERA TRANSMISE PAR LES COMPAGNIES DE TÉLÉGRAPHE ET DE CÂBLE SOUMISES À LA JURIDICTION DE LA COMMISSION DES CHEMINS DE FER DU CANADA: CONFORMEMENT À L'ORDONNANCE No. 49274 DE LA COMMISSION DES CHEMINS DE FER DU CANADA, EN DATE DU 5 DÉCEMBRE 1932, ET PUBLIÉE DANS LA GAZETTE OFFICIELLE DU CANADA.**

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Pour éviter tout risque d'erreur, la Compagnie répètera ou réexpédiera toute dépêche moyennant le paiement additionnel de la moitié du tarif régulier et, dans ce cas, sa responsabilité vis-à-vis l'expéditeur n'excèdera pas \$200.00 de dommages-intérêts, s'il y avait négligence de sa part dans la transmission ou la livraison du télégramme.

On peut assurer l'exactitude dans la transmission et la livraison d'une dépêche, par contrat écrit stipulant le montant de l'assurance, moyennant le paiement, en outre du tarif ordinaire pour télégramme réexpédié, de un pour cent du montant assuré, si la distance ne dépasse pas 1,000 milles, et de deux pour cent pour toute distance plus grande.

Cette Compagnie ne sera pas responsable du fait ou de l'omission de toute autre compagnie de télégraphe dont elle jugera nécessaire d'utiliser les services pour faire parvenir une dépêche à destination, mais ne se considérera alors que comme intermédiaire de l'expéditeur, sans assumer aucune responsabilité. La Compagnie assume la responsabilité des dépêches qui lui sont confiées à partir seulement de l'instant où ces dépêches sont présentées et acceptées à l'un de ses bureaux d'expédition. Si une dépêche est apportée à un tel bureau par un messager de la Compagnie, celui-ci agit comme intermédiaire de l'expéditeur. Si une dépêche est communiquée par téléphone à l'un des bureaux d'expédition de la Compagnie, la personne qui la reçoit agit aussi comme intermédiaire de l'expéditeur et a toute l'autorité nécessaire pour consentir à ces conditions au nom de l'expéditeur. Dans aucun cas la Compagnie ne sera tenue responsable de dommages-intérêts à moins que demande n'en soit faite par écrit dans les soixante jours qui suivront la réception du télégramme pour transmission.

Aucun employé n'est autorisé à changer les conditions qui précèdent.

105

January 25th,  
1 9 3 7

The Game and Fisheries Department,  
Province of Ontario,  
Toronto, Ontario.

U. S. FISH FIRMS ON PECK SLIP

Gentlemen:

Your letter addressed to the Department of Trade and Commerce, Ottawa, regarding the business status of New York dealers in fresh fish has been referred to this office.

We shall be pleased to co-operate with your Department in the manner indicated in your letter by keeping you advised of firms against whom complaints have been received.

In the meantime, we have taken the liberty of preparing a selected list of New York dealers whose status, after being subject to very careful enquiries appears to be satisfactory. This list is attached herewith, and we suggest that it might be brought to the attention of your shippers. At the same time it should be emphasized that this office cannot assume the slightest responsibility for any transaction undertaken by these companies even though we believe they represent the best section of the trade.

There are of course, a number of other New York companies importing from Canada, and some of these no doubt, conduct their affairs in a satisfactory manner, but where the firm is not previously well known to the Canadian shipper, it is advisable that it be made the subject of special enquiry to this office before the shipper agrees to any commitments.

Yours faithfully,

*CM*

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
Enc.

FRESH WATER FISH FIRMS (SELECTED LIST)

Sol Broom and Company, 34 Peck Slip, New York City.

Booth Fisheries Corp., 21 Peck Slip, New York City.

Fresh Fish Department, Chesebro Brothers and Robbins Inc.,  
1 Fulton Fish Market, New York City.

Empire State Fish Company, 40 Peck Slip, New York City.

Eagle Fish Company, 22 Peck Slip, New York City.

Johnson Fish Company, 27 Peck Slip, New York City.  
(This firm is not as large as the others,  
but we understand that they operate in  
a conservative manner and are regular  
in their payments.)

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: 670-1230  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE



THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~1000~~ ROCKEFELLER CENTER  
NEW YORK

January 25th,  
1 9 3 7

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

FRESH FISH FOR U. S. A.

Dear Sir:

Thank you for your letter of January 21st, your file No. 35177, enclosing letter from the Long Lake Fish Company of Regina, Saskatchewan.

