

Æmilius Jarvis, Esq.,
Toronto, Ontario.

July 23rd, 1919

Dear Mr. Jarvis,

Your favors of the 17th, together with copy of Minutes of a Meeting of the Eastern Directors held in Toronto on the 17th instant received, same will be read at our next Directors' Meeting.

Regarding their ideas of increasing the dividend to six percent, perhaps this might have been deferred until something more is known of the results of this season's business.

Regarding your query regarding the possible profits of the Wallace Fisheries. You are aware that the writer dislikes very much to make estimates of this kind, but from present indications their plant at Claxton on the Skeena should show a good profit this season. Strathcona on Rivers Inlet, while the pack is very short there, should also make some profit. Their place at Smiths Inlet should also show a little profit although they have been interfered with very much by some agitators said to be returned soldiers who burnt up two or three seines, worth some \$3000 to \$4000, and stopped the fishing until other seines were sent up and now the Fisheries Department have cancelled their Licenses and stopped their seining on the 20th instant when the fish should have been running very well.

Their Kildonan Plant on the Albernie Canal should make some money, although their pack is largely Chums and Herring. These fish do not run for sometime yet, but if they are in as good supply as they have been for the past few years they should be packed profitably.

Quatsino and Nadhan Harbor plants, the writer knows very little about and will have to take what Mr. Burke says about their profitable packing.

On the whole, providing the supply is reasonable the Wallace Fisheries should show a fair profit this year as prices are good.

While you state that you are satisfied to take a chance on the supply you must be aware that the higher grades of salmon are getting scarcer. While the total pack is a little larger than formerly, it is made up of more than two-thirds of the lower grades. This, to the writer, is of as much importance as the continuous interference of the Government, who on account of the decreased supply, are making longer closed seasons and limited fishing areas, interfering with gear as evidenced by their actions at Smiths Inlet.

If they stop our seining at Lowe Inlet and on the Nimpkish they will close our Lowe Inlet and Alert Bay canneries. The action of the Government towards our Company, provided we obtain or take over these other properties, is also a serious matter and must be considered. If the proposed interview with Mr. Ballantyne takes place regarding this matter, we trust that you will see that Mr. Found is present, as he practically runs the Department and is the man to be feared and not the Minister. We are sure that the Fisheries Department is influenced greatly from a political standpoint.

Your Western Directors had only the welfare of the Company at heart when they thought it would not be good business to practically mortgage all the holdings of the present Company to obtain other properties whose total profits, judged by showing made by vendors on profits they have made it would take at least seven or eight years to pay for these properties, provided they did as well as in the past, which is hardly to be expected.

The pack to date is not very good, only the Skeena River is doing anything. They have had a fair run to date. Rivers Inlet so far is only half pack, Bella Coola, very poor. Alert Bay has done very well to date. Nothing on the Fraser up to the present time. It is yet too early to make any estimates and we trust that with fair weather we will make a fair pack and a fair showing, but we are a little disappointed at several places in the North.

Yours respectfully,
The B. C. Packers' Association,
General Manager.

WHB/

W.H. Barker

Æmilius Jarvis, Esq.
Jarvis Building, Toronto, Ont.

July 31st, 1919.

Dear Mr. Jarvis,

I beg to acknowledge your telegram of the 29th instant and would say that same was read at the adjourned meeting of our Board of Directors, held yesterday. Copy of Minutes you will receive under another cover.

You will note that the Board acquiesced in your wishes as to increasing the dividend to twelve (12%) percent for the B. C. Packers' Association. They agreed with the writer that the time was rather inopportune for this, as we are right in the packing season and the run to date has not been quite as good as we have wished. We have something like 75,000 cases packed and have prepared for 260,000 cases. We scarcely think we will pack this quantity, although we may. If it had been thought best to raise the dividends early in the spring when the results of 1918 packing was known, it seems to the writer that would have been the proper time. To do it now would imply that we felt satisfied we would be able to continue this dividend and to earn it this year. We trust that we will do this, but there is nothing certain about it. You can depend upon it that we will do our best, and as prices are extremely high we think we should make the dividend this year.

Shortly after our meeting we had telegraphic reports from Bella Coola and Rivers Inlet. The season is about over at Rivers Inlet with a very short pack. The Sockeye season at Bella Coola was one of the smallest packs they have ever made there, about 2000, however we have never made a big Sockeye pack there and must trust to Cohoes and Pinks to fill our cans and ought to be able to do so. As we have so often stated, everything depends upon the supply and there is yet time to make a fair season. It has been a little disappointing to date.

The pack on the Coast will be very short, as in several parts of Alaska their pack is only twenty-five percent of last year.

Yours truly,
The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

September 23, 1919.

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 22nd instant and confirm ours of today's date as per copy herewith.

The Fisheries Department have given the Chief Inspector of Fisheries authority to stop fishing where he deems it necessary. He has used this authority to close canneries on the Naas, Skeena, Lowe Inlet, Bella Coola and some other points, allowing two or three Canneries - Namu, Bella Bella and the West Coast - to continue fishing. The reason given is, that it has been a very dry fall and the small rivers are low, stopping the fish from getting up, so that they wish to have enough fish get up to keep up the supply. This of course will interfere a great deal with our fishing, particularly at Bella Coola. We packed 43,000 cases at Bella Coola last year, and have only a little over 11,000 cases packed to date. We are trying to get the Fishery Officer to allow them to continue, as the fish are in very good condition and the Cohoes have just commenced to run. We fear, however, that we will not be permitted to continue.

It is quite possible that we may pack four or five thousand cases more, but do not expect to do more than this, that would make our pack 215,000 cases. We had 262,000 cases last year. It is hard to say just how we will come out, as materials, labor, food, and most everything is higher, but we have every reason to believe that we will do fairly well, which is all we can say at this writing.

Yours respectfully,
The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Æmilius Jarvis Esq., Vice-President, B. C.
Packers' Association,
Jarvis Building, Toronto, Ont.

October 10th, 1919.

Dear Mr. Jarvis:-

Your wire of the 9th instant received asking me to write you regarding the affect the International Fishing Treaty will have on the Fraser River salmon canning interests.

The International Treaty has not yet been confirmed by the United States Senate. We hope it will be, but fear it may not. The affects on the Fraser River salmon interests will be beneficial. The Fraser River Cannerns got about all they asked for when the International Committee met here last Spring to confer with the interests of Puget Sound and the Fraser regarding necessary joint legislation.

All interests agreed that the depletion of the Sockeye run was caused mainly by over-fishing. However, the four-year run which had been good and would probably have remained so, was done away with by the Canadian Northern Railway dumping their debris into the pools or resting places which the salmon had at and near Skuzzy Rapids and Hell's Gate. These pools were all filled up so that the tired salmon could not get through the rapid water at the above mentioned points and hundreds of thousands of them died without spawning. Just as soon as the Government knew of the obstructions, they immediately commenced to remove them, but worked at a disadvantage as the river was falling rapidly at the time. They, however, accomplished a great deal and allowed a good many salmon to get up, but not enough to keep up the supply.

The writer's ideas coincide with many of the packers, particularly on the Puget Sound, that the early fish are what is needed to re-stock the river, and that a close season at the commencement is much better than shortening it at the close time. It was decided, however, that no fishing be done for Sockeye from the 20th of July to the 1st of August, and that all Canneries be allowed to commence fishing at that date.

The Puget Sound interests wished the commencement date for the Fraser to be the 7th, and then the 5th of August. This we would not agree to. We also asked that purse-seines (which catch by far the larger quantity of salmon and are the worse menace the industry has) be restricted to an area as it was necessary to catch fewer fish. This practically puts them out of business so far as Sockeye fishing is concerned and they are restricted to waters west and south of a line from Trial Island to the lower end of Widby Island. As above stated, this will put them out of business.

Take it altogether, the Fraser River Cannerns are well satisfied and hope that the Treaty will be ratified by the United States Senate. The writer feels satisfied that if the Treaty is ratified it will not be necessary to close the Fraser River cannerns down, which would have to be done to be very much good at least eight years. At the end of that time our present machinery would have to be renewed, our fishermen and cannery help would be scattered and gone, and it would be practically a new start.

If Cannerns cannot be profitably operated on the river they will soon stop. This applies also to Puget Sound, where only a few of the traps will be put in next year, so that a large portion of the fish would be able to get to the upper reaches and spawning grounds.

As far as we are concerned we have never lost any money on the Fraser and scarcely think we will this year. We have packed about 14,000 cases of Sockeyes and about 46,000 cases of other grades this year. Probably the total pack of the Fraser River will be about 24,000 cases of Sockeye and 100,000 cases or more of other grades.

While this quantity is not very large, still it is something in these times, and gives employment to quite a number of people, besides using up a lot of material and helping out in that way other industries.

Regarding our own pack here this season, we will be short some thirty-two or three thousand cases of last year. Only one or two of our Cannerns are now operating. We have closed one Cannery set of books, so are unable to say just what results will be, as they differ very materially at each place.

The costs are very much greater than last year, the Government having taxed us with very heavy additional license fees, which will cost this Company nearly \$35,000.00 more than last year. Provincial taxes too are high, and as you are well aware, materials have been advancing steadily, so

that we cannot tell just exactly what the cost will be. We have, however, caught more Sockeyes and less lower grades. The Government's action has interfered seriously with the business, having stopped all fishing in District No. 8 except at Queen Charlotte Islands - part of it on the 14th of September last and the balance on the 25th. They had some reason as the season had been a dry one and the smaller streams were very low, but the larger streams where we got our Cohoes, such as the Skeena, Naas and Bella Coola rivers, were not affected by the dry season as there was plenty of water and the rains had started about the 15th of September. Our pack of Cohoes has been cut down by this order fully 20,000 cases, and we think the pack of this grade of fish in the Province will be probably 100,000 cases less than it would have been if we had been allowed to fish as heretofore. This means One and a quarter million dollars kept out of the Province, and a carry-over of high priced materials.

The great trouble is that the Fisheries Officials never consult the interests here, and seem to look upon them as being detrimental, when as a matter of fact our interests are identical, as without a future supply our permanent investments would be of little value.

The writer will take this up with Mr. Ballantyne if he comes out this fall; he should have been here long ago.

Yours respectfully,
The B. C. Packers' Association,

General Manager.

(Handwritten) I would suggest that you (illegible) . . as much as you think best, but not past the (illegible) . . . The Fisheries Officials do not like (illegible) in the leading papers and crush our Company when a chance occurs.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B. C.
Packers' Association,
Jarvis Building, Toronto, Ont.

December 9th, 1919.

Dear Mr. Jarvis:-

Yours of the 3rd instant together with copy of letters from and to D.H. Taylor, Esq., Montreal, regarding the desire of the Connor Bros. Ltd., to sell out, received, and same will be placed before the Directors at their next meeting. We fully concur in your reply and think the Board will do the same.

Our books are being rapidly closed up - only three or four of them yet to be closed. Our shewing will be a good one we are pleased to say, and we will send you copy of our Balance Sheet as soon as we are able to do so.

Regarding the Balance Sheet. It is the writer's intention to issue a Balance Sheet of the B. C. Fishing & Packing Co., Ltd., and not the B. C. Packers' Association. We hardly think it necessary for the public to know too much about our business. If any of the shareholders of the B. C. Packers' Association want a Balance Sheet, we can give them a typewritten one. What do you think about this?

Yours respectfully,
The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

December 12th, 1919.

Dear Mr. Jarvis:-

Your telegram of the 10th instant received on the morning of the 11th, but the writer was busy all day until half past eleven last night with the Minimum Wage Board, hence the delay in replying.

We confirm our reply - copy herewith.

Some time ago the Department wired us that it was their intention to throw open all the Northern District, both as regards fishing and Canneries, and asked us for an opinion at once. Mr. Clements, M. P., got the Canners together, and he sent a strong protest against action of the Department in doing away with the limited fishing and cannery licenses. The B. C. Cannery Association also sent a strong telegram, and we understand that some of the British Columbia Members also protested against the action of the Department in throwing open the fisheries. The War Veterans Association have also protested, as they fear the competition of the Japanese fishermen, who are by far the most successful and the hardest workers. They prefer that the number of licenses be limited and that they get some of them.

A few days ago we were informed that a man named Cliff, (associated with an American packer named Loman from the other side), had cleared a piece of land in the vicinity of our Lowe Inlet Cannery on which to build a Cannery. Capt. Gosse, who has been successful in obtaining licenses at Rivers Inlet, Skeena River, and who also has Canneries on the Fraser and one at Alberni, another at Bella Bella, had arranged with Cliff to obtain the license from him, or to have control of the Company providing they can obtain a Cannery license and some of our seine licenses.

We do not know just how much there is in this, but the manager at our Lowe Inlet Cannery gives us this information.

As we stated in our wire to-day, if the Department are to give more Cannery licenses in occupied territory, it would be very much better to throw the whole thing wide open and let anyone build anywhere if they have the money to do so; it would then be "survival of the fittest".

Capt. Gosse and his son-in-law, a man named Strang, are East we understand at Ottawa. Cunningham left for there a week ago. We understand that Cunningham is very much opposed to throwing the fishing open.

You will remember when the writer was East about a year ago, the Minister himself promised us that in view of the heavy (illegible) for cannery and fishing licenses and also for a 4 cent per case tax on canned fish, that the Department would not issue any more licenses in territory already occupied and would not interfere with existing licenses held by owners and others. Some little time afterwards we had word that the Minister had been forced to change his mind in order to give licenses to returned soldiers who were asking for them. In consequence, 30% of the licenses at Rivers Inlet and other Northern streams were given to returned soldiers as well as some seining licenses. No licenses, however, were taken from us.

Quite a number of these returned men fished at Rivers Inlet and Bella Coola, and a few elsewhere. They did fairly well considering they were new at the business, but only caught about half the number of fish that the Japanese and experienced fishermen caught.

You can see that we were forced to give our valuable nets and boats to these inexperienced men, and we must say, that considering their inexperience, they did fairly well, although the loss to us was considerable.

This continual changing of the regulations is almost unbearable. We don't know what to expect; there is absolutely no stability to the Government regarding the fishery regulations.

Yours respectfully,

The B. C. Packers' Association,
General Manager.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B. C.
Packers' Association,
Jarvis Building, Toronto, Ont.

December 17th, 1919.

Dear Mr. Jarvis:-

Yours of the 10th instant received and we were pleased to note that you had noticed we had packed our share of the Sockeyes and higher grades. There is absolutely no money in Chums, in fact, we think they will be sold at a loss. At near as we can find out, there are fully 500,000 cases of these in British Columbia unsold. Some of our competitors have carried Chums for three years. There are fully 800,000 cases of these Chums unsold in the United States, so it looks as if people carrying them might stand a substantial loss. Notwithstanding the small quantity we have packed, we are carrying over 30,000 cases of these lower grades, mostly Pale Springs and some Chums. We are endeavoring to dispose of these, and think we will be able to do so early in the coming year. We have small consignments in good hands in France, and expect to make a consignment to Genoa soon.

The present rate of exchange interferes very much with business with these Countries.

Again adverting to Chums. Wallace Fisheries had 34.5% of their pack Chums, and Bell-Irvings, Goos-Millerd, and the Northern Packing Co., their packs were about one third Chums.

Referring to our telegram regarding the issuing of licenses, we have heard since that Capt. Gosse of the Gosse-Millerd Co., had gone to New York, principally about some herring that he had there unsold, to see if he could not dispose of it.

Canned Herring is much in the same way as Chums - unsaleable. Mr. Millerd told the writer that they had lost \$25,000.00 the last two years packing herring, and we are of the firm opinion that their loss is still heavy, as they have a large quantity unsold. Wallace Fisheries no doubt came out a little better, but we feel satisfied they will make no money from this on with herring. We did well to keep out of it.

Yours respectfully,
The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B. C.
Packers' Association,
Jarvis Building, Toronto, Ont.

February 4th, 1920.

Dear Mr. Jarvis:-

Our Balance Sheet is gotten out and has been passed upon by the Auditors, and will be passed upon by the Board of Directors tomorrow, when a copy will be sent to you.

Our attention was called to the fact that in the assets of the B.C. Fishing & Packing Co. Ltd., there are 3470 shares of Preferred B. C. Packers stock. In the Private Act incorporating the B. C. Packers Association it was stated that 25% of the profits of each year should be set aside to purchase said preferred shares until all of same were purchased or converted into Common stock. It seems that these Preferred shares instead of being converted into Common stock, were exchanged for stock in the B. C. Fishing & Packing Co. Ltd., at the rate of two for one, and are held by the B.C. Fishing & Packing Co., Ltd. as "Preferred Shares.

The Auditors state that these Preferred Shares should have been converted into Common stock first, and thus all the Preferred shares be eliminated.

Another point which occurred to the writer was, that on the face of the Preferred certificates of stock, they are to receive a 7% dividend, and they are actually now getting a 12% dividend.

Would it not be better to still convert these Preferred shares into Common shares, and have the Common shares held in lieu of the Preferred?

The writer will write you tomorrow after the Directors' meeting regarding the Balance Sheet and Profit & Loss Statement, and other matters.

Yours respectfully,

The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice-President, B.C.
Packers' Association,
Jarvis Building, Toronto, Ont.

February 5th, 1920.

Dear Mr. Jarvis:-

We have just finished the Directors' Meeting of The B. C. Packers Association and the B. C. Fishing & Packing Co. Ltd.

Minutes of both meetings, together with the Balance Sheet, which has been passed, and the Profit & Loss Statement will be forwarded to you by tomorrow's mail. It will be impossible to get them off earlier.

Our gross profits were \$495,122.83 - Depreciation, which includes a special one on the Fraser River plants of \$100,000.00 - a total depreciation of \$175,916.46 leaving a net profit of \$319,206.37.

The writer thinks that perhaps you will be a little disappointed at this shewing, but under the circumstances, we consider it a very good one. In the first place, we could have made the shewing appear very much better, but it would result in our paying much heavier taxes both to the Provincial and Dominion Governments, which we feel we have been paying more than our share.

The inventories have been written down, and our stocks of Canned Salmon have been put at a value at which we feel sure we can realize or perhaps do better.

Adverting to letters written by the writer, to which he has had reply referring to the proposed change of balance sheet sent out to the shareholders of the B. C. Fishing & Packing Co. Ltd., we will forward to your address tomorrow our ideas of the balance sheet, which is a combination of the B. C. Fishing & Packing Co. and the B. C. Packers' Association, and still does not give the public too much information. The writer is very sorry that this has not been done before.

You will note that the call for the meeting and the writer's report and balance sheet is all combined. This has been passed upon by the Board as being preferable to the old style of statement, and we have been instructed to send it out. We trust that it will have your approval.

One little change we would like to make in it - not in the wording at all, but in its get-up - which the printers can do by perhaps using smaller type - that is, putting the report of the Auditors on one page, which would be exactly opposite and come before the list of assets and liabilities. Will you kindly so instruct the printers, or rather, the Prudential Trust Co., who we understand attend to the printing, to enclose with these the proxy made out in name of the writer and Mr. Braid, when they cannot attend the meeting.

Last year we were rather hard pressed for a quorum to hold the annual meeting of the B. C. Fishing & Packing Co. owing to insufficient proxies reaching us in time, so that if you would have the larger shareholders forward these as early as possible, we would be sure to have enough for a quorum.

Enclosed herewith copy of a letter from the writer addressed to yourself and the Board of Directors, which was read at the meeting. This will not occasion any surprise, as you must have expected it from the writer's talk with you when last in Toronto. There is little to be said except what has been said in the letter itself, except that the writer may add that he feels very sorry to sever his connection as General Manager with the Association after such a long and pleasant time he has held the position, and the universal kindness and courtesy shown him by yourself and the other Directors.

Yours respectfully,

The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Enc:

Æmilius Jarvis, Esq., Vice President, B. C.
Packers' Association,
Jarvis Building, Toronto, Ont.

February 6th, 1920.

Dear Mr. Jarvis:-

Please find enclosed Balance Sheet, Profit & Loss Statement, copy of minutes of yesterday's meeting of the B. C. Packers' Association and of the B. C. Fishing & Packing Co. Ltd., also the combined form of Notice of Meeting, Writer's Report, and enclosed Balance Sheet.

We feel sure that you will find everything plain in both Balance Sheet and Profit & Loss Statement, as the ones sent you are similar to the ones you have had heretofore.

Regarding the profits for the season. The writer omitted to say yesterday some of the reasons why the profits were not larger.

First - is the Government, which took from us fully \$30,000.00 in license fees more than previous years. Then the Government, by a change in regulations, stopped us from fishing for Cohoes just as the run commenced. Cohoes usually commence to run about the middle of September, and usually run well into October, but the bulk of the packing is done from the 20th to the 30th of September. All our Canneries in District No. 2 were shut down on the 20th of September just as the Cohoes commenced to run. We are sure that we would have packed at least 25,000 cases of Cohoes which were sold at good prices, on which there would have been a profit of at least \$50,000.00, as you can understand that every additional case packed decreases the cost of pack that much.

Then of course there was the higher cost of materials, labor, etc. Freights were almost double; seal advanced from \$4.50 to \$7.00 per tin, in fact, everything that went into the pack was more expensive, including fish.

Regarding the writer's intention of leaving the Company, he might say that it is not his intention to leave town and he will be available at any time to assist the management, and which we think can be well be put into the hands of Mr. Whitehead, who has been Assistant Manager for some time, and the writer will take great pleasure in assisting him in any possible way at any time, and he will be available most of the time.

Yours respectfully,
The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

February 12th, 1920.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 11th instant, and confirm my reply of today's date - copies herewith.

I might say that it is not my intention to leave town, and that I should be only too pleased to be of any service to the Company I have been in charge of for so many years. Anything I can do towards the success of the Company I shall be only too pleased to do it. I feel that I want to get rid of the responsibility and be able to get away at any time for a short time, but as I have before stated, I intent to remain in Vancouver and continue to make it my home. It will all rest with your goodself and the balance of the Directors and Shareholders at the Annual Meeting.

I might say that one reason for my wishing to get rid of the responsibility is the attitude of the Government towards the business. I do not think they are antagonistic to us any more than to others in our line, at the same time, the uncertainty as to what they will do and may do, over which we have no control, keeps one in a constant worry, and interferes very much with the successful working of the business.

In a recent letter I stated how they interfered with our Cohoe pack last year. Our customers were disappointed, and we lost at least \$50,000.00 and the Province an income of over a million dollars, for no good reason at all.

The action of the Government in throwing everything open, that is cannery and fishing licenses, has confirmed the judgment of the Board here in not recommending the purchase of the Wallace Fisheries. In the minds of the salmon packers here, the value of all plants has become somewhat questionable. Not only this one action, but anything else the Government may do.

The market for canned salmon remains inactive, that is for the lower grades, which is all that is unsold at this time. We, however, have managed to sell a little right along and at a little better price than we inventoried them at. It is fortunate that our proportion of these cheaper fish was so small, being less than 9% of Chums, while the Wallace Fisheries and other of the other larger packers here ran from 30% to 35% Chum to their total pack, most all of which is unsold. As the people of Canada will not buy these cheaper grades, and the present rate of exchange interferes very much with selling it abroad, we do not know what they will do except to carry it until things become more stable.

We are forwarding you to-day under separate cover copy of the "Pacific Fisherman Year Book", which we thought might interest you.

Yours sincerely,

The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Encs:

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

February 18th, 1920.

Dear Mr. Jarvis:-

We are in receipt of your favors (2) of the 12th instant, and note contents.

We note that you have instructed the Prudential Trust Co. to have the balance sheet, report, call for meeting, etc. printed as submitted to you, and would thank you for a proof copy as soon as one is ready, as the Auditors have expressed a wish to see same, thinking perhaps there might have been some slight changes made to it.

Regarding the values of the Fraser River plants, the writer is under the impression that these were re-valued by himself in 1904 and the values placed were \$1,006,916.00

Depreciations up to 1919 were	347,653.00
	659,263.00

Special depreciation in 1918 owing to short fish supply, and 1919, of \$100,000.00 each making	200,000.00
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Leaving value of plants standing on our books at present	\$459,263.00
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which we think is quite a reasonable value, and as there is a considerable realty attached to these plants, they should easily be worth this amount.

In this connection we might say that our special depreciation of \$100,000.00 has not been allowed by the Tax Commissioner - Mr. Breadner. We had written him twice regarding this special depreciation and again yesterday after receiving his reply to our second letter giving his excuses for not allowing this special depreciation.

This would amount to \$25,000.00 to the Company, but as the tax for 1919 had not been paid and was due the 24th of this month, we had to send our cheque yesterday for \$50,266.66.

As far as we know, we have no redress and felt compelled to pay the tax, although we made a protest when doing so.

We find some difficulty in getting a quorum of Directors for our Directors' Meeting at times. For instance, at our last meeting, with two Directors in the office - the writer and Mr. Whitehead, - we just managed to have Mr. Kelly and Mr. Braid present. Mr. Sweeny had to go to California for his health as he was looking very badly. Mr. Ernest Evans was already in California, and Mr. Flumerfelt, East. Mr. Kelly leaves in a day or two for Japan to be gone some months. We presume that Mr. Flumerfelt will be back here in time for our Annual Meeting. If he does not we fear we will not be able to have a quorum. We had been hoping that you might make it convenient to come out for the Annual Meeting. It is a long way to come, but possibly you might have some business on the Coast, and we should like to see you anyway. We feel satisfied though, that Mr. Flumerfelt will be here, and we do know or think that Mr. Braid will be absent from the City, so probably we will get along anyway.

Yours respectfully,
The B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

E.W. Rollins Esq.
Hotel Maryland, Pasadena, Cal.

March 1st, 1920.

Dear Mr. Rollins:-

I am in receipt of your favor of the 22nd ulto and note contents.

Regarding the writer's resignation as General Manager of the Association. Mr. Æmilius Jarvis of Toronto, had wired the writer regarding his retaining his Presidency of the Company, and the writer assured him that he had no intention of leaving the City, and that he would be pleased to serve as President of the Company provided the Directors so desired; that the idea of his resigning was simply to get rid of some of the responsibilities, and to be able to get away just when he liked or when he felt he could do so.

I was sorry to hear that you had been laid up, but pleased to note that you were again feeling alright.

Will you please give my kind regards to your son Ashton, and to Mrs. Rollins, and I trust that the delightful California weather has been of benefit to all of them including your good self.

The writer would like to get down to Del Monte, but we are now getting our men off North for the coming season's packing, and it would be impossible for him to get away.

Regarding your enquiry as to the \$226,000.00 of Victory Bonds. \$157,700.00 is in the "Insurance Reserve" with Municipal and other Bonds. The balance of the Victory Bonds are in the "General Reserve".

Mrs. Barker joins me in thanks for your kind regards and we trust this will find you in your usual good health.

Yours sincerely,
B. C. Packers' Association,

General Manager.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

June 9th 1920.

Dear Mr. Jarvis:-

The writer has been intending for some time to call your attention to the matter of operation of the Company. The bringing down of the new Budget has emphasized the necessity of this in his mind.

Why cannot the B. C. Fishing & Packing Co. be the operating company, and why cannot the B. C. Packers Association drop out of existence? We have tried with the Minister of Finance to use the B. C. Fishing & Packing Co's. capital as a basis for our income tax purposes, but he has absolutely refused to do so, and says that he must have the operating company.

If we were allowed a five million dollar capital, you can well understand that it would make a great deal of difference to us in the payment of taxes.

During the war we felt satisfied that you and the other large shareholders wished to do our full share towards the necessary expense, but we scarcely can be expected to do more than our share now.

Will you kindly let us know if it is possible for the B. C. Fishing & Packing Co. to become the operating company, and have all the assets of the B. C. Packers Association transferred to them.

Yours sincerely,

The B. C. Packers' Association,

President.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

June 9th, 1920.

Dear Sir:-

We are in receipt of your favor of the 4th instant enclosing letter from Mr. Smithers, and a letter from Mr. A. W. Reid, also copy of your reply to Mr. Smithers, all of which we return herewith.

Regarding the appointment of Mr. Reid as our Agent in Italy, we might say that we have had under consideration the introduction and use of our lower grade salmon in France, Italy, Greece, Egypt and Africa. A consignment was made to Italy on February 26th last of 107 cases, made up of smaller quantities of the cheaper grades. As yet we do not know what has been done, but feel satisfied that the parties to whom they are consigned are responsible ones.

We also sent a consignment to France to Messrs. P. Burns & Co. who have a house in Paris.

Owing to the unsettled state of affairs and the deplorable rate of exchange, it is very hard to sell goods in these Countries. This has been made worse by the American Government having disposed of large stocks of foodstuffs (which include canned salmon) in these Countries.

We think, however, that something will be done; anyway, we have made an effort, and therefore we could not go into the matter with Mr. Reid as we have sent goods elsewhere.

Regarding this season's pack. We are pleased to state that we have made a good start and are packing on the Skeena, Nass, Bella Coola, and a little on the Fraser River. Sales have been made at quite an increase over last year's prices, and now everything depends upon the supply.

Yours sincerely,

The B. C. Packers' Association,

President.

W.H. Barker

WHB.

Encs:

Æmilius Jarvis, Jr. Esq.,
Jarvis Building, Toronto, Ont.

June 17th, 1920

Dear Sir:-

We acknowledge receipt of your telegram of the 16th instant, and confirm our reply of today's date as per copy herewith.

As stated in our telegram, there is absolutely no reason here for the low prices mentioned in your wire for B. C. Fishing stock.

While fishing has only just commenced, our pack to date is ahead of that of last year. Sales have been made at much higher prices, and as you well understand, everything depends upon the supply.

We trust that our telegram would reassure the shareholders, whom you can assure that everything is alright at this end, and with a reasonable fish supply, the results of the season will be as satisfactory as heretofor.

Yours sincerely,
The B. C. Packers' Association,

President.

William Henry Barker

WHB.

Enc:

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

July 19th, 1920.

Dear Mr. Jarvis:-

We are in receipt of yours of the 18th ultimo written from the Yacht "Shamrock" off Sandy Hook.

This morning we are in receipt of a letter from Mr. Walter Gow, of Messrs. Blake, Lash, Anglin & Cassels, of your City, in which he states that he has sent a copy of same to you, and which no doubt you will have seen. We enclose herewith copy of a letter of acknowledgement to Mr. Gow, and regarding the matter referred to, we do not see why any time should be wasted before transferring all the assets of the B. C. Packers Association to the B. C. Fishing & Packing Co. Ltd.

The fact that the assets of the B. C. Packers' Association, including the surplus, inventories, etc. together with the capital, would about make the capital of the B. C. Fishing & Packing Co. Ltd. mentioned in your letter, would not alter the case a great deal, as the surplus is a surplus, and the inventories would remain the same in either event, so that added to the larger capital, which would only pay a dividend of 6% instead of 12%, would make a great deal of difference in the amount of "Income Tax" paid.

If after reading Mr. Gow's letter you come to the conclusion that it is for the best interests of our Company to make this transfer, we would ask you to kindly arrange for everything necessary, so that no time will be lost. Of course this year's business will have to be done by the B. C. Packers Association, but the transfer could be made in plenty of time for our new set of books at the commencement of next year.

The fishing season is going along fairly well. The Nass and Skeena Rivers are only fair, as also Lowe Inlet, but Rivers Inlet has done very well, in fact, much better than for five years' past. Alert Bay, too, has done very well. Sockeyes are commencing to show up on the Fraser River, and it looks as if we might do fully as well on the Fraser as we did last year. Of course everything depends upon the supply, and as you will understand, the season is young as yet, and a great deal depends on what we get from now on. We feel sanguine of a fair season, and that we will be able to pay a dividend.

Yours respectfully,
The B. C. Packers' Association,

President.

William Henry Barker

WHB.

Enc:

Walter Gow, Esq.,
Messrs. Blake, Lash, Anglin & Cassels,
Cor. King & Jordan Sts., Toronto, Ont.

July 19th, 1920.

Dear Sir:-

Yours of the 14th instant arrived, and contents fully noted.

The details of the organization of the B. C. Fishing & Packing Co. as set forth in your letter are exactly as understood by the writer. We are pleased to note that you are of the same opinion as ourselves regarding the idea of the latter Company becoming the operating company.

It is generally understood that the War Profits Tax will be discontinued after this year, but the Income Tax will be revised so as to fully make up for it.

The idea of the operating company paying a dividend of 12% would, in the writer's opinion, compel us to pay a larger tax than if the dividend were half this amount, namely 6%, which is the actual amount paid to the shareholders of the B. C. Fishing & Packing Co. Ltd.

