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Vancouver, B.C. Dec.6, 1902.

Messrs. The B.C. Packers' Assn.

C I T Y.

Dear Sirs:-

During my recent trip to the East I looked into the question of supplying the American market with frozen, fresh and pickled salmon.

In dealing with this I would recommend in the first place that for ordinary market business we should work from the same houses that I mentioned in connection with the Halibut business, Viz: Lynch & Co. in New York, Nagle & Co. in Boston, and the Jessop Co. in Chicago.

Chicago will take about a car-load of salmon per week, and while the market price varies considerably, so that it is practically impossible to state what could be depended upon, we should be able to handle a business, and make considerable money out of same. The principal houses supplying these goods to-day are the Seattle Fish Co (part of the Pacific Pack ng & Navigation Co.), and Chlopeck Bros., who are in reality an off-shoot of The A.Booth Co. The demand has been greater than these people have been able to supply, and as a consequence there have been quite a few smaller concerns start in, and have done fairly well, the principal difficulty with them being that the houses in the East could no t always depend upon a steady supply, as those in the business had taken it up without considering the amount of capital that might be required. We have a decided advantage over all except the two concerns mentioned above, in as much as we have got fresh fish to dispose of in summer, and frozen

fish in winter, so that we could keep our agents supplied with fish practically the whole year round.

When I was in New York the price for Cohoes was 9¢ per lb., Steelhead 12¢ per lb., Dog salmon 7¢ per lb., all fresh; and these prices, on the basis of what the goods could be obtained for, would show us very considerable profit.

Frozen Steelheads to-day are selling in New York market at 9¢, Dog salmon at 6 to 7¢. Other varieties were not quoted, but on these two grades there will be a profit for us, at the prices at which we can obtain fish.

I also saw Thos.Woodward & Son, #44 Front St., New York, who are the suppliers of practically all the smoking trade in New York. They had large quantities of fish, all of the Spring variety, and want them graded, one lot to contain 8 to 11 lb. in weight, to the side, others to contain 11 to 15 lbs. The fish are wanted split into sides, with the head and tail off, the entire bone to be taken out, and the fish packed in casks containing about 700 lbs.nett.weight of fish. They want to be put up in what is known as a mild cure, as fish so treated are better for smoking purposes than those frozen or sent fresh. The market price for these goods will average from 11 to 12¢. Wallace Bros.have sent the larger portion of their pack to this market in the past, but have been unable to fill all the demand offered.

If these fish can be put up in a mild cure, with such a small percentage of salt that no soaking is required in order to reduce the salty taste, it would practically give us control of the market; but, in any event, it is necessary for us to employ a mild cure in order to sell to the smoking trade at all. A recipe which is used for this purpose I give on a separate memorandum, but while this is satisfactory as far as the work itself is concerned, it does

not compare with the goods put up by Wallace under his special preparation, and which the New York market find satisfactory for their purposes.

I would recommend that this fresh, frozen and pickled fish business be given immadiate attention, and that every effort be made to develop the market in the Eastern States. If properly looked after it can be built up into a business that in prpportion, will be more profitable than the canned salmon, and one that at the present time is only in its infancy.

If taken in hand at once those starting in will have the best show to establish good strong connections, but if left until later on, it will cost a great deal more to make an entrance into the field than would be the case at the present day.

We have the ice making plant for fresh shipments, we have the cold storage plant for frozen, so that there is no reason why we should hesitate in this matter through fear of increased expense.

Yours truly,

H.D.

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The British Columbia Packers' Association

GENERAL MANAGER.

To show the value of the fishing industry, as far as the handling of fresh and frozen fish is concerned, I will mention that following figures, taken from the report of the Fisheries Commissioner of Washington, over years 1897 - 1900, inclusive, will give some idea of the amount of business done in salmon and halibut by Puget Sound shippers.

Puget Sound.

1897.	Fresh salmon,	11,680,000 lbs.,	value	$175,200.00
	Salt do	3,720,000 lbs.,	"	74,400.00
	Smoked do	672,000 lbs.,	"	40,320.00
	Fresh Halibut	3,102,000 lbs.,	"	93,060.00
1898.				
	Fresh Salmon	8,530,000 lbs.		
	Salt do	2,820,000 "		
	Smoked do	744,000 "		
	Fresh Halibut	2,847,000 "		
	Smoked Halibut	87,000 "		
1899.				
	Fresh Salmon	12,637,000 lbs.		
	Salted do	4,110,200 "		
	Smoked do	822,300 "		
	Fresh Halibut	3,130,400		
	Salted & Smoked Halibut	37,230		
1900.				
	Fresh Salmon	6,722,000 lbs.		
	Salt do	2,620,000 "		
	Smoked do	720,000 "		
	Fresh Halibut	3,722,000 "		

Salted & Smoked)
) 4,327,000 lbs.
Halibut)

I have not the figures covering 1901 nor 1902, but there has been avery large increase in the last two years, as is shown by the statement of the Fis hery Commissioner respecting 1902, in which he states that the Puget Sound district, in addition to the ca nned product, also produced 43,633,000 lbs. of fresh, salted and smoked fish, which were balued at $1,789,900.

Yours truly,

H.D.

The British Columbia Packers' Association
Henry Doyle
GENERAL MANAGER.