We have written this company today giving them information respecting fish dealers in New York, and are making enquiries as to reliable firms in Chicago and Philadelphia. The information as to dealers in these two cities will be forwarded to the Long Lake Fish Company at a later date.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada

GAN:HC

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& C. RECORDS  
RECORDED

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**COPY.**

FORM A.74

25177

January 21, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Fresh Fish for U.S.A.

With further reference to previous correspondence on File 105, I am enclosing an original letter from the Long Lake Fish Co., of Regina, Saskatchewan, together with a copy of the reply sent by the Department.

Evidently this is one of the numerous firms which have been victimized by irresponsible importers in New York, and their letter serves to emphasize still further the value of your thoughtfulness in having warnings sent to fishermen in the Western Provinces. It is likely that other letters of this type may reach us and if such should be the case they will be sent to you. In the meantime, however, I shall appreciate your forwarding the names of reliable dealers in New York and Chicago direct to the Regina firm.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

AEF/EB

Enc.

RECEIVED  
RECORDS

COPY.

FORM A.74

25177

January 21, 1937.

The Long Lake Fish Co.,  
1750 St. John Street,  
REGINA, Saskatchewan.

Dear Sirs:

Fresh Fish for U.S.A.

We have received your letter of the 16th instant, from which we regret to learn that your firm is among those who have been accorded unsatisfactory treatment in connection with settlements for shipments of fresh water fish to New York.

Your letter is being sent to Mr. D. S. Cole, the Canadian Trade Commissioner in that city with the request that he endeavour to furnish you with the names and addresses of reputable firms in the cities named. After a reasonable time has elapsed, therefore, you may expect to hear from Mr. Cole.

Yours faithfully,

(M. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB

COPY.

FORM A.74

25177

January 18, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir:

Fish firms on Peck Slip.

I have received your letter of the 16th instant,  
with enclosures to Mr. Menzies of Edmonton, Alberta.

Please accept my thanks for your having made  
this information available.

At the same time I acknowledge receipt of  
your longer letter and I am inclined to agree with you that this  
new correspondence with Mr. Menzies is the result of the action taken  
by the Department on your suggestion to warn Provincial Departments  
of Fisheries in connection with dealings with New York firms.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

AEF/EB

INDEXED  
T. C. H. 100-1000

✓



DEPARTMENT OF



TELEPHONE: ~~503-0000~~ ~~336-9920~~ ~~503-0000~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

TRADE AND COMMERCE  
CANADA

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~503-0000~~ ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105.....

January 16th,  
1 9 3 7

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

NEW YORK FISH FIRMS ON PECK SLIP

Dear Sir:

Further to our letter of  
January 14th, we are enclosing herewith, for  
your files, copy of letter which we have just  
addressed to Mr. Menzies, Edmonton, Alberta,  
together with financial reports referred to  
therein.

This will complete our  
previous correspondence in which we promised  
to supply Mr. Menzies with further details.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
Enc.

INDEXED  
T. & C. RECORDS  
RECEIVED  
RECORDS  
JAN 1937

105

January 18th,  
1 9 3 7

W. R. Menzies, Esq.,  
108th Street and 105th Avenue,  
Edmonton, Alta.

NEW YORK FISH FIRMS ON PECK SLIP

Dear Sir:

Further to our letter of January 14th we have pleasure in enclosing herewith extracts from confidential reports received on the Ideal Fish Company and the Franklin Fish Company.

You will note that the information while not commenting adversely on their present business activities, would nevertheless indicate that it might be advisable to exercise discretion in your commitments with these firms. We can only assume that if your past experience has been satisfactory with them, there would be no reason for you to alter your business arrangements.

In this respect, we would be very glad to have your comments as up to date we have not received the views of Canadian shippers respecting these two firms and are therefore not in a position to give you any statements from our own experience. We trust nevertheless that the data which we have provided will enable you to make a fairly accurate estimate as to your possibilities for dealing in New York.

If we can be of any further service, kindly let us know.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAM:HC  
Enc.  
CC. The Director.

000476

## IDEAL FISH CO., Inc.

Harry F. Stern, Pres.

Charles R. Sykes, Treas.

Milton Rabinowitz, Asst. Treas.

DIRECTORS: The Officers with Harry Potamkin

CD 728 1 January 15, 1936

### HISTORY

Incorporated under New York laws April 10, 1931, with an authorized capital of 100 shares of no par value.