You state that you have been informed that all the B. C. Packers Association stock has been transferred with the exception of the few shares held by the Directors. There are, however, 15 shares - 5 of them held by Messrs. Edward Cronyn & Co., 71 Bay Street, Toronto, - 5 shares held by Sydney R. Fraser, P.O. Box 55, Weston, Ont., and 5 shares held by F. Nash & Co., Montreal, making 15 shares in all. No doubt if these parties were appealed to, they could be induced to have the shares transferred for those of the B. C. Fishing & Packing Co. Ltd.

The writer is writing to our Mr. Jarvis who no doubt will have returned to Toronto by the time this letter reaches you, suggesting that he get you to make the necessary arrangements for the extraordinary meeting, and everything else necessary towards the transferring of all the properties of the B. C. Packers Association to the B. C. Fishing & Packing Co. Ltd.

There will be considerable work regarding this transfer, as we have a great number of properties which will have to be properly described, as well as a great many brands of salmon, many of which are registered, and it will be necessary to have all these specially mentioned so as to be of record.

We think in the interests of all concerned, that the present holding company should be the operating company, and the old B. C. Packers Association drop out of existence.

We know that the formation of the holding company has created suspicion in the minds of many, and been of no benefit that we are aware of.

Yours respectfully,

The B. C. Packers' Association,

President.

William Henry Barker

WHB/G.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

August 30th, 1920.

Dear Mr. Jarvis:-

The season is pretty well along and we probably will not operate our Canneries as late as usual, so as to avoid packing too many of the cheaper varieties, mainly, Pinks and Chums. This being the case, our pack will be a little shorter than last year, although our pack of Sockeyes and Red Springs will be fully as much, if not a little more than last year. You are aware that packing these varieties, particularly at this time, give us the most profits, as there is little or nothing in packing the cheaper varieties owing to everyone wanting "the best". As we stated earlier in the season, prices are good for the higher grades, so that results of the season's operation should be fairly good.

On the 24th July last, our Currie-McWilliams Cannery, situated on Westham Island about opposite Steveston, burned down. It was a total loss. The material and pack were fully insured, but buildings and machinery not quite so well. The amount of insurance as passed upon by the Adjuster is:-

\$129,864.33 on Material
17,000.00 " Buildings & Machinery
making a total of \$146,864.33

We could have spared most any other Cannery on the Fraser River than this Currie-McWilliams. It was so well situated for the fishing, there being no other Cannery in the immediate vicinity. We shall certainly need it as a fishing station, if we do not conclude to re-build, but a very much smaller and cheaper building than before.

We have packed on the Fraser River fully 20,000 cases of Sockeyes and quite a few Red Springs, but very little of the lower grades, so that our operations there will again be profitable.

I am writing you under another cover regarding a matter which the writer thinks is a very serious one to us.

Yours respectfully,
The B. C. Packers' Association,

President.

William Henry Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

August 30th, 1920.

Dear Mr. Jarvis:-

Regarding the annual visit of Mr. W. A. Found, now Deputy Minister of Fisheries, and the Hon. C. S. Ballantyne, Minister of Marine & Fisheries, with both of whom we have had meetings and protested against the continual change of regulations regarding fisheries, it seems that Mr. Found has taken into his head that one method of fishing is more disastrous than others, when we think entirely otherwise.

There are four methods of fishing for salmon on this Pacific Coast. The one most commonly used is as you know the "gill-net", which drifts with the tide and fishes both ebb and flood, but fishes best just before and after slack water, both high and low tides.

The trap method of fishing is of course a fixed appliance. Netting, both wire or cotton fixed on piles driven at right angles to the shore which lead into hearts and from them into a pot and spiller through tunnels. These of course can only be driven where the shore slopes out and the driving is good and where the fish run. They are not much used in British Columbia.

The purse-seine is an appliance ranging from 300 to 600 fathoms in length when hung and 120 to 150 feet deep. They have floats or buoys on the cork line and rings fastened to the line on the lower end of the net through which runs the purse line. These purse-seines are operated by a power boat of from 40 H.P. to 50 H. P. and manned by about eight men. They are really a floating trap which surround a school or quantity of fish and purse them up with the power used and then brail out the salmon into the boat.

The other is the drag-seine, which can only be used on a sandy beach, which usually occurs near the mouth of rivers to which these salmon are going. This drag-seine is usually made of cotton, one end being tied to the shore, the net thrown out and a long line taken to the shore and hauled in by men; usually eight or ten men are used on a drag-seine. This latter is the one to which Mr. Found objects.

We operate two Canneries - The Lowe Inlet, which is entirely supplied by drag-seines (they get fish from no other source), and the Alert Bay Cannery, which get three-quarters or more of their supply also by drag-seine used at the mouth of the Nimpkish. The other portion we get from two traps in that vicinity. No other Canneries in British Columbia depend wholly upon drag-seines as we, consequently our competitors have little interest in drag-seines and care very little for our interests. In fact, we feel satisfied that many of them would be pleased if this method of fishing were abolished.

This method of fishing is extensively used in the United States, particularly on the Columbia River. It was the first method used by the Hudson's Bay Co., and quite a large proportion of the pack is still caught by drag-seines, which are used on every piece of beach from the mouth of the river as high as 260 miles up Celilo. The pack of the Columbia River this year is one of the largest in its history, namely, 625,000 cases. If drag-seine fishing was disastrous it would have been abolished there long ago.

We have gone into the matter fully with Mr. Found, and explained it to Mr. Ballantyne as well as we could in the short time we had with him. The drag-seine method of fishing is the cheapest we have and the least destructive, as we have proved to Mr. Found that the supply of fish, both on the streams, which supply Lowe Inlet and at Alert Bay, is fully as good if not better than it was twenty years ago.

If drag-seining is abolished, I feel certain that both the Lowe Inlet and Alert Bay Canneries will have to be closed down. Now these Canneries are year in and year out the most profitable we have. There are no other Canneries in the immediate vicinity that interfere with anyone, and on the Nimpkish River, near Alert Bay, we have maintained a hatchery at our own expense ever since the formation of our Company. It would be a great injustice to us to have the regulations changed abolishing this method of fishing, or any new regulations which would accomplish the same object. It is a serious matter to our Company and would accomplish no good by the change in regulations.

As we have stated, this does not make much difference to the other packers here, and of

course all the gill-net men would like to see every other method of fishing abolished except their own.

The writer is sure that neither the Alert Bay or Lowe Inlet Canneries can be operated successfully or profitably without the use of drag-seines or with any other gear.

The abolishment of drag-seines would throw out of employment quite a number of Indians, as we employ almost exclusively Indian labor on these drag-seines. These Indians have fished these drag-seines ever since the formation of this Company, and scarcely know any other method of fishing, and we feel sure the Indian Department would be much embarrassed by the Indians losing this work.

Yours respectfully,

The B. C. Packers' Association,

President.

(Handwritten)

Every effort should be made with Mr. Ballantyne before his mind is made up regarding this serious, to us, change in regulations abolishing a mode of salmon fishing - generally used in the United States - & less destructive than any other method - It means a great deal to this Company.

W.H. Barker

WHB.

Barker Letter Book

Volume 2

Page(s) 50

Walter Gow, Esq.,
Messrs. Blake, Lash, Anglin & Cassels,
Cor. King & Jordan Sts., Toronto, Ont.

September 23rd, 1920.

Dear Sir:-

Yours of the 15th instant received, together with enclosures.

We have submitted both letter and enclosures to our local Attorneys, who inform the writer that they had carefully considered both the agreements and your letter explaining same, and are writing you direct regarding the matter.

Yours respectfully,

The B. C. Packers' Association,

President.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

September 23rd, 1920.

Dear Mr. Jarvis:-

On the 20th instant the writer received a letter, together with two copies of agreement and notice of meeting and proxy, all of which have been submitted to our local Attorneys - Messrs. Davis & Co. - who, after carefully considering both the letter and agreements, thought best to write Mr. Gow, as they see some possible trouble in the transfer.

We suppose that the notices can be sent out from your office as has been done in the past, in the event of going ahead with the transfer.

Yours sincerely,
The B. C. Packers' Association,

President.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice President, B.C.
Packers' Association
Jarvis Building, Toronto, Ont.

November 23rd, 1920.

Dear Mr. Jarvis:-

We enclose herewith pack report shewing the complete pack of all Canneries in British Columbia, and their locations.

You will note that while the total pack of Sockeyes for the season is some 18,000 cases less than that of last year, still our pack of Sockeyes is over 5000 cases more than that of last year.

Notwithstanding our effort to curtail our pack of Pinks and Chums, our pack of the former is a little larger than that of last year, but of the latter we made a very small pack.

The results of the season's operations are, however, now known by us, and the shewing will be something similar to last year. However, our carry-over stock will be a little heavier, and we still have some of the lower grades left from last season. We do not anticipate much trouble in marketing these, and would have disposed of them long ago were it not for adverse conditions of exchange, which makes it very hard to do any business with the Continental Countries who use these lower grades.

While our Company is in excellent shape, most of the salmon packers are in very bad shape, owing to their packing much larger quantities of these lower grades than we have packed, and their inability to dispose of them.

The packers of South Eastern Alaska, in fact all over Alaska, are in very bad shape, and many of them will not operate next year.

We understand from reliable authority that the A. B. C. Packing Co. (Bell-Irving's) will pass their dividend this year.

It is gratifying to us to know that we have a surplus - something available if it be needed, and we are only sorry that same is not much larger, as the outlook is not very promising for the coming year. We had to buy the necessary supplies some time ago at extremely high prices, so that the cost of next year's pack will be fully as high if not greater than this year, but we must let next year take care of itself. We are pleased to say that we will be in fully as good, if not better condition than most of our competitors.

Yours respectfully,
The B. C. Packers' Association,

President.

W.H. Barker

WHB/G

Enc:

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ontario.

February 12th, 1921.

Dear Mr. Jarvis:-

I take pleasure in enclosing herewith copy of our Balance Sheet and Profit & Loss Statement, also copy of the writer's report which were all passed upon at a Directors' Meeting held here yesterday.

As stated in my report, the Directors and Shareholders are to be congratulated on the excellent showing of the past season. We have been particularly fortunate when compared with other packers, according to our best information regarding their affairs. It is currently reported that the A. B. C. Packing Co., Wallace Fisheries, and most all the other concerns will pay no dividend for the 1920 operations.

I have before me the Annual Report of the Alaska Packers' Association. They state that the 1920 operating losses amount to \$757, 462.25.

As also stated in my report, the transfer of all the assets of the B. C. Packers Association has been made to the B. C. Fishing & Packing Co. Ltd.

Our local Lawyers are not through yet, as we have instructed them to get indefeasible titles to all our properties so that same will be in first class shape. This necessitated some surveys being made; these were necessary as the recorders refused to place the deeds on record until they were properly described.

Under another cover our Mr. Doucet is writing you, sending you an abstract of entries that the Auditors recommend for the starting of our new books. We trust that this will be fully understood by you, and beg to say that the matter was brought before the Board at the Meeting yesterday, and their opinion seemed to be that the large amount of realty, buildings, goodwill, etc., be not increased, but that the bulk of the surplus go on this account, and will not show on future statements.

We will do nothing in the matter until you have carefully considered it and instructed us further.

Yours respectfully,
The B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G

Encs.

E.W. Rollins Esq.
C/o. Messrs. E. H. Rollins & Sons, 203
Security Building
Los Angeles, Cal.

March 7th, 1921.

Dear Mr. Rollins:-

Your letter of the 2nd instant reached me this morning.

Regarding shrinkage of value in stock of goods held, we think we have made sufficient reduction, in fact, the writer went over the list a second time and took off over \$61,000.00, so that we ought to be able to realize prices at which they are taken into account.

The writer is pleased to know that your business has been good the last year, which is confirmed by friends in (illegible) business of his both here and elsewhere.

I trust you will change your mind and come by way of Vancouver. The weather will be good at that time and it would not delay you very much.

Thanking you for your regards as to the writer's and Mrs. Barker's health, which I am pleased to say is very good.

Yours sincerely,

W.H. Barker

WHB/G.

F. Barker,
Columbia River Packers Association, Astoria,
Ore.

March 7th, 1921.

Dear Fred:-

I am in receipt of yours of the 3rd and 4th instant, and also your previous letters of a few days ago, which the writer did not consider very urgent, so has not acknowledged them before.

The item from the "Seattle P. I." was first published in a local paper here, and is very much exaggerated as to the amount prepared for and also the quantity on hand unsold. These articles do more harm than good.

I note that Warren is likely to close up one or more Canneries in the Bristol Bay District, and which is not to be surprised at.

Sorry to hear that Tom Nelson has been let out of the "Union Fishermen's" as I feel sure they might do a great deal worse from what I know of him.

I agree with you that very little salmon has been moved by those who are able to hold same, as it would have its affect on prices for new pack which will cost a great deal more than they would get at the present time, and make the present situation very much worse than it is.

I enclose herewith copy of our Balance Sheet for last year, which under the circumstances, we consider a fairly good one. Our profits would average fairly well with those of past years.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq. Vice President, B. C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

May 12th, 1921.

Dear Mr. Jarvis:-

I was very much pleased to receive your favor of the 7th instant, and see that you had gotten back and into harness again.

Trust that your vacation has resulted in much improved health, and feel satisfied that it has.

Regarding the enquiry of Mr. Smithers asking how much of our unsold stock reported at the end of the year had been sold, the situation is as follows:-

We had unsold 69,840 cases, on which we placed a valuation of \$472,559.93

Of this, 13,633 cases were consigned to various Countries, from which we have received from sales made 4766 cases \$ 36,304.04

We have also shipped from here 8035 cases, receiving 85,151.90

And have sold but not yet shipped 6407 cases, for which we will receive. . . . 48,497.50
Making a total of \$169,953.44

I might mention that sales which have been made have been quite a little in excess of values placed on unsold stock.

Taking into consideration the unsettled state of affairs and the panicky feeling of the salmon packers and holders both here and on the U. S. side, we feel that we have done remarkably well both in quantities sold and prices realized.

The writer is fully satisfied that if the holders here could get together and name a minimum price for unsold stocks, it would stabilize the market and business would result immediately, as the salmon consuming season is coming on. We have made several attempts to get the packers together but without avail. Your friend Mr. H. O. Bell-Irving seems to be the worst. He will not name a minimum price on anything, and tells everyone that the packing business is in very bad shape and that lower prices are sure to come. He cut the price of Pinks \$1.00 a case, his present price being \$4.25 per case, which is fully \$1.50 less than cost and less than what they can be produced the coming season.

Few, if any, of these lower grades (Pinks, Chums and also Cohoes) will be packed the coming season, and it looks as if they would have to be sold at a loss.

No business has been done for "futures" for export trade. Usually at this time about all the export business has been done. The only sale that has been made was made by Mr. H. O. Bell-Irving - 1000 cases sold for the U. K. at \$15.00 per case - which is \$5.00 less than our last year's price.

You will realize from the above that taking everything into consideration we are not facing a very favorable season as far as profits go. We can only meet conditions as they come and do our best to better them, but in face of so many packers showing extreme anxiety to sell "at any price", makes it hard to do business.

At the first meeting of the Board after our Annual Meeting, the matter of dividends was discussed, and it was thought best to declare a dividend for three months, payable the 21st of this month, and early in August when we will know more regarding quantity packed and sales, we can then consider the advisability of paying a further dividend or passing same.

You will realize that our surplus was taken into our capital account, owing to our capital being increased, so that the bulk of our surplus has been wiped out, and any dividends paid will have to be earned.

We think it is due you to know conditions as they exist, but you can feel satisfied that everybody here will do everything possible to make some kind of a profit this season.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.

President.

P. S. Regarding the Japanese or Siberian Red Salmon - almost equal to our Sockeye - at present in England (mostly in London) there is not the amount you mention. We understand the quantity is between three and four hundred thousand cases. This is all on consignment, and this possibly is one of the reasons why no "future" business has been done up to date. There is also a large quantity of Alaska Reds unsold, - over 100,000 cases belonging to the Alaska Packers Association. Price has been reduced 30/- per case since the New Year.

"W.H.B."

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq. Vice-President, B. C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

June 18th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 17th instant, and confirm my reply - copies herewith.

That the Western Packers would like to sell Butedale is not any surprise to the writer, as the fish in their vicinity are mostly Pinks and other cheap grades of fish, which are and have been for some time past unsaleable, very large stocks being carried here and more so in the United States.

As mentioned in my wire, the Sockeyes in their vicinity are also very inferior. Years ago we used to pack these inferior Sockeyes, which are caught in Gardner Inlet, but had a great deal of trouble with them, and were forced to sell them at a Cohoe price; in fact, they are inferior to good Cohoes.

Most of their pack of these inferior Sockeyes are still unsold, and are being offered at from \$3.00 to \$5.00 per case less than the price we received for our Sockeyes.

Fishing for Springs has commenced, but the run so far has been rather disappointing. We have shipped two carloads of Mild-cured, and have probably two or three thousand cases of Springs in cans. Sockeye fishing commences next Monday in Northern B. C.

The outlook for this season's operations are not at all bright, as heavy stocks of last year, and some from the previous year's packing are held here unsold and are being offered at very low prices.

Our friend (?) Mr. H. Bell-Irving is responsible in a great measure for these low prices, as he cut the price of Pinks several months ago to \$4.25 per case, which is \$1.50 per case less than cost of packing. He also started to sell Sockeyes for export at \$15.00; this is \$5.00 per case less than we received last year for export. One other packer has sold 5000 cases at this price, as we understand they had to show their Bankers that they have made sales before they could get advances. However, no other packers could induced to sell at this price, and we have recently sold several thousand cases at \$16.00, and think that this price may be improved upon.

Owing to the poor outlook this season, many plants are idle, among them Butedale. If your friends are at all interested in salmon canneries, we feel satisfied they will have no trouble in obtaining better plants than Butedale in the near future.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B. C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

June 21st, 1921.

Dear Mr. Jarvis:-

The transfer of all the assets, leases, etc., from the B. C. Packers Association to the present operating company - B. C. Fishing & Packing Co., Ltd., has been made.

We found that titles to quite a number of our properties were not in the best of shape, so we instructed our Attorneys to go carefully through them and to put them in shape and obtain for us indefeasible titles to them, which has been done with one or two exceptions. These will be completed within a short time.

We enclose herewith copy of letter from our local Lawyers giving us a list of the properties and as to their standing. The writer started to make some explanations on the margin, but thought perhaps this might be confusing, so we give you herewith the list of properties, and such information regarding them as we think would be of interest to you.

No.1 - CELTIC CANNERY. Is Near the City Limits in Point Grey Municipality. There are 8-83/100ths. acres of ground, which is of considerable value, and no doubt could be disposed of to advantage. The Cannery has not been operated for four years although it is in good shape.

No. 2 - TERRA NOVA CANNERY: This Cannery is situated on the North Arm of the Fraser River on Lulu Island and contains 17-8/10ths. acres. This property was sold at one time to some parties who intended to make a townsite, and who spend (sic) a very large amount of money in deepening the river outside. It was a wild scheme, but we received some \$47,000.00 and had our property all returned to us intact. You will note that the records were not straight regarding this property, so that we have not been able to get indefeasible title. The Lawyers though, after considerable trouble, have discovered the Conveyance they were looking for, but it is not in such shape as would warrant the Registrar in giving us a clear title, and they will have to get an order from the Court, which can be obtained.

No. 3 - CURRIE - McWILLIAMS CANNERY: This Cannery burned down last year. We have only replaced the manager's house and some houses for the Japanese fishermen, and also part of the wharf. It is situated on Westham Island and there are five acres of land. The site is a particularly good one, and if the run of Sockeyes improves on the River, it would be advisable to rebuild.

No. 4 - BRUNSWICK CANNERY: This is on the mainland at Canoe Pass and contains four acres of land. This Cannery is in first class shape and is being operated this year.

No. 5 - IMPERIAL CANNERY; This as you know is situated at Steveston. There are about 12 acres of land. The Cannery is in first class condition and is being operated this season.

No. 6 - CANADIAN PACIFIC CANNERY: This also is at Steveston and is in good shape. There are sixteen lots. The Cannery is not being operated.

No. 7 - ALBION CANNERY: This Cannery is situated on an island below Westham Island. The high waters the past two or three years, and particularly this year, have washed out a large part of the wharf and buildings. All the machinery was moved, and quite a large part of the lumber from wharves and houses taken to the Currie-McWilliams Cannery to replace that destroyed by fire.

No. 8 - ATLAS CANNERY: This Cannery is located at Steveston below the Imperial Cannery. Some five or six years ago a large part of the Cannery was washed out by a freshet. As the Cannery has not been needed we did not replace. There are nineteen lots, mostly covered by good houses, which are occupied by fishermen working for our Imperial Cannery.

No. 9 - EWEN CANNERY: This Cannery is located on Lion Island about half way from Steveston to New Westminster. The Island consists of several acres of land and is dyked. There are also two other islands near there which we had to take for debts made by fishermen. The property is a good one and Cannery in first class shape and is being operated. We might say that this Cannery has been entirely rebuilt within the last five years.

No. 10 - ACME CANNERY: This Cannery is located on Sea Island and is in first class shape. Contains 9 - 52/100ths. acres. A large part of this acreage has been bought in the last few years as we found the Cannery encroached on land on other sites which did not belong to us, and we needed more land for fishermen. The Cannery is not being operated, but is used for a fishing station for our Terra Nova Cannery.

No. 11 - ANGLO-AMERICAN CANNERY: This Cannery is at Delta a little way above our Brunswick Cannery. Quite a large part of the front of this Cannery has been undermined and washed out by the freshets. The property is three acres. We use it for a fishing station for our Brunswick Cannery.

No. 12 - COLONIAL CANNERY: This Cannery is situated at Steveston but is not being operated. It contains 2 - 75/100ths. acres.

No. 13 - PACIFIC COAST CANNERY: This is at Steveston and consists of three acres. The Cannery is in first class shape but not being operated. Used as a station for fishermen for our Imperial Cannery.

No. 14 - DINSMORE ISLAND CANNERY: This is located on Dinsmore Island which is between Lulu and Sea Island and contains 5-15/100ths. acres. The Cannery is not being operated but is used as a station for our Terra Nova Cannery.

No. 15 - COLUMBIA COLD STORAGE: This as you know is situated at Steveston right near our Imperial Cannery. It is in first class shape and contains thirteen lots. We had to purchase some lots on which to build houses for employees for the Cold Storage which are at present being rented.

COAST DISTRICT

No. 16 - CASCADE CANNERY: This Cannery was dismantled fifteen years ago and all the machinery taken away. This site, however, is a very good one, containing 372 acres. We are informed that if the extensive coal holdings of the late Lord Rhondda (we think called the Ground-hog property) is ever opened up, the railroad will have to come to the Coast, and this Cascade property would be needed for a townsite.

No. 17 - BALMORAL CANNERY: This is on the Skeena and Oxtall Rivers, and is one of our large Canneries. It has 435 acres of land, and 81 acres on Kennedy Island used as a fishing station. The Cannery is being operated.

No. 18 - STANDARD CANNERY: This a valuable fishing station and just outside of the mouth of the Skeena River, and is used by our Balmoral Cannery. Contains 210 acres.

No. 19 - NAAS HARBOUR CANNERY: This Cannery is located just below the Cascade on Naas River, and connected with that property by a long board walk of about half a mile. The property has 540 acres and the Cannery is being operated.

No. 20 - LOWE INLET CANNERY: This Cannery is located on Lowe Inlet, 40 miles below the mouth of the Skeena River - has 140 acres and is in first class shape.

No. 21 - CUNNINGHAM CANNERY: This Cannery is located at Port Essington and is being operated. Connected with this Cannery we acquired what is called the "Frizzell property"; paid \$3500.00 for it six or eight years ago. It was a snap and worth a great deal more money. 473 acres connected with the Cunningham Cannery, but at different points on the Skeena River.

No. 22 - VANCOUVER CANNERY This is located at Rivers Inlet and is near and used by our Brunswick Cannery there. The property consists of a 109 acres, but the Cannery has been dismantled.

No. 23 - BELLA COOLA CANNERY This is located at Bella Coola and is in first class shape. Is being operated. We have 31 1/3rd. acres of land.

No. 24 - WHONNOCK CANNERY This is at Rivers Inlet and used as a station for our Brunswick Cannery. There are 160 acres of land there, but the buildings and wharves are in poor condition.

No. 25 - WADHAMS CANNERY This Cannery is located at Rivers Inlet and is a fine property, the Cannery being operated. We have 363 acres of land there.

No. 26 - BRUNSWICK CANNERY This Cannery is located at Rivers Inlet and is in first class shape and being operated. We have 38 acres of land there.

No. 27 - ALERT BAY CANNERY This Cannery is located on Cormorant Island within three or four miles of Vancouver Island. Besides the Cannery at Alert Bay, we operate a Saw Mill and have 338 acres of land there. Connected with the Saw Mill are timber limits enough to supply the Mill seven or eight years. The timber limits were purchased for \$15,500.00 but are worth more than double that amount to-day.

On page 7 it speaks of "Re Pearce". This is a house we built for one of the employees of the Cold Storage and for which we hold a deed. This man is making us a monthly payment and will probably sell same and pay us in full within a short time. The balance of the property are leases.

1. Is a lease of Smith Island, Skeena River, on which is built our Dominion Cannery. This lease we have from the Dominion Government and is renewable.

2. This lease is a cannery site on Schooner Passage, Rivers Inlet.

3. Is a Cannery site on which was built the Princess Royal Cannery. The machinery has long since been removed and the cannery and wharf have disappeared.

4. This is a lease on which the Alexandra Cannery, close to our Balmoral Cannery, is built, and is also renewable.

The Saw Mill at Alert Bay is leased from the Industrial Missions Aid Society of London. This lease is also renewable.

The timber limits mentioned are those before spoken of and for our Alert Bay Saw Mill.

We might say that we are well pleased with the manner in which these transfers have been made and the titles to our properties straightened out.

We have indefeasible titles to all properties mentioned with the exception of one or two, which our Lawyers say we will get within a short time.

The following is the cost of the whole transfer:-

Fees of our local Attorneys here	\$1500.00
Registration fees	1298.16
Surveys necessary to satisfy Registrar.	426.20
Sundries	74.38
Paid Messrs. Blake, Lash, Anglin & Cassells. .	1025.00

Making a total of \$4323.74

It could do no good, and we do not think it at all necessary for this to be passed on to your Lawyers - Messrs. Blake, Lash, Anglin & Cassels - as we are fully satisfied that everything is in good order, and have gone into the matter fully with you and sent you copies of letters regarding these transfers, thinking they may be of interest to you.

Yours respectfully,

The B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

July 4th, 1921.

Dear Mr. Jarvis:-

I am in receipt of yours of the 24th and 28th ulto. and carefully note contents.

In accordance with your request of the 24th ulto, we enclose herewith a statement showing the amount of salmon on hand, also consignments to Eastern Canada, France, United Kingdom, Australia and South Africa, giving the total number of cases consigned and the value, less amounts received account of sales made. Some further sales have been made but for which we have not yet returns .

Regarding the list of property sent you, which you acknowledge in yours of the 28th ulto., we might say that we have not the same Attorneys that should have searched these titles, as we were very much dissatisfied with their tardy methods and the excessive charges made. We may say that we changed to Bodwell & Lawson. After Mr. Bodwell died, Mr. Lawson associated himself with Messrs. Davis & Co. - the old firm of Davis, Marshall & McNeill. The present Attorneys have been very satisfactory, and we feel safe in their hands.

We note the talk you have had with Mr. Morris regarding the future dividends, and this matter will have to be left in abeyance until our next Directors' Meeting, when your letter will be read and we will know more about the present season's business. We have only just started, but it is possible that a fair supply of Sockeye will show up before August, and we trust they will.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,
President.

On Hand unsold, at Canneries and Wharves,	
47,438 cases	Valued at .....\$273,325.45
" " sold, but not delivered,	
5,305 cases	" " 30,473.63

Consigned in Eastern Canada,	
3,153 cases valued at \$31,442.93	
Less amount received 15,260.95	16,181.98

Consigned to France,	
6,007 cases valued at \$38,563.65	
Less amount received 17,452.92	21,110.73

Consigned to United Kingdom,	
12,100 cases valued at \$199,895.52	
Less amount received 60,955.00	138,940.52

Consigned to Australia,	
and South Africa, 1,353 cases valued at	12,114.88
\$492,147.19	

In addition to the above we are to receive, for drafts sent for Collection:-	
Covering 525 cases shipped to West Indies . . .	\$ 4,669.78
" 1400 " " " Australia	19,923.84
\$24,593.62	

W.H. Barker

WHB/G.
Enc.

Barker Letter Book

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Æmilius Jarvis,
Kingston, Ont.

August 4/21

Cannot possibly pay dividend this quarter pack poorest we have ever had STOP Finished everywhere except Skeena and Fraser and very little there. Have delayed wiring you as requested in your letter eighteenth July hoping for some improvement. Conditions got worse instead of better STOP Will mail you statement of value of unsold stocks today also write you fully. Will hold Directors' Meeting tomorrow.

RUSH

B. C. Fishing & Packing Co. Ltd.

W.H. Barker

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

August 4th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your telegram from Kingston, and confirm my reply, copies herewith.

We are now getting together figures of stock carried over from last year, including consignments, much of which is sold but for which we have not yet been paid, also for everything packed this season and value of same.

We will also give you what we owe the Banks and what we figure we will need to close up. We feel sure that there is no prospect of any dividend this year. We are sorry to have to send this information, but we are in much better fix than any other packer, of this we feel sure.

We mentioned in the telegram that we would hold a Directors' Meeting tomorrow, so that if you have any suggestions to make there will be time to have same placed before them.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

August 4th, 1921.

Dear Mr. Jarvis:-

On the 30th August, 1920, I wrote you a letter regarding contemplated changes in fishing regulations. I had hoped that some of your friends who had influence with Mr. Ballantyne might do something so as to stop this change of regulations. For fear that you have mislaid the letter or you cannot find it readily, I enclose herewith copy of same.

After a great deal of hard work we were able to get concession from Mr. Found and the Department to operate drag-seines both at Alert Bay and Lowe Inlet. They, however, did not give us the sole use of the beaches at either place, but issued licences to others. Where we used to operate one and sometimes two seines at the Nimpkish (Alert Bay) five were operated this year. The five seines caught less fish - although the supply was just as great at last year - than two would have caught. The result was, the price was raised from 10 cents a fish to 30 cents a fish, so we get a smaller pack at a very much greater cost.

These two Canneries - Lowe Inlet and Alert Bay - have been very profitable the last few years, and would have been this year - possibly would have made money enough to have paid a dividend - instead, we are quite sure that both will shew a loss.

Years ago when fish were plentiful and cheap, these Canneries were little thought of, as they always made small packs, as we had insisted that our men allow enough fish to get by to insure a steady supply, but when fish became scarce and in consequence more valuable, these Canneries supplied entirely by drag-seines excited the jealousy and envy of other packers and caused them to take the matter up with the Department, and the regulations were changed.

As the matter now stands, this allowing anyone to obtain a license to fish on any beach which has previously fished by only one, you can see would entirely do away with its value.

Drag-seines are extensively used in all U. S. waters wherever there is a sandy beach and description mentioned in the license. Only one person or firm can obtain a license on any one piece of beach, in consequence, good seining grounds are very valuable.

I am again taking this matter up with you as it is of great importance to our Company, as we have proved to the Department that the supply, both for Alert Bay and Lowe Inlet, has, if anything, increased in the past twenty years, owing to our working to that end. It would seem that if we had taken everything in sight and fished these places out, we would probably have been better off than having done all possible to keep up the supply.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

August 5th, 1921.

Dear Mr. Jarvis:-

In accordance with one of mine of yesterday's date, I enclose herewith a statement of value of salmon on hand, both from last year and this - consigned and otherwise; also the amount of money coming to us from drafts spent for collection and money on deposit in Hamburg next year. The latter is from a shipment of mild-cured salmon, the pickle of which had gone sour, and we were unable to sell it in New York, so we shipped it to Hamburg some time after the close of the war. This money to our credit from the Deutsch Bank is bearing 3 1/2% interest.

As I stated yesterday, Sockeye fishing is over everywhere except on the Skeena and Fraser Rivers, and at both of these points the run is exceedingly poor. We hope, however, to be able to pack enough salmon to bring up the amount to one million and a half dollars. We estimate that it will take five or six hundred thousand dollars to pay off, so if we succeed in bringing the amount to a value of one million and a half dollars, it will be scarcely enough to pay the Banks and pay our bills.

I am in receipt of a telegram from Messrs. Pellatt, Smithers and Workman from Toronto, copy herewith. These gentlemen cannot understand the situation as it is, as they are under the impression that we have a surplus to draw on, when such is not the case.

We have paid two dividends this year in amount of \$128,754.00, and this has to be provided for. We feel satisfied that we can arrange this alright, but do not see any possible way of being able to pay anything further this year, much as we would like to.

You will have quite a large inventory on which there will be quite a heavy depreciation owing to the price of all materials having been reduced since purchases were made.

Yours respectfully,

The B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

August 18th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 11th instant together with copy of a letter to the Montreal and Toronto Stock Exchanges. As I previously stated, I was not aware that it was necessary to notify the Stock Exchanges except to inform them of dividend dates, but understand now that we are expected to notify them regarding dividends, and an explanation as to why in case we do not declare a dividend.

Regarding a letter written by the writer about drag-seines. In this connection we might call your attention to the fact that we own ground at Quashela Creek, Smith's Inlet. The Hickey Packing Co. had a license to fish this ground however, and afterwards this license was transferred to the Wallace Fisheries. We received from both the Hickey Packing Co. and Wallace Fisheries \$1000.00 a year rent as long as this ground was fished. However, the Dominion Government cancelled this license some two or three years ago, and of course with the cancellation our rent for the ground stopped.

In case you are able to do anything towards restoring to us the exclusive right of drag-seines on the ground heretofore fished solely by this Company, it occurred to the writer that the Government might also give us a license to fish this Quashela (Smiths Inlet) ground, as the ground was purchased by our Company to be used for a drag-seine.

If this license can be procured it would be a very valuable asset to our Company.

The writer can assure you that the drag-seine method of catching salmon is the least destructive of any used. It can only be operated in the day time, and only then on the ebb tide. It is only fished a very short time, as one end is held ashore and the other open and being hauled in, so that when both ends are ashore, the fish have free access past the seine. Whereas in gill nets, they fish both ebb and flood tide. Purse-seines can fish both tide except when the tide is running too strong. Traps are fished all the time, so you can readily see that fishing with a drag-seine it is only a very short time - probably three or four hauls per day - and no fishing at night.

If we could obtain the license at Smiths Inlet it would be a great thing for our Company.

Yours respectfully,

The B. C. Fishing & Packing Co., Ltd.,

President.

(Handwritten)

After writing the above it occurred to the writer that perhaps if you try for too much - you might get nothing - but if Exclusive use on the beaches are for our Alert Bay & Howe Inlet Canneries first - & if thought advisable then try to get the Smiths Inlet (illegible) . . . - we ought to hear if this license is granted as we actually own the ground.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

August 27th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 24th instant, and confirm my reply of the 26th -
copies herewith.

As I intimated in my wire, I would much rather not make the trip for many reasons, but if
you deem it necessary I will of course do so in the best interests of our Company.

The action of the Government in interfering with our seining operations at Alert Bay and
Lowe Inlet is a serious matter to our Company, as is shown by the following:-

In 1919	we	made	a	profit	at	Lowe	Inlet	of	\$130,023.68.
	do	do	do	at	Alert	Bay	of		72,735.97
In 1920		do	do	at	Lowe	Inlet	of		91,213.83
	do	do	do	at	Alert	Bay	of		123,643.03

As stated in a previous letter, we do not expect to make much, if anything, at either place
this year. We cannot tell of course until the books are here and closed. We have the same
management, the same crews, but operated at a much greater expense, having had to operate at Alert
Bay five seines instead of two and paying double the price for the fish we ever paid before.

At Lowe Inlet we do not know the exact extent of the operations at this writing, but we do
know that we have been working at a great disadvantage there also.

This and other particulars can be given to you and the Government by the writer when he
goes East if you deem it best for him to make the trip.

Yours sincerely,
The B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq. Vice-President, B. C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

September 2nd, 1921.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 1st instant and confirm my reply of today's date - copies herewith.

I had considerable trouble in obtaining accommodation to leave on the 1st instant as at first intended, as there seems to be considerable travel at this time. However, I succeeded in getting accommodation for the 8th - could not obtain it earlier - and then I have to change at Winnipeg. Should arrive in Toronto at 9 A.M. on Monday the 12th, and will leave it to your goodself to arrange meeting with the Minister. Perhaps this would be better on the 14th instead of the 13th as you suggest; however, will leave that entirely with your goodself.

Yours sincerely,
B. C. Fishing & Packing Co., Ltd.

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

October 5th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 22nd and 29th ulto. the former enclosing copy of letter from your goodself to the Hon. C.C. Ballantyne, and copy of his reply. The writer was pleased to note that you took the matter up with Mr. Ballantyne in such an energetic manner, and is pleased at his reply to same, as we are to his reply to a letter written by Mr. Mark Workman on the same subject.

Up to this time we have heard nothing from the Fisheries Department here, although the writer has seen Major Motherwell quite recently and asked him if he had heard anything from Ottawa regarding the extension of the season at Alert Bay; he had not, but has, at our request, recommended that the extension be made. We will enquire from him again as we happen to see him, although we do not wish to have it known the object of the writer's visit to Ottawa. As the writer has stated, many packers are jealous of this Company, and anything we may ask for they will object to even if it does not interfere in any way with them.

Perhaps the writer is a little pessimistic, but he fears that owing to the coming Election, Mr. Found will endeavour in some way to retard any action regarding our requests, and if there should be a change of Government, the results will be very doubtful.

I have to acknowledge your telegram of the 3rd inst. It was not necessary to reply to same by wire. The telegram did not surprise the writer very much, as he has heard quite frequently that some amalgamation with the Wallace Fisheries and others was the necessity for his visit East to see you and the other Eastern Directors. This must have come from Mr. Burke, of the Wallace Fisheries, as he has been talking consolidation for some time past. We will keep the matter entirely confidential and let the other parties come to us with any suggestions regarding the matter.

The writer feels doubtful if Mr. Todd is much in favor of any consolidation unless he would have a good deal to say regarding the matter, as he is the one packer who does not have to bother about credits. No doubt there is much to be gained by consolidation if same can be done in a satisfactory manner. However, we will leave the matter at present and will await developments.

Adverting to the first part of this letter, the writer will wait a week or so, and if he hears nothing from Ottawa, will again address Mr. Workman, and suggest to him that he see Mr. Johnston, who is, the writer thinks, the superior of Mr. Found, and between whom there is a little jealousy, at least on Mr. Found's part, as we understand Mr. Found desires very much to become the Deputy Minister of Fisheries.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

October 10th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 3rd instant which confirms your wire of even date.

Your wire and also your letters referring to the writer's recent visit to Ottawa have been shown to Messrs. A. C. Flumerfelt, C. Sweeny and Wm. Braid, also my letter acknowledging your letters and your telegram of the 3rd inst. They all agree with the writer that our best course is to simply await developments.

Mr. C. F. Todd called in the office a day or two ago and simply mentioned the matter as having been spoken to by Mr. Palmer, of the Chemainus Mills, who is a shareholder of the Wallace Fisheries, and like all the rest of the shareholders, is extremely anxious to do something to put the affairs of their Company in better shape. We feel satisfied that Mr. Todd has not taken the matter seriously at all, and would not go into anything unless it was entirely satisfactory in every way to himself, which would be hard to arrange. Messrs. Dawson & Buttimer we are absolutely certain would come into no amalgamation; they are anxious to sell, and would not tie up their property we feel sure.

General McRae's father-in-law, who is a wealthy lumberman of Minneapolis, is the largest shareholder in the Wallace Fisheries, and is extremely anxious to either sell or put the affairs of the Company in what he would consider better shape. Up to date they have had no dividends. We think that General McRae is extremely anxious to make some change on this account.

Yours sincerely,

B. C. Fishing and Packing Co., Ltd.,

President.

W.H. Barker

WHB.

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Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

October 14th, 1921.

Dear Mr. Jarvis:-

I enclose herewith copy of a letter written to Mr. Mark Workman to-day, which speaks for itself.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Mark Workman, Esq.,
c/o Dominion Steel Corporation, Ltd.,
Montreal, P.Q.

October 14th, 1921.

Dear Sir:-

Since the writer returned from his Eastern trip he has received letters from our Mr. Jarvis, enclosing copy of a letter from the Hon. C. C. Ballantyne regarding the interview when you were kind enough to be present and lent your valuable assistance. He also has a later letter from Mr. Jarvis in which he reports that you had also seen Mr. Ballantyne and had a promise from him that he had seen Mr. Johnston and also Mr. Found, and had a promise that he would rectify matters at once in our favor.

As stated in the writer's letter to you, when in Montreal, we are afraid that Mr. Found may try to delay matters until after the election. There is nothing certain about the present Government being returned, but we understand that both Mr. Johnston and Mr. Found will be there no matter what Government is in power. This calls to mind the remark that you made to the writer, that you knew Mr. Johnston very well and that you felt satisfied that he would do anything in reason that you asked of him. The writer saw the Hon. H. H. Stevens, who is one of our Members, and seems to be interested in our behalf. He stated that Mr. Johnston was the Deputy Minister of Fisheries and the one to see, and that he could instruct Mr. Found and decide in our favor if he felt so disposed.

I beg to remind you of what we wish most - that is to have no other licenses issued except to ourselves on the Nimpkish for our Alert Bay Cannery, and for the streams fished by our Lowe Inlet Cannery; to be in the same position as we were up to 1920.

You will pardon me for troubling you, but this is a matter of great moment to our Company as these two places were among our most profitable plants up to the beginning of this season, when anyone applying for licenses to fish on these grounds were given them.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

The licenses mentioned are for "day-time" licenses for the Nimpkish - near Alert Bay - and for "day-time" licenses to our Lowe Inlet Cannery

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 8th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your telegram of today's date and confirm my reply - copies herewith.

I think perhaps you should have stated October 15th, as the writer was East on the 15th of September, and with your goodself and Mr. Mark Workman on the 13th of that month interviewing the Minister.

The writer has not heard directly from Mr. Mark Workman; all he had was copy of a letter from your goodself, which the writer acknowledged on the 5th ultimo. On the 14th ultimo he wrote Mr. Workman and sent you a carbon copy of same. Since that time he has heard nothing.

Our books are being gradually closed up. While the returns are not very encouraging and most of them shew a small loss, still others shew a very small gain. The probable result as stated by the writer, very little either way. We will give you the results just as soon as we are able.

Adverting to the former part of your letter and your telegram, we have heard nothing further from the Government regarding their intentions, and we begin to fear that we will not hear anything until after the Election.

As we stated in our letter to Mr. Mark Workman, no matter what Government succeeds, Mr. Johnston and Mr. Found will remain and probable have all to do with the regulations, both present and future. We had hoped that Mr. Workman would have seen Mr. Johnston and obtained a promise from him to get us back the exclusive privileges enjoyed at Alert Bay and Lowe Inlet prior to this year.

Yours respectfully,

The B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Encs.

Mark Workman Esq.,
126 St. Antoine Street, Montreal, P. Q.

November 10th, 1921.

Dear Mr. Workman:-

I beg to acknowledge your favor of the 5th instant, together with copy of a letter received from Mr. A. C. Johnston, Deputy Minister of Fisheries.

You will remember that I had a copy of a petition signed by a majority of the Indians interested in the reservation at the mouth of the Nimpkish River, which was used by us for "drag" seining, and where we obtained the salmon for our Alert Bay Cannery. We are informed that this petition has been sent to the Head of the Indian Department - Mr. Scott - at Ottawa, with the recommendation of the Indian Agent - Mr. Halliday - that same be granted.

If we obtain this lease (and we believe we can) , we would ask for your kind assistance again in seeing the Deputy Minister of Fisheries - Mr. Johnston - so that he could instruct the Fisheries Office here to refuse a drag-seine license or licenses to any who apply for same for use on the Nimpkish River or its vicinity. If this is done it would avoid endless trouble, for if the Department of Fisheries issue drag-seine licenses for the Nimpkish River, you can well understand that there will be endless trouble and loss to us thereby.

Thanking you very much for what you have done in our behalf, and assuring you that this is of very great importance to our Company.

I remain,

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

If we obtain the lease - and the Fisheries Department issue day-time licenses to others than ourselves it could cause endless trouble to the Department & to us it would (illegible) matters for the Fisheries Department to refuse to issue day-time licenses to any but our Company lease or no lease.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 10th, 1921.

Dear Mr. Jarvis:-

Adverting to telegrams passed between us a day or two ago, regarding our obtaining a lease from the Nimpkish Indians for the forshore where our drag-seine is used at the mouth of the Nimpkish River.

Regarding this a meeting of the Indians has been held, and they have sent a petition to the Indian Department signed by a large majority of all the Indians at Alert Bay, asking the Department to lease to us the foreshore for our exclusive use in operating a drag-seine thereon. This, we understand, has been sent on by Mr. Halliday, the Indian Agent at Alert Bay, with his recommendation.

We have written to Alert Bay for all the particulars, and the writer will then write to Mr. Scott, the head of the Indian Department at Ottawa, asking him to act favorably on the petition and give us the lease.

You remember that the writer mentioned this matter at the meeting with the Minister in Ottawa, and it seems that Mr. Found - the Superintendent of Fisheries - has thought this a way of their getting out of having to refuse drag-seine licenses to anyone applying for same.

The simplest matter would be for the Fisheries Department to refuse to give drag-seining licenses for the Nimpkish River or in that vicinity, as they have for years past and until the present year. This, however, you can see would be going back on themselves, and which they very much dislike to do.

We will, however, do everything possible to obtain the lease, and think we have a fair chance of getting it; then we would ask that, owing to our having the lease on all the available ground fit for drag-seining, the Department would refuse to issue licenses to anyone but ourselves for the Nimpkish.

I am acknowledging Mr. Workman's letter by this mail and enclose herewith copy of same.

Yours respectfully,

W.H. Barker

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 11th, 1921.

Dear Mr. Jarvis:-

The writer thought best to address the head of the Indian Department, to whom the petition of the Nimpkish Indians was sent from Alert Bay about the first of November by Mr. Halliday, the Indian Agent at Alert Bay. Copy of letter enclosed herewith.

If you know of anyone in Ottawa who could see Mr. Scott, head of the Indian Department there, and have him act promptly in the matter in our favor it would be of great assistance.

However, I beg to repeat what I stated in my letter to you yesterday, that we think this whole matter of lease is only secondary - - that the Fisheries Department are again "passing the buck" and do not wish to stop giving anyone licenses to fish on the Nimpkish that apply for them. What we want is exclusive privilege for drag-seine fishing at the mouth of the Nimpkish, as before the present season.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

Duncan Campbell Scott, Esq.,
Department of Indian Affairs, Ottawa, Ont.

November 11th, 1921.

Dear Mr. Scott:-

Some years ago, the writer had the pleasure of meeting your goodself and Mrs. Scott returning from Northern British Columbia to Vancouver.

The writer is President of the B. C. Fishing & Packing Co., Ltd., who operate quite a large number of Salmon Canneries in British Columbia, where a large portion of their help is "Indian" help.

We have Canneries on the Naas and Skeena Rivers, Lowe Inlet, Bella Coola, Rivers Inlet, Alert Bay, and operate four on the Fraser River. At two of our Canneries - viz: Lowe Inlet and Alert Bay, the fishermen are all Indian, and the help in the Canneries is also largely Indian help. At Alert Bay we practically employ the whole village, as we not only operate a Cannery there, but we also operate a Saw Mill. The fish for our Cannery at Alert Bay is caught near the mouth of the Nimpkish River on Vancouver Island, and as we have before stated, the drag-seines are operated entirely by Indians.

We also own and operate a Hatchery on the Nimpkish Lake which breed these fish for the Nimpkish River and keep up the supply.

Previous to this year, we have had exclusive fishing privileges on the Nimpkish River, which is only a very small one, and gives us all our supply of fish for our Cannery at Alert Bay.

The Fisheries Department saw fit last year to give fishing licenses to all who applied for them; the result was that instead of operating two drag-seines on the Nimpkish five were operated, three by our Cannery and two by a Cannery some fifty or sixty miles away. The remuneration of the Nimpkish Indians was cut down materially by the excessive fishing, and we fear that the result will be, that the fish will be fished out. In the meantime, the Fisheries Department state that if over-fishing continues (through their giving licenses to all who apply for them), that they will have to make the close seasons longer. This too would curtail the pay of the Indian fishermen, as they are all paid by the fish.

This caused the Indians at Alert Bay to call a meeting in their self interests, and we understand they have forwarded to your Department a Petition asking that the Indian Department grant to our Company a lease of the foreshore rights of the Indian Reservation at the mouth of the Nimpkish River for fishing purposes, we to pay them a reasonable rental for same.

You can well see that the Nimpkish Indians at Alert Bay and our Company are jointly interested in the catches made at the Nimpkish.

By the operation of the Hatchery and our careful method of fishing, we have been able to keep up the supply so that continuous employment will be given to the Indians and we will be able to make a reasonable profit at our Cannery.

We are writing this letter to better inform you the reasons for the Indians asking your Department to give us a lease of this foreshore, or frontage on which to land (illegible).

We would thank you very much to act as early as possible in the matter so that we can be prepared to make our preparations for the season's pack at Alert Bay.

We fear that if we do not get this lease, and that other Indians than the Nimpkish are allowed to fish on this forshore of the Indian Reservation, that trouble is sure to come, possibly bloodshed. This we are extremely anxious to avoid, and knowing that you are keenly interested in the welfare of all the Indians of British Columbia, we would ask you to carefully consider this matter and let us know as early as possible your decision.

Yours respectfully,

The B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

E.W. Rollins Esq.
Three Rivers Farm, Dover, N.H.

November 16th, 1921.

Dear Mr. Rollins:-

I am in receipt of your favor of the 10th instant enquiring as to the conditions of business in general and our Company in particular.

The Salmon Packers both in British Columbia and on Puget Sound have had a hard time the past year. In the first place, all materials were bought at highest prices owing to our having to buy them so long ahead. Then the supply of fish was very short, particularly in British Columbia. This combination has made it so that nearly all in the business will lose heavily this year.

We prepared for a pack of 250,000 cases, and packed only 164,000, in consequence our expenses have been quite heavy, and we have not made any money.

Our Cannery books are not yet closed, but we realized in August that we would not be able to continue paying dividends as we had not earned them. In comparison with others we are in very good shape. It is hard to say just exactly how we will come out, but there will not be much either way. The writer thinks possibly we may make a little money but very little. There will be no chance for dividends before the results of next season will be known, which will probably be in August.

We marketed most of our carry over from last year at prices higher than at which they were taken into account. We will carry over this year same quantity but not quite as much as last year.

The trade have been expecting lower prices, and in consequence, have been buying very sparingly, and we feel satisfied that the coming season will start with old stocks used up or out of hand.

I thank you for your kind wishes for Mrs. Barker and the writer. Sorry to say that Mrs. Barker has been laid up with neuritis for a week or two and possibly may have to go to California where they have a little drier weather.

Yours sincerely,

The B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 21st, 1921.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 14th and 15th instant, and was very much pleased to receive your telegram of today's date stating that you were advised that the Lease was granted, which we trust will prove correct.

The writer feels now that the Fisheries Department, in view of our having obtained a lease to the Indian Reservation which joins our property at the mouth of the Nimkish River, should refuse to give licenses to anyone, as there will be little or no place for them to use a drag-seine, and when a man obtains and pays for a fishing license, he naturally expects the Government to stand behind him so that he can get something for his money.

We are more than pleased that the action of the Indian Department has been so prompt, and we feel satisfied that Mr. Hickey would and probably has protested the issue of this lease to us.

We enclose herewith copy of a letter from Mr. Hersey and copy of our reply. We simply send this to keep you posted as we have had several of these letters before and wish to advise you as to what we have said.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 24, 1921.

Dear Mr. Jarvis:-

I am in receipt of the letter of Mr. Fellowes which I return herewith, having made a copy of same.

The letter of Mr. Fellowes no doubt was caused by your goodself in our behalf, and for which we thank you.

I am not sure that I sent you copy of a letter that I wrote to Dr. Scott, the Head of the Indian Department, but feel sure that he had received my letter before he saw Mr. Fellowes.

Pleased to note that Dr. Scott understands the situation so well, as the Fisheries Department were "passing the buck", and Dr. Scott also understands the situation so well that he blames the Fisheries Department for issuing licenses to others than ourselves on the Nimpkish, as the grounds there are too small and the supply too limited to warrant more than one party fishing same.

We are endeavoring now to get the Fisheries Department to stop giving licenses to anyone but us, as their doing so would cause a great deal of trouble for all concerned.

Yours sincerely,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 26th, 1921.

Dear Mr. Jarvis:-

In accordance with your message of today's date - copy herewith - we have wired Dr. Scott as per copy enclosed. We also enclose copy of letter confirming our telegram to Dr. Scott.

Hoping to receive a favorable reply to our telegram, we remain,

Yours sincerely,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Encs.

Dr. D. C. Scott,
Department of Indian Affairs, Ottawa, Ont.

November 26th, 1921.

Dear Sir:-

We beg to confirm our telegram of today's date, copy herewith.

We are extremely anxious regarding this lease, as it affects the profitable operation of our Alert Bay Cannery, where, as we have before stated, the fish are all caught and most all of the work in the Cannery is done by Indian help.

An unprofitable season for us has the same affect on the Indians, as they obtain fewer fish and of course less work in the Cannery.

We have to make preparations for the coming season's business, and it is necessary for us to anticipate the pack to be made.

Thanking you in advance for the expected reply to our telegram, we remain,

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 29th, 1921.

Dear Mr. Jarvis:-

Adverting to our letter of the 26th instant, in which we advised you of having wired Dr. Scott regarding the requested lease of the Indian Reservation at the mouth of the Nimpkish River, we are in receipt of a telegram this morning, reading as follows:-

"Matter you refer to under consideration.

Will endeavour to get decision at early date."

It would seem that you were misinformed - - that the lease has not been granted. We hope that it will be, but still consider this secondary unless the Fisheries Department will agree to cut out any other drag-seine licenses for the Nimpkish.

The Superintendent of Fisheries, Mr. W. A. Found, is expected here on the 9th. proximo, and no doubt he will have some information for us regarding this matter.

We can assure you that we will leave nothing undone towards this end, but you must realize that others will also work with Mr. Found and have no doubt taken the matter up with Dr. Scott, Superintendent of the Indian Department.

Yours respectfully,

The B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 8th, 1921.

Dear Mr. Jarvis:-

Mr. W. A. Found, Dominion Superintendent of Fisheries, is here to confer with all interests regarding the Fraser River in particular. He will then confer with the State of Washington Officials as to the advisability of making any changes.

The writer saw Mr. Found this morning and had an interview with him for about an hour. It is just as he thought, they have simply "passed the buck" to the Indian Department.

Mr. Found told the writer that he had seen Dr. Scott and talked over with him the idea of giving us the lease asked for, as he seemed a little surprised that we had not yet received it. We feel satisfied that there is some opposition to our obtaining the lease, and the Indian Department is probably investigating same.

The writer took up with Mr. Found our wish that the Fisheries Department refrain from issuing drag-seine licenses to any other persons for the Nimpkish. This Mr. Found did not seem at all inclined to do or want to do; he thought that our having the lease from the Indian Department would be sufficient. The writer pointed out to him however, that if the Government issued drag-seine licenses to others than ourselves to fish on the Nimpkish, that the parties paying for these licenses would expect protection from the Government or else they would get nothing for their money. Mr. Found thought that if they cautioned the people before they took out the licenses, that would be all they could do.

You can see that if they take this procedure it will cause a great amount of trouble both to us and to the Government and interfere with our successful operations.

After considerable talk, Mr. Found promised to consider the matter carefully, as he admits that we have some claim on these fish through having maintained a hatchery on the Nimpkish for the last seventeen or eighteen years. We are still operating this Hatchery, but informed Mr. Found that unless the Government recognized it in a substantial way, such as refusing to give licenses to others than ourselves, we could not be expected to continue to do so.

It was the writer's intention to write Mr. Mark Workman and ask for his assistance in persuading Mr. Johnstone, the Deputy Minister of Fisheries, to instruct Mr. Found not to issue drag-seine licenses to anyone on the Nimpkish but ourselves. They could well do this, as the parties obtaining licenses should not be allowed to fish if we obtain the lease from the Indian Department.

If you think it worth while, you might kindly write Mr. Workman asking for his assistance again in this matter, as we can assure you it is quite important.

Yours respectfully,
The B. C. Fishing & Packing Co. Ltd.,

President.

I have written Mr. Workman several times but have rec'd no acknowledgement except through your goodself. I am of the opinion that Mr. Johnstone could be presumed upon to instruct Mr. Found - not to issue any drag-seine licenses to other than ourselves - (illegible) If others are not allowed to fish the Department should not take their money (illegible)

W.H. Barker

WHB.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 19th, 1921.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 14th instant, and previous to this, receipt of copy of letter from Mr. Mark Workman to you dated December 7th.

I am pleased to see that Mr. Workman at last understands the situation as it is, and trust that he will have influence enough with Mr. Johnstone to bring about the desired results. We note that you have confidence in his ability to do so.

The writer agrees with you thoroughly that Mr. Found is a stumbling block. He met the Cannerymen last week to get their ideas as to the Conference of the United States packers regarding the Puget Sound and Fraser River sockeye fishing. All interested on the Fraser River - with the exception of Mr. H. O. Bell-Irving - were strongly in favor of the River being kept open and a longer close season at the beginning of the season, which we felt satisfied would re-stock the River, and which agreed with the report of the International Committee which met two years ago.

Notwithstanding the opinions of all the Packers except Mr. Bell-Irving, Mr. Found agreed with the Puget Sound people to close the Fraser River for five years, but insisted at the end of the five years on restrictions regarding gear (the abolition of purse-seines). This the Puget Sound people would not agree to, so there will be no change for this year.

The Puget Sound salmon packers' expenses are heavy owing to their having to operate fish traps for their supply. The cost is made before the season starts; in consequence, they have been heavy losers for several years past. The writer feels satisfied, that sooner or later, they must stop this losing money which will allow the fish to get to the Fraser River where we of course would get a larger supply and a larger quantity would be able to get to their spawning grounds.

It would be a shame to stop operations on the Fraser as far as we operators (with the exception of Messrs. H.O. Bell-Irving) are concerned, as all who operated, have made money, including ourselves.

All our Fraser River books are closed and audited with the exception of Head Office expenses. Estimating these, we figure that we will make a profit of \$100,264.00 on the Fraser this year. While we lost money in the North, this should more than offset the losses in the North.

We explained to Mr. Found that our Company paid out for labor alone, exclusive of fish, over \$100,000.00 the past season, and probably twice as much was paid by all the other packers. Besides this, some 1500 or more fishermen have made a living on the Fraser, and to cut out all this labor at the present time would, we think, be bad, if not sinful.

You can see by the foregoing that little dependence can be placed on Mr. Found; - he is very liable to suggest that more onerous restrictions or regulations be placed upon us in the North, which of course will all go to increase the cost of pack.

The pack of Sockeyes on Puget Sound was over 126,000 cases, and the Fraser River packed about 36,000 cases.

I enclose herewith copy of the minutes of meeting held with Mr. Found aforementioned.

Yours sincerely,

The B. C. Fishing & Packing Co., Ltd.,

President.

P.S. Since writing the above, the writer thought best to mention to you that while Mr. Found is very objectionable in many ways, still he probably is the only man in the Fisheries Department at Ottawa who knows much about the fisheries, at least in British Columbia, and no doubt it would be very hard to get him out even if the Minister were so disposed. In that case he would be a dangerous man to antagonize, as he probably might do us considerable harm, so we thought it would be wise to use considerable discretion in anything we might do regarding the matter.

"W. H. B. "

W.H. Barker

WHB/G.

Enc.

Æmilius Jarvis, Esq. Vice-President, B. C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

March 4th., 1922

Dear Mr. Jarvis:-

We enclose herewith Balance Sheet, Profit & Loss Statement and copy of the writer's Annual Report.

While the results of the year's business have not been satisfactory and in keeping with those of the past, still we feel that compared with others in our line of business, our showing will bear comparison. This of course is very little satisfaction as we of course know that what the Shareholders want is results and dividends.

Unfortunately, we cannot do much towards the supply and can only do our best, which I can assure you have been done by all connected with the Company.

Yours sincerely,
B.C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

E.W.Rollins, Esq.,
c/o Messrs E.H. Rollins & Sons, Security
Building,
Los Angeles, Cal.

March 7th, 1922.

Dear Mr. Rollins:-

Replying to yours of the 28th ulto., I beg to say that the reason for our discontinuing our usual dividend was caused by the lack of supply in all portions of British Columbia, which was unusual. If we cannot get anything to pack at our different establishments, you can well understand that no profits can be made.

Owing to the transfer of all assets of the B. C. Packers' Association to the B. C. Fishing & Packing Co. Ltd., it was deemed advisable to put our surplus into capital account as we could not very well write up our assets to that end.

We cannot tell about the resumption of dividends until we know what kind of supply we will have this season, so that nothing can be done in the way of dividends until August next.

The writer had informed you when he sent his usual Christmas card that he intended to go to California and hoped to see you at Pasadena, from where he has just returned. He notes, however, that you have delayed your visit, and feel satisfied that you were wise in doing so, as the weather has been variable in Southern California as elsewhere. I trust that you will have a pleasant visit, and that you can make it convenient to go back East by way of Vancouver, as we should like very much to see you.

Enclosed herewith copy of my report which has been sent East to be printed and will be sent to the Shareholders with the Notice of Annual Meeting, together with the Balance Sheet, as usual.

Copies of Minutes of Directors' Meeting held recently to pass upon the Balance Sheet and Profit & Loss Statement have been sent to your Boston address and no doubt will be mailed to you in California.

Yours Sincerely,
B. C. Fishing & Packing Co. Ltd.,

WHB/G.
Enc.

President.

(Handwritten) The writer thinks perhaps, that his letter to you referred to above -was burned up with a car-load (illegible) our Company had done (illegible) which were (illegible) destroyed and mailed about the same time.

W.H. Barker

Senator Hewitt Bostock
Senate Chambers, Parliament Buildings,
Ottawa, Ont.

March 16th, 1922.

Dear Senator:-

You will pardon me for asking your valuable assistance at this time; it is of so much importance to our Company that I feel you will not only excuse us, but will readily come to our assistance.

The salmon business in British Columbia, as you are well aware, is in a deplorable condition owing to the short supply and the over restrictions by the Fisheries Department; instead of making matters better, they have steadily harrassed and over licensed and taxed us in every way. It is a question now of the "survival of the fittest", as the business has been unprofitable to most all concerned for some time past, and for all the last year.

Under the Fisheries Department of the Liberal Government when Chief Justice Brodeau was Minister, the fishermen and canneries were limited for a time: However, pressure was brought to bear on the Local Members in the different Districts for licenses to operate canneries and to increase the fishing licenses. The result was, that licenses were given here and there until they were multiplied to such an extent that the business was very much overdone.

In 1918 we had a delegation in Ottawa to see the War Purchasing Committee regarding prices for salmon commandeered by the Government. The delegation met Mr. Ballantyne - then Minister of Fisheries - and he stated to us that the Department were constantly receiving applications for cannery licenses and purse and drag seine licenses, and while the Department did not wish to increase them further, still they had come to the conclusion that the business must be self sustained so far as the Government was concerned. He then told us that they intended to increase the Dominion Cannery Licenses from \$50.00 to \$500.00; Trap Licenses from \$50.00 to \$500.00; Purse-seine Licenses from \$25.00 to \$300.00; and Drag-seine Licenses from \$25.00 to \$150.00; also to put a tax of half a cent on all fish caught by traps, purse and drag-seines; 4 cents per case on all Sockeyes packed, and 3 cents per case on other varieties.

These taxes mean about \$30,000.00 increase to our Company alone, and if we agreed without protest on this very large increase, the Department would refuse to grant any more licenses of any name or nature for either cannery or gear.

We did not resist these higher licenses, but inside of two months the Department commenced issuing licenses to applicants as before.

No doubt this is all ancient history as far as you are concerned.

Our company as you know own and operate a Cannery at Alert Bay. We have had this plant for over twenty years now, and operate at our own expense a hatchery on the Nimpkish Lake, and also watch the natural spawning carefully, doing everything possible to increase the supply. We have been left alone here until last year, when a license was issued the Preston Packing Company to operate drag-seines on the Nimpkish River. The river is a small one and the supply very limited. The result was, the small pack was divided, the Preston Packing Co. getting less than 2000 cases and our Company getting 3500 cases of Sockeyes.