Harry Potamkin is fifty-seven, married, a native of Russia, but a citizen. He is regarded as the dominating factor in this concern. Previously employed in this line until 1908, when he engaged in business individually in Philadelphia. He met with no success and in October, 1911, an involuntary petition in bankruptcy was filed against him. At the time, liabilities were given at \$68,000. Creditors are said to have received 10% of their claims. Thereafter, resumed business individually at various locations in the City previously mentioned until September, 1923, when he organized the Rosebelle Realty Company, a Pennsylvania corporation, in which he became the President. Continued in that capacity until 1924, when the corporation was dissolved. He then re-engaged in the wholesale fish business using the style H. Potamkin Fish Co. which was subsequently succeeded by a corporation of similar name. That company was made defendant in a number of suits in Philadelphia during the latter part of 1929 and 1930. On March 19, 1930, the Municipal Courts of Philadelphia, Pa., a judgment for \$2,538 was entered against the concern, which was later discontinued and reported to have left bills unpaid.

### FINANCIAL INFORMATION

Interviewed on January 15, 1936, Milton Rabinowitz stated that the concern does an average commission business of \$10,000 weekly, but further information was withheld on the ground that purchases are confined solely to concerns who are thoroughly familiar with the concern's affairs.

Visible assets consist of equipment estimated at approximately \$500 and merchandise fluctuates daily and is placed at approximately \$2500.

-----O-----

While this business is established, its operations are conceded to have fallen off during the past three or four years due largely by lack of demand and there has consequently been a sharp retraction in tangible net worth.

### PAYMENTS

Bulk of requirements are confined to a commission basis, and a recent investigation completed June 1, 1935, showed two houses selling the account up to \$5,000 on weekly terms, and payments met promptly.

### SUMMARY

WHILE THE BUSINESS IS ESTABLISHED, TRADE RELATIONS ARE SATISFACTORY, FINANCIAL DETAILS ARE WITHHELD.

✓

FRANKLIN FISH Co., Inc.

Jacob Goldstein, Pres.  
Stanley Goldstein, V-Pres.  
Fred Goldstein, Treas.

DIRECTORS: The officers.  
CD 728 1 June 9, 1936

#### HISTORY

Incorporated under New York laws December 29, 1933, with an authorized capital of 200 shares of common stock, of no par value. Formerly located at 33 Peck Slip but in April, 1936 moved to the present address.

Jacob Goldstein is 47, married, a native of Russia, but a citizen. He is a resident of Philadelphia, Pa. where for years, he was engaged in the real estate and brokerage line but more recently concentrated his endeavors in the fish business, as President of the Jacob Goldstein, Inc. organized under Delaware Laws March 12, 1931. The only inter-company relations in the two enterprises is stated to be on open term basis.

Stanley and Fred Goldstein are aged respectively 23, and 21, single and sons of the President and hold similar official positions in the J. Goldstein, Inc. of Philadelphia, Pa.

-----O-----

Authorities consulted in outside quarters state they have seen no recent figures, however, the opinion is expressed that the capital is limited, and since inception operations have been conducted on a moderate scale, and little over expenses has been realized.

#### PAYMENTS

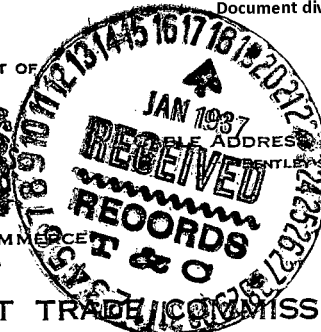
Purchases are confined principally to out of town sources and one house recently reports selling the account up to \$708 and relations were reported not entirely satisfactory. The account reported placed for collection.

#### SUMMARY

THE CAPITAL IS REGARDED AS LIMITED AND NO PROGRESS IS INDICATED.

TELEPHONE: CIRCLE 6-1230

DEPARTMENT OF  
TRADE AND COMMERCE  
CANADA



CANTRACOM," NEW YORK  
SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105

January 14th,  
1 9 3 7

The Acting Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

NEW YORK FISH FIRMS ON PECK SLIP

Dear Sir:

I am enclosing herewith, copy of a letter just addressed to Mr. W. R. Menzies, 108th Street and 105th Avenue, Edmonton, Alta.

Mr. Menzies wrote to us under date of January 9th, referring to a copy of a letter which he had received from the Fishery Department on the subject of New York fish dealers, and asking for information on three firms:

H. E. Aronson, 26 Peck Slip, New York City.  
Ideal Fish Company, 25 Peck Slip, New York City.  
Franklin Fish Company, 33 Peck Slip, N. Y. C.

We presume that the letter referred to by Mr. Menzies, resulted from the correspondence which we directed to the Department under date of December 24th, suggesting that a circular letter be sent to the various fishermen through the co-operation of the Fish and Game Departments of Ontario, Manitoba, Saskatchewan and Alberta. We thought you would be interested therefore, in having advice as to the first result received from the efforts of the Department, and also having the opportunity of ascertaining our method of dealing with the enquiry.