We had fished this Nimpkish in a careful and economical way; the fishermen had made a good living even at the low prices we paid them, which ran from 7 cents to 15 cents per fish. The Preston Packing Co. caused us to pay 40 cents for Sockeyes last year; the result was that where we had a profitable business it became unprofitable, and of little or no value to the Preston Packing Co. These fish we have bred, and we think we have some ownership in them, and to give anyone else fishing licenses on this restricted ground, means loss to all concerned and works a great hardship on us.

In our operations at Alert Bay we employ nothing but Indians who live at Alert Bay. We also operate a Saw Mill with largely Indian help, thus we practically maintain the village there. You can well see that if we cannot do a profitable business, it is only a short time when we will have to stop, and the over fishing done by too many seines will use up the supply without any profit to anyone.

When the results of last season were known, our Mr. Æmilius Jarvis of Toronto, asked the writer to go East, and he and Mr. Mark Workman - one of our Directors in Montreal - interviewed the Government and stated the case clearly to them. Mr. Ballantyne promised us redress. Mr. Found was present at the interview and heard all the writer had said, and complimented him on the clear and concise manner of the statements made, and said that they were all facts, so that both Mr. Workman and Mr. Jarvis felt satisfied that things would be straightened out so far as our Company was concerned. However, the change of Government has come and we have a new Minister of Marine and Fisheries. Mr. Found is still there, and we fear does not feel inclined to do anything for us. We have tried to place the matter before the Minister, but fear that the whole matter of Alert Bay has not yet been made clear to them so that he fully understands it, and we would ask your kind assistance at this time.

The Ex Chief Inspector of Fisheries for British Columbia - Mr. Cunningham - passed through Ottawa some little time ago, and has informed us that he saw Mr. Lapointe and went over this matter with him. The present Chief Inspector of Fisheries - Major Motherwell - we think would bear us out if he were asked for information.

What we want to ask for is, that no other drag-seine licenses be given for the Nimpkish River except to ourselves, as has been the case for up to the year 1921.

We trust you will forgive us for this long letter, but feel satisfied that you are very much interested in B. C. Fisheries and in Vancouver, and fully know that we have been a great help to the industry, as we have purchased all our supplies, such as labels, lacquer, hardware of every description, in British Columbia, and of Canadian manufacture.

As the new licenses for year 1922 are issued the 1st of April, we trust that you can make it convenient to see Mr. Lapointe, so that if possible orders can be issued in our favor as per request.

Thanking you very much for anything done in our behalf, we remain,

Yours respectfully,

The B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

May 3rd, 1922

Dear Mr. Jarvis:-

I am glad to see that you are back and trust that your holiday in the South has been beneficial to you.

We have been working very hard regarding the Alert Bay proposition without success. We have had the help of Mr. Mark Workman through his friend Mr. Harold Fisher, and we have worked in every other way possible, having the assistance of the Inspector of Fisheries here - Major Motherwell - and others, but all, so far to no purpose.

The Minister of Marine & Fisheries - the Honourable Mr. Lapointe - says that he will be out here this summer and will look into matters. We do not know where he can get any more information than he has already received; they admit that we have a good case and should have consideration, but so far have not given it.

I am in receipt of your night message of the 2nd instant, and beg to state that I am at the office every day - morning and afternoon - and am always willing to see Mr. Henry Bell-Irving or anyone else regarding business matters, and to cooperate with them for our benefit or benefit of the industry in general. Notwithstanding that, Mr. H. Bell-Irving has on several occasions tried to belittle and insult the writer whenever he had a chance to do so. However, as I have stated, I have swallowed my pride and listened to his suggestions, many of which are unworkable, and will continue to do so.

You should well know that it is not necessary for Mr. Bell-Irving to go to you for anything of this kind, also you will remember that Mr. Bell-Irving has been to you before regarding our business. The success he has made himself does not warrant him in making suggestions to us or anyone else. He may possibly have something of some value, and if so we shall only be too glad to take advantage of it. Usually his suggestions are something which benefit his Company to someone else's disadvantage.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

May 22nd, 1922

Dear Mr. Jarvis:-

I am receipt of your favor of the 16th instant, and we are compelled to confirm your conclusion that nothing will be done this year regarding Alert Bay, and we have very little hope for anything in the future, although we will use every effort to obtain from the Government exclusive privileges there, as they have repeatedly stated that our claim would have serious consideration and that we have some rights there.

Regarding your suggestion that we go after Hickey by fishing in his vicinity, we may say that there is little there that we care to bother about, and the idea of "getting even" is most often expensive. However, we have had this in mind and may probably do something of the kind. If we do, we would have also to go Knights Inlet. This brings to our mind your telegram of the 2nd instant and your letter confirming same regarding Mr. Henry Bell-Irving. This gentleman has been back at his office two weeks now and has not in any way tried to see the writer, but the first thing we heard of his doing - which we heard on the 8th instant - the day he arrived home - was that he had arranged to fish two seines at the Nimpkish, and also commenced to sell salmon for export at prices lower than we or others had sold it. You can see by this how this gentleman co-operates. However, it does not in any way bother us, as we fully expected him to go to the Nimpkish, as he is about the same distance away as Hickey, and has had it under consideration for some time, as we have heard from some of his employees. This probably will mean a loss to all concerned who fish at the Nimpkish, and we think possibly may result in their dropping the thing, as it cannot be profitable.

Regarding your enquiry as to the \$65,000.00 provision on the balance sheet, this is for losses that have occurred at our Cold Storage, the George & Barker place, and depreciation of the Packers Steamship Co. As we were taking no depreciation off this year, having done so liberally in previous years, the Auditors thought it would be absolutely alright to not take off depreciation this year, but that we should in lieu take off \$65,000.00, which is practically a depreciation on the above mentioned plants.

Yours respectfully,
B.C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

May 26th, 1922.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 20th instant together with a letter from Mr. W. G. Allan of your City, which I return herewith.

Regarding Mr. Allan's desire to receive a Profit & Loss Statement, we might say that we have not for several years past given Profit & Loss Statements to any of our Shareholders except for Directors. For fear we have not sent you one we enclose one herewith; you can use your own good pleasure as to letting Mr. Allan see it or giving him a copy of same.

The writer is of the firm opinion that it is a very bad business to have these Profit & Loss Statements sent out, as they become public property and are used to our disadvantage by our competitors. We do not care to have them know too much about our business.

Regarding the progress made since the beginning of the year, we have just commenced to fish for one species (Springs) at two or three of our Canneries and so far the run has been light. Sockeye fishing does not commence anywhere in British Columbia until the 20th of June. It is impossible to say anything about the supply - a good deal depends upon the weather, as in stormy weather men cannot work to advantage.

The surplus as you are well aware was used up to make up the additional capital of our Company. There was no other way except by raising the value of our assets, which we thought best not to do.

It is not surprising that Mr. Allan should ask these questions as he is not conversant with the business.

The Bank Account - \$280,000.00 - considering our very heavy carry-over of stock, was not deemed at all excessive by the Bankers themselves, and we are sure that our debit would be very much less than that of our competitors.

Since the beginning of the year we have received from carry-over salmon \$95,587.24, and we are receiving accounts of sales right along, as the salmon consuming season has just begun.

All our frozen fish from the Cold Storage has been disposed of. We are sorry to have to say that the Cold Storage business has not been a success for the past few years, and as the writer stated in his report, it has been laid up for the present. We had expected to make a sale of this property, but so far have been unable to do so under prevailing conditions.

All liabilities to the general public have been liquidated; all outstanding accounts with exception of fishermen's accounts have been met.

You are aware that it requires quite a large working capital, particularly when we carry over the inventories we have been compelled to do for the past few years at the high cost of all materials. The poor packs made last year compelled us to advance money to our fishermen in order to hold them. We think, however, that all advances made will be taken of.

We have not sold any of our bonds and have thought best not to do so as they are now part of our capital.

Just as soon as we possibly can - say some time in August - we trust we will be able to give you something reliable.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.

President

W.H. Barker

WHB.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

June 21st, 1922.

Dear Mr. Jarvis:-

This morning we are in receipt of a bill from Messrs. Murphy, Fisher, Sherwood, Clark & Robertson, Barristers, Ottawa, for \$300.00, for services rendered re Alert Bay. We understand that Mr. Harold Fisher was engaged by Mr. Mark Workman in our interests at Alert Bay, but so far has accomplished very little. We suppose that it will be in order for us to pay this bill.

Regarding Alert Bay, had we been there alone this year it looks as if we might have made a profitable season. Instead of two seines operating there as formerly, there are now nine - three of these by our good friends (?) Messrs. H. O. Bell-Irving & Co., who seek this method of cooperation with us referred to by Mr. Bell-Irving while passing through your City enroute home.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

August 15th, 1922.

Dear Mr. Jarvis:-

Your favor of the 10th instant received.

The writer has been wishing to inform you as to the operations of the season's business and what we might expect from same, but has put it off from day to day hoping that the report he would send you would improve. The season has been a better one than last year but not as satisfactory as we would have had it.

FRASER RIVER We are operating four Canneries, the same as last year, and have packed to date about 10,000 cases of Sockeyes there, besides some quantities of Red Spring and other varieties. We are fully satisfied that we will make some profit on the Fraser as we have always done in the past.

There is to be a Parliamentary Commission out here in a short time regarding this Fraser River. This we do not think will amount to anything except as a junketing trip for the Eastern Members and their families and an expense to the Dominion. The excellent report of the Sanford Evans enquiry a few years ago gives them all the data regarding the fisheries of British Columbia. We doubt if the Members have done more than look at this report.

As you are aware, one of our Canneries - the Currie- McWilliams - burned down. We have only partly restored this to use as a station. The Albion Cannery below the Curries has been washed out. We had removed all the machinery and most of the buildings before they fell into the river. Only a small fishing station is there at present. The Anglo-American Cannery at Canoe Pass has also suffered by the front being washed out, as has the Atlas below our Imperial Cannery at Steveston. The other Canneries at Steveston are all intact and in fairly good shape. Some machinery from there has been moved as needed by other operating Canneries. The Celtic and Acme Canneries on the North Arm of the Fraser have not been operated for some time and part of the machinery has been removed as needed by our Northern Canneries.

The Cold Storage as you are aware was not operated last year nor this. The machinery is all intact and well taken care of; a watchman is kept there and we are awaiting a chance to sell this valuable property when one occurs.

ALERT BAY You are familiar with conditions regarding this plant. Owing to Bell-Irving going in there in addition to Hickey who was there last year, the Fisheries Department have moved us down the river where there is a better chance for the fish to get by, and made a close season of 72 hours per week. The run of Sockeyes here this year has been very good - the best since the writer has been with the Company. We would have surely packed 15,000 cases of Sockeyes here had we been left to ourselves, and without hesitation the writer is sure that we have lost fully \$100,000.00 by the other people coming in and the restrictions placed upon us by the Fisheries Department. Our pack here is only a little over 5000 cases, but we are still fishing and expect to make a fairly good pack of the lower grades and should show some profit this year.

RIVERS INLET We operated as formerly two Canneries - the Wadhams and Brunswick. A strike occurred with the white fishermen - who are mostly Swedes and Finlanders - and are Bolsheviks and had a strong German feeling all through the war. The Whites, Japanese and Indian fishermen are about equally divided - about one-third each. The Fisheries Department have already given out information that the licenses of Japanese fishermen will be reduced 50% next year. This will throw us more into the hands of these foreign socialistic fishermen who no doubt will take advantage of it. Our pack on Rivers Inlet has been only fair, being about 13,500 cases of Sockeyes and a few other varieties. The Canneries are now shut down and the fishermen paid off.

BELLA COOLA We are still fishing, but our pack of Sockeyes only amounted to 2000 cases - about the usual quantity. We expect to make a fair pack of the other varieties here.

LOWE INLET Owing to the very dry season our pack at Lowe Inlet is short to date. However, we are still fishing there and expect to make a pack of 5000 cases of Sockeyes and some quantity of other varieties.

SKEENA RIVER We have about 13,000 cases of Sockeyes, packed at our three Canneries operating there, and a considerable quantity of other grades, also about 400 tierces of Mild Cured. The pack here is about three times that of last year. We are still fishing and expect to increase the quantity of the other grades than Sockeye.

NAAS RIVER We have also made a much better pack here than last year having packed about 6000 cases of Sockeyes and a considerable quantity of other grades.

We have about 50,000 cases of Sockeyes packed to this date and should increase this by probably five or six thousand cases from the Fraser River.

MARKETS Owing to the unsettled conditions in Europe we have had no demand from the United Kingdom for Sockeyes. They have looked to the Japanese and Siberian Cannery for their supplies of this grade. These Japanese Cannery are hard up and are in the hands of the Banks and Messrs. Sale, Fraser & Co., and the British dealers were not slow to take advantage of their condition. We feel satisfied however, that if the Cannery here do not get panicky the market will need all our Sockeyes at our opening prices. Our Company is fortunate in having a good demand from Canada, and we have been able to sell all our Sockeyes at good prices, but you can well understand that if the packers here who have been selling to the United Kingdom cannot market their goods there to advantage they may offer them at much reduced prices in Canada, which may force us to rebate our customers for goods sold and many of them shipped. Under these conditions, it is impossible for us to say just what profits we will make, but we should make a better showing than last year.

We are sorry that we cannot give you a more favorable report, just as soon as we are able we will give you the results of the season's packing and also conditions at that time.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

August 24th, 1922.

Dear Mr. Jarvis:-

Adverting to your favor of the 10th and our reply of the 15th instant, we beg to state that what we feared might happen to our Canadian market has happened.

On the 14th instant we received a telegram from our Eastern Agents stating that Messrs. H. Bell-Irving & Co. had informed the Canadian markets pretty thoroughly that they were going to make a considerable cut in the price of Sockeye, and asking that they withhold any orders. On that date Messrs. H. Bell-Irving & Co. did cut the price of Sockeye \$1.50 per case.

We have seriously considered the matter, and after taking it up with our Agents in Eastern Canada and the North West, have decided that it is to our best interests to meet this price. As we have sold something over 40,000 cases, you can see the loss it means to us. Practically all contracts are signed and half this quantity has already been shipped. We will have to rebate on shipments already made.

There was no need of this at all, as Messrs. Bell-Irving & Co. will not sell any more in Canada, and it affects markets everywhere. No doubt the stagnation of the English market and the competition of the Siberian salmon (which is fairly good) has had this effect. Scarcely any sales have been made to England - we have made more than anyone else - but we feel satisfied that with the limited quantity for sale, our prices could have been obtained ultimately - possibly not for some time.

One buyer to whom we had sold 1000 cases of Sockeye Halves approached us yesterday asking us what we would take to let him off, practically offering \$1500.00

We give you this information, as it will seriously affect our profits, but as we have before said, after careful consideration we think it is in our best interests to act as we have done.

Mr. H. Bell-Irving has always been erratic, and has done this before; in fact, he did it last year with Pinks causing us a heavy loss.

The cutting of prices on Sockeye may also start cutting on the other grades; we hope not, but it cannot be helped if it does. It is too bad after having made all sales with our customers apparently satisfied that we should be forced to make this heavy loss.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Milton L. Hersey Esq.,
84 St. Antoine Street, Montreal, P.Q.

September 5th, 1922.

Dear Sir:-

I am in receipt of your favor of the 28th ulto., and beg to say in reply that the reports regarding the run of Sockeye - particularly in Northern British Columbia - were premature. The run on the Naas River is much better than that of last year, and that of the Skeena is more than double that of last year; the balance of British Columbia is in about the same ratio.

The pack of Sockeyes in British Columbia will be in the neighbourhood of 270,00 cases against 163,000 cases packed last year. We are still packing the lower grades, the quantity of which we think will also exceed last year's pack.

The markets, owing to the disturbed conditions of the United Kingdom and Europe, are in very bad shape, in consequence prices for Canada have been materially cut and we are unable to say at this time just how we will come out, but notwithstanding the adverse conditions of the markets we hope to make a better showing than last year.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

September 5th, 1922.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 30th ulto., together with copy of letter from Sir John Aird to yourself.

I must say that I am rather sorry that you saw fit to send the information out that I gave you regarding Mr. Bell-Irving's cut on Sockeye salmon. He has taken the matter up with his office here, but they of course cannot interfere with their customers' actions regarding markets or anything else. Pardon me if I say that I do not see just what good can be accomplished.

I am in receipt of a letter from Mr. Milton Hersey as per copy enclosed herewith, also copy of my reply to same.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

September 19th, 1922.

Dear Mr. Jarvis:-

The Parliamentary Fisheries Commission which has been all over British Columbia taking evidence from interested parties and others, have finished their labors and the Eastern Members left here Saturday or Sunday for their homes.

We fear that the results of this Committee, if they amount to anything, will add additional burdens to the salmon packers here, as the Commission was largely a "political" one, and the members of it - at least some of them - were talking for the edification of the people present. They seemed to lean towards the fishermen and other parties who were opposed to the cannery interests; in fact, the Commission generally seemed disposed to look upon us with a very suspicious eye as someone that needed watching.

The writer was up before the Commission for about two hours and went into matters which he considered important, such as closing of the Fraser River, the use of gasoline boats in Northern B. C., the use of drag-seines, and our interests at Alert Bay. It is quite possible that this Committee may recommend the total closing of the Fraser River for a number of years, which was advocated by Mr. Bell-Irving and some others who have no interests there, and also by Mr. Babcock for the Province and the interests from Puget Sound. We scarcely think they will recommend the use of gas boats in Northern B. C., as the preponderance of the evidence was against them. We do not think they will interfere either with the use of drag-seines at Lowe Inlet or Alert Bay although they seem very much prejudiced against them.

The writer put up a strong plea for our exclusive use of the Nimpkish River, but Mr. Martell - one of the Eastern Members - stated right out that he was opposed to any monopoly by us or anyone else; that if we had spent money on the hatchery no doubt we had received good returns for it, and he for one would be against our having exclusive use there. We sent the Fisheries Committee a letter (copy herewith) again putting our case before them, and wired Mr. Harold Fisher at Ottawa, asking him to send a telegram to Mr. Wm. Duff, Chairman of the Committee here - which he was very prompt in doing.

We fear that unless something more is done regarding these Members of Parliament, particularly Mr. Martell and Mr. Wm. Duff - who by-the-way was very decent and sympathetic, the writer thought that perhaps Mr. Mark Workman or some other influential shareholder might bring influence to bear on their Members of Parliament or with the Minister to forestall or stop any measures that were detrimental to the business generally and particularly to ourselves.

We are not sure whether anything can be done in this direction, but feel that our interests have suffered both at Alert Bay and Lowe Inlet, and will still further suffer if operations on the Fraser River are closed for a number of years, as we have always made a fair profit there and expect to do fairly well this year. We have already packed 20,000 cases of Sockeye on the Fraser and quite a lot of other varieties.

One other matter that the writer forgot to mention was the Department's intention to curtail the licenses of Japanese fishermen. We are positive that without these Japanese fishermen on the Naas and Skeena Rivers, no Cannery can successfully operate, and it is a shame to pick on the salmon industry the burden of this Asiatic exclusion. They are here and will be employed somewhere, and why not in the fisheries where they are doing good work.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

October 6th, 1922.

Dear Mr. Jarvis:-

Adverting to ours of recent date regarding the Parliamentary Commission whose interim report we understand is before the Government for action, I enclose herewith an extract from the Prince Rupert paper which refers to the spawning grounds of the Skeena.

As we understand that this Parliamentary Commission have recommended an increase in the weekly close time for all northern rivers, including the Skeena, we wish to show you that it is not at all necessary, and would of course increase the cost if the close time is again increased.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

(Handwritten) We thought best to send this on to the Acting Minister at once as the Fishery Officer's report would be a long time (illegible) . . . in the meantime the Government might (illegible).

W.H. Barker

WHB/G.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

October 10th, 1922.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 4th instant together with copy of a letter addressed to Mr. Mark Workman, and which you state has been sent to the other Eastern Directors. I have read with a great deal of interest the letter and think it is very good, and trust it will be of service in stopping any adverse legislation regarding British Columbia fisheries.

Regarding the inference you drew from talk with Mr. Evans that the Board of Directors gave the writer little or no assistance with the Fisheries Board, the writer does not see what they could have done and feels satisfied that they could have done but very little with this Fisheries Commission which, to say the least, was the worst we have ever had here.

We are pleased to state that our Mr. Doucet is back at the office after being away six or seven weeks and is alright again. He slipped and fractured one of the bones of his arm as well as putting out the shoulder blade.

The writer has not spoken to Mr. Whitehead regarding your suggestion as he is away for a few days, but will do so on his return, but feels satisfied that he will think as the writer does, that there is no immediate need of any understudy now.

We have most of our Northern men down and they are closing up their books. We are unable to state however just what the results will be, but will let you know just as soon as there is anything definite.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 14th, 1922.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 8th instant together with copies of letters from and to Mr. Batson, also copy of a letter from the latter to Mr. Motherwell.

Mr. Batson is a nuisance and regarded as such by everybody that knows him. In fact, it is stated that one of his brothers committed suicide and another died in the insane asylum, and Mr. Batson is not very far off if he is not at present crazy. He has one mania, which is for letter writing. The writer has known him for years and felt sorry for him, and has tried to help him several times.

Our Cold Storage gave him a job as mate on one of the steamers used. He didn't last very long - ran a schooner down, which cost us considerable trouble and some expense. Our Imperial Cannery afterwards sold him a net. He worked fairly well for a short time, then neglected his business to meddle with other people's affairs, and his net was left on the racks, owing us for it. We took possession of the net and stored it and got a chance to sell it. He refused to sell the net, but afterwards came to get it, when we asked for our money which he refused to give us and sent us a lawyer's letter.

He is now living in our (sic) of our shacks at the Imperial Cannery and has been for some time; his house is the dirtiest of any occupied by either Whites or Japanese. Our foreman - Mr. Rowan - told him to clean it up or get out. He then went to the Health Officer and complained of the unsanitary state in which our houses were kept, when his was the dirtiest.

I note that you have written Mr. Batson and I feel quite sure that you will receive many more letters from him. The Department know him well by his correspondence if not personally. He is as I state in the commencement of this letter, just a nuisance and better left alone.

Yours sincerely,
B. C. Fishing & Packing Co. Ltd.,

President.

(Handwritten) Your request for letter heads is having (sic) attention - we are getting some printed for you and will forward them as soon as received.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 22nd, 1922.

Dear Mr. Jarvis:-

Your favor of the 15th instant arrived while the writer was out of town for a day or two, hence the delay in replying to same.

There is nothing certain about Mr. Braid's going away. The writer has taken the matter up with him, and he states that he possibly may take a trip in the Spring. Mr. Braid is one of our best Directors, and his judgment has always been what the writer considers sound, as was that of the late Mr. Kelly, both of whom were successful business men.

We think the matter of a new member to take the place of Mr. Kelly might be left in abeyance until our Annual Meeting in March next, as there is no immediate necessity for another Director at this time.

The books from our Northern Canneries have all been closed, and generally speaking they did fully as well as could have been expected, and had it not been for the serious cut of Mr. H. O. Bell-Irving on the price of Sockeye, we would have been able to resume the payment of dividends.

There is only one Fraser River Cannery whose books have been closed up to this time, and it is the one that made the smallest pack, so that we can expect fairly good results from the other three.

Regarding the report of the Fisheries Committee who recommend the total closing of the Fraser River for Sockeye fishing for five years, this would work a great hardship on our Company, as a large part of our profits have been made from the earnings of the Canneries on the Fraser. It is altogether unnecessary, as \$1,500,000.00 of Canned Salmon will be marketed from the Fraser this year. Five years could do no good and it would do an immense amount of harm, in fact, it would result in the closing down and scrapping of all our Canneries there.

We trust that some of our large Shareholders in the East, together with your goodself, will have some influence with the Government. We have sent in strong protests both by wire and by letters to the Department. We understand that the Fisheries Department at present are opposed to most, if not all of the Interim Report.

We enclose herewith copy of a letter from Mr. Cunningham - late Chief Inspector - we having asked him to write same.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

(Handwritten) Regarding the copy of Mr. Cunningham's letter enclosed - it would embarrass us very much - & stop any further assistance from that quarter & also the present "Chief" Inspector of Fisheries" if they should know that you had a copy of this letter - I thought that so many points in the Parliamentary Committee's Report were objected to - that it would give you a good idea of the matter.

W.H. Barker

WHB/G.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 14th, 1922.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 9th instant together with copy of the letter addressed to Mr. Workman, and your notification that you will draw on us for \$500.00, and beg to state that your draft will be honored on presentation.

The letter to Mr. Workman is very good indeed although it does not cover all the points, and perhaps it is just as well that it does not.

I enclose herewith copy of a letter addressed to the Acting Minister of Marine & Fisheries dated December 7th. I also enclose copy of the Report of the Parliamentary Committee which the letter to the Acting Minister deals with. The letter we think is full and takes each part of the Parliamentary Committee's Report in detail, and should give the Minister or Acting Minister a good idea of the conditions as they now exist.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

WHB.
Encs.

President.

W.H. Barker

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 11th, 1922.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 5th and 6th instant. Referring to the letter regarding our forwarding to you 4000 letterheads and which you think was an excessive quantity, we beg to say that in September 1921, we forwarded you 2000 letterheads for which the charge was \$50.65. For your recent order we thought best to order double that quantity as the printing or lithographing would be the larger charge and the excess quantity would only be the paper. The cost of the 2000 was \$50.65 and of the 4000 recently sent you \$84.52, so it was economy we were studying in ordering the larger quantity.

The writer is pleased to note that you have a high regard for Mr. Braid's sound judgement. Regarding the filling of Mr. Kelly's place on the Board, we will keep this in mind and suggest to you any name that we think would be for the best interests of our Company. Mr. Hugh Davidson is well known to the writer, and he was at one time in the salmon business - a great many years ago - with the Rithet people. He is closely connected with Mr. A. C. Flumerfelt, and I do not think he has any political standing to speak of. He is a very fine gentleman and has the confidence of the whole community wherever he is known. We take for granted the Malkin you mean is Mr. W. H. Malkin of the W. H. Malkin & Co., Wholesale Grocers here, who is a most estimable gentleman, but we do not think he is at all interested in politics and do not know whether he is a Liberal or a Conservative. He is or was slightly interested in the salmon business with W. E. Anderson at Quathiaski Cove.

Our pack of Sockeye in British Columbia was about 70,000 cases, and we purchased some 10,000 cases, half of which was bought before the price was cut by Messrs. by H. Bell-Irving & Co. Only on 2000 cases of an early purchase could we get any rebate; the balance of course was purchased at the lower prices. Our loss caused by this cut will be considerably over \$100,000.00 as we have been compelled to cut prices and rebate on Red Springs as well as all Sockeyes. Most all of the Wholesale Grocers in Eastern Canada, also the North West, are clamoring now for rebates on Cohoes, which we have refused to give. We may and think we will have to rebate some of these Grocers on this grade, the price of which has been reduced by packers in order to effect sales.

While all our Cannery books are not yet closed and audited, we are advanced far enough to feel satisfied that it will be impossible to pay a dividend for this year's business. Last year we did not make any depreciation but claimed one when making our income tax returns. We must and should depreciate our plants and inventories to put ourselves in good shape to resume dividends if at all possible next year. However, we will, as soon as possible, send you a copy of a balance sheet which will speak for itself.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB.

F. Barker, Esq.
Columbia River Packers' Association, Astoria,
Ore.

December 11th, 1922.

Dear Fred:-

I am in receipt of your favor of the 9th instant and also copy of Saturday's "Oregonian" giving me full particulars regarding the disastrous fire in your City. It is much worse than I had anticipated, and will cause all of you there considerable inconvenience before things get straightened out. We were fortunate in not making any direct loss ourselves. Please give my sympathy to Mr. Gordon of the First National Bank, also Mr. Higgins of the Astoria National Bank, Mr. Tyler and all others who have suffered so severely.

You were fortunate in getting so good a man as Mr. Henry O'Malley as Commissioner of Fisheries, and also fortunate in having so able a man as Mr. Herbert Hoover as Secretary of Commerce, and I feel satisfied that they will do justice to the vested rights and at the same time protect the fisheries, which after all is what we need and must have.

I note that the Alaska Packers Association want an allotment at Chignik for Reds alone, and that Dr. Gilbert is willing to give this. I would suggest that you try and get this also for Nushagak; it would be very much better, as most of the profits are made from these higher grades.

Pleased to note that you are still getting orders to ship out and that you are maintaining prices. This is very hard to do when such people as Warren have been quoting lower prices.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB.

Æmilius Jarvis, Esq. Vice President, B. C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 14th, 1922

Dear Mr. Jarvis:-

I am in receipt of your favor of the 9th instant together with copy of a letter addressed to Mr. Workman, and your notification that you will draw on us for \$500.00, and beg to state that your draft will be honored on presentation.

The letter to Mr. Workman is very good indeed although it does not cover all the points, and perhaps it is just as well that it does not.

I enclose herewith copy of a letter addressed to the Acting Minister of Marine & Fisheries dated December 7th. I also enclose copy of the Report of the Parliamentary Committee which the letter to the Acting Minister deals with. The letter we think is full and takes each part of the Parliamentary Committee's Report in detail, and should give the Minister or Acting Minister a good idea of the conditions as they now exist.

Yours respectfully,

B.C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 27th, 1922.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 19th instant and note what you say regarding the letter written to the Deputy Minister of Fisheries giving our ideas as to the proposed regulations recommended by the Parliamentary Fisheries Commission.

Previous to sending this letter, we had protested strongly against the closing of the Fraser River, and had obtained, after considerable work, the help of the Mayor of New Westminster, the heads of the Liberal Association of Vancouver and New Westminster, the Board of Trade, and all other influential bodies we could get, to protest against the closing. We succeeded in getting the Department to wire us that no change would be made for at least a year. From what we have heard since, we believe this portion of the recommendation will be dropped.

Regarding the above, the Fisheries Commissioner of the State of Washington had written to the canners and fishermen on Puget Sound stating that if the Canadian Government agreed to close the Fraser River, for Sockeye fishing, they must put in their pots and spillers (of their fish traps) a larger mesh. This was all they would do regarding the stopping of fishing for Sockeyes on Puget Sound. The larger mesh in the pots and spillers of the traps would catch quite a large quantity of Sockeyes, so you can see they had no intention of "playing fair".

If fishing for Sockeye is stopped on the Fraser River, the only real stoppage would be to entirely stop fishing for salmon of all species.

As I have before stated, we feel satisfied that nothing will be done towards the entire closing of the Fraser River unless the season of 1923 proves more of a failure than the past three or four years.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

January 31st, 1923.

Dear Mr. Jarvis:-

I am in receipt of your telegram from Ottawa dated the 30th instant, and after consulting our General Manager, Mr. Whitehead, we thought best to wire you as per enclosed copy.

A declared reduction of Japanese licenses to be issued is causing a great deal of anxiety to our Japanese fishermen and also to ourselves, as it means everything to us in the way of supply, as these Japanese fishermen deliver to us fully three times as much as the White and Indians on the Skeena River.

The Department has informed us through their local representatives here, that they intend to reduce the number of Japanese licenses issued to Japanese fishing on the Naas and Skeena Rivers 10%, Fraser River 15%, and Rivers Inlet 50%. The recent Parliamentary Committee who came out to the Coast to look over matters and take evidence of fishermen, packers etc., have recommended a reduction of 40% of Japanese licenses. If this is done, it will certainly make our business unprofitable in the North, as we have no one to take the place of these experienced fishermen.

I enclose herewith a paper that puts general conditions as they are at present as plainly as possible. The conditions are not exaggerated in the statement, and the writer regrets to have to say, that he never saw conditions in the business so bad as at present. The bulk of the Sockeye packed in British Columbia is still unsold. Messrs. J. H. Todd & Sons and ourselves have sold the bulk of our pack in Eastern Canada; other packers are now offering Sockeye at a reduction of \$2.00 per case. Also Springs and Cohoes have been reduced from \$1.00 to \$1.50 per case. We do not know where this is going to stop. We are importuned very often for more rebate and lower prices. This cut in prices has affected our year's business more than we expected some time ago. We have had to cut down the value of our carryover, which is considerable.

We have on hand 107854 cases of which 13,270 are sold but not delivered. The value of our stocks, less discount, delivered and undelivered, is \$777,219.70. Consignments to Eastern Canada, England and France make up the value of salmon on hand net \$959,293.97.