We might add that while we have considered it inadvisable to mention in our correspondence to Mr. Menzies, Mr. H. E. Aronson has been associated with a number of firms who have been obliged to liquidate their business during the past year, resulting with considerable loss to Canadian shippers.

We have no direct adverse information on the Ideal Fish Company beyond the rumour that their affairs have not been entirely satisfactory of late and we are therefore obtaining further confidential information respecting them.

Yours faithfully,

(DOUGLAS S. COLE)

Trade Commissioner for Canada.

GAN:HC  
Enc.

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JAN  
1937

000479

105

January 14th,  
1 9 3 7

W. R. Menzies, Esq.,  
108th Street and 105th Avenue,  
Edmonton, Alta.

NEW YORK FISH FIRMS ON PECK SLIP

Dear Sir:

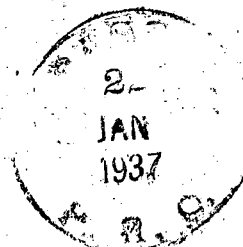
In reply to your letter of January 9th, I think that probably the best way of answering your enquiry respecting the three firms listed by you is to say that we are in a position to recommend only the following companies:

Sol Broome and Company, 34 Peck Slip, New York City.  
Booth Fisheries Corp., 21 Peck Slip, New York City.  
Fresh Fish Department, Chesebro Bros. & Robbins Inc.,  
1 Fulton Fish Market, New York City.  
The Empire State Fish Company, 40 Peck Slip, N. Y. C.  
The Eagle Fish Company, 22 Peck Slip, New York City.

With regard to these firms whose names we are giving to you in strict confidence and without any financial responsibility on the part of this office, we would say that they represent, as far as we know, companies who are in a financial position to meet their bills, and whose activities to date have been subject to no complaint to this office. We have made enquiries respecting them through a local banking firm which is closely associated with the credit activities of the various fish firms in Peck Slip, and also through firms connected with the trade itself. Of the companies listed, we are most familiar with the first three, who appear to have a very good standing indeed.

With regard to Messrs. Franklin Fish Company, they of course have only been in business for the last two or three years and we are not in a position to obtain as complete information about them as of the other firms, although we may add that they appear to be well spoken of among the trade. No doubt you will be able to be guided by your own experience with them.

Finally, with respect to the Ideal Fish Company, we may state that we are in considerable doubt as to their standing and prefer to refrain from either commending or condemning their activities until we have



000480

January 14th,  
1 9 3 7

PAGE -2-

W. R. Menzies, Esq.,  
108th Street and 105th Avenue,  
Edmonton, Alta.

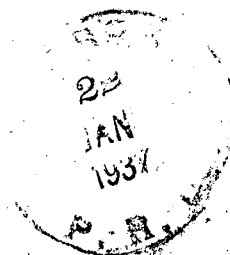
an opportunity of obtaining further data respecting them.

We trust that this information will be received in the course of the next few days, when we will be pleased to write you further on the subject.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
CC. The Director.



COPY.

FORM A.74

25177

January 12, 1937.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
British Empire Building,  
Rockefeller Center,  
NEW YORK, N.Y., U.S.A.

Dear Sir: Canadian Fresh Water Fish.

I have received your letter of the 24th ultimo, your file No. 105, and I am pleased that you have reported regarding the non payment of sums due in respect of certain fish importers in New York City.

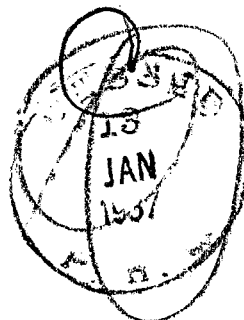
The margin of profit to Canadian shippers in Western Provinces is so exceedingly small that losses can only be most serious for them. For this reason I have considered it advisable to notify each of the Departments of Fisheries in the Provinces concerned. Already two of the replies have been received, namely, from Saskatchewan and Alberta. In both cases the Provincial Department expresses great appreciation of your thoughtfulness. In both of these provinces also the responsible Department has undertaken to circularize all of the shippers who prevent further recurrences of this kind.

In due course I shall advise you as to the nature of the replies received from Ontario and Manitoba, and I do not doubt but that all of the Provinces will appreciate your having notified the Department.

Yours faithfully,

(H. W. Cheney)  
Acting Director,  
Commercial Intelligence Service.