We expect to have a proforma balance sheet out in a few days. The showing is disappointing to the writer, but we have the satisfaction of knowing that we have done our best and no doubt are in a much better position than any of our competitors.

We are addressing one copy of this letter with the enclosures to your address in Toronto, and another copy c/o Chateau Laurier Hotel, Ottawa.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

(Enclosure)

The Salmon Canning Industry of British Columbia is in a very precarious position, principally owing to our high cost of production.

The Cause:

First - owing to the competition of Siberian (Japanese) packed salmon; some 500,000 cases of 1922 pack is now in England and unsold. There are large quantities of American salmon there also, but it is the Siberian that is hurting the sale of B. C. higher grades, viz: Sockeyes. Very little of last season's (1922) pack has been sold. The unsettled state of affairs in Europe also has its effect on business - considerably with ours.

Can we get our costs down:

Our cost, outside of fish, will be fully as high as last year. Tinplate is a little cheaper, but has to be paid for in Sterling, and the rise in exchange makes the cost about the same as last year.

Nets - a very large item - cost just the same; Boxes will cost more - Labour fully as much. The only possible chance is fish. Owing to Government interference, it looks certain that fish will cost more. Taking licenses to fish away from old expert fishermen, who are British Subjects of many years standing but of Japanese birth with absolutely no reliable, experienced fishermen to take their place, means higher cost to us.

There are some very good white fishermen, but the most of them are of foreign birth - Russian Finns, Swedes, Germans, &c., many of whom were pro-German during the war.

Owing to the declared intention of the Government to reduce the number of licenses to fishermen of Japanese birth, these white fishermen agitators have been busy with Indian fishermen to organize them. We have reliable information that a demand will be made for a 25 to 50 percent advance for fish over last year's prices. Why should licenses be taken away from good fishermen to help these trouble makers and increase our cost of production? The reason is that these foreign born citizens have a vote and the Japanese born citizens have not. Why should the Government interfere with our employees? Why should the B. C. Salmon Canneries be made to settle the Japanese question?

The Government might do us some good if they could get the British Government to force the purchasers of the Siberian salmon to have on labels the source of origin. All this Siberian salmon goes to England unlabelled; the British purchasers use their own labels which formerly covered British Columbia salmon.

In District No. 2 or Northern B. C., the fishermen use nets and boats owned by the Canneries; an inexperienced fisherman is apt to lose or tear his net and make a much smaller catch than an experienced man, which would mean higher cost of nets, which often go to \$2.00 per case - sometimes more. It also means smaller packs, which of course increases overhead charges.

The increased weekly close time materially affects the cost of fish. These weekly close times have been increased from 24 hours to 48, 60 and 72 hours per week. If the fisherman is only allowed to work four or five days a week - why, he must be paid more when he does work. This increase of weekly close time is often unnecessary, as nature gives ample protection, by heavy tides - 22 ft. on the Skeena, and by frequent stormy weather.

The reports of Fishery Overseers were that the natural spawning grounds were generally better seeded last season (1922) than for many years, yet we understand that the recent Parliamentary Committee recommend a 60 hour weekly close time for District No. 2. If the Fisheries Department would do something to destroy the predatory fishes and birds on the spawning grounds, who live on salmon spawn and young salmon fry, it would help more than increasing the weekly close time.

How can we reduce our cost of packing when the Government are making conditions harder for us, harrassing us in most every way? They gave ten drag-seine licenses to fish on the Nimpkish River where two are fully plenty; this increased the cost there so much that it turned a profitable plant into an unprofitable one and will deplete the supply in a few years, notwithstanding that our Company maintain a Hatchery at its own expense.

Fishing should be regulated - the number of Canneries limited also the gear, as was done when Minister, now Justice Brodeur, had charge of the Department. The United States Government now regulate the salmon fisheries of Alaska. No new Canneries can obtain licences, and only a limited specified gear be used in the reservations. This enables the Alaska salmon packers to make cheaper packs and some profit; it also gives stability and value to their plants. We have to compete with these American packers; they frequently send their Canned Salmon into Canada and after paying a 30% duty, undersell us.

We must pack cheaper or go out of business.

Regarding the Government's action towards Japanese fishermen, we thought best to procure a Naturalization Certificate from one of our Japanese fisherman and enclose a copy herewith.

You will note that the Dominion gives to these Japanese Naturalized Citizens all the benefits and privileges of any other Citizen. It would seem that withholding or refusing to give the Japanese fishing licenses, that they are going back on their agreement with the Japanese. Can the Dominion of Canada afford to do this - may it not lead to International complications.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 10th, 1923.

Dear Mr. Jarvis:-

I am just in receipt of your telegram reading:-

"It has been suggested we apply again to Indian Department
for Alert Bay lease in same manner as before, that is
direct from Tribe."

We will take the matter up with our Mr. Chambers at Alert Bay; at the same time, we do not consider that we will obtain from the Indian Department the lease desired, and if obtained, that it would be of very much value.

The Fisheries Department are just simply "passing the buck" as they did formerly. It seems that is the best we can get from this Department.

We trust that the statement you asked for in the previous telegram, and which we promptly forwarded to you, will do some good, but have about given up hopes of any concession or good that we may obtain from the Fisheries Department.

Just as the writer stated - we must reduce our cost of pack, and just how this can be done in face of adverse regulations from the Department the writer cannot see. There is one slight method of reduction, and that is to save the writer's remuneration; he feels disgusted and tired of the continued interference with our business by the Government and thinks it is almost impossible to do a profitable business while such adverse conditions remain.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis
Jarvis Building, Toronto, Ont.

February 13th, 1923.

Dear Mr. Jarvis - (Handwritten)

To confirm that I have recently written you regarding our inability to sell our (illegible) Sockeye salmon in England profitably. I enclose herewith copy of a letter sent to our B. C. Cannery Ass. for the Canadian Trade Commission in Manchester England - this is the best Salmon selling district in England.

I may say that conditions have not improved since this letter was written, but are much worse owing to a majority of packers to realize as they are needing money to pay bills (illegible) of last year & for the (illegible).

Yours truly,

W.H. Barker

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 16th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your telegrams of the 13th and 14th instant, and in accordance with which the writer called on Mr. Hogg - Superintendent of the Bank of Montreal, B. C. Branches - and had a long talk with him. He returned from Montreal about two weeks ago, and of course discussed the Cannery accounts with his Chief - Sir Frederick Williams Taylor, and as stated in your telegram, he was not at all pessimistical regarding their cannery accounts, and the writer thinks he has no need to be. He had not heard from his Head Office, and stated that he would call me up when he did so.

I then called on Mr. Morris and found that he had been away from the office for a day or two, and they promised to ring the writer up when he returned. So far we have not heard from Mr. Morris.

I hardly thought it worth while to wire you, as I could not state all I wished to say in a telegram.

The Banks dislike very much to go to the Government to ask assistance for their customers and will keep out of doing so if at all possible.

Adverting to our letter of the 10th instant regarding our getting the Indians at Alert Bay to ask the Indian Department to give us a foreshore lease on the Nimpkish River. This is as the writer stated just "passing the buck" and could possibly do no good if the Department issues licenses to others to fish on the Nimpkish.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 19th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 12th instant and note contents.

Regarding the \$54,000.00, this does not take care of any rebates, but is depreciation on the George & Barker plant and also on some losses made by exchange on shipment of some mild-cured salmon made some time ago to Germany. This salmon was not saleable either in New York or elsewhere, and as a last resort was sent to Germany. The Government had ruled that no money should be sent out of the country for two years; at the end of that time the Mark was worth little or nothing. We still have a credit at the Deutsch Bank but it is doubtful whether it will be of much value for some time to come.

The writer will do as you suggest, mention the fact of the Government's interference in his report, which will be sent out with the Balance Sheet.

The writer was able to see Mr. Morris this morning for the first time, as he has been kept at home with a bad case of lumbago. As I stated in a recent letter, I had seen Mr. Hogg of the Bank of Montreal, who was awaiting a letter from the Head Office. No doubt he has received same, as Mr. Morris only received his letter from Sir John Aird with copy of your letter to the Minister this morning. Mr. Morris promised to see Mr. Hogg, and promised the writer that he would ask their Head Office to write to the Government asking them to stop interfering with our business; that regulations and conditions were so onerous that it was impossible for anybody to make any profit.

I enclose herewith copy of a telegram we are sending you to-night, stating that Mr. Morris would write his Head Office recommending them to go to the Government on our behalf.

I also enclose copy of a letter our Mr. Whitehead wrote to Mr. Wm. A. Found - Deputy Minister of Fisheries - in reply to a letter received from that gentleman - copy also herewith.

Also enclosed, copy of a telegram sent you on the 30th ulto. to which the copy of letter written on the 17th instant to Mr. Found refers. As usual, Mr. Found has seen best to order the issuance of Japanese licenses which they are reducing 10% in the North, 15% on the Fraser and 50% at Rivers Inlet, on last year's basis instead of on an average of five years which we asked for.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 22, 1923.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 19th instant, and confirm my wire of yesterday's date. Since sending that I have seen Mr. Lay, and he has telegraphed his Head Office to support you in every way, and that his trouble was, there were too many in the business and over- fishing, and also that the business should be kept out of politics.

I enclose herewith the copy of my report and trust that same will be found satisfactory, at least, that part of it that asks for the assistance of our Shareholders who have any influence with the Government or their Members of Parliament.

The Directors held a meeting yesterday and passed on the balance sheet and profit & loss statement. At the Meeting there was a little confidential talk regarding the successor of Mr. Kelly. They asked if you had suggested anyone and I informed them that you thought it advisable to have somebody of the same political faith with the present Government, who had some influence with the Government. I might say that all present seemed to think it would be better to have our business entirely free from politics; that any benefit we might receive from a Director might be a detriment when the Government changed. The names they suggested were:- Mr. H. H. Morris of the Canadian Bank of Commerce, Mr. G. H. Halse, President of the Telephone Company, and Mr. Blake Wilson, General Manager of P. Burns & Co. They seemed to favor them in the order named.

It would be well to have another Director here as Mr. Braid expects to go away in May to be gone some time, and Mr. Sweeny is not always in the best of health. Mr. Evans as you know is away a good deal of the time, so it is hard at times to get a quorum.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 28th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 23rd instant together with copy of a letter to the Honourable Minister of Marine & Fisheries, regarding the point made by the Minister that creating a reserve of the Nimpkish area for fish culture purposes would close the area entirely. The United States Government have made a reserve of over two-thirds of Alaska territory, and grant a certain number of licenses only - as many as they feel satisfied the area will sustain without depleting the supply. No new licenses are granted in the reserved area, but in the reserved area licenses to fish are granted.

This is the only method they or our Dominion Government can take to regulate the fisheries and at the same time treat all its Citizens alike; that is, there must be some special purpose for their not doing so, which would be for the protection of the fisheries and the creation of reserve for that purpose.

The writer is under the impression that the Government could easily fix this matter if they were so disposed, but that Mr. W. A. Found is determined that it shall not be so fixed, and it seems that the matter is turned over to him finally.

We are still in the dark as to how many Japanese licenses we will get the coming season. The Department have not issued any yet and intimate to us that the reduction will be 10% on the Skeena and Naas Rivers, 50% at Rivers Inlet and 15% on the Fraser, but the Local Officers here tell us that the matter is not settled, and that they are instructed to issue no licenses at all until they receive further instructions.

From friends in Ottawa we are informed that the Parliamentary Committee are insisting on a 40% reduction. This will be a serious matter if such is the case.

You can well understand that we must arrange for nets and supplies of every nature, and also for advances to our Japanese fishermen, who are always badly in need of money at this time of the year.

We only send this to you for your own information, and it might be just as well not to take it up with the Department as we scarcely think it would do any good, and we will let you know later if we feel that you can be of any benefit to us in this matter.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

(Handwritten) I will write the Hon. Minister of Marine & Fisheries to-morrow & will send you a copy.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.
Jarvis Building, Toronto, Ont.

March 1st, 1923.

Dear Mr Jarvis:-

We are in receipt of your favour of the 24th ulto., together with copy of a letter to a friend of your in Ottawa.

We enclose herewith copy of a letter you suggested the writer send to the Honourable Minister of Marine and Fisheries, and we trust that same will have your approval, but have ceased to have hopes that anything will be done in our interest at Alert Bay at this time. We feel that we have done all that we possibly can in the matter - as we have previously - but so far without any results.

We are in receipt of a letter from Mr. Milton L. Hersey, of Montreal, and we enclose copy of our reply herewith.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs:

The Honourable Ernest Lapointe
Minister of Marine & Fisheries, Ottawa, Ont.

February 28th, 1923.

SIR:

We are in receipt of a letter from our Mr. Æmilius Jarvis enclosing copy of a letter from him to your goodself dated February 23rd, in which he asks the writer to address you regarding our request that the Nimpkish River be made a Reserve for fish cultural purposes. Mr. Jarvis states that you wrote him as follows:

"In your letter of 7th inst. you urge that the Nimpkish area is to be created a fishing reserve under the Fisheries Act for fish culture purposes. The effect of this action would be to close this area entirely to all fishing for commercial purposes, and this, I gather from your letter, is not what you have in mind. Quite obviously a reserve could not be created, and then the privilege granted to your Company or any other individual cannery to go in there and fish for commercial purposes."

We scarcely see why it would be necessary to stop all commercial fishing in such a reserve, but it would be necessary to only allow a limited amount of fishing, to be governed by your Fishery Officer, on that River, which would in his estimation allow sufficient fish to get by for the use of the Hatchery we have there, and to properly seed the natural spawning grounds.

The United States Government have made a reserve of two-thirds of the fishing area in the territory of Alaska - something over 2000 miles - but fishing is allowed on these reserves, but only enough fishing that the rivers will stand, and no new canneries or additional gear is allowed to go there. The spawning grounds are carefully watched, and if they are not well seeded (that is, enough fish get up to keep up the supply), then the gear to catch the fish is further restricted.

We do not see why a small amount of gear - say two or three drag-seines - should not be allowed on the Nimpkish River, and enough fish get by for the Hatchery as aforesaid.

It is absolutely necessary that this Hatchery be rebuilt as it is some twenty years old and in very poor condition. The water has to be carried some distance to the Hatchery; the pipes are also in bad repair. Some \$10,000.00 or more would have to be spent. Now Sir, it could hardly be expected that we would make this outlay for the benefit of others when our business has been ruined at this point.

We beg to refer you to our letter to your goodself under date of April 28th, 1922, in which we state the following:-

"We have already wired your Department that under the Fisheries Act, the Minister is authorized to create reserves for fish cultural purposes, and if this were applied to the Nimpkish River, our Company is prepared to increase our Hatchery accommodation to allow more fish to go to the spawning grounds, and thus enable us to procure more fertile eggs, and we would hand over to your Department annually at least three million of eyed eggs to be distributed at such outside points as may be advisable to your Officers, provided that our Company is allowed the sole privilege of operating two drag-seines on the Nimpkish River."

These eyed eggs could be transported from our Hatchery by your Fishery Officers to streams near or in Knights Inlet and Kingcomb Inlet, where the supply of Sockeyes have been almost depleted. These streams are adjacent to the Canneries that now operate seines on the Nimpkish River. In that way they would be benefited.[sic]

We are of the firm opinion that the reserve for fish cultural purposes would be very much benefited by our being allowed to fish there, and our allowing sufficient fish to get by than it would be

to have no fishing there at all.

As our Mr. Jarvis wrote you some little while ago, the changes in the regulations regarding open fishing have made our business at Alert Bay (Nimpkish River) unprofitable, in fact, the whole salmon business of British Columbia is in a very precarious state at this time, and it is certain that something will have to be done or the industry will be killed.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ontario.

March 13th, 1923.

Dear Sir:-

We are in receipt of your favour of the 6th inst., and also your telegram of to-day's date, and we confirm our reply as per copy herewith.

Regarding the reduction of licenses to Japanese fishermen, we have been informed by the Fisheries Department at Ottawa, and also the local Officers here, that a reduction of licenses to be issued to Japanese fishermen would be 10% on the Skeena and Naas, 50% on Rivers Inlet and 15% on the Fraser River. However, the writer informed you on the 28th ulto. that we had information from Ottawa that a reduction of 40% would likely be made all around. This has been confirmed by a telegram from the Minister himself, also from the local Fisheries Officers here.

The reason the writer asked you to not use this information at that time was for fear that it might act detrimentally to us and cause a greater reduction, as we are of the firm opinion that the Department of Fisheries had made up their minds on a 10% reduction but it seems they have been over ruled by the Parliamentary Committee.

This is quite serious to us as we had made preparations, purchased nets and advanced fishermen, as is usual at this time of year, and now to be cut down 40% will entail on us a loss and no telling what result it will have on this season's pack. It seems that the politicians have the say as to whom we shall employ and the number of hours the men employed shall work, so that the management of our business is being taken away from us.

In accordance with a request made by your goodself some time ago, we had our people at Alert Bay get the Indians to call a meeting asking the Indian Department to grant us foreshore rights on the Indian Reserve on the Nimpkish for fishing purposes. There are some thirty-four Indians in this Nimpkish tribe. Many of them go away to work in the winter; some trapping, etc. However, you will notice there are 24 names. The others are not at Alert Bay and probably will not be there for some time to come. This Petition has gone forward to the Indian Department at Ottawa.

The decision of the Fisheries Department to make a 40% reduction, coupled with the very unfavourable conditions in Europe, makes it impossible for us to sell our goods so as to show any profit. It would seem that the Government, instead of trying to assist us, are embarrassing us in every way - ever changing regulations which increase our cost, and in the end will put us out of business.

The writer would like very much to get out of it all, and if he followed his inclinations he would give his resignation at the Annual Meeting to be held on the 27th inst. Perhaps it would seem like leaving the Company when probably he might be of some service to it, but he cannot see how he can change matters much seeing the stand the Government is taking.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.,
Jarvis Building, Toronto, Ont.

March 14th, 1923.

Dear Mr. Jarvis:-

I am in receipt of a letter from the Minister of Marine & Fisheries this morning, dated March 7th., and a copy of which I enclose herewith.

Our Company also received a letter from Mr. Found, dated March 9th., a copy of which is also enclosed.

The letter from the Minister is in reply to one addressed to him, copy of which was sent you on the 1st. instant. The one from Mr. Found confirms our wire of yesterday, regarding the action of the Department in the reduction of licenses to Japanese fishermen. Comment is unnecessary, as we feel satisfied that we shall obtain nothing of any value from the Department.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

(Handwritten)

I also enclose circular letter of Wallace (illegible) sent to all Canadian Jobbers. Prices (illegible) are \$3.80 on 1/2's and \$3.25 on tall Sockeyes - and one low cost (illegible). (illegible) is on his way back from England where he went to sell them Sockeye pack - he did not sell a case.

We are having a lot of trouble with a few of our Canadian customers - but will not rebate - our prices were \$17.50 for 1/2s and \$16.50 for tall - Considering the fact that Wallace Graham have been packing for a generation they are rather late trying to get into the Canadian market.

W.H. Barker

WHB.

Encs.

Barker Letter Book

Volume 2

Page(s) 161

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.,
Jarvis Building, Toronto, Ont.

March 19th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favour of the 13th instant, and in regard to same I trust that your information will prove right, but I am afraid it will not, as the Fisheries Officers here have received instructions to issue licenses cutting out 40 per cent of the Japanese born fishermen.

I enclose herewith a letter received this morning from Mr. Bertrand, of Montreal, and our reply to same.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/

Encs.

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.,
Jarvis Building, Toronto, Ont.

March 22nd, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favours of the 17th instant (two), also copy of letter from Mr. A. P. Knight.

Since writing the letter to Mr. Harvey, under yesterday's date, the writer thought it best to write again to-day, as per enclosed copy.

We will, as you suggest, elect Mr. Hersey in the place of Sir Henry Pellatt. Regarding the Director for British Columbia, in place of the late Mr. Kelly, have you any name to suggest or shall we leave it open for the present?

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.,
Jarvis Building, Toronto, Ont.

March 21st, 1923.

Dear Mr. Jarvis:-

I enclose herewith a letter received from Mr. Harvey, of Montreal, one of our Shareholders, and a copy of our reply to same. We scarcely think anything can be done this year.

The suggestion you made to the writer, that he ask in his report for assistance from any of the Shareholders who have influence with their Members of Parliament, has had some effect.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB.

Enc.

A. E. Harvey, Esq., K. C.
86 Notre Dame St. W., Montreal, P.Q.

March 21st, 1923.

Dear Sir:-

We are in receipt of your favour of the 15th, inst., and thank you for same.

Regarding the Government's interference with our business, we might say that regulations are changed almost every year; changes are made by Order-in Council. You can well understand there is no stability to business if changes - - some of which are very drastic - - are made without consultation with the people most interested. These changes are probably caused by the supply having been depleted.

In 1907 or '08 (when Mr. Justice Brodeur was Minister of Marine & Fisheries) the Government undertook to regulate the Fisheries by not issuing licenses for new Canneries, and regulating the number of boats to be fished in the different areas. In consequence of this both Cannery and fishermen were able to make money. This caused other people to desire to get into the business, and after a time they succeeded in getting their members to obtain licenses for them, so that the business was soon over-done. Three or four years ago the Government decided to make open fishing and to issue licenses to all who would apply for them for canneries, and licenses for all classes of gear.

To give you a concrete example - - our Company owns a Cannery at Alert Bay, near the Nimpkish River, (a stream on Vancouver Island) where we previously fished two small drag-seines and were careful to allow sufficient fish to ascend so as to assure a supply for the Hatchery which we operate at our expense, and also for natural propagation. We not only kept up the supply but increased it, in consequence our Cannery at Alert Bay was one of our best paying plants. When open fishing came in two other concerns obtained licenses to fish on the Nimpkish River, so instead of fishing two seines last year ten were operated there. We had obtained our fish previously for 10 cents each but the price increased to 30 cents and 40 cents per fish. The result is we make a very much smaller pack at a very much increased cost. In fact no one fishing on the Nimpkish have made any money there.

As we have previously stated we have operated a Hatchery, at our own expense, for over twenty years on the Nimpkish Lake and now we are deprived of the benefits of the same. The consequence will be that the River will be fished out and our business there gone.

We are sending your letter on to Mr. Æmilius Jarvis, of Toronto, who is a large shareholder and the Vice-President of this Company, and possibly you may be able to see him when he is in Montreal, or you perhaps may be in Toronto.

We may add that many of our fishermen in Northern British Columbia are of Japanese birth but have been made citizens. The fishing season in Northern B. C. lasts only some six or eight weeks, in consequence it is very hard to get good White fishermen to work for so short a time. Very few White men fish on the Naas or Skeena Rivers, so that we depend almost entirely upon the Japanese. For political reasons - - as these Japanese fishermen have no vote - - the Members for the District have been able to have 40 per cent of their licenses cut off this year. We have no one to take their place, and so drastic a change will work a great hardship on us.

The weekly close times have been made longer as fish becomes scarcer and we might say that on the Nimpkish, previously mentioned, the close time last year was 72 hours per week.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

A. E. Harvey Esq., K. C.
86 Notre Dame St. W., Montreal, P. Q.

March 22nd, 1923.

Dear Sir:-

After reading the letter addressed to you yesterday the writer decided not to send it until he had written something further and offered suggestions which, after careful consideration, is the only way the writer can see to benefit the Salmon packing industry in British Columbia.

What we wrote you yesterday was just a plain statement of facts which have been put before the Government by the writer and others, and which are well known to the Government, but the following are the writer's ideas about the only method he can think of to remedy the situation.

The Salmon fisheries of the Pacific Coast are only part in British Columbia - the larger part are in the United States. The States of California, Oregon and Washington have the regulating of their fisheries, the Federal Government having nothing whatever to do with the matter, but the regulations for the Territory of Alaska are made by the United States Government at Washington.

Alaska furnishes by far the larger proportion of fish, averaging from four to six million cases a year. Conditions in the Territory of Alaska were very similar to those in British Columbia. That is the packs were decreasing while new canneries were being built where fishing was already over-done. The Government employed an international scientist, Dr. Chas. G. Gilbert, who has the reputation of standing highest in fish culture, especially the Salmon species. He was employed also by the Province of British Columbia for three or four years to study the Sockeye Salmon life and made extensive reports on same. Dr. Gilbert and Mr. H. O'Malley (the present Commissioner of Fisheries for the United States) spent one whole season in Alaska and reported to Washington, which resulted in the Government deciding to regulate the fisheries of Alaska.

Regulations cannot be made except by interfering with personal rights, as is known in the United States and Canada.

The report of Dr. Gilbert and Mr. O'Malley resulted in the U. S. Government making reserves in Alaska, allowing no new gear to go into places that were already occupied, regulating the amount of gear to be used, also the amount of pack to be made.

The first reserve was the Alaska Peninsula, made two years ago, and this has worked out very satisfactorily. They have taken in the balance of Western Alaska for the coming season, and have stated their intention of taking in South Eastern Alaska - the remainder - next year.

The writer would suggest that our Government call for consultation, Dr. Gilbert, and get his ideas for something similar being done for British Columbia. As above stated, Dr. Gilbert was for three or four years employed by our Provincial Government, and has spent several months each year in British Columbia during the fishing season. He has been at almost all localities where Salmon is packed and thoroughly understands the situation. Dr. Gilbert has no interests that the writer knows of in British Columbia, and is absolutely above any suggestion of catering to any particular firm or party. If Dr. Gilbert is not available perhaps Mr. O'Malley would suggest something, or we might have both.

One thing is certain - something must be done and it, as Mr. W. A. Found (the present Deputy Minister of Fisheries) suggests, the only remedy is to make more stringent close time, and the curtailment of certain gear, this will only add to the cost and will sooner put all interested out of business.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

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Volume 2

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A. H. McNeill, Esq., K. C.,
602 Hastings Street W., Vancouver, B. C.

April 10th, 1923.

Dear Sir:-

I return herewith the balance sheets, in triplicate, and as far as I know they are in order. As usual, I must trust to your goodself for this information.

Yours respectfully,

W.H. Barker

WHB.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

May 17th, 1923.

Dear Mr. Jarvis:-

Some time ago we sent you a letter received from Mr. Alfred E. Harvey, K. C., and copy of our reply. Yesterday we received the enclosed letter, also copy of letter from Mr. Harvey sent to Members of Parliament. We scarcely think his efforts or ours will accomplish any immediate results. We send these letters to you to keep you posted.

Mr. Stuart M. Henry, who was here some few days ago, told the writer that he had seen you in Toronto on his way West. He stated to the writer that you had told him that I had not replied to a letter from you about Companies in our business who had paid dividends the past two years. We must repeat that we don't know of any, and have made enquiries since Mr. Henry left, and have not found any that were fortunate enough to pay dividends.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Alfred E. Harvey Esq., K. C.,
Law Chambers, 86 Notre Dame St., W.,
Montreal, P. Q.

May 17th, 1923.

Dear Sir:-

We are in receipt of your favor of the 9th instant, together with copy of a letter which you addressed to the Premier and Members of Parliament mentioned, for which we thank you. The letter is an excellent one.

We beg to say that the necessary regulations are not all that bother us - it is a combination of circumstances. The unsettled conditions in Europe which affects exchange. For instance - France, where we have quite a large market, interferes very seriously with our business there. The English market which takes a very large part of our higher grades, there has been little or no business done for a year or more owing to the large quantity of Siberian and Japanese salmon which is there unsold, so that a large part of our Sockeye pack remains still unsold.

It looks to us as if the only solution is to reduce the cost of our packing which, in face of adverse legislation, over-fishing and short supply, would seem to be almost impossible.

My object in writing the letters of March 21st and 22nd to you was to obtain some assistance to place the matter before the Federal Government - who make the regulations for the fisheries - and if possible obtain some beneficial ones rather than those which would injure us still more.

Your reference to the necessity of obtaining assistance from local Members noted. You no doubt are aware that a Parliamentary Commission visited British Columbia and took evidence. In this Committee were four of our local Members. Pardon us for saying that this Parliamentary Commission was more a political one than anything else. They paid little or no attention to the vested rights, but more to the agitators and Labor Union men, including fishermen, than anyone else, so we fear it would be hard to obtain any assistance from our local Members, who seem to consider the wishes of the majority of their constituents rather than the success of the industries in their Province. They made recommendations, which have been taken by the Fisheries Department and made regulations, which will still add to our costs. For instance - Our Coast line is a long one; at different points the salmon run commences and ends earlier than at others, consequently no stated time should or could be used successfully for the whole Coast. At our Cannery at Alert Bay (mentioned in a previous letter), the salmon run commences in May; in fact, there is a nice little run on now. The salmon stop running early in July. The Parliamentary Commission recommended that the season for Sockeye salmon fishing should commence the 20th of June, so we will lose fully one-third of the season.

Another regulation that affects one of our Canneries further North who obtain their supply from small streams is, that no seines shall be used within 400 yards from the mouth of a stream. This, if enforced, will interfere very seriously with this Cannery. This should be left to the local Fisheries Officer under the Chief Inspector here.

Again thanking you for letter sent to the Members and trusting that possibly it may be of some future value, we remain,

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

May 21st, 1923.

Dear Mr. Jarvis:-

Adverting to our recent letter of the 17th instant in which we enclosed letters from Mr. A. E. Harvey, K. C., and our reply to same, we beg to say that we have to-day received letters from Mr. Harvey who, it seems, has not given up his efforts in our behalf.

You will note that the writer has called his attention to our Cannery at Alert Bay, and we think perhaps there may be some chance of our obtaining the sole fishing rights for this stream again.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Alfred E. Harvey Esq., K. C.
Law Chambers, 86 Notre Dame Street, W.,
Montreal, P. Q.

May 21st, 1923.

Dear Sir:-

We thank you for your favor of the 15th instant enclosing a letter from the Honourable Premier regarding your efforts in our behalf.

About the only immediate benefit we could expect to get would be regarding the Nimpkish River which supplies our Alert Bay Cannery mentioned in my first letter to you.

The Nimpkish River is a very small stream, and we have packed, when we alone fished that stream, an average of about 4000 cases of Sockeye a year, depending upon the state of the river and season. At present there are three Companies fishing. Last year ten seines were operated; two are sufficient and all that should be used there.

We beg to repeat that we operate at our own expense, a hatchery, and have watched the natural spawning grounds that supply this stream. At present the operations are not profitable to any of us fishing there, but previous to throwing this river open to all who have applied for licenses to fish same, our Alert Bay Cannery was one of our best plants.

Again thanking you for your continued interest in our behalf, I remain,

Yours sincerely,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

September 20th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your letter of recent date replying to mine of the 6th instant, and also your telegram of the 20th instant.

Regarding this season's operations. Our pack so far amounts to about 207,500 cases, made up as follows:-

Sockeye	90,000 cases
Springs	7,500 "
Cohoes	20,000 "
Pinks	75,000 "
Chums	15,000 "
	207,500 cases.

Still on hand of last year's

stock	14,500 "
Making a total of	222,000 cases

This year's sales were small owing to conditions in England, which forced all packers to try to get into the Canadian market, and several of them have made consignments to our large Cities so that jobbers can draw from supplies in small quantities as needed. This has also forced us to do the same, as our customers say they wish to retain our brands and confine their business to us, but they will not buy in large quantities at this time, so we shall be compelled to carry our stocks, probably well into next spring.

Our total sales this year to date, but not yet all shipped are as follows:-

Sockeyes	32,000 cases
Springs	2,000 "
Cohoes	16,000 "
Pinks	18,000 "
Chums	5,000 "
Total -	73,000 cases

leaving yet to sell 149,000 cases.

Out of this, we have consigned to Eastern Canada, England and France, over 10,000 cases.

We owed the Banks on the 17th instant \$1,094,630.00 and we estimate our outstanding accounts at \$400,000.00 making a total of say \$1,500,000.00. To offset this, we have 149,000 cases still unsold.

We also have mild-cured salmon, sold but not yet shipped, but which will soon be going out - over 300 tierces, valued at \$31,000.00.

We have in Francs at the Bank of Montreal, 1,777,791 francs, which is drawing 3% interest. In our judgment the franc will appreciate soon, as it looks as if the French matter might soon be somewhat stabilized.

The value of the consignments is \$84,000.00.

Our insurance values August 15th last were \$2,192,896.00; this includes materials and supplies, as well as canned salmon not property or boats.

As we have before stated, the season is not yet completed, and our pack will be increased some. At the same time, we are making small sales all the time, but owing to the long carry-over, our interest, insurance and storage charges will be higher than heretofore.

Taking it all together and considering the circumstances, our showing we think has been good and will compare favorably with other packers.

Yesterday a Meeting of the Board of Directors was held, of which you will receive copy of the minutes, and which may need some little explanation.

About a year ago, Mr. B. C. Mess, Manager of the B. C. Canning Co. Ltd., of Victoria, informed us that his Company - whose Head Quarters are in London - had decided not to operate their

Canneries as they had been operating at a loss for three seasons, and asking us if we would not consider purchasing their plants. The writer did not think the time opportune for bringing the matter up, and the result was that we rented their two Canneries - one on the Skeena River and one at Rivers Inlet - so as to obtain their fishermen and fish, paying \$2500.00 rental for the two places, and purchasing all their nets and net supplies for cash. The result has been, we think, satisfactory, as any increase in pack decreases our cost of same. The Cannery on the Skeena - the "Oceanic", from which we have returns, - the fish caught there were:-

135,256 Sockeyes
153,219 Pinks
4,226 Cohoes
1,057 Chums
15,875 lbs. of Red Spring Salmon.

From the Rivers Inlet Cannery we have not yet received returns as our people are still up there.

Mr. Mess called in to see us about the purchase of their plants and called while the writer was away, and our Mr. Whitehead asked him his ideas of price. He did not know what the value of the plants were on their books but he thought about \$100,000.00 each. Mr. Whitehead then said, "I think we might consider a purchase of the plants if you would take our stock in payment". Mr. Mess replied - "Your stock was only quoted about 15". Mr. Whitehead said "Of course all Canneries have depreciated in value - ours and yours too, and our stock of course is worth more than 15, but if your people would consider taking stock at par for the plants, our Board might consider same".

The matter was placed before the Board and they decided to leave it in the hands of the management, as you will note by the minutes.

The only Canneries we should consider would be places that have been profitable this season and in the past, namely, the Skeena River and Rivers Inlet. We think it would be a safe proposition to obtain these Canneries if we could get them for a reasonable amount of our stock at par.

The matter of the amount of money that we have in France was also discussed by the Board, and they decided that it would be wise to leave it there for a short time until the franc increased in value, so as to bring us out even or a little more so.

Yours sincerely,
B.C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

October 1st, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 26th ulto., and note that you seem interested in the matter of buying out the B. C. Canning Company's properties.

You must understand that nothing has been done as yet, as we have had no concrete offer of these properties. The Company's Head Office and most of the Shareholders are in the Old Country. They have expressed their desire to dispose of their properties and get out of the business, and their Manager came to us to see if we would consider the purchase of them. As I stated in a former letter, he first came to us a year ago and I did not think the time opportune. We did, however, succeed in renting the properties, which was a good turn for us. He came again to us with a proposition, and we in turn asked if they would take stock at par for their properties, and brought the matter up before our Board. Since then he has been in and has put the matter up to his Principals. We have asked him to make a concrete proposition that our Board can consider. As soon as that is done we will forward same on to you with the writer's ideas as to whether it is advisable or not. There may be some conditions attached to the sale that we would not care to consider.

Nothing will be done until you get full particulars, and the Eastern Directors have given their opinion on the matter, and which will be given to the Board here before decision is reached.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

October 23rd, 1923.

Dear Mr. Jarvis:-

We are in receipt this morning of a proposition from the British Columbia Canning Co. Ltd., of which I enclose four copies, and you can see exactly the proposition they make.

I think the price mentioned - \$65,000.00 - including boats and their equipment, launches etc., is very much more favourable than the 200,000 shares of our stock. I would hate to see any increase of stock issued, as the capital is fully enough to make dividends on as things are. However, I feel strongly that the supply of fish, both on the Skeena and at Rivers Inlet, will continue for some time to come, and as I stated in a former letter, they are our surest and best sources of supply.

The other cash outlay for small stock in stores and some small quantity of nets which we did not take over, would be small and amount to very little.

We enclose herewith values of Mr. Mess of canneries, land, launches and boats. We think these figures rather high, as the land is not of much value as things are at present, and the launches and boats would possibly need some repairs, but still we think it gives you some idea as to their value.

I do not like the condition of engaging Mr. Mess for a term of five years at the salary named. Mr. Mess is a very conscientious conservative man, but we do not need him here in the office and would not want him around. I would much rather give him \$2000.00 or say \$2500.00 if necessary to stay where he is in Victoria than have him around the office.

Mr. Johnston we do not need either as we have plenty of good men, as good as he if not better.

I don't know that there is anything more I can say at this writing, and I would ask you if you think best, to send on to the other Directors, a copy of the proposition enclosed herewith, and let us know as soon as possible your recommendations; we will then hold a Directors' Meeting and decide.

Notwithstanding the condition of the business at present through operation without profit by all Cannerymen in British Columbia, still I feel that this proposition would be taken up by others if we do not.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

October 29th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your telegram of today's date and confirm mine in reply to same.

After receiving the proposition of Mr. B. C. Mess, I took the matter up with Mr. Morris, of the Canadian Bank of Commerce, telling him that I came to see him as a Director of ours and also as our Banker, as we were owing them considerable money and we did not think it right to consider an investment - part of which would be for capital account - without their knowledge and consent. Mr. Morris asked me about what proportion of the \$65,000.00 would be for boats, scows and materials; I told him at least \$35,000.00. I also told him that in my opinion we would have sufficient stock and liquid assets on hand for the full amount of \$65,000.00. He said he would talk the matter over with Mr. Holt and let me know how they felt about it. Next day he called me up and stated that Mr. Holt felt perfectly satisfied and we could go ahead.

Your letter of the 22nd instant was not as much a surprise as might have been expected. I hardly think it wise to go to Mr. Morris with this letter, as his daughter is married to Mr. Bell-Irving's son, and it is just as well not to let them know what we are doing or thinking of.

The A. B. C. Packing Co. operate on Puget Sound under the name of Fidalgo Island Packing Co., and have a large cannery at Anacortes with several good trap locations. However, they have not operated this cannery steadily - only once or twice in four or five years - but have fished their traps and made a little profit selling the fish to others. They have another cannery at Ketchikan, which has packed large quantities of Pink salmon; they get little else at this cannery but Pinks. They have another cannery in South Eastern Alaska, which was formerly the Piller Bay Packing Co. The pack of this cannery is mostly Pink salmon, having only a small proportion of reds. They also have a cannery at Port Graham in Cook's Inlet which has quite a pack of Reds and other varieties of salmon. I should say that this cannery has made money, perhaps three years out of four. Last season their pack was only small and operated at a loss. They have still another cannery in Alaska, at Harrenden Bay, which has not been a success. This completes the properties of the Fidalgo Island Packing Co.

Their canneries in British Columbia are as follows:- six on the Fraser River, of very little value - two of these at Steveston adjoining our properties there, and are the two best properties they have on the Fraser. They have not been operated for several years but are fully equipped. They have another cannery at Knights Inlet where they pack mostly cheap fish and also a few Sockeyes they get from our seining grounds at Alert Bay. Another cannery is at Seymour Inlet, where they get mostly fall fish, and it has not been operated for two years. Their Good Hope Cannery at Rivers Inlet is a good property and well situated. They had two canneries on the Skeena, one of which, the main part, burned down two years ago and has not been rebuilt. The other cannery - the North Pacific - is a good cannery, and has been able to pack all the fish from the one that was formerly burned. They have two plants on the Naas, only one of which has been operated for a number of years past; the other is in disrepair and of very little value except for the gear and it is used as a fishing station.

They also own a plant at Mission called King-Beach Packing Company where jams are put up. This has been a losing proposition from the start.

Their authorized capital is 350,000.0.0. pounds of which 250,000.0.0. pounds is fully paid up. I enclose copy of a balance sheet of their affairs as of June 30th, 1921. We do not think their present showing will be any better at this time than then, if as good.

We have heard rumours of their stock being offered in the Old Country at 25, and in consideration of the bad state of affairs which our business is in at the present - owing to poor market conditions and Government interference - should not be worth any more, that is, in comparison with the market value of our stock.

The United States Government seem to be taking a great interest in Alaska salmon fisheries, and several parties - including the late President Harding, the Secretary of Commerce - Hoover - and several United States Senators, have made long trips into Alaska, and are going to make their present regulations more severe and hard on the packer, to conserve the supply. You have no doubt heard

from me of the Government's action in making reserves for Alaska salmon canneries, and no new canneries will be allowed anywhere in Alaska for some time to come. This will in the end place the salmon packing business on a stable foundation in Alaska.

To summarize: They have only three canneries in British Columbia which are of very much value; the others year in and year out will not show much profit.

In Alaska, when the market for Pink salmon is good, they can make considerable money at Ketchikan and Pillar Bay. The Port Graham Cannery in Cook's Inlet is good property we should think. The Anacortes cannery is not of very much value except for the traps; they, with our traps at Point Roberts would operate one place fairly well year in and year out.

The writer has not seen any of their Alaska canneries but has heard of them for a number of years; he has, however, seen most of their British Columbia plants.

I wish to repeat what I said in a former letter, that I have not lost faith in the run of salmon in Northern B. C. and that the Skeen River, Rivers Inlet, and perhaps the Naas, will be good for years to come.

Yours sincerely,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 9th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 6th instant, and at a Meeting of the Directors held this morning same, with correspondence from your goodself, was read to the Board.

Minutes of the Meeting will be sent to you as always, and I enclose herewith copy of a letter addressed to Mr. Mess of the B. C. Canning Co. Ltd., and trust that same will be satisfactory[sic] to him.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

B. C. Mess Esq.,
Messrs. B. C. Canning Co. Ltd., Union Bank
Building, Victoria, B. C.

November 9th, 1923.

Dear Mr. Mess:-

A Meeting of our Board of Directors was held this morning to consider your proposition for the sale of the Oceanic and Rivers Inlet Canneries.

We will pay the price asked viz: sixty-five thousand dollars (\$65,000.00) for the properties, including all boats, their equipment, launches, scows, lands, etc. Stocks of trade, stores, nets, and materials to be paid for in addition to cash. Fair allowance to be made for depreciation and obsolescence, if any, as per your letter of October 22nd, 1923.

We are unable to offer you a position in our office at this time. We will, however, pay you two thousand five hundred dollars (2500.00) per year for five years. In case of your demise this payment to cease. You can retain your present business in Victoria if you so desire.

Our Company have no Agents in the U. K., but we would be pleased to do business with Messrs. Findlay, Durham & Brodie, and if we make any consignments, shall be pleased to consider them on terms mentioned, namely 2%.

Just at present we have no vacancy as Cannery Manager, but should one occur, we shall be glad to call upon your Mr. G. C. Johnston.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 13th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favours of the 6th instant (2) together with newspaper clipping regarding the suggested preference on Canned Salmon by the British Government.

Regarding the Port Edwards Fisheries, Ltd., on Skeena River and your client's mortgage on same, this does not interest us, as the amount of mortgage (\$32,500.00) is excessive, and we think your client would have trouble in realizing in case he forecloses. This makes our proposed purchase of the Oceanic Cannery on Skeena River look very good, as it is more valuable than the Port Edwards Cannery.

It looks as if the B. C. Canning Co's. proposition would go through, but it is not definitely settled yet.

I am sorry to have to say that there is no possibility of any dividend this year, although we think we will have sufficient for the purchase of the B. C. Canning Co's. properties.

Regarding the A. B. C. Co's. properties, these taken altogether are a valuable property and should make dividends in ordinary years, but like all other cannery interests in B. C. and many in the United States, there have been no dividends for several years and very little likelihood of one this year.

As intimated to you, it is very much of a family affair; the Bell-Irvings and their connections I believe control the stock. We don't know just how they feel, but have heard repeatedly that they are very desirous of getting out of the business. I would scarcely think that anything like 50 should be paid for the stock; the amount mentioned in my letter to you - 25 - would be nearer the mark.

Regarding Government policy towards the British Columbia fisheries, Mr. Lapointe - Minister of Marine & Fisheries - has been out here and heard all we have to say regarding the needs of the business and how we were hampered by regulations; he simply stated that the matter would have due consideration. He intimated, however, that the local Members would have a good deal to do with any change in the regulations. The writer scarcely thinks anything will be done until there is a change of Government - then there is some possibility of a change for the better.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

B. C. Mess Esq.,
Messrs. B. C. Canning Co. Ltd., Victoria, B. C.

November 13th, 1923.

Dear Sir:-

We are in receipt of your favor of the 10th instant and note contents.

Regarding the \$2500.00 - there are no restrictions on that; you can supplement your income in any way possible.

Regarding the "etcetera" - there was no intention in this to acquire any more than your proposition.

As regards Messrs. Findlay, Durham & Brodie being appointed our Agents, I stated in my letter to you that we had no Agents in the United Kingdom, but that we would be pleased to have Messrs. Findlay, Durham & Brodie among our correspondents and would, whenever possible, put business their way. As you are aware, all our sales to the United Kingdom have been made here for a number of years past and it is not our intention to change that method of doing business, which we have found satisfactory.

I did not wire you as requested, as it was much better to write you and explain matters as I have.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 15th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favour of the 6th instant, together with copy of a letter received from Mr. Winch.

We have talked with Mr. Winch regarding his efforts with the British Columbia Members. Shortly after his return from the East he took the matter up with the Members here - who are all Conservative Members and favourable to us and our interests. The Liberal or Government Members do not represent us here - that is in Vancouver - but Stork is from Prince Rupert and McNeill is from Alberni, Vancouver Island. These two have been very active in regard to the regulations, and opposed to the Japanese fishermen. Winch could do nothing with them and we don't think he has tried.

We are in receipt of a letter from Mr. Harvey, of Montreal - copy herewith, and also copy of our reply to same.

A day or two ago I took the liberty of giving my son-in-law - Mr. W. W. Harvey - a letter to your goodself. As stated in my letter, Mr. Harvey is going to England to try and raise some money. He does not expect, however, to go to your friends, Brown-Shipley & Co. for it; he simply wants them as a good reference as to his reliability and stability, which I can assure you is the very best, and anything done for him will be duly appreciated by,

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

November 26th, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 19th and 20th instant.

You can rest assured that we at this end will do all possible with the Members whenever we get a chance, but are not sanguine of results in this direction at present. As we have previously stated, the Members for Vancouver are all favourable to us, but they are Conservatives and don't count much.

I beg to remind you, however, that it is not altogether the fishery regulations that are to blame for the stagnation in our business at this time. If we were able to dispose of our goods as in the past we would not be doing so badly. Owing to the inability of many packers to sell goods in the United Kingdom, they have been forced into the Canadian market and are doing all kinds of things in order to get rid of their goods, so that we are not able to supply our customers with their former quantities. We have, however, retained most of our business, but they are buying from hand to mouth and asking for credits, which our competitors are only too glad to give.

We have about closed with Mr. B. C. Mess, of the B. C. Canning Co., for the purchase of their plants together with supplies, steamers, launches and boats for the amount of \$65,000.00, of which we advised you some time ago, and of which the Eastern Directors are in favor. All that remains now is for the Shareholders of the B. C. Canning Co. in England to confirm, which Mr. Mess assures us they will do promptly. We consider this a very good purchase and will add materially to the assets of our Company.

Yours sincerely,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

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Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 11th, 1923.

Dear Mr. Jarvis:-

We beg to acknowledge your telegram of to-day's date as per copy enclosed herewith, and shall be pleased to advance Miss Jarvis any funds she may ask for, as per your request.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

December 31st, 1923.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 26th instant, and in reply to same I beg to say that it is very hard to see the balance sheets of our competitors, as few of them have very many shareholders and do not have their balance sheets printed as is ours. I feel satisfied that few, if any, of the salmon packers in British Columbia will make any money this year. In this regard I might mention that Mr. H. O. Bell-Irving told me they would lose money again as they have in the past three or four years, but would pay a dividend on their preferred stock with money received from the English Government as over-payment of Income Tax, which he said was quite a large amount and enough to pay a dividend on preferred stock. As before stated, he was very frank in saying they would lose quite heavily on their operations this year as in the past.

Regarding your letter about Mr. Whitehead, he was quite amused when I read to him that he had too much of a load, and the suggestion that Mr. Cassady would be a good man to assist him was, to say the least, absurd. The writer is in the office every day both morning and afternoon, and always willing and anxious to help Mr. Whitehead out if needed, and Mr. Whitehead's help is just as good at present as it has been at any time while in the employ of the Company. To say the least, Mr. Cassady would be a bother in the office and anything but assistance. In this regard I might call to your mind your opinion of the gentleman mentioned to me on several occasions. He has cost this Company a great deal of money in one way or another, and the writer has felt rather badly about it at times, and begs to assure you that for years he was trying to get someone to fill his place but could not get anyone to his satisfaction. Mr. Cassady is an honest and upright man, but his judgment is very poor and goes off at a tangent and he is liable to do almost anything.

We will close up the year with a very large debit at the Banks and also large stocks of salmon unsold. Our last insurance report of stock on the 15th instant shows that we have \$1,449,441.00 worth of salmon unsold and insured here. Besides this, there are stocks of salmon on consignment in several of the large Canadian cities and in England and France, which we do not show on our insurance report.

As we have previously stated in letters to you, we are holding our trade in Eastern Canada but no jobber or wholesaler has stocked up as formerly. They used to buy their year's supply in August and September and carry the stock for the following year themselves; now we are forced to do this through our competitors consigning stocks to all the principal Cities, and also in giving time on sales made - as much as six months.

We expect to sell quite a quantity of our present stocks in the spring of the coming year. We also have reason to expect that things will be better in the Old Country and some considerable sales will be made there.

Wishing you and your business in the East, as well as ours here a more prosperous New Year.

We remain,
Yours sincerely,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

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Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

January 28th, 1924.

Dear Mr. Jarvis:-

I regret to have to inform you the death of our fellow Director - Mr. William Braid - of this City; he died this morning at the General Hospital after an operation. As you are aware, he had been sick since early last summer.

We feel that we have lost a good sound business man in Mr. Braid, and the writer a good friend.

Yours sincerely,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 12th, 1924.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 28th ulto., together with copies of letters to and from the Minister of Marine & Fisheries, and also your favors of the 2nd and 5th instant with copies of letters to and from the Minister, all of which have had careful attention.

I would like to say, however, that your reply to the Minister on the 5th instant was very good and to the point.

I also received your confidential letter regarding a successor to the late Mr. Braid, which has the writer's attention.

This morning I received your favor of the 7th instant, and thank you very much for your interest in my son-in-law, Mr. Harvey.

Regarding the clipping from the "Daily Mirror" enclosed with your letter, we at once took the matter up with the C.P.R. bonded warehouse here, and the Chief Inspector of Fisheries here. We have not got all the particulars, and doubt if anything can be done, as this seems to have occurred a year ago. We have frequently made complaints to the Fisheries Department regarding the labelling of American salmon in the bonded warehouse for shipment to Australia, and we feel satisfied that with the evidence we have from you, this practice of labelling foreign salmon with Canadian labels will be stopped. In fact, we have the promise from the C.P.R. that the man in charge of the bonded warehouse will get permission from the Chief Inspector of Fisheries here before any salmon can be labelled there.

We are pretty well along with the closing of our books and expect to send you a proforma balance sheet within a few days. The depreciation on last year's stocks is very heavy, and we made a good many rebates to our Eastern Canadian customers to keep their trade owing to the efforts of most all the Cannerymen to get their goods into the Canadian market, so that with the depreciation on plants and the present large carry-over, the showing will not be satisfactory.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 18th, 1924.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 13th instant enclosing a blueprint and letter from Mr. Ackerman regarding the Port Edward Cannery.

At no time since I have been in the business would I pay the amount of Mr. Ackerman's mortgage, namely \$32,500.00. The Cannery is out of the way, being some distance from the Skeena River property. It was an old construction camp of the Grand Trunk Railway when they were building same to Prince Rupert, and had several desirable cottages. I return herewith the blueprint and Mr. Ackerman's letter.

I am sorry that we have not been able to send you a proforma balance sheet up to this time, as the Auditors are not yet through with our books; they have been much longer than usual but are nearly finished.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

P.S. Would not care to make any offer for the property at this time for our Company.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 20th., 1924

Dear Mr. Jarvis:-

I am in receipt of yours of the 15th instant enclosing copy of a letter from Mr. Geo. H. Smithers - one of our Directors in Montreal.

As we stated in a previous letter, the Auditors are not yet through with our books, and we shall be unable to send Mr. Smithers a Profit & Loss Statement covering last year's operations until they are through and the Balance Sheet gotten up and passed upon by the Board of Directors. We will then forward on to him the Profit & Loss Statement and such other information as he requests, at the same time sending you copies of everything furnished him.

Owing to your absence in Europe, it will not be necessary to send you a proforma copy of our Balance Sheet for your approval, as same must be acted upon by the Board of Directors before the Annual Meeting.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

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Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

February 28th, 1924.

Dear Mr. Jarvis:-

As per your request of the 15th instant, we are forwarding to-day the documents to Mr. Geo. H. Smithers, as per copy of our letter to him and documents herewith.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Geo. H. Smithers, Esq.,
C/o Messrs. Burnett & Co. 12, St. Sacramento
Street, Montreal, P.Q.

February 28th, 1924.

Dear Sir:-

Our Vice-President - Mr. Æmilius Jarvis - sent me copy of a letter you had written him regarding some information you required with reference to our operations.

I enclose herewith Balance Sheets for 1922 and 1923, also Profit & Loss Statements for both years, and copy of minutes of Meeting held yesterday, together with my report to the Shareholders.

You will notice by my report that business has been very bad in England where at least 60% of the British Columbia pack has been marketed. That has forced most of the British Columbia packers to try to sell their goods in Canada.

We have a very good trade in Canada. The Jobbers formerly took their supplies in August and September for their year's requirements, but when the other packers were trying to force their goods into the Canadian market, they saw their opportunity and forced us to carry stocks, so that we, instead of they, hold them. In order to keep our trade, we had to rebate some of our largest customers who were carrying heavy stocks, and this and the depreciation of our carry-over from 1922 cost us over \$100,000.00.

We marketed quite a large quantity of the cheaper grades of the carry-over from 1922 in France. At first we sold them for the French money, taking thirteen francs to the dollar, and later increased this to sixteen francs to the dollar, but the franc depreciating in value, we stopped, and made them pay on the dollar basis. We send our goods to the Bank of Montreal in Paris, and our Agent there pays for the goods as they are taken out. We have in the Bank of Montreal in Paris something like two million francs which draws 5% interest. This is still there waiting for the franc to appreciate, which we feel satisfied it will do.

We have written off for this depreciation \$48,000.00 this year as you will see by the Profit & Loss Statement. This and the depreciation on present stocks and on buildings and machinery have turned what profit we made into a loss. Our Balance Sheet you will see still shows that we have something like \$1,400,000.00 in liquid assets.

We have been forced to consign goods to all the large Cities in Canada so that dealers can draw their requirements from them. We are selling all the time, and have sold since December 31st, 38,007 cases - Value \$292,995.16. Of this, 13,041 cases have yet to be shipped - Value \$85,648.00 - and we have yet to receive \$39,177.85 from shipments made; the latter amount is mostly from Australian shipments, where we send our drafts for collection.

We trust that we have given you all the information you desire, but if there is anything further you wish, or any explanations, we shall be glad to make them.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

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Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

March 18th, 1924.

Dear Mr. Jarvis:-

I enclose herewith copy of a letter to Sir John Aird, of the Canadian Bank of Commerce, Toronto, in reply to one received from him.

Yours respectfully,

B . C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

Sir John Aird,
C/o Canadian Bank of Commerce, Toronto,
Ont.

March 18th, 1924.

Dear Sir John:-

I am in receipt of your favour of the 12th March and was somewhat surprised at its tenor.

If we should as you suggest distribute some of our liquid assets to the Shareholders, we would have to take same from our capital as we have no surplus at this time, it having been absorbed when the present Company took over the assets of the B. C. Packers Association.

I enclose herewith copy of the Profit & Loss Account and also copy of our Operating Account asked for.

There is one item on our Profit & Loss Account that perhaps needs an explanation - that of Legal Expenses amounting to \$11,722.95. This was caused by a sale of canned salmon made in 1917 to Messrs. Evans, Coleman & Evans, of Vancouver, who resold it to London, who again resold it to France. We were forced to make short delivery, and the French purchaser sued the seller in England and obtained judgment; they in turn sued the Vancouver firm and also got judgment. This firm wished us to appeal the case to the higher courts but we decided not to do so.

Owing to our inability to dispose of our packs in 1922 and 1923, our interest and insurance charges are very heavy as you will notice by comparison with statements of former years.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

March 26th, 1924.

Dear Mr. Jarvis:-

Under another cover you will receive copy of the Minutes of Shareholders' Meeting held yesterday. You will notice that the election of Directors was postponed for the time being, to be taken up at an adjourned meeting to be called by myself.

One of the Shareholders (not a Director) called attention to the number of non resident Directors, and the expense to the Company thereby, intimating that they were of doubtful assistance to the Company's affairs. (This of course did not include your goodself).

The necessity for curtailment and saving so as to reduce the cost of pack, was taken up, and the writer stated that materials of every name and nature were fully as high, and in some cases higher, than last year. One saving that might be effected is the price of fish. We are endeavouring to get these down some 30% from last year's cost. If the run of fish is reasonably good we think we can do it.

The cost of office and management salaries, \$38,701.50, and Directors' fees, \$8,105.00 was spoken of. You have been aware by letters received by the writer that he is not over anxious to stay with the Company, as it is a matter of considerable worry. However, he will stay on the Board as you requested some time ago if you think best, and retain his present office. The matter of salary he will leave entirely in the hands of the Directors, and would not object if his salary is curtailed, if it is thought best to reduce the Directors as well.

Heretofore you have given us your wishes as to the Board of Directors, and the Board has always been pleased to fall in with them.

We trust you will be back when this letter reaches Toronto and that you will give us your ideas regarding matters spoken of as soon as possible, so that we can give the Shareholders due notice of date of meeting (as required by by-laws fourteen clear days).

We have been selling salmon right along but only in small quantities.

We owed the Banks December 31st last - as you will notice by the Balance Sheet - \$865,000.00. With cash in Banks and bills for collection, we got this down on March 24th to \$714,591.00, which would show a reduction in the Bank account since the 1st of the year of \$150,408.51, and we have spent since that time for this season's necessary supplies \$174,438.98, so there would be a reduction of \$324,847.49.

All salmon sold has been at higher prices than it was taken into account.

You will notice by Profit & Loss statement there is a provision for loss in exchange. This is amount of money held in the Bank of Montreal, Paris, for salmon sold there. This was valued by the Auditors at actual value December 31st, 1923, and was then depreciated in value \$48,148.44; since then the franc has appreciated in value to the amount of some \$1200.00.

The cost of carrying stocks from 1922 up to the present time has been very heavy, and if sales had been made as formerly we should have showed a profit instead of a loss.

You no doubt have read copy of letters sent to Mr. Smithers by the writer at your request.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

JMW/G.

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Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

May 12th, 1924.

Dear Mr. Jarvis:-

We are in receipt of a letter as per enclosure from Mr. Smithers, and enclose herewith copy of our reply to same.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G

Encs.

Geo. H. Smithers, Esq.,
C/o Messrs. A.H. Burnett & Co. 12, St.
Sacrament Street, Montreal, P.Q.

May 12th, 1924.

Dear Mr. Smithers:-

Your favour of the 7th instant together with extract from the "Financial Services, Limited", received. This was published in one of our papers here, and we were very much annoyed at same, as there is not a particle of truth in it.

We are selling in Canada small quantities almost every day at better prices than taken into account, but there are still very large stocks on hand.

We have unsold, including consignments, 104,328 cases - value \$944,763.15 - and we think that most of the other packers are in similar position.

There are, as near as we can tell, about 500,000 cases of salmon unsold here and some quantity in England. There was quite a quantity consigned there, most of which has been sold at much lower prices than we are holding ours at this time. The anxiety of the packers here to sell of course is being taken advantage of by the larger dealers over there.

The expense of carrying such a large stock of salmon is heavy and we cannot tell at this writing just how things are going to turn out, as we have no control over our competitors.

The salmon consuming season should be here in a few days with good weather in England and Eastern Canada, and should take a large part of our stock before the new pack is available.

You can rest assured that we are doing everything possible to market our goods at the best prices obtainable.

Yours respectfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

May 16th, 1924.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 15th instant and confirm ours of today's date.

We shall be pleased to hear Mr. Henry Bell-Irving's suggestions about cooperation. As we have stated several times to you, cooperation with this gentleman is usually something for his benefit. We will, however, for the time, forget everything in the past, and if he has any good suggestions, will be only too glad to fall in with them.

You will have seen by my letter to Mr. Smithers - copy sent you - who enquired as to stocks, etc., just what stocks we have on hand. Since that date we have sold to England 1500 cases of Sockeye. Mr. Henry Bell-Irving while over there, sold out his Sockeyes at a much lower price than obtained by us, and is now negotiating for the balance of his pack and has asked a lower price than we recently obtained for same grade and style.

The principal trouble with the salmon market rests with the packers themselves. Conditions have been such that buyers will not care to operate; packers here have shown their anxiety to sell, and of course this anxiety has been taken advantage of. Most of the stocks in England have been sold and there are not very heavy stocks here of first grade Sockeye - we are carrying the bulk - and representatives of the English firms are coming to us daily, and we feel satisfied that if we have warm weather in England and Canada, present stocks will be needed.

Yours respectfully,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.
Jarvis Building, Toronto, Ont.

May 28th, 1924.

Dear Mr. Jarvis:-

Your recent letters regarding the desire of Mr. H. O. Bell-Irving to meet you in Toronto, also of his having met you, received.

It was not necessary for the writer to write him, as he called on us on Monday last and we had a long talk with him. As you intimated in your letter, he seemed rather depressed and his sole talk was a desire that the principal packers get together, which has always been necessary - - more so now than ever.

Our Mr. Whitehead has arranged for a meeting of the principal packers on Friday next, when Mr. Bell-Irving will put his proposition before them.

We trust that something will be done to place the business on a more stable basis, and we rather think they may, as all must see the extreme necessity of it. If anything is done we will again write you.

Yours sincerely,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.
Toronto, Ont.

July 28th, 1924.

Dear Mr. Jarvis:-

Upon my return to the office - from which I have been absent two or three weeks - I found your letter of the 8th instant.

Regarding unsold stocks. We have of 1923 pack at this date:-			
17,380 cases Sockeye	- - -	Value - - -	\$207,747.00
34,665 " Other Grades	" - - -		\$225,850.00
			\$433,597.00

besides which we have salmon on consignment in			
Eastern Canada valued at \$ 65,960.00			
United Kingdom	" "		95,582.00
France	" "		74,575.00
Australia	" "		2,566.00
			\$238,683.00

The amounts mentioned may change some, but are as near as we can get them at this time.

There seems to be more interest being shown in the salmon business from the Old Country than we have had for some time past, and we are in hopes of clearing up all last year's stock and making a big hole in our present pack..

The co-operative movement for the sale of canned salmon has fallen through. We did our very best, as did Mr. Bell-Irving, but we felt from the start that it was kind of hopeless. However, the Cannerymen have gotten together and have made prices which we think will stick.

We have packed about 52,000 cases of Sockeye by last reports from the Canneries. Fishing has started on the Fraser, but we cannot expect too much from that source.

Yours very truly,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.
Toronto, Ont.

September 4th, 1924.

Dear Mr. Jarvis:-

I am in receipt of your telegram of today's date asking me for a letter with last advice.
Our pack to date is:-

Sockeyes	108,299 cases
Springs	10,299 "
Cohoes	9,724 "
Pinks	82,137 "
Chums	20,666 "
	231,125 Cases

Most of our Canneries are still operating in a small way, and we have some reports to come, and estimate that our pack should reach a total of 250,000 cases.

At the commencement of the year we owed the Banks \$865,000; on September 1st, \$1,107,537.23.

About a week ago our stock on hand was:-

Consignments:

(Eastern Canada, England)				
and France	24,263 cases	-	Value	\$210,443.26
On Hand, 1923 pack	37,525	"	-	" 239,577.25
" " this year's pack	188,072	"	-	" 1,661,733.03
				\$2,111,753.54

You can readily understand that these figures are changing, as some of the goods on consignment have been sold and some of the 1924 pack on hand has also been shipped.

We have unsold of goods carried over and this year's pack about:-

10,000 cases of Sockeyes,
4,000 " " Springs,
60,000 " " Pinks,
10,000 " " Chums.

We should have shipped more to date had we Cohoes ready to make shipments, as most of our Canadian customers require mixed cars including some of this grade. We are now packing these fish at our Canneries and will be packing them for a month yet.