AEF/EB



T. & C. REEDS



RTR/MCM



MR. FORTINGTON

GOVERNMENT OF THE PROVINCE OF ALBERTA

DEPARTMENT OF LANDS AND MINES

(FISHERIES SERVICE)

January 5th, 1937

Dear Sir:

Re Your File No. 25177  
Canadian Fresh Water Fish Shippers

I have your letter of the 29th ultimo with regard to the difficulties experienced by some Canadian exporters in collecting money due them on shipments. I appreciate very much the interest taken by Mr. D.S. Cole, Trade Commissioner at New York, in the export of fish from this Province. Mr. Cole has given us considerable assistance in the past, and we appreciate very much his offer of further assistance. The suggestions made by yourself are also greatly appreciated, and I will get busy at once and circularize the exporters of fresh water fish from this Province along the lines suggested by you and Mr. Cole, warning them of losses which might be incurred, and also advising them of the offer of the assistance of your New York office in the disposal of their catch.

I will also suggest that the shippers might minimize their losses by taking the precaution of consulting your New York office before entering commitments with New York dealers.

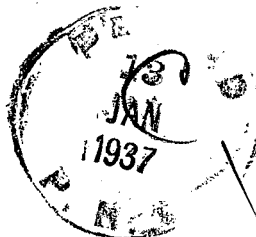
Yours faithfully,

*R.T. Rodd*

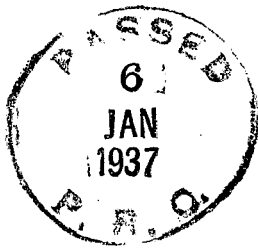
R.T. Rodd,  
Director of Fisheries

A.E. Fortington, Esq.,  
Chief - Animal Products and  
Fish Exports Division,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
OTTAWA, Ontario

RECEIVED  
JAN 6 1937  
T. G. C. MCM



000483



ONTARIO

GAME & FISHERIES DEPARTMENT  
OFFICE OF THE DEPUTY MINISTER  
TORONTO 2

January 4, 1937.

R. 177.



Sir:

Re Your File 25177.

Your letter of the 29th ultimo, addressed to the Deputy Minister, re Canadian fresh water fish shippers, has been received and you will doubtless hear from Mr. Taylor when he again resumes his duties on his return to the city.

I have the honour to be, sir,

Your obedient servant,

*V. J. D. Loake*

Secretarial Stenographer.

A. E. Fortington, Esq.,  
Chief - Animal Products & Fish Exports Division,  
Department of Trade and Commerce,  
OTTAWA, Ont.

VJD/MEM.

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# GOVERNMENT OF THE PROVINCE OF SASKATCHEWAN

ADDRESS YOUR REPLY TO  
DEPARTMENT OF NATURAL RESOURCES  
AT POINT OF MAILING



PLEASE QUOTE  
LAND OR FILE  
NO.

GCMC/VJ

DEPARTMENT OF NATURAL RESOURCES

Your File 25177



REGINA, January 2nd, 1937.

MR. FORTINGTON

Dear Sir:-

We have received your letter of December 29th, re Canadian Fresh Water Fish Shippers, dealing particularly with the conditions in New York City.

In reply I would advise that we have circularized all of our fish dealers in Saskatchewan, with this information, and we have also intimated to them that similar information might be available from Chicago or other point, upon application to your Department.

We feel sure that the dealers will appreciate this information and would suggest that further bulletins be furnished if such are available.

Yours faithfully,

G.C. MacDonald,  
Supervisor of Fisheries.

A.E. Fortington, Esq.,  
Chief - Animal Products and Fish Exports Div.,  
Commercial Intelligence Service,  
Dept. of Trade and Commerce,  
OTTAWA, Canada.

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**COPY.**

FORM A.74

December 29, 1956.

25177

Also sent to:

The Director of Game and Fish, Department of Mines & Natural  
Resources, Winnipeg, Manitoba.  
The Director, Fisheries Division, Department of Lands & Mines,  
Edmonton, Alberta.  
The Department of Natural Resources, Regina, Saskatchewan.

The Deputy Minister,  
Department of Game and Fisheries,  
TORONTO, Ontario.

Dear Sir: Canadian Fresh Water Fish Shippers.

Requests are frequently received by Mr. D. S. Cole, the Canadian Trade Commissioner, British Empire Building, Rockefeller Center, New York City, from Canadian Exporters of fresh water fish, invoking assistance in the collection of money due to them by New York dealers. It appears that there are still some large amounts remaining unpaid.

Mr. Cole believes that some if not all of these losses could have been avoided by Canadian exporters if they had disposed of their products through three or four reputable New York dealers rather than accept the attractive offers made by companies of questionable integrity. Shippers could minimize their losses if they take the precaution of consulting our New York office by wire or air mail before entering commitments with New York dealers. Shippers in Alberta seem to have suffered the worst, but firms in Saskatchewan, Manitoba and Ontario are also involved.