Yours very truly,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.
Toronto, Ont.

September 17th, 1924.

Dear Mr. Jarvis:-

I am in receipt of your wire of the 17th instant and confirm my reply as per copy herewith.

The Wallace Fisheries have not been a success. At one time they had \$900,000 debentures; they paid off three or four years ago some \$300,000 of this; I hardly think they have paid any since. They paid large amounts for their Canneries - only two or three of them are profit earners.

I feel satisfied they will ask more for their plants than we would care to pay; at the same time, if these plants could be acquired for a reasonable amount they would benefit our Company very much.

For the past three years they have been a "thorn in our side" as they have been extremely anxious to sell, and have bothered us very much in the Eastern Canadian markets where they consign stock in all the main centres.

Yours very truly,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

Geo. H. Smithers, Esq.,
C/o Messrs. Burnett & Co. 12, St. Sacramento
Street, Montreal, P.Q.

September 25th, 1924.

Dear Mr. Smithers:-

I have your letter of the 17th instant asking for information regarding prices, etc.

Prices are not altogether satisfactory and are considerably lower than last year. We have been able to sell about all our Sockeyes and part of our other grades. We cannot tell what the cost will be as we are still packing and will not have our Cannery books all closed for two or three months. We have a considerable quantity of the lower grades unsold (Pinks and Chums); our competitors have been cutting prices on these. We are shipping and have a large quantity sold yet to ship. The market is firm and we hope to dispose of balance unsold in the near future.

Considering everything, we are in good shape, but cannot tell how we will come out until we are through packing and our Cannery books are closed.

Yours very truly,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Barker Letter Book

Volume 2

Page(s) 217

Æmilius Jarvis, Esq.,
Toronto, Ont.

October 1st, 1924.

Dear Mr. Jarvis:-

Enclosed please find Dominion Express Receipt for one box of Surveyor's Instruments and Pole received from Mrs. Jarvis as being the property of the late Mr. Jarvis, who wished them sent to you, and I trust they will arrive in good shape.

I am in receipt of your several letters regarding the Wallace Fisheries and balance sheet, etc., and gone carefully over same, but have not yet seen General McRae, and will write you further after having seen him.

Yours faithfully,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Enc.

Barker Letter Book

Volume 2

Page(s) 218

Æmilius Jarvis, Esq.
Toronto, Ont.

October 13th, 1924.

Dear Mr. Jarvis:-

Replying to your letter of the 8th instant, the express charges on the parcel sent you \$10.50, which we charged to your account.

I understand General McRae has been back some time; I have not seen him. After I have seen him and exchange ideas as to value of stock, I will write you fully, and will also lay the matter before the Board here.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.,
Toronto, Ont.

October 20th, 1924.

Dear Mr. Jarvis:-

Your letter of the 14th instant, together with copy of letter from one of our Eastern Directors, received.

General McRae called on me last Friday and was with me over an hour. The matter of values was discussed. I gave him a list of our properties, a copy of which I enclose herewith.

Their's are:-

- Claxton Cannery Skeena River,
- Strathcona " Rivers Inlet,
- Massett " Queen Charlotte Island,
- Kildonan " Alberni Canal,
- Quatsino " Vancouver Island

and

- Smiths Inlet " A Station.

The first two are good plants. Massett is a Pink proposition and only operated every second year. Kildonan is a herring saltery and freezer - and Chum Salmon. Quatsino has not been operated as a cannery for several years and is not of much value. Smiths Inlet has been used as a station, the fish being packed at Strathcona, Rivers Inlet.

I called General McRae's attention to value of plants as shown by B/S - Their's \$2,575,980.60; Our's \$2,373,285.06 - being \$202,695.54 less than theirs. While we have sixteen Canneries operating and fifteen stations, they have only five canneries operating and one station. Their liabilities exceed their assets \$321,832.92, while our assets exceed our liabilities \$1,459,845.00. They have a very large amount for goodwill, while we have no credit for that.

The General has gone away for ten days' shooting; he promised me that he would give me his ideas of values of their plants when he got back. I asked him for this, as the value is what they will earn - anything else would be prospective. When he gives us his ideas of values I will let you know the result.

As to others coming in on a stock basis, I hardly think there is much, if any chance. I promised the General I would see Todd. I do not think he would consider it at all. Bell-Irving I am sure would not, as it is a family affair with them.

Yours very truly,
B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Geo. H. Smithers, Esq.,
C/o Messrs. Burnett & Co. 12, St. Sacramento
Street, Montreal, P.Q.

December 10th, 1924.

Dear Mr. Smithers:-

I am in receipt of your favor of the 5th instant and note contents.

Regarding your enquiry asking my opinion of the proposed amalgamation of all Companies, I do not think this possible, nor is it altogether desirable.

General McRae called on me shortly after his return from the East, and I wrote Mr. Jarvis under date of October 20th last - copy of my letter herewith. General McRae stated that he would call on me in about ten days; he did not call nor has he been here since, but I have met him at the Vancouver Club, and he stated that he was coming to see me in a few days, which he has not done. He saw Mr. C. F. Todd, of Messrs. J. H. Todd & Sons, Victoria, and had a talk with him, and as we expected, Mr. Todd did not favor any amalgamation.

Regarding our financial standing. As you are aware, we started in the year owing the Banks \$865,000.00, and we had a large amount of salmon unsold, which you will see by our Balance Sheet which you no doubt have. In order to dispose of unsold stocks which were held by all others as well as ourselves, prices had to be materially reduced. We have succeeded in selling most all of these unsold stocks. We have quite an amount sold but not shipped - some of it for shipment the end of this month and more for spring shipment. The demand has increased and prices stiffened, and we think the outlook for the coming year is better than it has been for three or four years' past. We owed the Banks a little over \$500,000.00 on Saturday last, and we hope to be able to make substantial payments before the end of the year, but we are in no shape to think of paying a dividend this year.

Our books are being closed and audited. While we will show some profit we cannot at this moment say just how much. When the books are closed and we are able to get out a Performa Balance Sheet, you will then be able to see just how we stand.

One of our Directors - Mr. Flumerfelt - expects to leave for the East in the middle of next week. He has asked me to call a meeting for next Tuesday, minutes of which will be sent you. We will ask Mr. Flumerfelt to try and see you when in Montreal, and trust he will be able to do so.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G

Encs.

George W. Dawson Esq., President,
Kildala Packing Co. Ltd., Vancouver, B. C.

February 26, 1925.

Dear Sir:-

We beg to make you and your co-shareholders of the Kildala Packing Company, Limited, a firm offer subject only to the provision hereinafter contained for the purchase of all the shares of the Kildala Packing Company, Limited, free from encumbrances as follows:-

The price of said shares to be the sum of One Hundred and Ninety Thousand Dollars (\$190,000.00) plus the amount of cash in Bank to your Company's credit and plus the market value of the bonds now on deposit to your Company's credit in the Bank of Nova Scotia; this transaction to be closed on Thursday the 12th day of March, 1925, at 12:00 o'clock noon by the payment in cash of the purchase price of the said shares.

It is to be understood and agreed that this offer is subject only to the condition of approval of the transaction by our Solicitor and to his obtaining evidence from the Taxation Department satisfactory to him that this Company will not be liable for taxation in respect of such transaction.

Yours truly,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

Æmilius Jarvis, Esq.
Toronto, Ont.

March 2nd, 1925.

Dear Mr. Jarvis:-

I am in receipt of your telegram of yesterday's date, and confirm my answer - copy herewith.

I enclose Profit and Loss Statement as per request, and trust it will be found satisfactory.

Regarding the proposed purchase of the Kildala Packing Company; one of the shareholders of this Company died, and his brother (the President of the Company) wished to retire. We heard of the proposed sale and, as the plants have always been profit earners, the writer thought them desirable. He put the matter before the Board of Directors, as you will see by copy of the Minutes sent you. All the Directors residing here, were present and unanimously voted to have the writer make the purchase if it could be done without any "strings".

As before stated, this Kildala Packing Company has always been successful and has in the Bank of Nova Scotia nearly \$800,000.00. There are only five people now interested in the Company, and to avoid paying surtax on this large amount of money they wisd to sell the shares of the Company together with all its assets.

The Income Tax people know of this surplus and will watch for its distribution, and as our lawyer thinks there may be some trouble to the purchasers of the stock, we have decided to drop it.

The Wallace Fisheries had five plants; three of them not particularly desirable as profit earners. Their two best plants were one on Rivers Inlet and one on the Skeena River.

The Kildala Packing Company have one plant on Rivers Inlet and also one on the Skeena River, as well as one other plant at Kimsquit, so at the price asked by them for their property it would be much more desirable than the Wallace Fisheries.

Regarding the money to pay for this property, we have the Bonds, in our Capital, which we could have used.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Æmilius Jarvis, Esq.,
Toronto, Ont.

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Yours respectfully,
B. C. Fishing & Packing Co. Ltd.

WHB/G
Encs. President.

W.H. Barker

Æmilius Jarvis, Esq.
Toronto, Ont.

March 7th, 1925.

Dear Mr. Jarvis:-

Your letter of the 2nd instant received and contents carefully noted.

I would answer the questions asked in order named in yours under reply:-

1. Yes.
2. The profit on the two Canneries purchased from the B. C. Canning Co., Ltd., was \$50,544.07.
3. Under that of Real Estate, Buildings, Canneries, and Cold Storage Plant, etc.
4. No specific loan made. All purchase price repaid with exception of \$11,250.00 due Mr. B. C. Mess for salaries yet to be earned, which is included in our "Accounts payable" viz: \$100,449.62.
5. Profit & Loss Statement already sent you.
6. Fair market prices. All sold with exception of about 20,000 cases Chum Talls, which are going off daily at fair prices.
7. All sundry creditors are paid with exception of what is due Mr. Mess and commissions due Australian Agents, who have been instructed to draw on us for amount due them.

My letter of the 2nd instant should have reached you, and has given you particulars of proposed purchase of additional plants, which was authorized by the full Board here.

I might say that the day I received your telegram I had a letter from Mr. Smithers acknowledging receipt of balance sheet, etc. and stating that Dr. Milton Hersey was in England and Mr. Workman in the United States. I mention this to show that it is very hard to get the ideas of the Eastern Board on things necessary, of which time is the essence.

Years ago when our stock was doubled the writer mentioned to you that it would likely be very hard to make dividends on this additional stock. At that time you did not agree with me. Time has shown that I was right - as I should be - as I should have a better knowledge of the business than your goodself.

The Directors here are in full agreement with the writer regarding the necessity of increasing our assets by getting good profit earning additions to our assets. I am very sorry indeed that we could not acquire the properties of the Kildala Packing Co., as they no doubt would have helped out.

Our total debit at the Banks is \$90,000.00, and we have spent upwards of \$200,000.00 on the coming season's requirements, and have considerable of last year's goods sold but not yet shipped.

Your remarks regarding the Deputy Minister of Fisheries - Desbarats - confirms the judgment of the writer that our paying any attention to politics is a mistake and has never done us any good.

To conclude, I must say that your letter seems to the writer rather critical, and as if you do not place as much confidence as you should in the writer's management and the Directors here. I may be wrong and hope I am. In the meantime, I remain,

Yours very truly,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB.

Æmilius Jarvis, Esq.
Toronto, Ont.

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Yours very truly,
The B. C. Fishing & Packing Co. Ltd.,

WHB.

President.

W.H. Barker

Barker Letter Book

Volume 2

Page(s) 228

Geo. H. Smithers, Esq.,
C/o Messrs. Burnett & Co. 12, St. Sacramento
Street, Montreal, P.Q.

March 13th, 1925.

Dear Mr. Smithers:-

I am in receipt of a telegram from Mr. Jarvis, copy herewith, also enclose copy of my reply regarding same.

We are awaiting your proxies and those of Mr. Workman which you promised to send.

Yours very truly,

B. C. Packing & Fishing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Encs.

Barker Letter Book

Volume 2

Page(s) 228

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Yours very truly,

The B. C. Fishing & Packing Co. Ltd.,

WHB/G
Encs.

President.

W.H. Barker

Æmilius Jarvis, Esq.
Toronto, Ont.

March 13th, 1925.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 12th instant, and I am not replying by wire as there is ample time for a letter to reach you before the Annual Meeting, which is to be held on Tuesday the 31st instant.

You are aware that the Annual Meeting is to be held on the last Tuesday in March, which is the 31st this year, and that a call for the Meeting has been sent out and is now in the hands of all Shareholders.

When a request for adjournment is made, some good reason for same should be given. What reason shall we give for the asked for adjournment? The Directors here agree with the writer that there must be some good reason for asking for said adjournment, as they are averse to any adjournment unless there is sufficient reason for same.

Yours very truly,

The B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.
Toronto, Ont.

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Yours very truly,

B. C. Fishing & Packing Co. Ltd.,

WHB/G

President.

W.H. Barker

Barker Letter Book

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Sir Henry M. Pellatt,
Messrs. Pellatt & Pellatt, 244 Bay Street,
Toronto, Ont.

March 27th, 1925.

Dear Sir:-

I beg to acknowledge your favor of the 19th instant and note contents.

The request that the Meeting be adjourned for forty days has been changed by telegram received from Mr. Jarvis by Mr. Sweeny; in consequence, the Meeting will be held on the 31st instant as per notices sent out.

Yours respectfully,
B. C. Fishing & Packers Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.
Toronto, Ont.

March 27th, 1925.

Dear Mr. Jarvis:-

I beg to acknowledge your letter of the 17th instant and duly note contents.

I was pleased to learn by your telegram to Mr. Sweeny that there was now no necessity for postponement of the Annual Meeting.

As you state in your wire to Mr. Sweeny that you are likely to be out here soon, the other matters mentioned in your letter under reply can be looked into when you get here.

There is nothing particularly new except that we have a credit at both Banks, and have used over \$300,000.00 on account of the coming season's business, and we also have a considerable quantity of goods sold and unsold.

Yours very truly,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Geo. H. Smithers, Esq.,
C/o Messrs. Burnett & Co. 12, St. Sacramento
Street, Montreal, P.Q.

March 27th, 1925.

Dear Mr. Smithers:-

I beg to acknowledge your favor of the 20th instant and your wire of the 23rd, also proxies of your goodself and Messrs. Burnett & Co., for which I thank you.

The telegram mentioned in your wire was received by Mr. Sweeny, and we are pleased to note that there will be no necessity for adjournment of the Annual Meeting called for Tuesday next.

With reference to proxies in yours of the 20th instant, I beg to say that Mr. Sweeny received proxies for 600 shares from Sir Henry M. Pellatt, and Mr. Jarvis mentioned in his telegram to Mr. Sweeny that he has mailed him proxies for some 360 shares, with instructions to use the proxies for the election of Mr. Jarvis and Sir Henry M. Pellatt on the Board of Directors.

We are pleased to report that we have a balance at both Banks, and have used already for account of this season's business, over \$300,000.00 and proceeds from goods on hand to be received.

Yours sincerely,

B. C. Fishing & Packing Co. Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq.
Toronto, Ont.

April 3rd, 1925.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 2nd instant, and confirm my reply - copies herewith.

The Annual Meeting passed off very harmoniously, and nothing was done except the ordinary business: that is reading the Balance Sheet and Profit and Loss Statement, and the election of the Board of Directors. The old Board were re-elected with the addition of Sir Henry M. Pellatt in the place of the late Mr. Braid.

As stated in my telegram, we never have published any statement, and do not think it necessary as all the Shareholders have had a Balance Sheet.

Confirming what I said in a recent letter regarding the Banks, we have now to our credit \$125,000.00 in the two Banks, and have used up \$365,000.00 account of this year's business, so financially we are in excellent shape.

We have sold quite a quantity of the coming season's pack. We do not care to sell any more until we know just what we have to sell, as we must provide for our Canadian Market.

Yours sincerely,

B. C. Fishing & Packing Co., Ltd.,

President.

P.S. Regarding the publishing of our Statement, we have seen same commented on by the Montreal and Toronto financial papers, as well as "Saturday Night", published in your City, so that same has had considerable publicity already.

W.H. Barker

WHB/

Encs.

Æmilius Jarvis, Esq.
Jarvis Building, Toronto, Ont.

June 29th, 1925.

Dear Mr. Jarvis:-

Your favors of the 22nd and 24th instant received, also copy of a letter from Dr. Milton Hersey to the Minister of Marine and Fisheries in the latter. We thank you for this and we are pleased to see that our Director in Montreal is interested in our Company's affairs. There is a slight possibility that something may be accomplished, but the writer has about lost hope of obtaining anything from the Department.

There are fishing on the Nimpkish River twenty-two drag-seines, and about the same number of purse-seines around the mouth of that small stream. In consequence, the Department has made 72 hours weekly close time, so that we only fish four days in the week. The large number of fishermen engaged and the amount of gear used makes it unprofitable for all concerned and will, in a very short time, deplete that stream of the excellent Sockeyes that are caught there.

The remarks Dr. Hersey makes regarding the respective catches of the Japanese, White and Indian fishermen are very modestly put. I should say that the difference is very much more than as stated by him. However, this is well known by the Fisheries Department - all they have done the past few years is to refer the matter to the local members (not of Vancouver or the Province, but of the party in power) who are Mr. Stork, of Prince Rupert, and Mr. Neil, of Vancouver Island, who know all about the respective values of the different fishermen and have been doing all they possibly can to drive out the Japanese fishermen, simply in the interest of politics, as the Japanese have no vote. Neither they nor the Fisheries Department care anything about the success of the business, as to whether we are prosperous or not; all they seem to care for is to retain their seats and will do anything to that end.

We have made a fairly good start. Have packed some 1,800 cases Sockeye at Alert Bay, and a considerable quantity of Springs both on the Skeena and Naas Rivers. We have shipped most of the Salmon we have packed, and thereby reduced our bank account.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Æmilius Jarvis, Esq.,
Jarvis Securities, Ltd., Toronto Ont.

July 16th, 1925.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 10th. instant, together with copy of a letter to you from Dr. Milton L. Hersey, and copy of a letter from the Minister of Marine and Fisheries to Dr. Hersey, also extract from the Montreal papers regarding our stock.

There is nothing new in the letter from the Minister to Dr. Hersey - the same old story we have had for years. It seems to the writer that the policy of the Government is to keep in power: they care little for our business as regards profits, or really for the conservation of supply.

We showed them by our books at Alert Bay that we had kept up the supply, and we were willing to extend the Hatchery and still further increase it if necessary. That amounted to nothing, they said the policy had been adopted for open fishing. In the matter of conservation we suffer again, as there are 22 Drag-Seines and 27 Purse-Seines now fishing at the Nimpkish, so they have increased our weekly closed time to 72 hours, which curtails our pack and also the earnings of the fishermen.

Regarding the idea as to buyers of our stock, we have heard all kinds of rumors. We do not think that Bell-Irving or his Company (which is the A. B. C. Packing Co.) are interested at all in our stock. One report was that the Canadian Fishing Company were buying up our shares, another was that the Dominion Cannery were purchasing the stock. So far we have nothing to prove these reports, and are inclined to think that there has been a pool of brokers who have taken up the stock and "bulled" it.

The season has started fairly well, but very stormy weather in the North - cold and raining most of the time - has interfered with the fishing, but still we are inclined to think we will get a fair pack. We feel satisfied that we shall be able to sell our Sockeye pack at much better prices than last year, but at this writing it would be only guess work to say what we can expect for the season. We can only do our best, which we have always done in the past.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Æmilius Jarvis, Esq.
Messrs. Jarvis Securities, Ltd., Toronto, Ont.

August 5th, 1925.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 30th, ulto. and, in accordance with your request, I beg to submit the following:

FRASER RIVER: We are operating four Canneries on the River - one at Steveston, one on the North Arm, Brunswick at Canoe Pass and one Cannery half-way to New Westminster. The pack of these Canneries is about 7,000 cases Sockeye to date, which is as much as we can expect. This ought to be a fair week. Besides the Sockeye we have some quantity of Springs and other fish: the lower varieties come later.

ALERT BAY: At Alert Bay there has been a fairly good run. We were shut down by the Fisheries Department at the end of last month, but have packed about 6,500 Sockeye and some of the other varieties. This Cannery will run for some time yet, obtaining their supply of fish from other places. As we have previously informed you, we were allowed to fish only four days in the week and had to share the little Nimpkish River with three other Canneries. If we had had the River to ourselves as formerly it would have helped us very materially.

RIVERS INLET: We operated our three Canneries there and are still fishing, but the season will be over this week. We have packed about 50,000 cases of Sockeye and a small quantity of other varieties. This we count very good.

BELLA COOLA: This is not much of a Sockeye stream, but we get a fair quantity of Springs, Cohoes, Pinks and Chums. The Sockeye season is almost over there, and we have packed about 3,600 cases, which is some 800 or 900 cases less than last year.

LOWE INLET: We have about 4,000 cases of Sockeye packed at Lowe Inlet, and 4,500 of other grades. We expect to get about 6,000 Sockeye here and 12,000 or 14,000 cases of Pinks.

SKEENA RIVER: We are operating three Canneries here, and have packed about 12,000 cases Sockeye as well as about 16,000 cases of other varieties. From a recent telegram their run of Sockeye has improved, and the Pinks commenced to run. We do not expect to pack as many Sockeye here as last year.

Taking it all together, we are fairly satisfied with the result of the season so far. The cheaper grades, as you know, run later and we have no means of telling just what we will get, but hardly think we will make up the total of last season's pack. Prices, however, are better for the higher grades, and goods are being shipped as fast as they are received from the Canneries. In consequence, we are keeping our bank account down, so that our interest charges will be nothing like those of last year.

Referring to the first part of your letter, in which you state that in times past you used to get "flimsies" reports each day, the writer has no recollection of making any daily reports - "flimsies" or otherwise - but as giving you information whenever you asked for it.

Our French francs are still in the Bank of Montreal at Paris. The handling of these francs was left to a committee of Mr. Sweeny, Mr. Morris and the writer. After consulting the Managers of the Bank of Montreal and the Bank of Commerce we decided to leave the francs there, as it was the opinion of these gentlemen that it was best to do so and that we might ultimately get 6. However the market shows no improvement - a little on the downward trend. If the French Minister of Finance gives us something definite, we expect to bring the francs over. It will take about 7 to save us from any loss.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,
President.

I will ask our Mr. Whitehead to write you weekly as to our packing.

W.H. Barker

WHB:

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

August 25th, 1925.

Dear Mr. Jarvis:-

I am in receipt of yours of the 20th. instant, and in reply I beg to say that we owed the Banks, on the 24th. instant, \$322,597.66.

This is some \$700,000.00 less than we owed them this time last year. We are keeping our Bank account down by shipments, and hope before the end of the year to clean up and perhaps have a credit.

The price of fish always varies in some of our places, as we have to contend with fish buyers and "fish pirates". They are a trifle higher than last year and are as follows:

	Cannery Gear,	Private Gear.
Sockeye . . . . .	.25 cents	37 cents
Red Spring . . . . .	.04 " per lb.	.06 per lb.
Cohoes . . . . .	.25 cents . . . . .	.40 cents
Pinks . . . . .	.02 1/2 cents . . . . .	.04 1/2 "
Chums . . . . .	.03 " . . . . .	.04 "

These prices are for Northern B. C. On the Fraser River it is all private gear, and the prices are:-

Sockeye . . . . .	.55 cents
Springs . . . . .	.06 " per lb.
Cohoes . . . . .	.04 " " "

Chums and Pinks are not running yet, but prices of these will be very much higher than the North as they are scarce this year.

Wages are the same as last year; no change. Materials: Tin plate a little higher than last year; other materials vary - some a little less, some a trifle more.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

August 31st, 1925.

Dear Mr. Jarvis:-

Replying to your enquiry as to Mr. H. S. Tobin, and the dependability of his statements regarding the fishing business, Mr. Tobin is a lawyer and has no interest in the Salmon business - his statement must be from hearsay.

The Sockeye season is about over; half our Canneries are closed, the remainder will endeavor to fill their cans with Cohoes, etc.

Our pack of Sockeye will be about the same as last year, but our total pack will be less.

We are keeping our bank account down by shipments.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.
Toronto, Ont.

Oct. 3rd, 1925.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 21st, and 28th, ulto.; the latter asking for information which we cannot at this time give.

We are still operating seven Canneries, trying to get Cohoes and other varieties.

Our pack to date is 271,500 cases. This amount will be increased some when we get the "boxed up" count from the Canneries.

We owed the Banks, on the 26th. ulto., \$240,000.00. We had some \$11,000.00 in the Banks for current accounts and paying off drafts which are coming in. We also have due from the London Bank of Australia, \$49,000.00; making our net debit \$179,748.76.

Most of the larger accounts are paid off, but there are amounts still to be paid for labor at the Canneries operating and for fish which they are catching.

The cost per case we cannot tell you, as we do not know ourselves. None of the Cannery books are down here, and these will have to be transferred to our books and audited by our auditors before we know the cost per case. It will not vary much from last year - probably a trifle higher.

We know enough however, to feel that we have done fairly well and will show a fair profit, which we think will be satisfactory to the Directors and Shareholders generally.

Our pack of Sockeyes is about the same as last year, and our total pack will exceed that of last year by a few thousand cases.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

Prices (illegible) very much as to time when sold & the different varieties but for Sockeye are higher than last year while the lower grades are very little better than last year. WHB

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.
Toronto, Ont.

November 7th, 1925.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 2nd instant, regarding your and the other Eastern Directors' desire to know the results of this season's business.

We have six of the Canneries books closed, and these packed the bulk of the Sockeyes this season. There are eight other Canneries whose books are not yet closed, nor the cost of pack ascertained.

I cannot, with any accuracy, tell just how we will come out. I cannot say much more at this time than I said to you in a previous letter; that is, the result of the season will be fairly satisfactory to the Directors and Shareholders alike.

We have still one Cannery operating (not profitably) to see if we cannot pack more Cohoes, as we are very much oversold on this grade, and must make every effort to pack all we can. We expect to close this Cannery down next week, as the run of these fish is about over.

Until the books are closed I cannot tell just how we will come out as the cost for the lower grades of fish is very different at the different locations, owing to the efforts of some of the Canneries to increase their pack, as they are inclined to show a large pack even at the expense of profits.

As you are aware, there is little profit in these low grade fish, and this year the writer is sure that many have been packed at a loss.

The Directors here are just as eager and anxious to know the results as you are in the East, and just as soon as we have anything definite to give we shall only be too glad to send it.

Yours respectfully,
B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.
Toronto, Ont.

November 10th, 1925.

Dear Mr. Jarvis:-

Your letter of the 4th. instant, together with copy of letters from Mr. F. D. L. Smith and Mr. V. Basevi, regarding a market in Sierra Leone.

We have a very good agent in Cape Town, South Africa, who is building a nice business for us there.

We are under the impression that the West Coast of Africa would be a very limited market - mostly for low grade fish - possibly taking small shipments of low grade fish. We have had some correspondence with there [sic], and the merchants prefer to buy through London, as their head offices are there and it is cheaper to get goods that way.

We have several steamers a month for England and other European Ports; freights are much lower than to Montreal, so there would be no savings in freights.

We fear that the business done would hardly pay for expense involved.

Our stocks unsold are very low at present - limited to varieties that would not be suited to the market referred to.

We thank you very much for the letters and your interest.

We are always on the lookout for other markets of value and, as I have before stated, have looked into this West Coast business.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.
Toronto, Ont.

November 11th, 1925.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 6th. instant, stating that reports had been made that we made \$200,000.00 on advance in price on our carry-over from last year, which is - to say the least - ridiculous.

I am almost positive that you received from us a list of stocks that we had on hand at the 31st. December, 1924. We had unsold at that time 52,142 cases of Salmon, about 2,400 cases of which were Sockeye. The total value of the other sold stock we \$277,127.40. The carry-over of stock sold, but not delivered, was 63,037 cases - value \$461,404.25.

Only Sockeyes and choice Red Springs were sold at higher prices than received in 1924; these averaged from \$1.50 to \$3.00 per case. The lower grades, which were the bulk of unsold stocks carried over, have advanced but very little - some of them not at all.

We have not brought over the francs from Belgium or France. They have fallen in value and are as low now as they have been. The Board of Directors here appointed a Committee of Mr. C. Sweeny, Mr. H. H. Morris and the writer to look after this matter. We receive the value of francs every day and meet frequently to discuss the advisability of holding.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.
Toronto, Ont.

November 24th, 1925.

Dear Mr. Jarvis:-

Replying to your favor of the 18th. inst. I beg to say that there are still four Canneries whose books are not yet here.

We will not be able to get out the Proforma Profit and Loss Statement until the books are closed, stocks taken, etc. Just as soon as we get one out it will be forwarded to you, but it will not be until after the end of the year.

The Auditors are very busy with the Cannery books, and we scarcely think that they will be through with their balance sheet before the middle of January, or perhaps later. Anyway, we will give you just as much time as possible.

The writer has no reason to change his mind that the results of the season's packing will be satisfactory. The Banks are paid off and we are sending our drafts for collection.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Æmilius Jarvis, Esq., Vice-President, Messrs.
B.C. Fishing & Packing Co., Ltd.
Toronto, Ont.

November 28th, 1925.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 23rd. inst., and yesterday received from your Office a copy of the "Financial Post" of November 20th.

I was rather surprised to see the full page advertisement in that paper. This no doubt will keep the stock active, but is of very little - if any - value to us.

We seldom have been able to make full delivery on our orders in Canada, and no doubt our customers will wonder why we are advertising our brands.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

December 28th, 1925.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 21st. inst., together with copy of Minutes of a Meeting of the Eastern Directors, also copy of a letter to you from Messrs. Stewart, McNair & Co.

The date of our Annual Meeting is set by our by-laws and is the last Tuesday in March, but I take for granted you wish to know the date the Directors meet to pass on the balance sheet as audited - this depends on when the auditors get through with it.

I will wire you when this meeting is called, when this and other matters can be discussed. As promised, we will, as soon as possible, send a Proforma Profit and Loss Statement.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Barker Letter Book

Volume 2

Page(s) 255

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

January 9th, 1926.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 2nd. instant, and beg to say in reply that the auditors are working steadily on our books, and we assure you that we will send you a Proforma Balance Sheet and Profit and Loss Statement just as soon as they are ready.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

WHB/G.

President.

W.H. Barker

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

January 15th, 1926.

Dear Mr. Jarvis:

I enclose herewith pro-forma Balance Sheet and Profit and Loss Statement. The Auditors got them finished this morning, so there has been no delay on our part. I trust they will be satisfactory.

We have in the Banks:

Current Accounts -	\$ 78,735.01
Savings Accounts -	240,774.37
Drafts for collection -	
Canada and elsewhere.	251,779.12
Drafts for collection,	
Australia -	41,735.56
Total -	\$613,024.06

Please let us know what date you wish the Directors' Meeting called to pass on the Balance Sheet and Profit and Loss Statement, as we have to give the out-of-town directors Fifteen (15) days notice, if by mail, or Seven (7) days by wire.

Mr. Sweeny is very sick and it is hardly likely that he can attend to business for several weeks. He was a little better yesterday.

Yours sincerely,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

January 15th, 1926.

Dear Mr. Jarvis:-

We have been contemplating building a Salmon Cannery on Queen Charlotte Islands, where the pack will be principally Pinks and Chums.

In the past we have not considered packing these grades of Salmon, as they are not so profitable as the higher grades. Sockeyes are getting scarcer, so that more attention is paid to these lower grades. We also have markets where they use a large proportion of these grades, and it is necessary for us to supply them or lose our customers.

We have sent an old employee to go carefully over what we considered the desirable sites, and have filed on one. The coming season is a "Pink" year, and we would like to take advantage of it.

We could use some of the machinery at some of our "dead" Canneries. The cost would be exclusive of this - about \$50,000.00. If the run of fish is as we have every reason to expect we should make a large part of the cost the first year, if not all of it.

I thought it best to lay the matter before you at this time, so that it could be discussed when you are discussing the Balance Sheet and Profit & Loss Statement.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

(Handwritten) The cost is only an Estimate, the figures we have are considerable [sic] lower than this.

W.H. Barker

WHB/G.

Æmilius Jarvis
C/o Jarvis Securities Ltd., Toronto, Ont.

Jan. 21st, 1926.