The purpose of this letter is to endorse a suggestion made by Mr. Cole that the Provincial department may see fit to circularize exporters of fresh water fish in the Province, warning them of losses which might be incurred and offering the assistance of our New York office in the disposal of their catch in that territory. We hope that you will be able to undertake this, but in any event we shall much appreciate your being so kind as to let us know just what action you decide to take.

For your confidential guidance, the names and addresses of the firms reported to us as having failed to pay Canadian shippers satisfactorily are: Ideal Fish Company, Peck Slip, New York City (now in liquidation), Keystone Fish Company, Peck Slip, New York City.

Yours faithfully,

(A. E. Fortington)  
Chief - Animal Products and  
Fish Exports Division.

AEF/EB

B. F. January 14.

000486

25177

DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING, ROCKEFELLER CENTER

NEW YORK

IN REPLY PLEASE QUOTE FILE NO. 105

December 24th,  
1 9 3 6

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

CANADIAN FRESH WATER FISH SHIPPERS

Dear Sir:

This office is the recipient each year of frequent requests from Canadian fresh water fish exporters for assistance in collecting money due them from New York dealers.

Since September of this year we have received complaints from four Canadian shippers. In each case the difficulty has been the failure of a New York dealer to make payment to the Canadian exporter for fish received and sold. Under date of November 13th, Mr. Oliver Gallie of Sarnia Township, Ontario, reported through his solicitors that \$1000 was still due him from the Ideal Fish Company, Peck Slip, New York City.

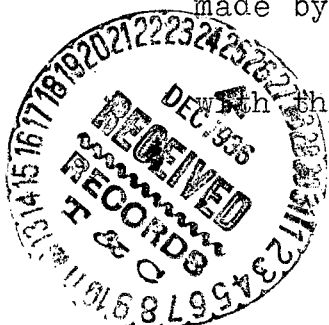
On September 25th the Burwash Fish Company, Edmonton, Alberta, advised that \$1264 was still due them from the Keystone Fish Company, Peck Slip, New York City.

December 2nd, James McIntosh, Edmonton, Alberta made claim through his attorney against the Keystone Fish Company for \$2500, and on December 17th, Mr. W. H. Etter, through the Regina Board of Trade notified us that he had failed to receive \$1205 still due him from the Keystone Fish Company, and \$725 from the Wilmer Fish Company, New York City.

Every effort is made of course, to obtain settlement for the Canadian shippers, but the results are seldom if ever satisfactory inasmuch as shippers receive only a fraction of the sums due them and quite often, as in the case of Mr. Oliver Gallie, the loss is a complete one. In this particular instance, the Ideal Fish Company had gone into liquidation without paying its accounts.

We believe that most of these losses could have been avoided by Canadian exporters if they had disposed of their products through three or four reputable New York dealers rather than accept the attractive offers made by companies of questionable integrity.

As this office is fairly well acquainted with the New York fresh water fish trade, we feel that



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000487

December 24th,  
1 9 3 6

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The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

the Canadian shippers could minimize their losses if they took the precaution of consulting us by wire or air mail before entering into commitments with any New York dealers. It is suggested therefore, that a circular letter drawing the attention of fresh water fish shippers to the services of this office, might be issued by the Department, and distributed to the Exporters concerned, through the co-operation of the Fish and Game Departments of Ontario, Manitoba, Saskatchewan and Alberta.

We consider that this would prove of real assistance to these exporters who can ill afford to incur losses for the sums mentioned in the previous part of this letter.

We would be very glad if you would kindly advise us in due course as to whether or not this proposal will prove acceptable. If so, we would suggest that action be taken immediately as the season is in progress.

Yours faithfully,



(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC

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COPY.

Form A.74.

14834

October 27, 1936.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
Rockefeller Center,  
New York City, N.Y..

Dear Sir:-

INSPECTION OF FISH

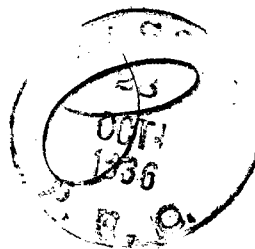
This will acknowledge your letter of September 28th, your file 105, enclosing a memorandum prepared by Mr. G.A. Newman with regard to the possibility of a service being set up for the inspection of fresh water fish at Winnipeg. We forwarded Mr. W.A. Found a copy of Mr. Newman's memorandum and I enclose a copy of his reply. You will note that in Mr. Found's opinion the importers in the United States should arrange for the voluntary inspection of shipments by someone representing them in Winnipeg or other Western shipping ports. He thinks that possibly the Provincial Department of Fisheries will be glad to co-operate with local shippers in overcoming the difficulties complained of by United States importers and that he is bringing the matter to their attention. Under all the circumstances this is probably the best way of obviating the difficulties complained of and I trust that some arrangement will be forthcoming as the result of this correspondence which will ensure better grading and inspection of fish at western shipping points.

Yours faithfully,

(L.D.Wilgress)

Enc.  
HWC/YJ.

Director,  
Commercial Intelligence Service.



000489

MR. PORTINGTON

25701  
14824



775-8-2

OFFICE OF THE DEPUTY MINISTER OF FISHERIES

OTTAWA

October 20th, 1936



Dear Mr. Cheney,-

I wish to revert to your letter of the 1st instant, covering a copy of a memorandum with regard to the proposal for inspection of fish shipments at Winnipeg from your Trade Commissioner in New York.

With reference to the quoted paragraph in the memorandum, it would seem in the light of experience to be entirely unlikely that after fish are boxed for shipment at the warehouse in Winnipeg, or are delivered there, the boxes would be opened and inferior fish substituted for fish as boxed for shipment.

While our Fish Inspection Act could be made to apply to the inspection of fresh fish, this has not been done because no matter how adequate inspection of fresh fish might be at the point of original shipment, there is no assurance of what its quality would be when it would reach the ultimate consumer. The conditions are obviously largely different so far as fruit is concerned. Also, if inspection of shipments of fresh fish at Winnipeg were undertaken, it would, in the nature of things, speedily become necessary to extend such inspection to all shipping points throughout the country. Judging from the correspondence, the crux of the difficulty at Winnipeg is that certain shippers are not entirely reliable. A matter of this kind should soon straighten itself out in the light of business experience, but it should also be possible for some arrangement to be made by the shippers which would take care of a matter of that kind by some type of voluntary inspection by someone representing them. Also, as the betterment of the industry, which is under Provincial administration, is at stake, it may be that the Provincial Department of Natural Resources would be ready to cooperate with the local shippers in overcoming the difficulty. I am bringing the matter to the attention of the Provincial Department.

Yours truly,

H. W. Cheney, Esq.,  
Secretary,  
Commercial Intelligence Service,  
Department of Trade and Commerce,  
O t t a w a.

Wm. A. Found  
DEPUTY MINISTER.



000490

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18465  
25/77  
OD.



COPY.

Form A.74.

25101 14834

October 1, 1936.

W.A. Found, Esq.,  
Deputy Minister,  
Department of Fisheries,  
O T T A W A.

Dear Sir:-

INSPECTION OF FISH

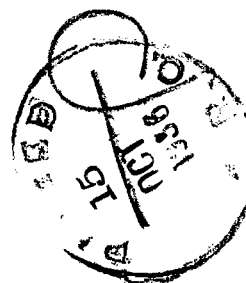
I have your letter of September 22nd and have noted the reason why your department would not be prepared to institute an inspection service in Manitoba for fish being shipped outside of that province. A copy of your letter was furnished to Mr. Douglas S. Cole, Canadian Trade Commissioner at New York City. Mr. G.A. Newman, the Assistant Trade Commissioner, made personal enquiries in regard to the situation at Winnipeg when he was there during the summer. Mr. Newman has submitted to Mr. Cole a memorandum, copy of which I enclose, in which he suggests that the basis for inspection of fresh water fish is not required so much in order to improve quality as to prevent certain malpractices on the part of shippers. You will note that Mr. Newman discussed this matter with Mr. A.G. Cunningham of the Game and Fisheries Branch of the Manitoba Government and that he apparently would welcome some co-operation from your department with a view to preventing the malpractices to which Mr. Newman refers. I should be glad if you would kindly let me know whether there is any merit in Mr. Newman's suggestion.

Yours faithfully,

(H.W. Cheney)

Secretary,  
Commercial Intelligence Service.

HWC/YJ.



DEPARTMENT OF



TRADE AND COMMERCE  
CANADA

TELEPHONE: ~~BOWLING GREEN 7-9320~~  
CIRCLE 6-1230

CABLE ADDRESS, "CANTRACOM," NEW YORK  
BENTLEY'S SECOND PHRASE CODE

THE CANADIAN GOVERNMENT TRADE COMMISSIONER

BRITISH EMPIRE BUILDING ~~250 BROADWAY~~ ROCKEFELLER CENTER  
NEW YORK

IN REPLY PLEASE QUOTE FILE No. 105.....

Sept. 28th,  
1936

MR. CHENEY  
MR. FORTINGTON  
14834

The Director,  
Commercial Intelligence Service,  
Ottawa, Canada.

INSPECTION OF FISH

Dear Sir:

*Attached 9/27*

In reply to your letter of September 26th, your file No. ~~85101~~/enclosing copy of Mr. W. A. Found's views on the establishing of fish inspection in Winnipeg, I enclose duplicate copies of a memorandum which Mr. Newman has prepared on the subject. It is possible that you may think it advisable to submit a copy of this memorandum to Mr. Found's attention.

Yours faithfully,

(DOUGLAS S. COLE)  
Trade Commissioner for Canada.

GAN:HC  
ENC.

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## MEMORANDUM

FROM  
THE CANADIAN GOVERNMENT TRADE COMMISSIONER  
25 BROADWAY  
NEW YORK

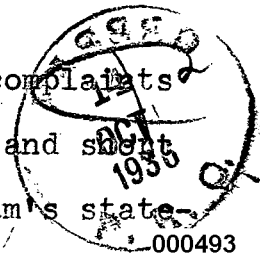
### INSPECTION OF FRESH WATER FISH IN WINNIPEG

I have read Mr. Found's letter with reference to his objections for fish inspection in Winnipeg, with considerable interest, and would say that I am quite in agreement with his views, but I do not think that they have completely covered the situation.

Perhaps I have been somewhat remiss in basing my suggestion for inspection of fish on the need of improvement in quality. The fact is that inspection is really required in order to prevent short shipments, misrepresentation of invoices as to types of fish, and other similar unsatisfactory features of the export, in which the time feature does not enter. This point was more clearly stressed in the second paragraph of Mr. A. G. Cunningham's letter to Mr. G. E. Bellerose, General Manager of the Canadian National Railways, Express Department, Montreal, a copy of which letter I submitted to the Department under date of August 21st, and which I believe, you brought to the attention of Mr. Found. For your information, I am quoting below the paragraph referred to:

"It is stated boxes of fish would leave the shipper containing a certain class of fish, and when opened up by consignee the fish would not be the same kind as invoiced. It is also stated that tags had been switched after traffic invoiced, furthermore the quality and weight was not always according to invoice."

Last winter, this office received a number of complaints from purchasers in the New York market as to mislabelling and short shipments, and I can therefore, substantiate Mr. Cunningham's statements.



## MEMORANDUM

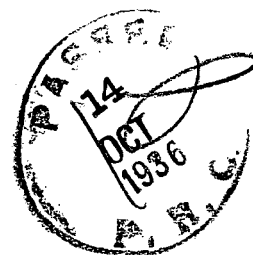
FROM  
THE CANADIAN GOVERNMENT TRADE COMMISSIONER  
25 BROADWAY  
NEW YORK

PAGE 2

I am quite aware that the general inspection of fish lies within the hands of the provincial authorities, but was hoping that perhaps some arrangement might be made between the federal and provincial authorities whereby some of these unfortunate business practices might be ameliorated.

Judging from my conversation this summer, with Mr. A. G. Cunningham of the Game and Fisheries Branch of the Manitoba Government, I am inclined to believe that they would welcome such co-operation.

*G. A. Newman*



000494

Form A.74.

25102  
14824  
September 26, 1936.

Douglas S. Cole, Esq.,  
Canadian Trade Commissioner,  
The British Empire Building,  
Rockefeller Center,  
New York City.

Dear Sir:-

INSPECTION OF FISH

I am enclosing copy of a letter received from Mr. W.A. Found, Deputy Minister of the Department of Fisheries, commenting on Mr. Newman's suggestion contained in his report on the market for fresh water fish in the United States that there should be some arrangements made to inspect in Winnipeg fresh water fish shipments to the United States. You will note that the Department of Fisheries is not prepared to undertake such inspections for the reason stated in Mr. Found's letter which appears to be adequate.

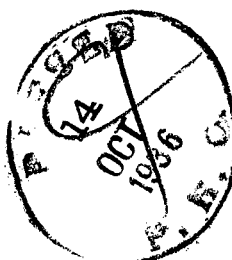
Yours faithfully,

(L.D. Wilgress)

Director,  
Commercial Intelligence Service.

Enc.  
HUC/YJ.

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FORM A-1

FILE NO. 31093

Department of Trade and Commerce

SUBJECT:-

COMPLAINT RE CANADIAN SHIPPERS OF FISH NOT  
RECEIVING PAYMENT IN NEW YORK. ENQUIRIES  
RE STANDING OF FIRMS. CONFERENCE WITH  
MANITOBA AND OTHER PROVINCES RE ABOVE.

NAME

ADDRESS

DATE

FILE MADE

MAR. 3RD, 1937.

P.R.C:S.A.