(NIGHT LETTER)

Your telegram this date ONE Amount due sundry creditors eightythree thousand sixhundred fortytwo dollars eightysix cents and to Dominion and Provincial Governments for taxes seventyseven thousand threehundred ninetyfour dollars five cents TWO Depreciation onehundred nineteenthousand ninehundred twentyeight dollars eightynine cents Accrued taxes seventyseven thousand threehundred ninetyfour dollars five cents THREE General depreciation onehundred thousand dollars Packers steamship nineteenthousand ninehundred twentyeight dollars eightynine cents George and Barker Salmon Packing Company four thousand threehundred eight dollars fortyeight cents French and Belgian francs twentytwo thousand eight hundred and three dollars one cent FOUR Dominion Government fortyfour thousand fourhundred thirtythree dollars eightythree cents Provincial Government thirtytwo thousand ninehundred sixty dollars twentytwo cents FIVE amount Profit and Loss Statement includes actual cost of packing at Canneries such as fish wages licenses Chinese contractors steamers freights fuel renewals to buildings and machinery etcetera STOP Full details by mail

(Con. on next sheet.)

SIX Value Salmon on hand per Profit and Loss five hundred fiftyfour thousand fivehundred sixtyfive dollars twenty cents is value nineteen twentyfive salmon on hand sold but not delivered and balance unsold Plus sixthousand fivehundred fiftyone dollars fiftyfive cents being value of salmon on consignment not yet paid for.

(Charge to B. C. Fishing & Packing Co., Ltd.)

W.H. Barker

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

January 22nd, 1926.

Dear Mr. Jarvis:-

Your wire of the 21st. instant received, and in accordance with the request therein we wired you as per copy enclosed.

I also enclose particulars of cost of packing as appearing on the Profit and Loss Statement. There is little to explain about this except you will notice that Maintenance, \$109,983.82 is charged to cost of pack, as we always have done this in the past, showing that all plants are kept in first-class condition.

We have, however, spent no money on plants or steamers unless it was absolutely necessary for the past three or four years, as we have made little or no profit. This will mean that we shall have quite a lot of money to spend on steamers. We have several boats for which we have to buy engines from 100 to 60 H.P. each. We have also had to build two new boats, which will cost us in the neighbourhood of \$16,000.00 each, for the coming season's business.

Our last year's pack gives us confidence in the run of Sockeyes being maintained in the North.

We cannot expect so good a run this year judging by past seasons.

Referring to my letter of the 15th. instant, regarding the contemplated new Cannery on Queen Charlotte Islands, I would thank you to let me know as soon as possible what you think about this, as there is not much time to lose in preparing for same.

Trusting you will find the telegram sent to you, and the enclosed particulars of cost of pack, plain and satisfactory, I remain,

Yours sincerely,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB/

Encs.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

March 16th, 1926.

Dear Mr. Jarvis:

Some of the Vancouver Directors have spoken to me in regard to a circular issued by the Wallace Fisheries, Ltd., intimating to the shareholders - other than McRae, Burke and Peter Wallace - that they will be paid at the rate of Twenty Dollars (\$20.00) per share for their holdings. The Directors in question cannot understand this in the light of the Resolution which we passed that the B. C. Fishing & Packing Co., Ltd., would pay Twenty-five Dollars (\$25.00) per share.

Kindly place me in position to afford the necessary explanation.

Yours respectfully,

B. C. Fishing & Packing Co., Ltd.,

President.

W.H. Barker

WHB:

Æmilius Jarvis
293 Bay Street, Toronto Ont.

April 1st, 1926. (N.L.)

Lawson informed Shareholders Meeting that owing (illegible) completion delivery Wallace stock by McRae neither latter nor Burke are eligible vote as shareholders nor act Directors STOP MacNeill expects the daily arrival this missing stock from Minneapolis when position can be adjusted satisfactorily STOP To provide quorum our Directors Meeting not following that of Shareholders Whitehead Doucet and Bell were elected as Directors and later resigned leaving vacancies which you can fill on the eighth instant STOP Victor Spencer could not accept nomination on the thirtieth ultimo but expects arrange his position before eighth instant STOP He requires consent of his partners before he can act Director to any outside Company STOP These three vacancies provide for your later election of McRae Burke Spencer as you see fit STOP Sweeny also since resigned so at present only Flumerfelt holding office here STOP Have written fully regarding necessary resolutions but impossible I leave here at present STOP Operations progressing satisfactorily STOP Have asked Lawson write you.

(Please charge to B. C. Fishing & Packing Co. Ltd.)

J. M. Whitehead

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

April 1st, 1926.

Dear Sir: WALLACE FISHERIES LTD.

Mr. Flumerfelt stated he was wiring you information as to result of our Meeting of the 30th ulto.

The report of Mr. Lawson that neither General McRae nor Mr. Burke were qualified to vote as Shareholders, nor act as Directors was rather a surprise to us, but of course this difficulty will be overcome when the McRae et al Stock is delivered us and our shares given in exchange. We met the situation by appointing myself, Doucet, and F. G. Bell as Directors, and these Appointees handed in their resignations to the Secretary on conclusion of the meeting. At your Meeting, you can therefore fill these three vacancies, or this can be done at a later date, if the stock transfer has not been completed by the 8th instant.

In addition to Messrs. McRae and Burke, I was told by Mr. Vic. Spencer that he could not stand for nomination without the consent of his partners in David Spencer's Ltd., and as these partners would not be in town for ten days, he did not wish his name presented.

I therefore arranged for these three "dummy" Directors, and their resignations will provide for Messrs. McRae, Burke and Spencer or whoever you may see fit to substitute.

Mr. Sweeny was elected a Director but resigned after the Meeting. His position is therefore vacant and I presume you will also take this into consideration.

The whole situation is technically complicated by this report of Mr. Lawson, but will no doubt be put in proper shape within the next week or two by delivery of the whole McRae bloc of shares you have arranged for. We are keeping in close touch with Mr. MacNeill, and shall of course be able to act promptly whenever the other side is ready.

I have asked Mr. Lawson to write you his reasons why we could not complete your directions at our last Meeting.

Yours faithfully,

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

April, 1st, 1926.

Dear Sir:-

We are obliged for your assistance in respect to settlement of the Gosse-Millerd local controversy, and while no conclusion has yet been reached, we have now better hope of avoiding trouble through action of the above Firm.

Mr. Eckman and the writer had a conference yesterday, and will meet Mr. Gosse next week with the object of reaching some settlement of the dispute between the Gosse-Millerd and Canadian Fishing Company interests.

As regards financing of the seven power boats under construction for the Wallace Fisheries, which will cost about \$155,000.00. Our intention was to ask the bank credit for the Wallace operations of \$600,000.00. For the B. C. Fishing we have already applied for \$600,000.00 each from the Banks of Montreal and Commerce.

It would not be possible to pay for these new boats out of the credit of \$600,000.00 to the Wallace Fisheries. Either we must ask for, say \$750,000.00, or we could have these building contracts assigned over to the B. C. Fishing & Packing Company and finance the cost from our own funds. The amount of credits we have arranged for should enable us to do this.

We could then place these seven boats as assets to our Packers' Steamship Company and charter them to the Wallace Fisheries at rates which would return us, say 6%, on our investment.

We believe General McRae's idea was to form a separate steamer holding company for this fleet now under construction and to sell sufficient bonds to cover their cost.

It seems an unnecessary expense now to carry out this programme when we have the Packer's Steamship Company already in existence, especially as the probability is we may within a short time merge the two companies into one.

There is no present official ownership of these boats in name of Wallace Fisheries. Building contracts are of course in existence, and some money paid on progress account, so that the only transfer necessary would be for the Wallace Fisheries to assign their contracts to us, and we refund to them the amount they have already paid as the work progresses.

Please advise your views hereon.

Yours faithfully,

B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW/G.

Æmilius Jarvis, Esq., Vice-President, B.C.
Fishing & Packing Co., Ltd.
Toronto, Ont.

April, 1st, 1926.

Dear Mr. Jarvis:-

Enclosed is a copy of my reply to your wire of the 31st ulto., which I hope will be self-explanatory.

I had already written you regarding resolutions we shall require from your Meeting of the 8th. instant.

My present salary is \$10,000.00 per annum, and that of the Secretary-Treasurer - Mr. Doucet - \$6,000.00. Mr. Barker as President received \$10,000.00 per annum.

The office staff as at present constituted is as follows:-

		Per Month
P.G. Bicknell	- Book-keeper	\$250.00
A.C. Findlay	- Chief Stock and Shipping Clerk	200.00
R.H. Marshall	- Purchasing Clerk	150.00
H. Sherwood	- Stock and Shipping	150.00
R. Barton	- " " "	100.00
J. Boulton	- General	40.00
Miss Lyons	- Stenographer	110.00
Miss McCarry	- "	65.00

Yours faithfully,

J.M. Whitehead

JMW:

Barker Letter Book

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Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
293 Bay Street, Toronto Ont.

April 19th, 1926.

Dear Sir: RE GOSSE MILLERD CO.

Adjustment of dispute between the above named and the Canadian Fishing Co., has not yet been fully reached, but we hope may be accomplished very shortly.

Several meetings have been held and the service of outside interests used in effort to finalize this deadlock, and I think we now have it in shape that an agreement can be made which will enable us all to proceed with this season's cooperative program.

Yours very truly,
B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW/G

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
Toronto, Ont.

April 19th, 1926.

Dear Mr. Jarvis:

RE SALARIES SEASON 1926

Your letter of the 19th inst., is duly noted and appreciated.

I thank you sincerely for the increase made possible to my salary through your consideration, and I am quite satisfied to leave the future in your hands. If the season proves as profitable as I hope for, a later bonus would of course, be acceptable, and add to the pleasure such success of the Company's affairs will afford me.

Mr. Doucet's position is one of considerable responsibility, and he has given valuable service in his most careful scrutiny of the Company's disbursements and many other details of our business. For the present, I think he can carry on also the duties of Secretary of the Wallace Fisheries Ltd., until at least we find out the practical scope of such position.

I will send you by early mail the required comparative statement of administrative expenses.

Mr. Flumerfelt will return us the B. C. Fishing Minute Book on the 21st inst., and which is required to work out the number of Directors' Meetings held here last year. I had Dinner with Mr. Flumerfelt on his arrival here, the evening of the 17th inst., and he expects to be in Vancouver for the Wallace Fisheries Meeting on Thursday next, and for arrangement of several matters affecting the operation of the combined Companies in accord with you (sic) resolutions of the 8th instant.

As to payment dates of Directors' Fees and Salaries, we have in the past paid the former half-yearly. In future we note these fees are to be remitted quarterly.

All Salaries of Officers and Staff have been paid on the first of each month, and this system will be thus continued.

Yours faithfully,
B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
Toronto, Ont.

April 19th, 1926.

Dear Mr. Jarvis:-

RE WALLACE FISHERIES:

Referring to your letters (two) of the 9th instant on above subject:

The Bank of Commerce is quite willing to return the \$250,000.00 Bond when we liquidate their account or give the B. C. Fishing & Packing Company's guarantee for any existing and further advances made this season to the Wallace Fisheries account. As a matter of fact the expiry date of this Bond is 1927.

Until it is finally decided at which Bank we are to transact the Wallace business, I take it we had better let this Bond return remain in its present position. It can be easily adjusted whenever we know your decision as to with which Bank we are to deal this season.

The transfer of Gen. McRae and F. E. Burke is still incomplete. The Prudential Trust Company have short-delivered us 16 shares, and we cannot obtain the McRae/Burke stock until these additional certificates reach us. Furthermore, Mr. Lawson refuses to accept the F. E. Burke late issue of 1,150 shares of Wallace stock until some further legal requirements are fulfilled to complete their validity. He is now in conference with Mr. Burke on this new irregularity, and they will decide the quickest and easiest method of putting the matter in order.

We hope to advise you in a few days further particulars hereon.

Yours faithfully,

B. C. Packing & Fishing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
Toronto, Ont.

April 19th, 1926.

Dear Mr. Jarvis:-

RE FINANCING WALLACE STEAMERS:

Your letter of the 9th instant disposes of this matter clearly and satisfactorily, and I will have Mr. Lawson draw up the necessary Bond in our favor to cover what advances we may make in paying for these six new power boats.

The amount will probably be \$155,000.00. We can easily finance this from the credit arranged with the Banks of Montreal and Commerce - \$600,000.00 each - as if the season turns out as hoped for, we should not require to use for operating account the full credits above mentioned.

I have already sold to the English trade about 40,000 cases of Sockeye Salmon at top prices and July/August delivery, and returns from these sales should bring us about \$600,000.00 in cash during these months, which will save us a considerable bank interest charge.

Yours faithfully,

B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW:

Barker Letter Book

Volume 2

Page(s) 274

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
293 Bay Street, Toronto, Ont.

April 26th, 1926.

Dear Mr. Jarvis:-

RE SALARIES:

In further reply to your letter of the 9th instant, I enclose comparative statement of executive expenses as for 1925 and this current year.

If, as seems reasonable, a proportion of the B. C. Fishing expenses should be charged to the Wallace Fisheries this would, of course, alter the final showing to some extent.

Yours faithfully,

B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW/

Enc:

Æmilius Jarvis, Esq., President, B.C. Fishing & Packing Co., Ltd.
293 Bay Street, Toronto, Ont.

April 26th, 1926.

Dear Mr. Jarvis:-

GENERAL OPERATIONS:

Answering your letter of the 12th instant, we originally had, as you surmise, District Superintendents for the Fraser River Canneries, viz.,

- Mr. A. Ewen for Upper River
- Mr. G. Alexander . . . " Ladner District
- Mr. W. H. Bain " Steveston
- Mr. D. Rowan " North Arm

Their offices were dispensed with after a few years experience as not warranted. We never had a Superintendent for the Northern Plants.

It is within the latter District I think a connecting personal link is most desirable between these more or less distant interests and the Head Office.

A practical cannery man is not necessary essential, although of course such experience would be at times useful. All our Cannery Managers are men of long experience, and their long service with us has given us a large confidence in their ability and integrity. We think they are the best men on the Coast, and it would be very difficult to replace most of them.

What we mostly require is a sort of liaison officer who will make periodical visits to each plant during the operating season and bring into closer touch the mutual interests which should be considered in the way of co-operation between our own parent plants, as also between these plants and the Wallace Fisheries Canneries. In the past we feel that this spirit has not been exercised to the extent possible, and it is now even more necessary in bringing together the complete harmony and interchange between our Managers and those of the Wallace Fisheries. I think Mr. Sherwood can quickly prove valuable in this service, and that for several reasons he is the best material we have available to institute this departure.

As regards aerial equipment, we are fairly well provided already. At Alert Bay, Bella Coola and Skeena River we have a direct telegraph line. At Rivers Inlet the Good Hope Cannery located there has a radio plant which is operated as a service station available for all Canneries on Rivers Inlet. We should prefer a plant of our own at the Wadhams, but the cost of installation and maintenance is hardly warranted at present. On the Nass we have use of a radio station at Arrandale which serves our purpose meanwhile. At Skidegate there is a radio station at the village some fifteen minutes distant from our South Bay Cannery, and which we can get along with this year. All these points have a weekly or bi-weekly steamer service with radio equipment on board, and these we frequently use.

Our Lowe Inlet plant is the only isolated place we have, and there we can only depend on the radio service of the weekly steamer. We should install some better communication at Lowe Inlet next year.

Yours faithfully,
B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq.
293 Bay Street, Toronto Ont.

May 7th, 1926.

PERSONAL

Dear Mr. Jarvis:-

I have had several interviews with Mr. J. A. H. Irving since you left, and at our last meeting he stated that, owing to the impossibility of severing connections with his fruit packing interests, he had decided to give up any idea of entering the service of our Company.

In view of Mr. Doucet's proposed resignation, and the larger requirement this will result in for a man of first-class accounting experience, perhaps it is as well that this decision of Mr. Irving is before us, as he claims no training along this line of work.

I have told him that as opportunity offers we will be glad to help out the fire insurance branch of his present business.

I am informed that his relationship to you became public in this office through his own conversation with one of our staff.

Yours faithfully,

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
Toronto, Ont.

May 7th, 1926.

Dear Mr. Jarvis:-

RE OFFICE OF SECRETARY-TREASURER:

Mr. Doucet informed me last month his proposal to resign office owing to the unsatisfactory state of his health which he felt rendered it impossible to do full justice to the position he occupied. I can only commend his conscientious action herein, and bear witness to the long and faithful service he has rendered this Company.

I asked Mr. Doucet to give this decision careful consideration, and if he felt compelled to sever his connection with us to lay the matter before Mr. Flumerfelt. I believe Mr. Flumerfelt has written you hereon and that the Directors will take the matter under consideration.

Should you decide to accept this resignation, the appointment of a successor will no doubt be also then dealt with.

I agree with Mr. Flumerfelt that this new appointment might be left with our local Executive Committee as it is to be desired that this appointee be well qualified for the work our business calls for, and I am sure some good material is obtainable here to assure the office of Secretary-Treasurer be carried on to your satisfaction and that of our local Executive.

As the conduct of these two Companies develops it seems essential that we shall require a Secretaryship for the Wallace Fisheries interests which are somewhat intricate as now conducted, and which must necessarily require careful attention in all its branches until we can bring both interests into the one organization.

If we get a suitable and competent man as Secretary-Treasurer for the B. C. Fishing & Packing Company Ltd., he should also be able to fill the same office to the Wallace Fisheries, which would of course be more economical for us without sacrifice of efficiency.

Mr. Flumerfelt has a man in view whom he thinks specially fitted for our position.

I know of one or two others who should be also well qualified, but of course this selection requires very careful consideration and we shall do nothing further herein until we hear from you.

Yours faithfully,

B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW.

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Æmilius Jarvis
Jarvis Building, 293 Bay Street, Toronto Ont.

May 18th, 1926.

PLEASE RUSH

Refer my letter sixth May Important appoint successor Secretary-Treasurer immediately
STOP Doucet slight stroke Now in hospital probably unable resume duties STOP If agreeable
intend taking action fill position. Please reply.

A. C. Flumerfelt

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
293 Bay Street, Toronto Ont.

May 26th, 1926.

Dear Mr. Jarvis:-

OFFICE OF SECRETARY - TREASURER

You will note, from Minutes of our last Meeting of the Executive Committee, the regrettable illness of Mr. Doucet. The stroke attack was a mild one, and he expects to be out of the hospital this week. In view of his letter of resignation it is unlikely he will remain with us long, and a successor must be considered.

This office could easily combine the Secretaryship both of the B. C. Fishing & Packing Co., Ltd., and of the Wallace Fisheries Ltd. As you know, we have arranged for only one executive officer for the latter Company - a Secretary - and it is, therefore, essential that provision be made accordingly.

We take it, from Toronto wire sent by our Assistant-Secretary, that it will be in order for us here to nominate some local man for these Secretaryships; it of course being understood that his final appointment will have to be confirmed by the Directorate.

We are now carefully investigating the suitability of two or three men, but do not wish to make any decision until fully satisfied that our selection would be in every way a wise one.

Mr. Flumerfelt has a man in view he thinks very desirable. He is at present occupying the position of Assistant Manager under Mr. Holt of the Canadian Bank of Commerce, but apparently is desirous of getting into some commercial channel outside of bank work. Personally, I have not yet had opportunity of intimately sizing up his fitness for our service, although he appears a very "live wire" and one who could quickly adapt himself to new requirements and surroundings. He is a man of considerable personality and should prove a very valuable officer if possessing all the qualifications we require.

Mr. Wylie has not yet been actually approached or offered the position, and we are making full enquiries before offering him any proposal. Meanwhile, two other men are also under consideration.

Yours faithfully,
B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW/

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
293 Bay Street, Toronto Ont.

May 26th, 1926.

Dear Mr. Jarvis:-

FISHING REGULATIONS:

As you are aware, continual agitation is being made by the White fishermen here against the employment of Japanese in the fishing areas of the Province, and the Dominion Members of Parliament - Neill of Alberni, and Stork of Prince Rupert - are always active at Ottawa in bringing about legislation which will eventually reserve the whole fishing privileges to the White population.

This is, of course, detrimental to our interests, as under existing conditions we cannot obtain the required service we need from the White fishermen available. This especially refers to the Skeena and Nass River situations,.

To meet this objection Mr. Stork, who is Chairman of the Fisheries Committee of the House, telegraphed our Association last week that the petition of the Fishermen's Union called for a 25% reduction in the Japanese licenses for the next four years, when these Orientals would be completely done away with. The alternative proposal for us of Messrs. Neill and Stork was that this elimination be accomplished within the next ten years, graduated by an annual reduction of 10%, and that if the Cannerymen opposed this modification these two Members would vote for and urge the more drastic demand of the fishermen, viz., 25% reduction yearly, commencing in 1927.

Under the political position now existing in Ottawa, it seems these two Members - Neill, Independent, and Stork, Liberal - practically run the Fisheries Department, and the Cannerymen as a body have little consideration to expect as a political factor.

The consensus of opinion amongst ourselves is that we had better not formerly oppose at present this modified ten year period, and trust to some change in the situation which will later nullify the Order-In-Council now proposed for next year's operations.

It is, of course, possible that within the next ten years a sufficient number of competent White fishermen may be available. Furthermore, the Japanese are now taking steps to lay before the Privy Council in London the legality of discrimination against such men of their origin, but now of British citizenship, and it is quite possible this whole question of discrimination may be investigated and revised.

We have been carrying on our negotiation with Ottawa through Mr. Blake Robertson, the political agent there of the Canadian Manufacturers' Association.

As you are probably aware, the local Salmon Cannerymen are Members of this Association and operate under a distinct section known as the "Canned Salmon Division". We have our own Secretary, but Mr. Dalton is the leading local official secretary of the whole C.M.A.

Dalton leaves for the East this week and will visit Montreal, Ottawa and probably Toronto on various industrial missions and conferences. While in Ottawa he will call on the Minister of Fisheries and probably on most of the B. C. Members. He has been advised by Mr. Blake Robertson to bring the written or personal support of Mr. Mark Workman with him to Ottawa. I don't know whether this would be possible or advisable, but have told Dalton to get in touch with you should he find the situation calls for further support.

The situation requires some tactful handling. A decrease of 10% in our Japanese fishermen each ensuing year would under present conditions of course be a loss to us, but with the advent of a proper class of White men we could probably gradually greatly minimize their absence. A considerable number of Norwegian fishermen are coming in and these should soon become of useful service, although of course not so pliable as the Japanese.

If we had any prospect of securing the support of the Minister against further restrictive measures at the Japanese, we might reasonably place full reliance on the Department and ignore - or actually defy - the B. C. Members above referred to, but we feel no confidence that this consideration can be depended upon.

Promises, in our experience with Ottawa, are not always a sure asset, and we should probably find that the support we depended upon was not forthcoming and that our friends, Neill and

Stork, were still in control and further antagonized by our ineffective opposition.

I think Dalton should see both the Minister and also Messers. Stork and Neill, as also Mr. Ladner who is a Vancouver Conservative Member and also on the Fisheries Committee.

If a joint conference between all these personages could be arranged the whole situation could be frankly discussed and the various points argued from both sides. This would probably be more useful than to interview the Minister alone and solicit his opposition to the proposed action of the Fisheries Committee.

Mr. Dalton is very well posted on all phases of this question of Japanese fishing, and we have every confidence in his ability to place our case in its proper light.

I have written fully hereon so that you may be kept advised on the ideas and action generally concurred in by the leading Members of our Association..

Yours faithfully,

B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
293 Bay Street, Toronto Ont.

May 26th, 1926.

Dear Mr. Jarvis:

GENERAL:

Our Minutes of Executive Committee Meeting of the 17th instant will keep you generally advised of our position.

FISHING: Returns so far have not been satisfactory. We have packed some Red Spring fish on the Skeena, Nass and Vancouver Island, and have already sold and shipped two carloads of Mild Curred Salmon, and expect to dispatch 1,000 cases Canned Spring from the Nass this week en route to England.

The weather has been very bad, and although we are as yet behind our record of last year there is plenty of time to make up the shortage,.

SALES: We have probably sold more Sockeye than all the other combined packers, and might continue this trading were it advisable to do so. We must, however, reserve a proportion of our expected packs for other markets than the United Kingdom, and it is only in the latter quarter we or others have as yet operated.

We have obtained the top price on all sales, and although the market may possibly go a bit higher should the Sockeye pack be small, we feel quite satisfied with our position in view of the large production we hope to have for disposal.

Pinks are practically the only line which may show some weakness. The pack this year should be heavy; whether our present quotations can be maintained is in some doubt. Personally we do not want to break the present values, but find it impossible to sell large blocs without the attraction of some concession. A few thousand cases find a market now and then, but we want individual orders of 10,000 to 30,000 cases which would, by early shipment, relieve us of storage space at the Canneries required for their continued operation. However, the season is still young and we hope the European situation may show more stability in the near future so that our greatest outlet for Pinks and Chums may be more generally exploited.

MR. SHERWOOD: Mr. Sherwood has been the round of most Northern points, and has shown considerable ability in carrying out the work planned for him. He leaves again for the Skeena next week, where he will make his headquarters during the fishing season, including in his supervision the Nass, Lowe Inlet and the Queen Charlotte District. These are our most important points this season, and I feel sure that his presence and service there will be helpful and of value. I think he will develop into a very useful man along this line, and he is rapidly acquiring a practical knowledge of our working operations and requirements.

Yours faithfully,

B. C. Fishing & Packing Co., Ltd.,

General Manager.

J.M. Whitehead

JMW:

Æmilius Jarvis
Jarvis Building, 293 Bay Street, Toronto Ont.

May 31st, 1926.

Executive selected successor Doucet beginning fifteenth June STOP See letter nineteenth
May Considered desirable hold Directors Meeting here fourteenth if agreeable Eastern Directors to
accept Doucet's resignation and consider honorarium to confirm appointment Wylie with necessary
powers also elect Burke Director Can hold properly constituted meeting STOP Please advise if no
objection then proper notices will be sent.

Please charge to B. C. Fishing & Packing Co., Ltd.

A. C. Flumerfelt

A. C. Flumerfelt
Victoria B. C.

June 9th, 1926.

Doucet has wife and one son. Latter able self support STOP Estimate capital about thirty thousand of which fifty percent invested in present residence STOP Doctor states may live ten fifteen years or any severe shock suddenly fatal STOP I think cash payment of what would be approximate one years salary more acceptable and better publicity as Doucet well known locally as old and faithful employee of Company.

J.M. Whitehead

A. C. Flumerfelt
Victoria, B. C.

June 9th, 1926.

Dear Mr. Flumerfelt:-

On receipt of your letter of the 8th instant I wired you on the matter of Mr. Doucet's allowance, so that we may possibly be in position to finally act hereon at our next Meeting.

In considering this question I am trying to first keep in view what I think is the best interest of the Company. I have not consulted Mr. Doucet, beyond stating that it was probable he would receive some farewell gift after his long service, and this seemed of much gratification to him.

His financial position, so far as I know, is not desperate, but at present is not productive of a reasonable income. Not anticipating any immediate change in his position with us, or a breakdown in his health, he recently bought a new house which has absorbed a material part of his liquid assets.

He has also some investments which are not all steady income producers.

His medical expenses for some time may be rather heavy, as he has still a nurse in attendance and frequent visits from his doctor.

His son is employed by Evans, Coleman & Evans and I think earns \$135.00 monthly.

Doucet has lived here thirty-eight years and is generally well known and respected by the business community. Naturally some sympathy is expressed over his breakdown and loss of position, and I really think that, outside of other considerations, it would be to the Company's interest to make him a presentation in keeping with Western ideas and conditions.

Yours faithfully,

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
293 Bay Street, Toronto Ont.

June 10th, 1926.

Dear Mr. Jarvis:-

OFFICE OF SECRETARY-TREASURER:

I think you will be satisfied with the selection of Mr. Wylie to the above office.

From all enquiries I have made, both inside and outside the Banks, his reputation as an active and adaptable man is first-class, and I feel sure that after he gets in touch with our special business and requirements he will make a very efficient officer. Wylie has gone through every branch of banking, including the inspection department, and his ambition to enter commercial life where he thinks greater opportunities offer shows some courage and confidence in his own ability to make good.

With Thomas as Assistant General Manager, and Wylie as Secretary, I shall feel well supported by young and active men who are both willing and able to give whole-hearted service to the success of the Company's operations.

Wylie will join us on the 21st instant. His salary will be \$5,000.00 and he will also assume duty as Secretary to the Wallace Fisheries. This dual service will effect a saving of \$3,000.00 per annum we at one time anticipated as necessary.

MR. IRVING: I don't believe this gentleman intimated in any way that you wished his appointment with us. While waiting outside to see me, he got in conversation with one of the clerks and mentioned that he was your nephew and might possibly join our staff. The incident was no doubt forgotten and, as events turned out, I do not think it necessary to make any reference towards explaining what was really an idle conversation without ulterior results.

MR. DOUCET: His doctor informs me the immediate cause of Doucet's breakdown was rupture of a small blood vessel in the brain. He is making a quick recovery, but will be unable to do active work for several months.

Mr. Flumerfelt has consulted me as to making some retiring allowance to our late Secretary, and in giving my views hereon I have tried to avoid allowing my natural sympathy and long association to overshadow the interests of the Company.

Doucet's financial position, so far as I can ascertain, is not desperate, but does not at present produce for him a reasonable income on which he could meet current expenses without encroachment on his capital account. With no anticipation of any immediate change in his position with us or of any breakdown in health, he recently bought a new home which has absorbed a material part of his liquid assets. Several other investments are not now returning him any income, while his doctor and nurse expenses will be rather a heavy tax for some while yet.

With a cash bonus he could probably carry on until he could get his affairs into workable shape. His son is earning about \$125.00 per month in employment with Evans, Coleman & Evans.

Doucet has live here some thirty-eight years, and is well known and respected by the business community. Naturally some sympathy is expressed in his breakdown of health and loss of position, and I really think that, outside of any other considerations, it would be in the Company's interest to make some presentation in keeping with his long and faithful service with us.

Yours faithfully,

J.M. Whitehead

JMW:

Æmilius Jarvis, Esq., President, B.C. Fishing
& Packing Co., Ltd.
293 Bay Street, Toronto Ont.

June 10th, 1926.

Dear Mr. Jarvis:-

GENERAL OPERATIONS: I am pleased to have your letter of the 3rd instant, and your comments under various headings are noted with interest and attention.

WALLACE FISHERIES MORTGAGE: I have it on good authority that General McRae has sold part of his holding to Geo. Harrison, but whether the latter is buying for a special syndicate of his own formation or acting in conjunction with McRae is yet undisclosed.

"PACIFIC FISHERMAN": Have directed that a monthly copy be mailed you.

MR. HUGH DALTON: He will no doubt call on you during his visit to Toronto. I think you will find him interesting and well informed on many local commercial matters.

FISHING: The weather is still unfavorable, but surely should now soon improve. We have made a good start at Alert Bay, although there are 22 drag-seines and 26 purse-seines operating there this year. The Nass is doing fairly well in Red Spring, and packing also the catch of these fish procured from the Mill Bay Cannery, which saves the early operation of the latter plant. All Northern points should be well started packing by the end of this month.

SALES: English sales are unconditional, and we shall have no request for rebate from that quarter even if the market should weaken.

In Canada we have not yet quoted, and don't expect any difficulty in selling freely at prices we shall name next month.

We cabled our season's offerings yesterday to Australasia, Africa, West Indies and Europe and expect a fairly active market from these points during the next two weeks.

As you suggest, it will be no serious matter if we do carry some Pinks into next year, and we will do this rather than force earlier distribution by offering inducement of any concession in price.

YOUR VISIT TO COAST: I take it you will wish to meet Mr. Flumerfelt in Toronto about the 9th prox., which would prevent your arrival here before the middle of next month. Any time between the middle of July and well into August would be an interesting time to reach here and see our packing operations.

I had intending making the Northern trip before now, but owing to Mr. Doucet's absence I could not leave the office. However, I expect to leave on the 22nd instant, and get back if possible about the 6th of July, as I want to be at headquarters during the peak of the Sockeye fishing.

Mr. Wylie will be here during my absence, and Mr. Thomas is rapidly getting in touch with our organization, so that the two can carry on for a week or two.

I have arranged to keep Sherwood up North during the next three months; giving his personal service in holding in close touch our varied interests, both in fishing and packing, and I feel sure he can and will do good work.

We have good men in charge of all our Northern plants, but with our larger acquired interests and the keen competition existing for the supply of raw material, it is more than ever essential that we have a direct representative from headquarters to encourage, and if necessary insist upon, co-ordinate operation in obtaining our full share of fish, and in packing same where they can be most economically handled.

Sherwood can do good service herein this season, and next year with his acquired greater experience can be given more authority and responsibility.

Yours faithfully,

General Man.

J.M. Whitehead

JMW: