

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

November 8, 1905

Dear Sir:-

None of your valued favors unanswered. I have heard nothing recently from Mr. R. Kelly regarding any action taken by Mr. Sloan, as the result of your meeting the Government. As I informed you, I called on Mr. Kelly immediately on receipt of your letter containing the memorandum of what the Government agreed to do, providing Mr. Sloan endorsed it, and the request that he wire his endorsement, or better, that he go East and stay there until the Order in Council was made. I told Mr. Kelly that our Company would guarantee any expense attached to the trip. The next day Mr. Kelly sent up for a copy of the Memorandum for Mr. Sloan: I sent it together with extracts from your letter, and asked Mr. Kelly to arrange for a meeting with Mr. Sloan, as I would like to talk over the matter with him, but have heard nothing from either Mr. Kelly or Mr. Sloan. I however, have seen both the Wallace Bros., and Mr. R. Drainey and they have seen both Kelly and Sloan, they and the Bell-Irving's have given me to understand that they have endorsed all we have said and done. I have seen Mr. Sweeny several times since his return, he seems to agree with what has been done, but seems to think the newly appointed Commission should act in the matter and that the Government will follow their recommendations. In the meantime the people who intend building at Rivers Inlet and Skeena are going ahead with their preparations.

Buttimer and Dawson have engaged the Manager we had at Wadhams Cannery; they give him a quarter interest and pay him the same salary. Our Manager at the Brunswick Cannery is a brother of Buttimer's, they, Buttimer and Dawson have bought the Carlisle Cannery on the Skeena, which they intend to run. We understand that they will get our man Buttimer to manage this plant, so we will lose both Managers from the Rivers Inlet Canneries.

Mr. G.I. Wilson is going in with Mr. Bain, and they are making preparations to build, so there will be three new canneries on Rivers Inlet, Buttimer & Dawson, Wilson & Bain, and Todd, the latter place is already built. All three places have ordered their Tin-plate and some other supplies. Wilson & Bain and Buttimer & Dawson have asked to rent our pile-driver to drive their pilings next Spring, so if there is nothing to stop them, there will be seven Canneries on Rivers Inlet instead of four.

On the Skeena River, Malcolm, Cannon & Co., are building now - have some of their buildings up - Another new man named Jorgenson intends building in the Spring. As before stated, Buttimer & Dawson have bought the Carlisle Cannery, which is a good one line Cannery situated just above "Wallaces" Claxton Cannery.

I am afraid that if the Government waits for the newly appointed Commission to report, that it will be too late, or as they will have to give all a hearing, that the monopoly cry will influence their report, or be apt to.

Has the Government acted on the Bella Coola petition or proposition, to give us exclusive fishing for the Burke Channel, providing we build a salmon hatchery on the Bella Coola River? If they do not act soon, some foolish person may take it into their heads to divide that place with us, and it is nip and tuck to make one place pay there. We did fairly well there last year, and the fish are of excellent quality. As you put in the application I feel a little delicate about writing the Government, but will do so if you think I ought to. It looks to me as if everything was drifting, but first thinking we know we will have all kinds of opposition.

Pardon me for bothering you about these matters, but I feel as if something should be done very soon, or it will be too late.

We are getting along shipping off goods and whittling our Bank balance down. On the 2nd. Nov. we had shipped 152,723 Cases and we owed both banks \$874,661. We will ship 28,000 cases to England in a steamer in a few days and a lot goes out to Australia in a day or two, and overland shipments are going all the time. By the middle of the month we should get our bank accounts down to \$600,000.00.

We are not selling very much as prices are rather high, but the market is getting better, and nearly all outside the Selling Agreement, have taken advantage of our prices and cut just a little, they are

about all sold out, including Mr. Todd who sold 5000 cases a short time ago and cut our price I/- per case. We feel satisfied with the market however. We have the bulk of the stock. However, we sell a little once in a while and get the price we are asking. We have bought our Tin-plate for next year. We will prepare for 200,000 cases, half of this amount is for the North and the balance for the Fraser River. In case of a good run North we could ship cans North, as the fish run earlier North. In case of a better run on the Fraser than we expect, we could bring any cans not used down. Hoping that we will fill them all somewhere,

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

C. Sweeny
Hotel Butler, Seattle, Washington

November 8, 1905

Dear Sir:-

Replying to your favor of the 7th inst., I beg to say that after considering the extension of the weekly close time to 48 hours, I cannot say that I favor it. It seems to me that if we cut down the depth of nets, restrict fishing above New Westminster Bridge, if not prohibited, watch the spawning beds to see that the "Sockeyes" that do not catch, get a chance to spawn, we are doing pretty well. A 48 hour weekly close time, with all trap fishing, as the weekly close time is kept by trappers, does not make as much loss to the trap owner, as a 36 hour close time does as religiously kept by Gill-Netters.

You can readily understand that a trap is a fixture, is all in the water. The leads hearts are all in, close time and all. The tunnel is lifted, even if the pot is lowered to the waters edge, yet in a measure, it is fishing some.

I think that the Washington State Officials tried to enforce the law in the past season, but after all the keeping of the close season with the trappers, depends a great deal on the operator. One man, often two, are always kept on trap.

I mention this to show why the Puget Sound people might want a long close time, as it does not hurt them as much as we, and they would be profited equally by the fish we do not catch.

As it is now, we have little work on Monday's when fish are scarce.

It seems to the writer that a 36 hour weekly close time, properly enforced, is enough when you only have three or four weeks fishing.

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

William Henry Barker

W.H.B.

E.W.Rollins, Esq.
19 - 21 Milk St. Boston, Mass.

November 10, 1905

Dear Sir:-

Your favor of the 2nd. inst., contents of which have been carefully noted.

Note that you are a little surprised that our Bank account was reduced so quickly. We can assure you, none too quick for us, as our interest account was heavy. Sept. 6th our balance at the Banks was \$1,337-367; Oct. 10th, \$1,190-000; Nov. 2nd. \$874-661.

The Australian Steamer sails today, and one of the Holt's Blue Funnel liners is now loading a lot of our Salmon. We expect to have our account down early next week to \$600,000: perhaps less. Our bank balance now is a little over \$800,000: I have not the exact figures for it is changing all the time.

We had shipped on the 2nd. inst., 152,723 cases of Salmon of all kinds for which we have received over \$800,000; so you see we are shipping and realizing all the time. Our bills payable are not very heavy, so that our account will be reduced right along.

The Bond issue has bothered us some, principally in insurance on plants and getting deeds for some realty sold, belonging to some dismantled plants, but the Bonds will be retired and the Guarantors released the first of the year.

As the Canneries have been delayed in casing up their packs, and a few of them are as yet closed up, we cannot make any change with District Managers until the end of the year. The writer will lay his plans before the Board as soon as possible.

We have ordered our Tin-Plate for next year's requirements. We will prepare for a 200,000 case pack, half on the Fraser River, balance North. We shall require in the neighbourhood of \$650,000: to make this pack.

About reducing permanent forces, including District Managers. This must be left to the Management here. We can assure you that we are as anxious as your goodselves to run the affairs of the Association in an economical manner. We have, and are cutting and paying off all the time.

We are, and have been trying for the past year to get Government assistance. A Commission has been appointed and is now in Seattle, Wash, conferring with a Commission appointed by the Governor of the State of Washington. Mr. Sweeny is a member of the Commission, as is Mr. Babcock. They meet here next week.

Mr. Jarvis has done a great deal; he is in constant communication with the writer, has made frequent trips to Ottawa. If he succeeds in getting legislation we are trying to get, this Association will be greatly benefited.

I scarcely think that we will be able to borrow money much cheaper than 6% but being better fixed financially will help us in other ways with the Banks, as well as pull down our interest account.

I thank you very much for your interest in my remuneration. I wish to assure you that my greatest interest is to see the Company on a substantial basis, and made a success. If I can do this I shall be satisfied.

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

November 10, 1905

Dear Sir:-

I am in receipt of your favor of the 4th inst., enclosing extract from letter from Mr. E.W. Rollins.

I beg to say that I am in receipt of a letter from Mr. Rollins, dated the 2nd. of the month, or two days previous to the date of your letter; among other matters he mentions the subject of your extract, and I have written him as per enclosed copy.

The Fish Commission is now in session in Seattle, and sits here early next week.

I enclose herewith some data which I have handed Mr. Sweeny.

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto Ont.

November 18, 1905

Dear Sir:-

I am today mailing you the "Daily News Advertiser" of the 17th, which contains an account of the Meeting of the Fisheries Commission. While their report is far from complete you will see that the Northern Rivers were brought out. Only a small part of what was said is mentioned. My testimony was to the effect that the Northern Rivers would soon be depleted, much sooner than the Fraser has - that to build hatcheries was absurd, and have canneries built, which meant additional boats so that neither Canner nor fisherman could make a living. The only remedy was to limit the Canneries by licensing them and limiting the licenses to those already there. Doctor Bell-Irving said really more on the subject than did the writer, but that part of his testimony is not mentioned at all by the paper.

Mr. Sweeny brought out answers regarding the North and necessity of limiting the Canneries, by asking Peter and John Wallace who both testified that the only practical way, was to limit the Canneries - that if the boats alone were limited, it meant dividing up with whoever came there, so that all would do an unprofitable business.

My only fear is that the Commission's report will be necessarily late, that those contemplating building will have made so many preparations that it will be impossible to stop them.

You will notice that Mr. Buttimer testified that there was an unlimited quantity of fish at Rivers Inlet, and that he had no idea the Government would create a monopoly. He said if others were stopped from building any more Canneries, that the value of the Canneries there would be doubled.

Mr. Sloan has done nothing in the shape of recommendations up to this time - As I understand it, in the event of the Commission making a report favouring licensing Canneries and limiting them to those already there, that he will endorse their report. But as I have stated, the delay is a serious matter and I am afraid of it. As I expected when I mentioned the idea of the Government regulating the number of Canneries by limiting the number of licenses, it raised the cry of monopoly by the Socialistic fishermen - one of two of them gave their ideas, but do not think they were of any weight, or would influence the Commission. My idea is, that the Commission hardly likes to take the responsibility of recommending so drastic a measure.

The Commission meet in Victoria next week. If Mr. Todd and Mr. Mess of Findlay, Durham & Brodie will help us out there about Rivers Inlet & Skeena, it might help a good deal.

I will try to see both Mr. Todd and Mr. Mess and talk the matter over with them.

I rather think it is possible that we may get a favorable report from the Commission, if it is only in time.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto Ont.

November 24, 1905

Dear Sir:-

I beg to acknowledge your favor of the 15th inst., and have carefully noted contents.

The Fish Commission has met, and considerable testimony has been given, on the whole, favorable to us. I have sent you most of the papers marked. You will have seen the evidence. Regarding the report we may expect from them, it is simply guess work, for they will not intimate what they will report, or when. Do not think they are in a position at this time to do either, as they are not through taking evidence. They met yesterday at Nanaimo - Principally on the Herring business. Mr. Sweeny is an excellent member for us, and for the industry generally, as was to be expected. I think he will have considerable weight on the Commission, as he is a just, fair-minded man - wish there were a couple more like him, but as I have previously stated, it is not their report I fear, as to when they will report. I called on Mr. Kelly this morning, and had a very good talk with him. He has tried to get Mr. Sloan to act, both for us and himself, but he has been put off, he feels sure that he will do what is wanted. Mr. Kelly intends going to Ottawa right after New Year - he will see you and promises to help us with our Bella Coola lease and other Northern matters. He would write the Minister, but he knew of his departure for England, and says it is not necessary as he can do better by being there. He says that he will get what he wants, which is, confidentially a 21 years lease of Smiths Inlet; he only has a 9 year one, and does not feel secure enough. Do not let him know, that you know what he wants, for he made me promise I would not tell, but he will tell you himself I am sure. He also wants to get a like lease of the Deane Channel from Robert Drainey, to which we cannot object.

Mr. Kelly says he tried very hard to get Mr. Sloan to write or wire the Government, but failed to get him to do so.

It seems that fishing leases have been granted to a good many people, some of whom, had no canneries or other vested rights anywhere, near where they had obtained exclusive privileges; there is considerable complaint on this score. It seems that Mr. Sloan has written the Government regarding this abuse, and has put himself on record, as it were, against further exclusive fishing rights being granted.

We shipped out Nov. 20th, 230,400 cases Salmon and owed the two banks \$506,850.00. We have considerable Salmon to ship next month to England and Australia. We will have our account below what it was at the beginning of the year, but hardly think we will succeed in paying off the banks entirely by that time. We have sold enough Salmon to more than pay them. There should be no question about our having ample security for any balance at the end of the year, so that guarantors can be released at that time. This guarantee has been expensive business for the Company.

We have a good part of what Salmon there is in first hands, and think that better prices will be realized later. Our last sales have been at considerably higher prices than those made earlier, particularly on half pound styles. For example, our first F.O.B. sale was for \$6.00 per case here - Our last F.O.B. sale \$7.50 per case. On C.I.F. prices, our first sales were at 28/6 per case ex quay, Liverpool, and our last one, a week or so ago, 35/- ex quay Liverpool.

The 1906 run, of course, is an unknown quantity; we have no reason to expect very much. Mr. Babcock claims that very few "Sockeyes" got to the spawning beds in 1902, but there is no certainty of the quantity that will come.

Think it likely that present Commission will recommend a local Board to act for Dominion regarding fisheries.

You can rely that we will not give up here as long as there is a shadow of a chance to do anything that will benefit us.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 2, 1905

Dear Sir-

I am in receipt of your favor of the 24th ulto., together with copy of letter from the Deputy Minister of Marine & Fisheries.

I went to see Mr. Kelly, and showed him the copy of the letter. He told me that he had written you the previous day giving you all the information he could and had given me. Mr. Kelly thinks, as he has no doubt told you, that there will be no difficulty about arranging the Bella Coola matter, and feels sure that he can do so after he gets to Ottawa. He also says that it would be useless to try to do more with Mr. Sloan as he is satisfied that Mr. Sloan will do nothing until he gets East.

I had intended bringing up the matter before the Fisheries Committee, sending them a copy of the Memorial sent to the Hon. Prefontaine, but upon the advice of Mr. Kelly, decided not to do so, as it might become public matter, and would do us more harm than good.

I enclose herewith a memorandum of amount of pack, and of what it consists, sales to date, and estimate of values, which I have submitted to the Board at a meeting held yesterday afternoon. This gives you all the information that I can give you at this time.

We expect to close our books on the 31st inst., and will be able to give you the result after that date.

As I have stated in the report, I think the figures given are very conservative.

At yesterday's Board meeting, the matter of preparations for next year as submitted to them was endorsed by the Board, and as it did away with the District Managers, they thought best to offer Mr. Ewen a salary of \$250.00 per month as President of the Company.

The writer had nothing to do with the amount of remuneration, but after consideration, thinks it is much better than to have offered a smaller sum that Mr. Ewen would not have accepted. In fact, the old gentleman has not yet accepted the offer made to him. He could do the Company a great amount of harm were he to associate himself with any of the outside concerns which he could readily do, or go into business, which, however, we do not think he would do.

Yours respectfully,

William Henry Barker

W.H.B.

Enc.:

The amount of money needed for next year's requirements would probably be in the neighborhood of \$650,000 and \$700,000.

E.W.Rollins, Esq.
c/o Messrs E. H. Rollins & Sons, 19-21 Milk
St., Boston, Mass.

December 2nd, 1905

Dear Sir-

Enclose herewith please find a memorandum gotten out for the Board of Directors, giving them our pack and composition of same, amount of sales to date, bank balance, and such other information as I could give them at this time.

As I have stated in the report, much of it is estimated; nothing accurate can be given until our books are closed, which will be on the 31st inst.

I also enclose a memorandum of preparations for next year which I have also submitted to the Board of Directors, and which has been endorsed by them. The minutes of the Meeting you will receive probably by this mail.

You will see that the Board of Directors have thought best to make Mr. Ewen's salary as President, nearly the amount that he has been paid as District Manager. Mr. Ewen has not accepted this as yet, but the writer thinks he will do so.

As you are aware, Mr. Ewen put all his holdings in for common stock, getting no cash at all, and at times he feels as if he had given it away, and a little bitter towards the Association. He could, if he felt so disposed, associate himself with one or more of the Packers outside of this Association, and could do us a great deal of harm. I agree with the Board, that it is very much better to have his good will and co-operation, and think on the whole that the Board is acting wisely, although I personally, had nothing to do with the amount of his remuneration.

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

William Henry Barker

W.H.B.

Encs.

The Honorable, Chief Commissioner of Lands
& Works
Provincial Government, Victoria, B.C.

December 13, 1905

Sir:-

We are just in receipt of the following from the Caretaker of the Bella Coola Cannery:-

"As I feel it my duty to inform you that there have been two freshets here this Fall, the last one was between November 10th and 20th, and did much damage, both to Roads, Bridges and also to the future of the Bella Coola Cannery, by forming a log jam in the River about 5 miles up from its mouth or 6 from the Cannery. As quick as I heard of it I went to see how the log jam was and I find that it is very bad; it is about 2000 feet long and from 10 to 15 feet deep, and the logs wedged in so tight that I don't think there will be any Salmon able to come through to go up to their spawning ground".

As the matter is a very important one we trust you will take early steps to have the obstruction removed.

The river is, as you see, completely blocked, and cannot be used for any purpose; besides all bridges, roads &c, will be of little value until jam is broken, as the water will back up and do great damage. Whatever is done should be done at once, while the water is low; it will commence to raise in March or April, when much damage will result if jam is not broken.

Yours truly,

B.C. Packers' Association,
General Manager.

William Henry Barker

R.J.K.

F.E. Booth, Esq.
122-126 Davis St. San Francisco, Cal.

December 13th, 1905

Dear Frank:-

Your esteemed favor of the 9th inst., received and contents read with interest.

As you state, the packing of Salmon in glass does not appeal to me as a business with much future. I have experimented some little with glass jars, as have others of our acquaintance, Sam Elmore and others on the Columbia River. Apart from the additional cost caused by jars themselves, freight to the Coast and additional freight to market, I never thought they made an attractive package. There may be a limited demand for them for a while, but the trade will not pay the extra cost.

You remember the porcelain jars, packed inside a can. Charlie Pike was the Agent for someone who got a patent on this style of package. For a time quite a lot of Salmon was packed this way, but it seems to have had its day, as I do not hear of anyone packing them. The general tendency is to lessen the cost of packing; cheaper Tin-plate and everything in this direction is sought after. However, it may be that for a time, something may be made out of a new style of package.

Where would these glass jars be marketed? If packed here in British Columbia, they could not be sold in the United States as the 30% tariff is prohibitive.

I hardly think that I shall be able to get down to the City, much as I would like to. Of course I would be delighted to see you up here. If you contemplate a trip let me know a little while ahead so I can arrange to be here, as it is possible I might be off on some short trip. If you do not find it convenient to come up, I would be very much pleased to hear from you and learn all about the glass jars; what kind of top you use, also as to whether you use any packing between the jar and top, also as to the venting. I scarcely think you would vent at all. As I have stated, I rather think that this style of package is a fad, but I am open to conviction.

Thank you, yes, we are all well; only two girls home now. My youngest boy has been at West Point Military Academy for nearly two years. The eldest boy is nearly 25 and is at present in a Bank, the other boy is at College, his second year. With regards, I remain,

Yours sincerely,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 15, 1905

Dear Sir:-

Your favor of the 7th inst. reached me on the 12th but have been unable to give you information asked for until this time, as it entails considerable work to get actual quantities on hand with styles and different qualities, etc.

We have goods awaiting shipment on three wharves here, also in warehouses at New Westminster en route to both places, and at all our different Canneries on the Fraser and North.

Conditions are changing every day, so we will consider the statement of stock, bank balance, &c., as being on the morning of the 14th. Yesterday we shipped a couple of cars of Canned and three cars of Frozen Salmon.

Of course it will be necessary to do this all over again to enable us to close our books on the 31st inst, the results of which we will let you have as soon after as we can conveniently do so. Even after a balance sheet has been gotten out, it will not be absolutely correct, as it cannot be so until A/c Sales are rendered for all sales made and all goods are sold, or taken to account at a value, but it will be a check on estimates given and made herewith, and will give you a fairly good idea of results of the years work.

You will see that the figures are different from ones given you on the 2nd, and as I have before stated, if made out today, would not be the same.

We owed the Banks on the 14th inst., \$445,921.45, this morning our debit is \$437,421.45, or \$8,500.00 less.

As you will see we have 97,143 cases which are sold but not delivered; these will bring \$507,541.90 but only a part is sold F.O.B. here, the larger part are all sold Ex quay Liverpool, so until A/c Sales are rendered we will not know for certain. From past experience we can expect claims, in fact we have already had some complaints, so we are sure of some reclamations.

The quantity unsold we have valued at what we think they will bring, judging from recent sales. It is not probable the market value will be less, but it is possible.

The total value of stocks on hand sold and unsold is now 195,464 cases, value \$982,455.26. Besides this there was about \$10,000.00 stock in Cold Storage, nearly all of which is sold, and is going out all the time. There is also the amount of inventories \$168,788.36 which are made up of stocks in stores, materials of different kinds, such as new nets, solder, and other stocks necessary for the business. There are no old cans, fishermen's or other outstanding accounts, so can be counted as being of actual value.

There are also quite a few equities not mentioned, 10% on some shipments made to England and other small items also not mentioned.

Adding the amount of the inventories to the amount of stocks on hand, which is:-

195,464 C/s Canned Salmon	\$ 982,455.26
Cold Storage (about)	10,000.00
Inventories of Material	168,788.36
Makes a total of.....	\$1,161,243.62
Owing Banks 14th December.....	445,921.45
	\$ 715,321.07

You will understand that at the commencement of the year we owed the Banks a little more than \$400,000: against this we had on hand inventories of material, fisherman's accounts which were supposed to offset this amount.

I want to again state that this is an estimate and that I would not give this out, and only do it, because I have been asked to do so. It would be much better to wait for the closing of the books, but even then, as I have stated, there is nothing absolutely certain about it, as there are sure to be changes: You are not certain until A/c Sales are rendered after all goods are sold.

Of course there are some outstanding accounts which will have to be deducted from the amount above mentioned, but do not think they are very large, but it is much better to make liberal allowances

for everything, so that the outcome will not be disappointing.
Yours respectfully,

William Henry Barker

W.H.B.

E.W.Rollins, Esq.
Messrs E.H. Rollins & Sons, 19-21 Milk St.,
Boston Mass.

December 15th, 1905

Dear Sir:-

I beg to acknowledge your favor of the 9th inst., also congratulatory message of same date, for which I thank you.

We have been fortunate in the way of pack, also in our preparations, both on Fraser River and the Northern Rivers. The market too has favored us. We should have been pleased to have sold more here, that is quality and conditions accepted here, than we have done, but we sold all we could in that manner and will do so in the future. We must expect some claims from the Ex quay sales, particularly as the prices here have been very large, considering the pack. The scarcity of skilled labor, particularly Chinese, interfered a great deal with our packing. The writer's not being acquainted better with men in charge, and the fact that many more Canneries were operated than for the past three years, naturally made a considerable difference to us in quality and cost of pack. However, all in the business have suffered more or less from these same conditions. As per your request I wired you today as per enclosed copy.

I am in receipt of a letter from Mr. Jarvis in which he accuses me of being too conservative in my figures. However, I tried to give quantities in my report and estimate, and purposely tried to be conservative, so that the results would not be disappointing. I am doing as he requests and herewith enclose copy of letter and further report which shows that "if we realize values placed on goods" as per statement, and have nothing serious from pack, we ought to realize as per enclosed statement over \$700,000.00 less bills payable and carrying charges, which is, as I have stated in my today's wire, better than expected.

As I have stated in letter to Mr. Jarvis, I dislike very much to make these estimates, as they are only estimates after all. It would be much better to wait for balance sheet, but I realize that "You want to know".

I thank you very much for your interest in my personal welfare, and think that as soon as the balance sheet, or profit and loss account is submitted to the Board, that the bonus promised will be forthcoming.

Again thanking you for both telegram and letter,

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

Encs:

Barker Letter Book

Volume 1

Page(s) 30

E.W.Rollins, Esq.
Boston

December 15, 1905

We have received your letter the 9th inst.
Results will probably be better than
On basis of our letter of the 2nd inst.
We write full particulars today.

no signature

Robert Kelly
Vancouver, B.C.

December 19th, 1905

Dear Sir:-

Referring to a conversation the writer had with you this morning regarding a trap license for the Straits of Juan de Fuca, we beg to state that under date of October 10th, we made application to Mr. E.G. Taylor, Fisheries Inspector for the District, for a license for a trap opposite lot #93, Renfrew District. On the 17th of October we furnished Mr. Taylor with a plat of location, and also sent him the fee of \$75.00. We received acknowledgement, stating that the plat was what was desired by him, also receipt for the \$75.00, but have heard nothing further from him regarding the license.

We hold a license and fished a trap last season opposite lot #75, which is directly behind or East of the one applied for, so that the location we are asking for would be directly in front of the one we now hold.

We fished a trap opposite lot #2 at Jordan River. The sand or shoal water runs out quite a distance at this point probably two miles. We have asked Mr. Taylor if we could put two traps on this one location, leaving the required distance of 2400 feet or half a mile between the traps, the other one to be out directly in line but out in the Straits as far as the shoal water will permit, but he is not quite sure as to whether this can be done. We feel sure that it can, as it is done everywhere where traps are used.

Yours respectfully,
B.C. Packers' Association

William Henry Barker

W.H.B.

E.W.Rollins, Esq.
Messrs E.H. Rollins & Sons, 19 Milk St.,
Boston, Mass.

December 22nd, 1905

Dear Sir:-

It is certainly a great pleasure to receive like one of yours under date of the 16th inst. Please accept my thanks for it. If I had been responsible for the successful season we have had, I should feel that my efforts were appreciated. We merely took advantage of circumstances and have been fortunate in having a good run of Sockeyes and a good market.

There are a good many things that could be remedied yet in our Company. It is impossible to make too many changes at once, but with a reasonable fish supply, and conservative preparations for the off years, we ought to make a decent showing in future. It has cost our company quite a sum to arrange for finances to make our pack. We also suffered some in not being able to take advantage of Tin-plate market when it was at its lowest.

All Cannerys expected a big run, in consequence there was a great shortage of good help, both white and Chinese, the latter in particular. We were handicapped very much in this respect, and were not able to do the best work possible. However, we have come out of the season without carrying over an empty can, which is a good deal, considering the fact that we ran 21 Canneries, six of which were in different parts of Northern British Columbia.

We have also inaugurated the F.O.B. method of selling our goods, which has proved as satisfactory as we expected it would.

Concerning the future of the business, this year has demonstrated that there is some future to it. All the hatcheries have been able to get all the "Ova" they could take care of, notwithstanding the fact that several new ones of large capacity have been built recently. The natural spawning beds are also well supplied with the parent fish. A fish way has been put in at the Quesnel Dam, that has been used by a very large number of Sockeyes, allowing them access to spawning grounds that have not been used for six or seven years. So altogether we feel that we have every reason to be thankful, not only for what we caught, but for the returns we may expect for what we did not get.

If there is anything that brings out all there is in man, it is to feel that what he does is appreciated.

Again thanking you for your very kind letter, I remain,

Yours respectfully,

William Henry Barker

W.H.B.

E.W. Rollins, Esq.
c/o Messrs E.H. Rollins & Sons, 19-21 Milk
Street, Boston, Mass.

December 26th, 1905

Dear Sir:-

The receipt of your favor of the 17th inst., called to mind that the writer has not fully answered your favor of the 9th inst., having omitted to answer your enquiry as to the loss of our Managers at Rivers Inlet.

The Manager from the Wadhams Cannery goes in with Messrs Buttimer & Dawson who intend to build there at Rivers Inlet. The Manager at the Brunswick Cannery, Rivers Inlet, also goes in with Buttimer & Dawson, as Manager of a Cannery they bought on the Skeena River. Both are good men, but we anticipate no trouble in filling their places with equally good men, in fact, we have done so already.

Enclosed herewith copy of an advertised Sheriff's Sale, in connection with which, the writer would state, that the property mentioned in the sale is the one of which you got a prospectus over a year ago. You will remember they had an improved method of drying cod-fish, and were going in for smoking halibut and salmon and do most everything in the fish line. At that time you thought perhaps we should go into these other fishes, and the writer thought it would be better to make haste slowly.

The writer received a very complimentary letter from Mr. F.W. Rollins, and presumes that gentleman is a brother of yours, and he, the writer, certainly owes you thanks for the kind words which you must have given in his behalf.

Yours respectfully,

B.C. Packers' Association.
General Manager.

William Henry Barker

W.H.B.

Enc.:

AEmilius Jarvis
McKinnon Building, Toronto Ont.

December 26th, 1905

Dear Sir:-

I am in receipt of your telegram of today's date, reading :- "Now poor Prefontaine dead suggest advisability Fraser Cannery Association memorializing Laurier separate fisheries from marine".

To say that I feel sorry to have this bad news does not express it. Some way we seem to be out of luck, as your good friend, Senator Fulford, from whom we understand you were getting considerable assistance, met with an accident which resulted in his death, and now you had succeeded in getting the Minister of Marine & Fisheries interested in our behalf, and he has started in so well, it does seem too bad that he too had to die.

The writer is afraid that this will work adversely with Mr Babcock's appointment as Dominion Representative in this Province. The writer showed your message to Mr. Sweeney this morning, and he seemed to think that with the opposition Mr. Babcock would have in any event, that the chances of Mr. Babcock's appointment, were very remote.

The writer called up Dr. Bell-Irving and gave him the purport of your message, and asked him to think about it and give him ideas as to the advisability of the Fraser Cannery Association meeting to memorialize the Premier to separate the office as you suggest in your telegram. No doubt this will be done tomorrow, as the writer infers that you must have good reason for wiring as you have done.

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 39

AEmilius Jarvis
McKinnon Bldg., Toronto, Ont.

Dec. 27th, 1905

Some objections to Association recommending separation as interference. Advise further if necessary.

William Henry Barker

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 27th 1905

Dear Sir:-

Referring to your wire of yesterday, the writer called up Dr. Bell-Irving in regard to calling a meeting of the Fraser River Cannery Association for today, to act on the recommendation. The Doctor stated that he had happened to run across Mr. McPherson, the member for this District, and mentioned the matter to him. Mr. McPherson thought it would be very unwise, as it would be looked upon as interference, and he thought the recommendation of the Fraser River Cannery Association would not be acted upon unless the Department had already made up their minds to divide the office. I immediately wired you as per enclosed copy.

If you deem it necessary to give us some good reasons, which we feel sure you have, for wanting the action requested by the Fraser River Cannery Association, we think we might be able to get them to act, but we are not sure.

This reference to the Bell-Irving's calls to mind the idea that Mr. Porteous had suggested to you, and of which you made mention when here, that Mr. H. Bell-Irving would make a good member to have on our board. We agreed with you at the time that the proposition was a ridiculous one.

We learn from their Chinese Contractors who have applied to us for contracts, that they did not fill all their cans this season; carried over at one Cannery over 9,000 cases of empty tins; at another one 6,000 cases of empty tins, and at two other Canneries they had some quantities, but the Chinese did not know how many. Part of these empty cans carried over are old cans of three and four years. It seems to the writer that if we could fill all our cans at our twenty-one Canneries, that they should have been able to have done better than they have done. The writer hopes you will not look upon this as bragging, but after hearing the party mentioned so well spoken of and referred to, it does make us feel good to know that we have managed to fill our tins, and they have some left at nearly all of their Canneries.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

E.W. Rollins, Esq.
c/o Messrs E.H. Rollins and Sons, 19 - 21 Milk
St., Boston, Mass.

January 9th, 1906

Dear Sir:-

Your favor of the 29th December has not been answered before, as we had expected to have our Profit and Loss statement out, which would have given you correct information. We find it impossible to get out same for a week or ten days, but will send it to you as soon as possible. However, your deductions are about right. If we could realize on stocks we would have something over \$500,000: cash, and an inventory of materials necessary to the business of \$168,788.36. As it is, we owe the banks about \$142,000: we will realize about \$100,00: from shipments to go forward in a few days, which will reduce our debit to about \$40,000: We have goods sold to wipe this out. In the meantime we are commencing to pay out monies on account of this year's business.

We are preparing for a pack of 200,000 cases which we do not think will take over \$750,000: probably not that much. If we have \$400,000: as a working capital it would be ample.

Owing to the holiday season when the attention of the grocers has been drawn to Christmas goods. Now stock taking is going on at the New Year, Salmon sales have been very slow. We do not expect they will look up much for several weeks. We are making a sale once in a while, but cannot force sale and hold up prices, so one way and another we are not likely to have very much of a surplus of cash on hand.

If you should take it in your mind to come up here, when on the Coast, we shall be delighted to see you.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

January 9th, 1906

Dear Sir:-

Your favor of the 26th ulto., received and contents noted.

Referring to the matter of getting the Fraser River Cannery's Association as an Association to memorialize the Premier, as to dividing the office, I talked the matter over with Mr. Kelly, and he advised also against our taking action in this matter, as well as our asking to have a representative from the Coast appointed as Minister of Marine & Fisheries. We are inclined to think that Mr. Babcock's chances are very slim, particularly as there is so much opposition from the Members here to his appointment. We know that he is the right man, but we feel sure the Members would fight his appointment bitterly. I believe Mr. Kelly has written you about this.

Regarding a committee of Fraser River Cannery's going to Ottawa to lobby, after making enquiry, it would be hard to get an efficient lobby; there are so few here of a mind; those best fitted would not go. Mr. Kelly is going and promises to see you, and to get what we are after, that is our Company.

The Commission has made some kind of a report; not a full one, but have recommended that a Dominion Officer be here in charge, but did not mention Babcock's name for two reasons; the first, because he was a member of the Commission, and second, because there would have been some opposition on the Board to his appointment: Professor Prince and Mr. J. C. Brown being against it. Mr. Sweeny had intended writing Prefontaine a personal letter regarding Babcock's appointment, but agrees with us, that as far as Babcock is concerned, it is all off.

The writer understands that Mr. D.R. Ker and another Victoria gentleman have bought some stock at 60.

After considering the latter portion of your letter, I took the liberty of showing it to Mr. Sweeny, as I did not consider my opinion of enough value on this subject. Your idea of compromising with the Preferred Shareholders on the basis of 16% including the 3 1/2% already paid, making a 4% dividend in lieu of 7% seemed to strike Mr. Sweeny favorably; he promised to write you on the subject. I think this is much better than the idea of offering to pay 10% for six years, for this could not be done with any certainty. There will be ample time to think about this, as we still owe the Banks about \$142,000: Shipments to go out in a few days will reduce this \$100,000: making our indebtedness about \$40,000: with Salmon sold to more than wipe this out.

You of course understand that we have to dispose of our present stock, which cannot be forced. We are selling when we can obtain good prices. Then the \$700,000: includes the amount of our inventories, which are all good, but are not cash. Of course we have the collateral and could get the money, but would it be advisable to borrow, even on security to pay a dividend that is anything like the one mentioned?

I consider that \$400,000: as a working capital is ample, we will not require over \$750,000: to make our pack the coming season, and will very likely make some early sales and shipments by packing the styles needed.

If we are fortunate enough to dispose of the balance of stock on hand, we would have a good big balance in cash; it would be a splendid thing for the value of the stock to make the proposed settlement, and clean up the accumulated dividends owed to the Preferred Shareholders. I am of the opinion that they would accept it.

We have not yet closed our books for the year, but are working on these now. As soon as we do so we will send you a copy of the profit and loss statement. Expect to have it ready in a week or at most, in ten days, when it will be submitted to the Board, and will at once send you a copy which will have been passed upon by the Auditors to be correct.

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

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

January 20th, 1906

Dear Sir:-

Our Profit & Loss Statement is out and passed on by the Board yesterday afternoon.

You will see that the figures are somewhat different than those last given you. At the time, I stated that it was impossible for me to more than estimate; that there might be considerable difference when the books were closed.

The items and debenture expenses, trap losses, insurance fund, (not paid out), but charged against properties and credit on our books, lighterage, freights, Marine insurance made the difference. However, the profit shown \$640,750.20 for season business, is not so bad after all.

We owe the two Banks \$56,935.40, some of which is account of this year's business, having made an advance of over \$10,000.00 to our Chinese Contractors, account of the coming season's Contracts. We have also made a few advances to Japanese fishermen.

We have Salmon sold to go February, March and April steamers for over \$200,000.00, so we ought to clean up the Banks and have a credit, before we get to using much money.

The Auditors have not passed on the Profit & Loss Statement, so we will not send it out until they do so, which will be in a day or two. We feel sure that it is all right, however.

You will get the minutes of the meeting and see that the Board has allowed me the bonus.

I would thank you to draw on me for the amount due on stock purchased (\$2500.00 and accrued interest) and send me the stock. Thanking you for carrying the stock for me so long.

We have wired as per enclosed copy regarding resolution referring to cancellation of mortgage, as per your telegram advising same.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

C. Sweeny
c/o Union Club, Victoria, B.C.

January 22nd, 1906

Dear Sir:-

Herewith please find a letter received this day from Mr. Jarvis.

I was a little surprised at his reference to a letter of mine regarding Mr. Babcock. Referring to the letter I find that I stated in same "that in my opinion it was all up with Mr. Babcock, that we could scarcely expect his appointment as we had lost Minister Prefontaine". Mr. Kelly had written Mr. Jarvis a pointed letter on this, and the writer took occasion at that time to argue the point with Mr. Kelly in favor of Mr. Babcock's appointment, but apparently without any result.

We are satisfied that all the Cannerymen could not be brought to endorse strongly Mr. Babcock's appointment: most of them could, of course, but we are not sure about them all.

I would thank you to return the letter to me here, as I would like to answer same after hearing your opinion.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

January 25th, 1906

Dear Sir:-

Your favors of the 15th and 16th received; the latter containing copy of letter addressed to Mr. Robert Kelly.

Yours of the 15th accuses the writer with a change of front, and refers to my letter of the 9th inst., as indicating same. I find that I said "We are inclined to think that Mr. Babcock's chances are very slim, particularly as there is so much opposition from the Members here to his appointment. We know that he is the right man, but we feel sure the Members would fight his appointment bitterly. I believe Mr. Kelly has written you about this".

Again I mention the subject, regarding the action of the Special Commission report as to the advisability of having a Dominion Officer in Charge here, but that they had not recommended Mr. Babcock because he was a member of the Commission, also that the Commission was not a unit regarding his appointment.

In writing you as I did, I was simply giving you facts as I found them. I state plainly "that we know he is the right man".

The death of Mr. Prefontaine and the necessity of a new Minister having to go all over everything, gave those opposed to Mr. Babcock's appointment a chance; perhaps, had Mr. Prefontaine lived, there would have been very little opposition to Mr. Babcock's appointment, as Mr. Prefontaine had probably made up his mind to make the appointment.

Mr. Kelly, in talking to me was very plain - said that Mr. Babcock could not get the appointment. I tried to argue with him, but he stated that Sloan and the other Members stated they would not have it. Said Babcock was a Member of the local Government, and that they were not going to turn over the working of the Fisheries to Dick McBride.

Mr. Kelly said that he had written you fully, which I see he has done. Your answer to his letter is a very full one, and reasons for Mr. Babcock's appointment broad. I doubt very much if any good reason can be given why he should not be appointed; the sole reasons given are political ones.

Mr. Kelly is at present in California, but his visit is to be a short one, so you probably will not get a prompt answer.

I do not see how you can accuse me of "Change of front" or thought that I should have wired you.

Upon receipt of yours containing copy of circular letter to preferred shareholders, I will call a meeting of the Directors to consider your proposition to settle the accumulation of dividends on a 4% basis.

Your favor of the 17th received. We have seen most of the Cannerymen mentioned. Mr. Ker is in Victoria today, and will see Todd, Findlay, Durham & Brodie. I am expecting a 'phone call any time from him. Just as soon as I hear I will wire you. In the meantime, I remain,

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

January 25, 1906

Dear Sir -

As per your request of the 17th inst., we have seen all the prominent Salmon Packers possible and wired you as per enclosed copy.

All, as we state, are anxious that Mr. Babcock be appointed; the Companies named in the wire include all the large ones and embrace over 80% of Cannery in the Province.

Mr. Ker phoned me from Victoria that he had had quite a talk with Mr. Sloan, in which that gentleman withdraws his objections to Mr. Babcock having charge of all the Hatcheries, but does not want him put in absolute charge of the Inspectors, issuing of licenses, etc.

Mr. Ker will be back in the morning; after talking with him, I will again write you on the subject if he has anything further of interest.

Yours respectfully,

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 53

AEmilius Jarvis

January 25th, 1906

Vancouver, B.C.

McKinnon Building, Toronto, Ont.

All Fraser Canneries are anxious for Babcocks appointment including Bell-Irvings - United Canneries - Canadian Canneries Company - Todd - Findlay, Durham & Brodie - Federation and others.

B.C. Packers' Association.

C. Sweeny, Esq.,
Manager, Bank of Montreal, Vancouver, B.C.

January 25th, 1906

Dear Sir:-

Referring to our conversation this morning, as to our requirements for coming season. We submit that we are preparing for a pack of 200,000 cases - figuring that they will cost \$3.50 per case. We should require some \$700,000.00 for same.

	\$700,000.00
We will receive for Salmon sold to be delivered Feb. Mch. & Apl.	\$274,500:
Less lighterage and Wharfage.	
We have on hand unsold Salmon to the value of	252,286:
Our Inventory figures.	166,600:
Fishermans Accounts (good)	2,000:
	<hr/> \$695,386:

We owe both Banks about \$63,000: part of this say, \$15,000: is on account of this (1906) years business. Our bills payable are small, probably not over \$1,000:

There are some amounts due from consignments and some equities due, but it would be as well to leave the amounts as an offset for any claims there may come in.

Owing to the possibility of high prices for raw Sockeyes the coming season, or for any emergency from competition, it will probably be better to increase the estimate by \$50,000.00, making the total required, \$750,000.00. The amount needed from the Banks will have to be determined after the matter of dividend is passed upon by the Board.

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

William Henry Barker

W.H.B.

Wm. Murray, Esq.,
Manager, Canadian Bank of Commerce,
Vancouver, B.C.

January 25th, 1906

Dear Sir:-

Referring to our conversation this morning, as to our requirements for coming season. We submit that we are preparing for a pack of 200,000 cases - figuring that they will cost \$3.50 per case. We should require some \$700,000.00 for same.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

January 26th, 1906

Dear Sir :-

I beg to acknowledge receipt of your telegram of this days date, reading:-
"Newspapers here report big loss Salmon fry Seaton Lake.

Looks like inspired article levelled against Babcock. What is the trouble"?

To which I have made reply as per enclosed copy.

It happened that Mr. Babcock was here on his way over to the Hatchery to look into the matter.
He is satisfied that the loss, if any, is nothing like the report.

Mr. Babcock intimated that he had heard from you recently, and was going to write or telegraph you, perhaps both, so you no doubt have heard direct from him.

Altogether the situation seems a muddled one at this time, but we have not given up hopes of attaining our object as yet. The politicians are after Babcock's scalp. He seems inclined to be very indifferent as continuing his stay here, feeling that he will not be given a show to do as he would like.

As he will have written you fully, it is not much use the writer saying anything further on the subject.

Yours respectfully,

The British Columbia Packer's Association

William Henry Barker

W.H.B.

Enc:

E.W.Rollins, Esq.,
C/O Mssrs E.H.Rawlins & Sons, LaSalle St.,
Chicago, Ill.

January 30th, 1906

Dear Sir:-

Replying to your favor of the 24th inst., regarding the compromise with the Preferred Shareholders. I beg to say that Mr. Jarvis had written me about his proposition; he asked me to have a meeting called to act on same. The Board met yesterday afternoon, and the result was wired to Mr. Jarvis as per enclosed copy. You will see they realized that there may be some difficulty of getting all, or nearly all the Preferred Shareholders to consent to the reduction. It would certainly be an excellent thing for the Company to start with a clean slate.

If it is found impracticable to get nearly all to agree to the reduction, of course it will not be done; the Board can then consider what dividend it is advisable to pay, if any.

It seems to the writer that a compromise of this nature should be acceptable, as the shareholders would have that much; the business is a hazardous one; we cannot tell what the future has in store for us in the way of supply.

Mr. Murray was at the Board meeting, and was in accord with the decision reached, viz, that if, say 90% of the Preferred Shareholders agreed to accept the 12 1/2% in full for all arrears of accumulated dividends, they were favorable and authorized the sending out of the circular by Mr. Jarvis.

The writer will be delighted to see Mr. Batchelder next month; hope he will be able to come up here; we have been expecting him, and had about given him up.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

January 30th, 1906

Dear Sir:-

Your favor of the 19th inst. received on the afternoon of the 26th; we called a meeting for Monday, which was held, the result being wired you as per enclosed copy.

The Board thought best to put the proviso, that, say 90% of the Preferred Shareholders be procured, or it would not be advisable; this point you mentioned in your letter: The Board thought if mentioned by them as necessary, it might have the effect of bringing in some, who might think they would be able to collect all the accumulated dividends, if they did not sign.

We have sold all of our Flats, to go before the end of April, which will bring in about \$290,000.00; so, if it were not for paying for supplies for the coming season's business, we would have ample funds on hand to pay the dividend.

We do not expect to sell very many of our Talls for English shipment, as we can do better with them in Eastern Canada, where this style is used almost exclusively, so we can count on carrying the bulk of our stock for some time, as it consists of Talls mostly.

I have made an estimate of the probable amount of money needed from the Banks, to make the pack decided upon, and for which we are preparing. The Managers of both Banks here seem willing to advance the amount thought necessary, which after taking into consideration the value of the Canned Salmon on hand, is not very large.

Yesterday I received a letter from Mr. E.W. Rollins written from New York, regarding your proposition, asking me to write my ideas to him at Chicago, which I have done, as per enclosed copy.

The Board thought your circular an excellent one, but thought that perhaps, to make it absolutely plain to all, you might insert, in the ninth paragraph, on the top of the third page, which would then read, "The proposal is this: If the Company, on or before the 20th of May, 1906, pay you a sum in cash that will make up an income on the preferred stock of 4% for the period 20th May, 1902 to 20th May, 1906, or 12 1/2% net, you will, in consideration thereof, waive all claims to your accumulated dividends".

The Secretary was instructed to wire this suggestion to you, which he has done.

We think that the opinion of Mr. Lash is a sound one; that the funds of the Company cannot be used to buy stock of the Company, only in the manner provided for, and not when an obligation in shape of unpaid guaranteed dividends are unpaid.

Yours respectfully,

The British Columbia Packers Association

William Henry Barker

W.H.B.

Encs:

Barker Letter Book

Volume 1

Page(s) 63

Messrs AEmilius Jarvis & Co.,
Toronto, Ont.

February 5th, 1906

Dear Sirs:-

I beg to acknowledge receipt of your favor of the 26th ulto., and to state that your draft for \$2566.21 has been paid and the stock received.

Thanking you very much for carrying same for so long, I remain,

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

February 12th, 1906

Dear Sir:-

I am in receipt of your favors of the 26th ulto., and telegram of same date; also yours of the 1st and 5th insts.

Mr. Babcock has returned from his visit to Seaton Lake Hatchery. The writer has not seen him personally, but he called on Mr. Sweeney and told him that the mortality in the Alayns was much heavier than he had expected, or should have been, although not nearly so serious as reported. The eight to ten millions of young fry in the hatchery were doing finely. We do not look on this as a very serious matter, as there will be an excess of Sockeye fry going to sea from this year's run, as conditions were good, and all of the hatcheries well supplied as we have before stated in several of our letters.

We are afraid that Mr. Babcock has not seen fit to change his mind regarding his intention to leave British Columbia. We are very sorry for this, as we are satisfied he is the "right man", but he seems to have fully made up his mind to leave not later than July next. Probably Mr. Sweeny has written you fully on this, as he had had more talk with Mr. Babcock on this subject than has the writer.

Regarding our Eastern Canadian Agency, we had thought that we had the "right man" in Mr. Robert Henry. He comes out here next month, and we will see him personally, and talk over matters with him, and will then be better able to judge. The writer has no personal acquaintance with Mr. Henry, but we do a large amount of business in Eastern Canada. In some localities, brands have the trade, and it is hard to get in without cutting prices which would hurt us in other localities where we have the trade. We will ask Mr. Robert Henry to call and see you and with your keen intuition as to the ability of men generally, we are satisfied that you will "size him up".

Regarding the circular and the percentage of signatures necessary, we have no doubt that you are right, and that you had fully studied the matter before getting the circular up or sending it out. After the results are known, as you say, the Board can then judge as to the desirability of making a dividend or not.

We are pleased to state that we are entirely out of debt, and now have a credit with the Banks.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

February 19th, 1906

Dear Sir:-

I am in receipt of the following telegram from Mr. E.W. Rollins, sent from North Platte, Neb.,
"Please write our Boston and San Francisco Offices more fully your ideas comprising
dividend".

North Platte is a way station on the C. P. Mr. Rollins is probably on his way to San Francisco.

I enclose herewith copy of letter sent to Boston and San Francisco; the latter one is probably for
himself, as he will be there before the letter.

The Pro forma Balance Sheet has been sent to you. You will see that we have itemized the
inventories; the amount of same is \$258,866.66; The first five items amounting to over \$100,000.00,
we did not figure, as they are almost part of the plants, however, the Balance Sheet is plain.

Yours respectfully,

The British Columbia Packers Association

William Henry Barker

W.H.B.

Enc:

Messrs. E.H. Rollins & Sons
19 -21 Milk St., Boston, Mass.

February 19th, 1906

Dear Sirs:-

At the request of Mr. E. W. Rollins I beg to submit my ideas on the advisability of effecting a compromise of accumulated dividends due to the Preferred Shareholders. It is the only obligation the Association has; it is due the Shareholders, and should be paid if possible. To pay up the three and a half years due would mean a disbursement of some \$311,850: which, in the writer's opinion would be unwise at this time, as it would leave us with insufficient working capital.

Our Profit & Loss Statement shows a profit of \$640,750.20; part of this, \$154,279.00 is in inventories, and some considerable part in Canned Salmon unsold, say about \$185,000.00. While we consider this an excellent asset, still, it is not money. We have a credit at the Bank, and considerable salmon sold to go out early in March, more in April.

We are beginning to use money account of the coming season, but will not use very much until April. We should have a considerable credit at the Banks at that time. As I have stated before, our only creditors are the Preferred Shareholders and they should be paid if they can be settled with on a basis of 4%.

We would then start this season with a clean sheet and a fair amount as a working capital.

It is not possible to pay off the accumulation at 7% and retain a reasonable working capital. We ought to have half as much money as we will need as a working capital, as we do not know what we have ahead of us, but have good reason to expect three poor years on the Fraser River and more competitions North; three new Canneries on Rivers Inlet; one new one on the Skeena River; all the old ones running; some were closed last year.

If the Preferred Shareholders agree to the proposed compromise, what they get they will have. The business is a hazardous one. In considering the matter before making the proposal, the Board stretched a point, leaving a smaller amount as working capital than they at first thought advisable. The amount they thought it would be advisable to have was \$500,000: as a working capital, but to wipe out the obligations and start with a clean sheet; also to encourage the Common Shareholders, who are numerous here, they were willing to cut down the working capital and make the proposed settlement.

As to the future, all depends on the supply. We are being very conservative in our preparations, preparing for less than 200,000 cases. If we succeed in making this pack, or near it, we ought to be able to pay the 7% dividend and have something left. The business is a hazardous one, but the Association is getting in good shape.

Yours respectfully

The British Columbia Packers Association

William Henry Barker

W.H.B.

Messrs. E.H. Rollins & Sons
San Francisco, Cal.

February 19th, 1906

Dear Sirs:-

At the request of Mr. E. W. Rollins I beg to submit my ideas on the advisability of effecting a compromise of accumulated dividends due to the Preferred Shareholders. It is the only obligation the Association has; it is due the Shareholders, and should be paid if possible. To pay up the three and a half years due would mean a disbursement of some \$311,850: which, in the writer's opinion, would be unwise at this time, as it would leave us with insufficient working capital.

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Yours respectfully

The British Columbia Packers Association

William Henry Barker

W.H.B.

E.W. Rollins, Esq., C/O Messrs E. H. Rollins
& Sons,
433 California St., San Francisco, Cal.

February 28th, 1906

Dear Sir:-

We beg to acknowledge yours of the 24th inst., and see that you approve of the reasons given for compromising dividends. However, you saw at once, what occurred to the Board of Directors when the proposition was first brought to them by Mr. Jarvis, and in giving Mr. Jarvis the decision of the Board, we wired him with proviso, that if 90% or more of the Preferred Shareholders signed the circular agreeing to the compromise, that they would declare the dividend mentioned. Mr. Jarvis replied stating, that he had thought of this, but thought it better not to state same in sending out circulars, but the dividend could only be declared by the Board, and they could use their pleasure as to the advisability of making a dividend when they saw what percentage of shareholders had agreed to the compromise.

We do not think it likely that the Board will make the dividend unless they have at least 90% asking for the compromise.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

March 5th, 1906

Dear Sir:-

I am in receipt of your favor of the 26th ulto., together with copy of Balance Sheet which you have sent out to a few of the Shareholders, in which some of the items are condensed. I agree with you that it is a much better form, as you have sent it, for the average Shareholder. It was itemized at the writer's request so that you would understand better what our inventory consisted of.

I have had a reply from Mr. E.W. Rollins from San Francisco, copy of which I enclose herewith and my answer to same. This morning I received from their Boston Office a reply to my letter, copy of which is herewith enclosed.

The writer did not know that Mr. Batchelder was opposed to your scheme; he does not know the business quite as well as you do, consequently he wanted all that was coming. I am glad to see that he has not had much influence on Mr. Rollins.

Yours respectfully,

William Henry Barker

W.H.B.

Encs:

Mr. Ralph Smith, M.P.
Vancouver, B.C.

March 8th, 1906

Dear Sir:-

Referring to the interview the writer had with you regarding trap licenses to operate traps in the Strait of Juan de Fuca, I beg to state that we applied for a license to operate a trap in front of another trap, opposite Lot 2, near Jordan River, Renfrew District. We have been granted a license to fish one trap on this location, but as a bar or shoal makes out some distance into the Straits we applied for a second license to fish another trap opposite the same location, but to be the full 400 fathoms away from the other or any other trap, thus complying with all the requirements of the law, viz., that no trap be nearer than 400 fathoms from any portion of any other trap. Mr. Taylor, the Fishery Inspector informs us that he did not recommend the granting of the license, and it has not been granted to us, on the ground that it might interfere with some other traps behind it. It seems to us that the Order in Council, governing the distance necessary between the traps, viz, 2400 feet, had in view the protection necessary, and as we will not attempt to put in the trap within that distance, there can be no reasonable objection to granting us the license. It is well known that the bulk of the fish pass well outside all the traps and go on to the American traps in Puget Sound Waters, which traps are built three and four miles from shore, in fact, anywhere where they can find water shallow enough, where the fish run. Strings of traps with only an end passage of 600 feet between are at the Salmon Banks off San Juan Island in Boundary Bay, off Birch Bay, Point Roberts and the Gulf close to Boundary Line, all several miles from shore.

While we are sure that Mr. Taylor is only actuated in the general good and not in any particular ones' interest, still, we cannot agree that his contention is just or tenable.

We would ask you to kindly to consider the matter on its merits. We will strictly abide by the law, in fact, we will leave more than the required distance between the traps, but we want to get out where the fish are, and not let so many of them find their way into the American traps.

We beg to assure you that the issuance of the license and the fishing of this trap will not in any way infringe on the rights of anyone else; that there will be from half to one mile between the two traps for the passage of fish or boats, in fact, there is absolutely no reason for not granting us the license asked for to enable us to fish the trap on this location.

As the season is close at hand, and we should drive the trap in April or May, we ask you to kindly give this matter your early attention, so we can try and get the trap in.

Please accept our thanks for the interest already shown, and for your further interest, as we well know your attention is needed in some many directions.

We also ask your pardon for going to such lengths with this, but we wished to place the matter clearly before you.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

March 13th, 1906

Dear Sir:-

I am in receipt of your telegram of the 12th inst., reading:-

"Bell-Irving and I have appointment with Minister Thursday. Have you anything you wish discussed".

To which we made reply :-

"Exclusive privileges Burke Channel Building Bella Coola hatchery, Act on Commissions' Report Rivers Inlet Skeena limiting boats".

which I now confirm.

Doctor Bell-Irving knows our ideas pretty well, and think that on the whole he has the needs and requirements for Northern Rivers and Fraser River both well in mind. We are pretty well in accord.

I agree with your remarks, in one of your favors, received some time ago on this subject, that it is the best policy for this Company to only ask for what we consider actual needs of the business in general, and not for personal concessions, that will not bear investigation. We might temporarily gain some advantages by influence, but in the end you usually pay the price one way or another. This Company cannot afford to take any such chances. However, we could not be expected to build a Salmon Hatchery and maintain it, unless we were sure of getting some returns. It may prove too great an expense even after we should get the concession asked for. We would, of course, have to thoroughly investigate the different localities on the Bella Coola River, to see if there is an available site, where all the requisites are, for a hatchery for a reasonable outlay.

It looks as if it would be a case of survival of the fittest on Rivers Inlet and the Skeena River. There is no telling how many canneries will be built up there; three new ones at Rivers Inlet and one new one on the Skeena, and three more operated that were idle last year; other enlarged, so that instead of 700 boats there will probably be over 1000, this means a very much higher cost of nets; also that the fishermen will earn less, in consequence will want more for what they do get.

We tried to get the Commission to limit the Canneries but did not succeed, although we came near it at one time. However, we impressed them with the necessity and they have recommended a limited number of boats for each place; 550 at Rivers Inlet and 700 at the Skeena River, which we think is plenty. The Cannery are to apportion them out between themselves; if they cannot agree, then the Fish Inspector for the District is to apportion them. Is it wise to have 1000 boats to get what 550 would catch? It would make the Members of the Fish Commission feel kindly to us, to back up their recommendation, which we think, while not quite what we asked for or want, still, are better than it is or would be to be wide open, as we have above stated.

I mailed to your address yesterday Mr. Babcock's report which has interested me very much, and which I think you will find interesting.

Mr. Ker has just gotten back from the Harrison Lake hatchery. He reports everything in nice shape. 26,000,000 Sockeye fry released out of 31,000,000 Ova collected. At the Pemberton, another Dominion Hatchery on the same chain of lakes, some 29,000,000 which, with Babcock's Seaton Lake, 46,000,000 makes over 100,000,000; with Shushwap and Bon Accord Hatcheries which have somewhere near 40,000,000 more, this with the ova deposited naturally ought to ensure a good year for four years hence.

I have gone to some lengths to explain my telegram much of which you have in mind, having gone over it before.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

March 19th, 1906

Dear Sir:-

I am in receipt of your favors of the 12th inst., (2) with memorandum of the Fisheries Commission Report, or interim report, for which I thank you.

I note from the tone of your letter that you have the subjects well in hand, and have intelligently discussed our requirements when you met the Minister on Thursday last. We understand that Dr. Bell-Irving is now on his way home; he will be able to give us a report of what was done at the meeting, and of what is likely to be the result of same.

Mr. Batchelder is to be here Wednesday, from a telegram received from him. The writer does not know the object of his visit, but does not place much significance to it; probably just a trip.

Nothing of importance to report from this and except that we will soon begin to make active preparations for the coming season's pack, which we hope will be better than we expect.

Yours respectfully,

William Henry Barker

G.A.Batchelder, Esq.,
c/o Messrs E.H.Rollins & Sons, 433 California
St., San Francisco, Cal.

March 26th, 1906

Dear Sir:-

On Saturday evening about seven o'clock, the Western Union Telegraph Co., rang up the writer and said they had a telegram addressed to you in his care. He asked the Telegraph Co., to forward same to you aboard the train en route for Seattle which he though could easily have reached you at Ballard. However, he could not get the Telegraph Co., to see it in the same light; they said they could not have the message delivered on the train, why, they did not state. They said the message was to you in my care, and they would deliver it if I wished. As I did not know at what hotel you would stay in Seattle, I could not have it forwarded to you at Seattle, so had to allow the Company to do what they suggested, which was to inform the sender of the message that you had left Vancouver for Seattle en route to San Francisco, which the writer presumes they did. He is sorry the message did not reach you, and hopes there will be no inconvenience caused by the delay.

We are forwarding several letters to your San Francisco address by to-day's mail, feeling sure that we could not reach you anywhere else.

Hoping you have had a pleasant trip, I remain,
Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

March 26, 1906

Dear Sir:-

Your favor of the 16th inst., received and contents noted. I have waited to see Dr. Bell-Irving before making reply. Have seen him and had a long talk with him. The writer is not acquainted with Mr. McPherson, M.P., so is not able to judge as to any reason he might have for feeling "sore". After thinking the thing all over, I think the probable cause, or the instigation of it might have come through Mr. G.I. Wilson, late Manager here. You will remember he seemed very much hurt at not being re-elected on the Board of Directors. He has stated to the writer several times that he had considerable influence with Mr. McPherson. He has no doubt told Mr. McPherson that Mr. Kelly had gotten his stock for nothing, so that he could handle him, Mr. McPherson. This naturally makes Mr. McPherson much aggrieved at your good self and Mr. Kelly. Mr. Kelly had told the writer something of this before Mr. McPherson left Vancouver for Ottawa. He stated then that Mr. McPherson "had it in" for The British Columbia Packers' Association and yourself, telling Mr. Kelly that he had received his stock as a gift which Mr. Kelly denied; showed him a stub of the cheque for \$1500: as part payment on the stock, and that he, Mr. Kelly still owed a note for \$1000: for balance, which he expected to pay, and stated that he was sorry that he had not bought more stock.

We feel that you are wise in dropping the thing as you have done, as we do not think you could do any good at present, and that nothing will be done this year, which we feel is bad for all concerned.

The writer had a talk with Mr. Sweeny this morning; he feels badly about the whole thing and is inclined to resign from the Commission, as he feels that all his and their work had been in vain.

Mr. Batchelder arrived here from San Francisco and spent several days with us; he left for San Francisco on Saturday, and stated that he found everything looking very satisfactory and in better shape than he anticipated.

Yours respectfully,

William Henry Barker

W.H.B.

Mr. Braid came in and brought the enclosed letter which I enclose. I tried to talk him out of it and get him to sign for the dividend but did not succeed. I am sorry he could not see it in the light that I see it.

F.E. Booth, Esq.
122-126 Davis St., San Francisco , Cal.

April 9th, 1906

Dear Sir:-

Replying to your favor of the 4th inst., I beg to say that Preferred Stock has been selling in the East at \$70.00 to \$74.00. I do not think that many sales have been made, however. With your knowledge of the Salmon business you would be in as good a position as the writer, to advise your friend as to holding or selling his stock in our Company. I would say for your information that we have made a fair profit, and it is quite likely that a dividend may be declared, probably next month. The writer cannot state with any certainty about this, nor of the amount of the dividend , as he is of the opinion that a good working capital is necessary for the success of the Company. Everything depends upon the supply; if that keeps up there is no doubt at all but what the Company will pay dividends, and also be able to pay up the arrears owing to the Preferred Shareholders.

Yours respectfully,

William Henry Barker

W.H.B.

Senator C. W. Fulton,
United States Senate, Washington, D.C.

April 19th, 1906

Dear Senator:-

One of my friends loaned me a report of testimony given by Mr. C.W. Dorr of San Francisco and Judge Murray of Portland, Oregon. "Hearings before the Committee on the Territories of the House of Representatives". Date: March 9, -8, and 9, 1906. Can I trouble you to have a copy of same forwarded to me here in Vancouver.

We are all appalled by the terrific calamity that has overtaken the Metropolis of the Pacific Coast. As yet we only have meagre details of the dreadful calamity and are hoping that same will prove to be greatly exaggerated, but fear they will not.

Please remember us to Mrs. Fulton. Hoping you are in good health and thanking you in advance for the report, I remain,

Yours respectfully,

William Henry Barker

W.H.B.

P. F. Kelly, Esq.,
Messrs. Kelly, Clarke & Co., Seattle, Wash.

April 19th, 1906

Dear Sir:-

I return herewith Report of the Alaska Fisheries Committee which you kindly loaned me to read. I have read same and found it very interesting.

The evidence was conflicting; those having interests making decided statements on one side, and the Government Officials on the other. From the writer's experience he would lean to the side of the Government Officials; he sees no reason to change conclusions arrived at from personal knowledge and information gained from various sources, being as you know, personally interested in the Alaska Fisheries.

No doubt the larger rivers entering Bristol Bay, the supply will be kept up for some time to come, but many of the smaller streams entering into Central and South Eastern Alaska, will of a necessity be depleted unless something is done at once in the way of artificial propagation, and that on a large scale.

The dreadful news we get from San Francisco is appalling, and we trust that your friends Messrs. Gervin & Ayre do not suffer much.

We rather think this terrible calamity to San Francisco, much of a necessity forced business North and benefit Seattle more than any other town on the coast.

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

Mr. Lim Sam,
c/o Messrs. L.S. Hong Lee & Co., Victoria,
B.C.

April 19th, 1906

Dear Sir:-

We are in receipt of your telegram of today's date reading:-

"I will be sending up by "Venture" on twenty-third April on Porters Wharf".

To which we have replied as follows:-

"Steamer "Fingal" will call at Porter's Wharf for Charcoal Saturday".

which we now confirm.

As we wrote you on the 16th inst., we wish the 1250 sacks of Charcoal to go to the Brunswick Cannery by the Steamer "Henrietta". She will not call at Victoria but the steamer "Fingal" will call and get the coal for her, so please deliver the coal to the "Fingal" when she calls for it on Saturday.

Yours truly,

B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 89

John McCallum Esq.,
Alluvia, B.C.

April 19th, 1906

Dear Sir:-

We are just in receipt from our man, McDevitt, at Sooke, a letter stating that he would like you to let us have in the next lot of piles, 50 piles 110 ft. long, as he is striking deep water and soft driving, and needs them very badly.

We are aware that we have received all the 110 ft. piles ordered from you. Please make an effort to let us have this additional quantity (50) with the next tow, and let us know just when the raft will be ready so that we can send a boat down to get it.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

April 28th, 1906

Dear Sir:-

Your esteemed favor of the 2nd. inst., has not had acknowledgement, as there was nothing that need immediate answer.

Think that Mr. Sweeny will remain on the Commission. Your letters regarding your inability to secure enough signatures to the Compromise of the accumulated dividends, addressed to Mr. Ker, and your proposition to have a dividend of 10% declared; 7% for this year and 3% account of back dividends, has been acted on by the Board of Directors at a meeting held yesterday. A wire was sent informing you of the Board's action.

After going into the matter fully and discussing the standing and funds of the Association, and seeing the enclosed rough statement, they came to the conclusion that it was best to declare a 7% dividend now, and if the season was even a fair one, they would be in a position to declare the 3 1/2% or perhaps more of a dividend payable November 20th.

On the other hand, if a 10% dividend should be declared, payable as you suggest, quarterly, and we had a very bad season all round, the dividend would have to be paid from borrowed money, and put the Association in a bad fix.

The Directors called to mind the financial standing of the company a year ago, when it was necessary for the Preferred Shareholders to form a guarantee Company.

Looking at it from a conservative standpoint, the writer is of the opinion that the Board acted very wisely.

There is no certainty at all about the fish supply; if we could depend on that it would be alright.

Your respectfully,

William Henry Barker

W.H.B.

Enc:

Salmon on hand, sold and unsold.	209,995.00
Cash in Savings Bank at 3%	101,024.00
" Open account	4,392.00
Sterling Exchange	70,622.00
Cash used in this year's preparations for supplies, etc.	101,294.00
\$487,327.00	
Inventories of supplies.	165,000.00
\$652,327.00	

We are preparing for 200,000 cases Salmon and will probably use about \$400,000.00 before we begin to catch any fish; outside of any inventories at the different Canneries which would have to come out of the \$487,327.00 available. We cannot tell how much more we may need, but another \$2.00 per case ought to be sufficient, say another \$400,000.00 which we would have to borrow from the Banks.

G.A.Batchelder, Esq.,
c/o Messrs E.H. Rollins & Sons, 433 California
St., San Francisco, Cal.

April 30th, 1906

My dear Mr. Batchelder:-

It is late for us to send our sympathies for the dreadful calamity that has overtaken you and your fair City, but our sympathies are none the less sincere. We had hoped that the first accounts would prove to be very much exaggerated but we are sorry to see that they were not. We hope that your new modern building stood the earthquake and the fire did not consume you, and it least left your building so that we can soon be gotten into shape again. We also hope that your securities and other valuables were saved.

Mr. Jarvis writes us that he has been unable to get the Preferred Shareholders to agree to compromise the dividends and advise that we make a 10% dividend, payable quarterly; 2 1/2% on the 20th May and balance August, November and May. The Board of Directors met and discussed the matter thoroughly and decided to declare a 7% dividend to apply for November 20th 1902, to November 20th, 1903.

As the business is a hazardous one, we think it wise to keep as much as possible of a working capital. If the 10% dividend had been declared payable quarterly, and the fish supply be a failure, we should have to make some of the payments from borrowed money. As it is, we can pay out the \$87,500.00 from cash in hand, and still have a working capital of over \$500,000.00, as we have on hand:-

Salmon sold and unsold, value	\$209,995.00
Cash in Savings Bank @3%	101,024.00
" Open Account	4,392.00
Sterling Exchange	70,622.00
Cash used on this year's preparations for supplies	101,294.00
487,327.00	
Inventories of supplies at different plants	165,000.00
\$652,327.00	

We are preparing for 200,000 cases of Salmon and will probably use about \$400,000.00 before we begin to catch any Salmon, which would have to come out of the \$487,327.00 available. We cannot tell just how much more we may need, but say \$2.00 more per case, which ought to be sufficient, say another \$400,000.00, which we would have to borrow from the Banks.

With any kind of a pack at all you can see that we will be able to pay what we will owe and have something left. As soon as the season is over the Board can use their pleasure as to declaring a further dividend, also as what it should be.

It seem s to the writer that the Board acted wisely. We hope that your good selves and Mr. Jarvis will see it in that light.

We hope that the terrible tangle has been sufficiently straightened out to allow you to resume business. The writer understood that you lived out at Menlo Park and sincerely hopes that your residence was not injured or you inconvenienced there.

Yours respectfully,

William Henry Barker

W.H.B.

Senator C. W. Fulton,
United States Senate, Washington, D.C.

May 1st, 1906

Dear Senator:-

I am in receipt of your esteemed favor of the 24th ulto., together with a copy of the Congressional Record containing your speech on the regulation of railroad rates; also two copies of the "Hearings before the Committee on Territories", for which I asked you and for which please accept my thanks.

I have read with a great deal of interest, your speech, and note that you held your own with the bright lights of the Senate, who seemed to try to confuse or embarrass you in your speech.

On your way back to Oregon you could easily come by way of Vancouver; it would not delay you by more than one or two days. We should be exceedingly glad to see you, and could show you a very nice clean town.

Thanking you for your courtesy and trouble in procuring the papers asked for, kindest regards to Mrs. Fulton.

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

Senator C. W. Fulton,
United States Senate, Washington, D.C.

May 1st, 1906

[Copy of Letter on Page 96]

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Thanking you for your courtesy and trouble in procuring the papers asked for, kindest regards to Mrs. Fulton.

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto Ont.

May 25th, 1906

Dear Sir:-

Your favors of the 4th and 19th inst., received, and contents noted.

The paragraph you refer to in yours of the fourth, in which I estimate out money requirements for the coming season and end by say "outside of any inventories at the different Canneries, would have to come out of the \$487,000.00 available". That was my clumsy way of putting it. Of course I knew the inventories were an asset, at the same time, they are not cash - while they represent cash and you must always have them. My sole idea was, what was best for the Company. Last year we paid nearly \$42,000.00 interest. The year before almost as much; nearly enough to pay a six month's dividend. This is where we ought to make a saving.

I was considerably surprised at the first part of yours of the 9th inst. There is certainly no dissatisfaction on my part, and I think I can safely say there is none on Mr. Ker's. The Directory is working in perfect harmony; in fact, have been very good to us - nothing at all to complain of. Our sole idea and ambition is, the welfare of the Company - to see it on a firm, permanent basis. If we have a fair fish supply, we see no reason why the back dividends of the Company should not soon be paid up.

The writer must say however, that he does not feel settled in Vancouver, as you know he has some considerable interests elsewhere, which may need some attention; at the same time, he agreed with the Board to stay another year, which is until the end of next September, and is more interested in what will be done between now and that time, than whether he will be wanted for another year, or if he will want to continue longer with the Company. I talked the matter over very freely with you, just before you left for the East, and I think you understand the situation as far as I am concerned.

The opinion of your Attorneys agrees with ours here, that the back dividends must be paid first, and the newly issued stock could only participate after the back dividends are paid.

Our goods sold c.i.f. are arriving in England, and as the Buyers are getting stocked up they are getting more critical. We have some rejected and withdrawn two other lots, but nothing serious as yet has happened, and the bulk of shipments have arrived. We have stopped selling and have on hand over 25,000 cases, mostly Sockeye Talls, which we will need for our trade and for which we expect to realize a better price.

Our Mr. Robert Henry has been here, and we have talked the situation over with him and gotten his ideas as to the probable wants of the trade; what advance in price would be stood &c. I took the liberty of asking him to call on you when in Toronto, and think you would like to meet him? I feel as if we are well represented by him, and would like to have your opinion. He will be able to explain how Todd's "Horseshoe" has hold of the trade in Toronto, while our "Maple Leaf" has the call in London.

Can-making is going on at all the Canneries that we will operate. Our tin-plate and other supplies are all in pretty well and paid for. We have made some forward sales and will wait the result of the season before selling any more. We think we should be able to sell all we will have to sell here and thus avoid the trouble and annoyance of the English buyers, who take every advantage when the goods are in their hands, and have you both coming and going.

Yours respectfully,

William Henry Barker

W.H.B.

E.W.Rollins, Esq.
c/o The Spokane Traction Company, Spokane,
Wash.

June 2nd, 1906

Dear Sir:-

I beg to acknowledge your favor of the 29th ulto., from Chicago. As much as I would like to make the trip to Portland, I fear I will not be able to go so far. I can, however, manage to meet you in Seattle if you will let me know just when you will be there. I can leave here at 4 p.m. arriving there at 10 o'clock; have the next day there, leave Seattle at 4:20 getting back here at 10.30 p.m., thus being away only one day, at the same time, be able to spend the day in Seattle. It is getting near the commencement of our season, and we must be ready.

Thank you very much for nice tone of your letter. I can assure that we will do all we can to make the coming season a profitable one, but unfortunately we cannot make the fish run, and we are not so sanguine as some of our neighbours.

Yours respectfully,

William Henry Barker

W.H.B.

Mr. J. McDevitt
Sooke Harbor

July 2nd, 1906

Dear Sir -

Today being a holiday - I am writing instead of using the type-writer. We took over the Str. "Selkirk" yesterday the 1st. We are letting her get a good supply of coal - so she can pay all her attention to our business and not be bothered coaling - hope you will keep her busy. She will also get on her fish boards for boxes and covering and boxes for the Springs. A man will go on her as usual to box and take care of the Springs for light pickling - if the man is not aboard on her first trip, please see that all the large Springs (Red) are boxed up each fish put on its back, like last year. We suppose you will send back the "Constance" when you are through with her & let her bring what fish you have. You should have a fairly good lift as that trap of Findlay, Durham, Brodie have taken over 60 tons springs. The Jordan River trap does not look to go as close into the shore as formerly - we got a good May springs from this trap last year & are depending on it for Springs this year, as our Point No Point is too far out to expect many Springs. The lead on the Jordan River trap looks short too, from Harris's [illegible] plat. Be sure & keep all the fish separate from the Point-No-Point trap, As we [illegible] the other day. Bell-Irving's get half [illegible] fish & pay half the expenses. In counting fish, reporting them to us be more conservative as last year your June tally did not [illegible] of course we take the cannery coun-[illegible] are guided a good deal by your [one line illegible]. Point trap had 10,000 fish & the cannery count, is only 8,000 they might think we were not acting square with them. We have made arrangements with Mr. B.C. Mess, Manager for Findlay, Durham & Brodie to take any excess of fish they may have, & as they have several traps & only one cannery they will likely have some, if they catch "Sockeyes" as they have Springs, they will get more than they can use.

We did not agree to take any small or white Springs, only Sockeyes & large Red Springs say over 22 lb. so our Steamer can call at the Otter Point & Sooke traps when getting our fish. Wire us when you send fish as we can be ready for them. I go North on Wednesday. Sorry I did not get down to see your traps before I got away but I could not make it. Perhaps I was a [illegible] but last year. If you do better R. Porter & Sons - butchers of Victoria offer to supply us with good beef for seven cents per pound all around. So you had better get your supplies there in future.

We hope to hear of a good lift - as you will probably be fishing all the traps - Should liked to have heard of a decent lift before I left. I hope you will have good news for me when I get back.

I want you to make some money this year.

Yours sincerely,

The British Columbia Packers Association

William Henry Barker

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

July 16th, 1906

Dear Sir:-

The writer has just returned from his annual inspection tour of our Northern Canneries, and found that all had made a good start.

At Rivers Inlet the pack at our Cannery is fully up to that of last year, notwithstanding the fact that there are three new Canneries operating on the Inlet. We feel pretty sure of making our pack at the Inlet.

The Skeena River has had an unusual "run" of Spring Salmon. We have "light pickled" about 235 tierces, and packed about 3,000 cases more into cans, of this fish. We are running two Canneries on the Skeena - last year one. Our local manager there feels sanguine of filling all his tins, and says that the "Sockeyes" seldom show up in any numbers while the "run" of Springs is as heavy as at present.

Lowe Inlet had a little trouble with their Indians and no fishing had been done until the writer got up there and settled the matter. They are now fishing and the Cannery has started. The Manager says, however, that he has lost very few fish, as the "run" was late in his vicinity.

Alert Bay are behind last year, as they had an unusually large "run" last year. We did not prepare for nearly as many as they packed last year. We consider they have done fairly well there to date.

Salmon has been showing up quite early on the Fraser River. We had something over 2,500 cases packed on Saturday.

Traps in the Straits have not done much up to date, owing to the very high tides and a succession of bad weather, which has damaged the traps to some extent. As soon as we would fix them up, they would again be damaged.

We will wire you from time to time when there is anything to wire, but think it would be too much to do so every day or two.

Taking everything into consideration, we think the outlook favorable.

Enclosed please find copy of telegram of today's date referring to the above.

Yours respectfully,

B.C. Packers' Association.

General Manager

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

July 17th, 1906

Dear Sir:-

Your favors of the 10th and 11th inst. received, but just after the Shareholders' Meeting, so it was too late for the writer to do anything.

I enclose type-written copy of my report - same was ordered printed. Copy of Balance Sheet and Minutes of meeting have been sent to you by Secretary.

Sorry that your letter had not come to hand earlier; I could have followed your suggestions; as it is, I do not see what can be done at present.

The meeting was very harmonious; one Shareholder, Mr. F. Buttimer, one of the vendors of the "Brunswick's", thought a dividend ought to be paid on common stock; he received no support however.

You will notice that Messrs Sweeny and Murray were voted \$600.00 a year each for four years, for services rendered which was unanimously passed. You will notice that I make mention of the assistance given by these gentlemen, which I now confirm. We consulted them a great deal, particularly when the question of finance was getting acute. You will remember that before the guarantee was arranged, they let me place an order for our Tin-Plate, by which we made quite a saving. Of course, you have and are doing everything possible to further the interests of the Company, much more than we know of.

I saw Mr. E.W. Rollins about three weeks ago. He talked over the remuneration to Messrs Sweeny and Murray, and seemed anxious that they should receive it, but never mentioned you or himself in connection therewith; he said he would make the motion by letter if necessary.

Referring to yours of the 11th inst., regarding Mr. Henry Sorley, I do not remember him, but have given his name to our Superintendent at Steveston.

Regretting the delay of yours of the 10th inst.,

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

Messrs Richard B. Green & Co., Ltd.
Liverpool, England

July 17th, 1906

Dear Sirs-

Upon my return from Northern British Columbia, I found your esteemed favor of the 26th ulto. It was altogether an unexpected pleasure and contents were carefully noted.

The writer has been in the Salmon Capital business for the last thirty years, started with John West in 1873 at Westport, Oregon, then with R.D.Hume for four years, when his "Crown" brand got it's reputation. In 1885 the firm of George & Barker started in business on the Columbia River, and in 1900 started their Plant on Puget Sound; some few years ago George & Barker merged their business with several other Packers, and formed the Columbia River Packers' Association, Mr. George being appointed secretary, which position he now holds, and the writer General Superintendent. Thinking however that the George & Barker's Puget Sound Cannery needed some supervision, he resigned to give that Plant his attention in 1901. In 1904 some of my friends got me interested in the Association, and I was offered, and accepted the position of General Manager. In all my experiences on the Columbia River, in Alaska and on the Puget Sound, I never heard of "taint", in fact have always had the reputation of packing "good" goods. George & Barker labels cover a large part of the total pack of the Columbia River Packers' Association, and same are nearly always oversold before the packing season begins. Never in the writers experience has he received anything of the nature of your communication; it has always been his aim to pack not only as good as any other Packer, but the "best". Last year was his first on the Fraser River, of course in different localities we find different conditions; everything did not work to his satisfaction last season, he can assure you. The dissatisfaction of such large buyers as your goodselves will spur us on to see that nothing but first class goods are packed hereafter, so there can be no possible excuse for complaints. We can assure that it is humiliating to receive such reports even if they are not altogether just ones.

I enclose herewith copy of a letter sent us with solicitation, this buyer handles a large quantity of our last year's pack. We have also received compliments on the quality of last year's pack from buyers in Australia and New Zealand, and as the trade there and in Eastern Canada is growing, and our friends seem well satisfied with our goods, it is quite likely that we will have very little to offer in your market, which perhaps is just as well, as the grossly exaggerated "Chicago Horrors" seems to have demoralized trade in canned goods somewhat.

Having established your "Parsley" brand, we can well understand your anxiety to have nothing covered by it, but the very best; also that you are equally interested with us in the Salmon business, by the large amount that you handle. It ought not, in the long run, to pay you to arbitrate, and reject without just cause, for thereby you are giving Canned Salmon trade a black eye, which, of course, must hurt heavy operators like yourselves.

In view of the fact that most of the British Columbia Salmon Canneries have come to the conclusion to sell their product F.O.B. Vancouver, quality accepted here, and which they will have no trouble in doing the next three years, as very short packs are certain, would it not be to your interests to have a representative here during the packing season, to see the goods packed, that are to bear your label. We should be very much pleased to have such representative visit our different plants; we guarantee to assist him in every possible way. We have the best equipped Canneries on the Pacific Coast, and we would be more than pleased to have those familiar with the business, see the Salmon packed.

I beg to thank you for your letter and to assure that any good packed by this Company in the future, will be good enough, even for the "Parsley" brand.

Yours sincerely,

The B.C. Packers' Association,

General Manager.

William Henry Barker

W.H.B

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

July 26th, 1906

Dear Sir:-

As per your telegram of the 20th inst. reading:- "How are things looking? answer here to-day" we wired you as per enclosed copy, which we now confirm.

The writer returned from the North on Saturday, the 14th inst., just in time for our Annual Meeting, so did not have much time to prepare report sent you.

Yesterday he went down the Straights of Juan de Fuca to look over the Trap situation, and is sorry to have to say it does not look good, the weather having been very stormy and the "run" of fish indifferent. The traps have been damaged considerably, which has interfered with the catch, which would not have been very much under the most favorable circumstances. However, it is not too late for them to pick up and do something even yet.

Our pack to last night (the 25th) is about 60,000 cases.

Rivers Inlet continues good; Skeena disappointing; other Northern points fair. The Fraser has not done badly so far. Taking everything into consideration, we think we have done fairly well to date.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

G.A.Batchelder, Esq.,
Kohl Building, San Francisco, Cal.

July 26th, 1906

Dear Sir:-

I am in receipt of your telegram of yesterday's date
reading:-

"Am interested to hear catch so far and your opinion of
probable total catch".

to which I have made reply as per enclosed copy, which I now confirm.

I returned on the 14th inst., from inspecting the Northern Canneries. Rivers Inlet is doing very well; later reports do not change this. Skeena, however, was only doing fairly well, and later reports are not so favorable. The other Northern points are doing fairly well. The Fraser River has done fully as well as could be expected considering the year. 60,000 cases, 25th July, we do not consider a bad showing at all. However, it is hard to predict what is in the future; your guess is as good as mine. So much depends on the weather conditions; even then, there may not be fish, let the weather be ever so favorable. We, however, consider that we have made a very good start under all circumstances. The writer will again write you within a few days.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

Messrs. E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

August 20th, 1906

Dear Sirs:-

We are in receipt of your telegram of two day's date reading:-

"Please wire outlook pack".

to which we made reply:-

"Our total pack about hundred thirty-seven thousand. Traps failure. Sockeye run over".

which we now confirm.

We have not all the returns from the Northern Canneries, and cannot give the exact pack. However, anything we pack from now on, will be of the cheaper varieties. While it will swell the pack and reduce, in a measure, cost of packing, still it will not swell our profits very much, as there is very little in packing the cheaper grades.

Our pack on the Fraser River has been an expensive one, owing to the high price paid for Sockeyes, and the small amount packed at each of our five Canneries. We have done fully as well as our neighbours, which is, at least, some satisfaction.

So far our pack on the

Fraser River will be about	53,000 cases
Skeena River	27,500 "
Rivers Inlet	40,000 "
Bella Coola	6,000 "
Alert Bay	5,600 "
Lowe Inlet	4,500 "

The Skeena River has again been disappointing, not getting more than half pack of Sockeyes.

The cost of nets here will be very heavy this year owing to the River being over-fished, and the unusual amount of snags brought down by early spring freshets.

Rivers Inlet has done well again; other Northern points, fairly well.

Regarding Sales. The writer's judgement was to sell a portion of our pack rather early, so as to "hedge" in case the unexpected did happen and we get a fair pack. Owing to the partial failure, prices are better and we hope to be able to realize on the part of pack unsold, better than we did on the earlier sales.

We cannot tell at this writing just how we will come out, but we ought to make some profit.

Trap fishing in the Straits of Juan de Fuca has been almost a complete failure, very few Sockeyes being caught there. We only operated four traps in connection with the five Canneries operated on the Fraser River. Other Packers here have four and five traps each, some of them only operating one Cannery. Their loss, of course, will be very much larger in proportion to amount packed than will ours.

When we can give you something more definite we will do so, but do not think we can give very much reliable information for some time yet.

Yours respectfully,

B.C. Packers' Association
General Manager.

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

August 20th, 1906

Dear Sir:-

On the 16th inst., we wired you that our pack was about 135,000 cases; traps failure, and that fishing was about over. Since then we have done very little in adding to our pack. As near as we can tell at this writing, we have about 137,000 cases packed. We have not all the returns from the Northern Canneries, so cannot give the exact pack. Anything we pack from now on, however, will be of the cheaper varieties, Cohoes and Humpbacks. While it will swell our pack and reduce the cost some, it will not add materially to our profits, as there is very little in packing these cheaper grades of fish.

Our pack on the Fraser River has been an expensive one, owing to the high prices paid for Sockeyes and the small amount packed at each of our five Canneries. We have done fully as well as our neighbours, which is, at least, some satisfaction.

Our pack at present is about:-

Fraser River	53,000 cases.
Skeena River	27,500 "
Rivers Inlet	40,000 "
Bella Coola	6,000 "
Alert Bay	5,600 "
Lowe Inlet	4,500 "

Most of the above are Sockeyes. There are, however, some Cohoes and some Humpbacks.

The Skeena River has again been disappointing, not getting more than half pack of Sockeyes. The cost of the nets here will be very heavy this year owing to the River being over fished, and the unusual amount of snags brought down by the early spring freshets. Rivers Inlet has again done well; other Northern points, fairly well.

SALES: The writer's judgement was to sell a portion of our pack rather early so as to "hedge" in case the unexpected did happen, and we get a fair pack. Owing to the partial failure prices will be better for that part of the pack still unsold. We think we can sell all of our pack this year, f.o.b. Vancouver.

Trap fishing in the Straits of Juan de Fuca has been almost a complete failure, very few Sockeyes being caught there. We operated four traps in connection with our five Canneries. Other Packers have operated four and five traps each, some of them only operating one Cannery. Their loss, of course, will be much larger in proportion to the amount packed than will ours.

We cannot tell at this writing just how we will come out, but ought to make some profit. When we can give you something more definite, but do not think we can give very much reliable information for some time yet.

Yours respectfully
B.C. Packers' Association

General Manager.

William Henry Barker

W.H.B.

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

August 27th, 1906

Dear Sir:-

I beg to acknowledge your favor of the 18th inst., and as per request therein I wired you:-

"Our total pack, one hundred forty-one thousand. Writing."

which I now confirm.

The Sockeye season closed on the Fraser River, Saturday the 25th; the total Sockeye pack will be from 165,000 to 170,000 cases, which is a little less pack than we figured on. We operated five Canneries out of a total of twenty-two, on the Fraser this year. Our pack on the Fraser is, 55,000 cases, which is about one-third of the total. We expect to pack six or eight thousand cases of Cohos on the Fraser River. The Cohoe season opens on the 15th September. We are packing a little yet at some of our Northern Canneries, so we can reasonably expect to make a total of 150,000 cases. From one or two of our Northern Plants we have not received pack reports for some time. As far as heard from our pack is:-

Fraser River	54,938 cases	
Skeena River	28,409 "	(only 13,630
Rivers Inlet	39,796 "	cases sockeyes)
Lowe Inlet	6,305 "	
Bella Coola	6,160 "	
Alert Bay	5,684 "	
TOTAL..		141,292

Most of the above pack are Sockeyes, the larger part of which are in half-pound cans, which command the best prices. Anything we pack from now on will be of the cheaper varieties, Cohoes and Humpbacks. While they swell the pack and reduce the cost some, it will not add materially to our profits.

We have packed also some 325 Tierces or 130 tons of Mild Cured Spring Salmon, which will show a fair profit. All this is sold and most of it already delivered. We have shipped 9 cars of Fresh Halibut to Montreal, and have over 400,000 lbs. frozen in our Cold Storage; most of all this is sold. We have also shipped one car of Frozen Spring Salmon to Germany, and have another to go in a few days. We have yet to freeze some 400,000 lbs. of Cohoes, which are sold. Our Cold Storage ought to show a profit this season.

The pack on the Fraser River has been an expensive one, owing to the high price paid for Sockeyes and the small amount packed in our five Canneries, but we have done fully as well as our neighbours, which, at least, is some satisfaction.

The Skeena has not done nearly as well as expected; this River is undoubtedly overfished. We operated two Canneries. Our pack there is only half Sockeyes, the balance Springs, Cohoes and Humpbacks. 230 Tierces were light pickled there which will help out some. We will not make much money on the Skeena, as the cost of nets is very heavy there. Rivers Inlet has again done well, notwithstanding there were three new Canneries there, making seven operated against four last year. Other Northern points have done fair.

SALES. Early in the season we thought it best to sell some of our pack, as a "hedge", in case the unexpected did happen and we got a fairly large pack. As the pack is a partial failure, better prices are obtainable for the balance of the pack unsold. The market in England is very quiet; buyers are very scary owing to the "Canned Beef scandal"; all canned goods are looked on with distrust. We made prices which are reasonable and considering the smallness of the pack, ought to sell it, but no sales have been made as yet. Perhaps after all, it is as well that we have sold enough to pay what we owe. We are in better shape to hold for prices if we deem it advisable. We think we can sell all our pack F.O.B. Vancouver.

Trap fishing in the Straits of Juan de Fuca has been a failure. We operated four traps at considerable expense. Some Packers with only one or two Canneries operated the same number; their loss will exceed ours in proportion.

We cannot tell at this writing just how we will come out, but we ought to make some profit. When I can give you something more definite, I will do so, but do not think I can give you anything very reliable for some time.

From the way the Sockeyes ran this year, I have an idea that more of them have gotten up the River to propagate than could have been expected, judging from the amount caught, as there was something of an early run, before we got started, and there were quite a few at the close of the season on Saturday.

I did not find any skins that I thought would suit you. Grizzly's were scarce this year, but I left word with the different stores to be on the lookout for two or three good ones.

I thank you very much for your interest in my behalf, and beg to say that your letter to the Board, through Mr. Jarvis comes in opportune, as my year expires on the 30th September; I have interests elsewhere that need attention, it depends what view the Board take of your suggestion.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

August 31st, 1906

Dear Sir:-

Your favor of the 23rd. inst., received, and contents carefully noted.

Our pack is about 146,000 cases, while our preparations were for 200,000 cases. I scarcely thought we would pack that amount, in fact, I placed the figure at 150,000, as the amount I thought we would pack. We will probably exceed that figure a little. What we pack from now on, will be the cheaper varieties, Cohoes, &c. While they swell our pack and reduce standing expenses, still, there is very little profit in them.

We are taking up our traps; two of them are still fishing, but getting very few fish. I cannot say what our loss will be there yet. Owing to rough weather and strong tides, there was constant work and repairs which increased the cost very much, and also interfered with their fishing. We did not increase the number of our traps as did some of the Packers. We operated four. One concern had five traps and only operated one Cannery.

As to what profit we will make from the Season's business, it is impossible to say at this writing, as we have not disposed of our pack as yet. The writer dislikes very much to make estimates of this kind - at best they are simply a guess - He thinks, however, that before November 20th, the Board will be able to decide as to the advisability of declaring a dividend; it looks as if they will be able to do so.

We should have been very much pleased had the pack been larger than we expected, and we had filled all our cans with Sockeyes. We would probably have been able to have gotten some further supply of cans and increased our pack - it would have shown a better future for the business - as the spawning grounds would have been seeded and hatcheries supplied. As it is, the writer is of the opinion that more Sockeyes have gotten up the Fraser this year than got up in 1902 - as there was a little "run" very early, and also another small one just at the close of the season.

The Babine Indians, have been stopping the Skeena Sockeyes from getting to their spawning grounds, by building barricades, so as to more easily get their fish supply, which they have done for many years past. Two years ago, we prevailed on the Fisheries Department to send deputies to destroy these obstructions. As we expected, the Indians have objected to this, and have defied the authority of the Officers; driven them off, and rebuilt the barricades. It is up to the Government to stand by their Officers and teach these Indians respect for the law.

With a fair show the Skeena ought to be one of our best rivers, as there are such big tides there that the fishermen can only work five or six hours out of the twenty-four.

The present season has demonstrated the necessity of seeing that more Sockeyes are allowed to propagate; also the need of the promised Hatchery - promised but long deferred.

The total pack of the Coast to date is a little under 500,000 cases.

At Mr. Murray's request, I got up a statement showing the number of Canneries operated by this Company since its formation, and amount packed - Sockeyes and other fish. I enclose a copy, thinking it might interest you.

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

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis & Co.,
McKinnon Building, Toronto, Ont.

September 4th, 1906

Dear Sir:-

Referring to your letter of 27th ulto., re Traps. I beg to say that in talking over plans for the season with the Board, it was fully understood that we would put in four traps, so ordered our piles, web, &c.. In case of them coming out successful, it was better in every way to have four, than any less number. - don't - know where you got your ideas of our operating any less number-.

Re Sales. The portion of our pack unsold is changing all the time. It is impossible to keep you posted on this, or other conditions of the business, at such a distance. I think the time to sell is, when you can sell, providing prices are right. We sold about 20,000 cases last January - 9,000 cases more a little later on - 6,000 cases the middle of March - 1,500 cases latter part of March.

We made our prices for Canada about the 1st August. Sales were made previous to that time, "subject to price being satisfactory". The prices made were \$.75 per case for Sockeyes, 40 to 50 cents for Cohoes and \$.20 for Humpbacks, higher than last year; in consequence, many of our orders were considerably reduced in quantity. However, we have sold at our prices about 36,000 cases Sockeyes, 5,000 cases Springs, 15,000 cases Cohoes, 14,500 cases Humpbacks, to Canada.

We made prices to Australasia in August, shortly after we made our Canadian prices. Those made looked so high to our customers there, that orders received were for very much reduced quantities. We have sold in Australasia about 26,000 cases Sockeyes, 1000 cases Cohoes and 1500 cases Humpbacks.

Late in August the Fraser River Cannery Association Selling Committee met and discussed prices for the U.K., as the result of the season's packing was known - quantities still unsold also known, fairly high prices were named. The writer had received intimations as to what prices would be asked for Salmon packed in Alaska, Puget Sound, which were on a much lower basis than those we named. The prices we made have not proved attractive to the English buyers, several of them having representatives here. We have sold 1500 cases of Halves at \$8.00 per case f.o.b. here. Ours are the only sales at that price that we have heard of. 1000 cases of these were sold yesterday.

Owing to the sudden cutting off of the Sockeyes on the Fraser, nearly all of the pack was in half-pound cans, as that style of package is always packed first, it being the most profitable, and being a small package, takes longer to pack a given quantity of fish; in consequence, stocks unsold are mostly "half-pounds"; this style is used most in England, the Canadian market taking scarcely any of this shape; in consequence, we must look to the English market to take what stocks are unsold. The market over there is not in very good shape, owing to the serious manner they have taken the Chicago disclosures; the demand for all canned food has fallen off. Last year's stocks were quite large, so most of the dealers are well supplied. Notwithstanding the small pack of Sockeyes this season, there is considerable of it unsold. We estimate that there are over 200,000 cases of half-pounds unsold - not so much of the other styles.

To sum up our sales are:-

To Canada, about	36,000 cases	Sockeyes.
" "	5,000 cases	Springs
" "	15,000 "	Cohoes
" "	14,500 "	Humpbacks.
To Australia and		
New Zealand	26,000 "	Sockeyes
"	1,000 "	Cohoes
"	1,500 "	Humpbacks
For England		
f.o.b. here	38,000 "	Sockeyes

TOTAL 137,000 cases.

Some 25,000 cases of the above were carried over from last year, and some of the Cohoes and

Humpbacks we have yet to pack - a few we have bought, some Cohoes and Humpbacks, where we could get at a satisfactory price, as we fear we will not be able to pack all we have sold - they are "sold subject to pack" so we incur no liability, but like to fill our sales, particularly on a "short" year, it gives us prestige. We will have unsold about 40,000 cases Sockeye Halves (8 doz. to case) and 5,000 cases Rivers Inlet Talls, making 45,000 to 46,000 cases. We have sold enough to pay all our bills and have something left. The sales are not all for prompt delivery, in fact, a good many are October/November/December delivery.

One of our aims is to stop interest and insurance, of course always getting the best possible prices.

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

William Henry Barker

W.H.B.

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

September 14th, 1906

Dear Sir:-

I beg to say that I received a letter from Mr. Jarvis referring to your favor of the 14th inst. He also addressed a letter to Board of Directors to your good self and himself, asking them to increase my salary. They kindly agreed to follow your wishes, and made a proposition for me to stay with the Association for three years, which I have agreed to, with the proviso, that if the business ceased to be profitable, I have the option of leaving. I sincerely hope that this will not happen and I scarcely think it will.

The Board of Directors felt, that we had packed 150,000 cases and had sold enough to pay all we owe, that they were safe in ordering a dividend of 7 % to be paid on the 20th November next, and said they hoped to be able to pay another dividend six months from that date, which would be the 20th May, 1907. I think they were safe in paying the dividend and by next May we will know for sure if we will be able to pay another and keep a good working capital.

I thank you very much for your kind interest and can only say that I will try to earn what I get and to assure you that my first interest is the welfare and success of the company.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

September 14th, 1906

Dear Sir:-

I beg to acknowledge your favor of the 7th inst., and I am pleased to state that the Board has acted as you suggested and given me the increase in salary, for which I thank you very much; they also asked me to agree to stay with the Association three years, which I agreed to do, providing the Company continued to do a profitable business, which I sincerely hope they will continue to do.

I can assure you that I appreciate the increase very much, but I wish to assure you that my first interest is to the Company.

We wired you yesterday that the Board had ordered a dividend of 7% to be paid on the 20th November next, and stated that they hoped to declare another on the 20th May, 1907. Of course we will know positively by that time if same can be done without impairing our working capital.

Our pack is now over 150,000 cases.

Again thanking you for your kind interest in my behalf, I remain,

Yours respectfully,

William Henry Barker

W.H.B.

Chas. Corby, Esq.,
Corby Commission Co., 105 Hudson St., New
York.

September 26th, 1906

Dear Sir;-

The writer happened to be down at Astoria when the sad news of your bereavement was wired to the Col. River Packers Ass'n. Upon his return to Vancouver found a second telegram asking us to break the sad news to you. We wired your house, "Mr. Chas. Corby not here."

From the tenor of the second message we fear that you were not at home when Mrs. Corby was suddenly taken off. We can only repeat what we said in our message of the 22nd. That we tender our sincerest sympathy in your sad bereavement.

We fear that the sad affliction may be harder to bear, owing to your having scarcely recovered from your recent illness and the tender memories of the great care and attention you received.

We sincerely hope that the second message was a mistake; that you had not left your home, but fear that you had done so. From letters recently received from you you say that you expected to shortly visit the Coast.

We remain,

Yours sincerely,

The British Columbia Packers Association
General Manager,

William Henry Barker

W.H.B.

Messrs. E.H. Rollins & Sons
LaSalle St., Chicago.

Sept. 27, 1906

Dear Sirs;-

I am in receipt of your telegram of the 26th inst. reading ;

"At what price can you buy Packers' Common Stock? Wire answer."

To which I made reply:

"Very little Common offering. Think can buy limited quantity at twenty five. Writing."
and now confirm.

Considerable of this stock changed hands some time ago at price varying from 10 to 25 per share. Balance held here is in firm hands and holders have their own ideas as to values - varying from 25 to 80. Messrs. Forget, of Montreal, have been large buyers; Mr. Jarvis of Toronto, has, also, bought considerable quantity; & Mr. Cronin, also, of Toronto.

If price quoted you is attractive I will do my best to get what I can for you at this price. It may be possible that this could be shaded a little; if so, we shall give you the stock at the best price obtainable.

Yours respectfully,
B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

E.W. Rollins, Esq.,
19 - 21 Milk St. Boston, Mass.

Sept. 27, 1906

Dear Sir:-

I am in receipt of your favors of the 20th inst. (two) and have carefully noted contents.

I thank you very much for your interest in my son. Mr. Murray has spoken to me regarding him and has kindly offered him a position. However, the young man seems well satisfied in Seattle and did not care to change.

Regarding Common Stock in our Company - I beg to say that very much of this has changed hands. Messrs. Forget, Montreal, have been buyers of some considerable quantity, paying as high as 25 for some. Mr. Jarvis has, also, purchased a considerable quantity, but I do not think he has paid as much as 25. Nothing has been done in Common Stock for some little time, however, as much as the sellers here have disposed of their stock. The present holders seem to think considerable of it and will not put any reasonable price on it. However, some little stock might be purchased at 25; but I do not think very much could be purchased even at this price. On this subject - I beg to say that I have received a telegram from your Chicago Office, reading;

" At what price can you buy Packers' Common Stock?

Wire answer."

To which I shall answer today, after making enquiry;

"Not much stock offering. Think can buy limited quantity
at twenty-five."

We are still packing a few "Cohoes" on the Fraser River. All our Northern plants have shut down. We are commencing to make shipments and cut down our bank account. Our pack to date is about 152,000 cases. There will not be much profit in any further packing.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

Sept. 27, 1906

Dear Sir;-

I beg to acknowledge your favors of the 10th & 19th inst. and have carefully noted contents.

Yes I do think if any of the Directors are entitled to compensation, that you and Mr. E.W.Rollins ought to get , at least, what the others do. After reading the Bye-Laws, we are under the impression that, before the Directors can obtain more remuneration, same must be authorized by the Shareholders - See Bye-Law No. 1, Page 3, Paragraph F. If, after consideration of the Board, they decide that it is not necessary to place same before the Shareholders, I will call the attention to the fact, that you are least entitled to Director's fees. I agree with you that our working capital should be kept at \$500,000.00. I did not intend to say that we would pay another dividend next May; but I certainly hope that we will be able to do so; but there are so many things that may occur, that it would be very unwise to say how we will be next May.

Yours respectfully,

B.C. Packers Association.
General Manager

William Henry Barker

W.H.B.

F.W. Rollins, Esq.
19 - 21 Milk St. Boston, Mass.

Sept. 27, 1906

Dear Sir;-

I can assure you that it gave me extreme pleasure to receive your nice letter.

I think you give me too much credit. In looking back the past years I can see how many things could have been better done.

After all, much, if not everything, depends on the fish supply. I sincerely wish that I could regulate this. I am pleased that things have gone along satisfactorily so far; it is through your Mr.E.W.Rollins that I came here; and it is largely through his efforts that I have been so well treated in the matter of salary: but I beg to say that my first thought and every effort will be for the success of the Company.

Thanking you for your kind wishes, and hoping to have the pleasure of meeting you, I remain

Yours sincerely,

William Henry Barker

W.H.B.

J.H.Seaverns, Esq.
Messrs H.W. Peabody & Co., 16 Eastcheap,
London, E.C.

October 9th, 1906

Dear Sir;-

I am in receipt of your favor of the 22nd. ulto., addressed to me personally, regarding consignments of our goods held by your firm, which consist mostly of parcels that have been rejected by purchasers, or withdrawn by us, for reason of dissatisfaction as to quality by purchasers.

The serious manner in which the British Public has taken the "Chicago Meat Scandals" caused by the persistent manner in which your newspapers have kept up the agitation, has no doubt made all handlers of Canned Goods, including Salmon, very critical. We feel satisfied that that is the principal reason of the buyers being dissatisfied with quality of parcels now in your hands; this, and the fairly good supply held by the trade.

I enclose list of parcels held by you, date of shipment, &c.

The 2102 cases of 1 lb. Ovals we had you carefully examine and take out the defective and cans which were soft; your report on this lot was:-

1,636 Cases - 23 tins sound.
425 " - 15 " soft
32 " - 16 " blown and burst, - balance used

as samples. The 32 cases "blown" and "burst" you have had destroyed. We take from your report on this lot, that you would be able to market the 1636 cases reported as "sound". We have asked you to do the best you can with the 435 cases reported "soft", as we have no demand for this style of package here - as per ours of the 16th inst.

From reports on the other lots, we judged they were not as bad as you indicate; for instance, the 1,250 cases packed at the Pacific Coast Cannery ex "Ning Chow"; the pack of this Cannery turned out very well indeed; these are the only lots in this pack which there has been any fault found. We Cannot (sic) think that the Salmon held by you is in any danger of being condemned, or that it will not stand examination. You, yourselves, have sold parcels packed at the same Canneries, and which were the same quality as those you have on hand.

The Canadian market uses scarcely any Flat or 1/2 Flat style of cans, taking Talls almost exclusively. Is it not possible for you to sample each lot and report on same? If there is any danger of any of them being condemned we would, of course, want them shipped back.

Regarding the lot of Do-Overs consigned - Ovals and Squats - We think it would be a good idea to have these carefully overhauled, - the "swells" and "leaks" destroyed - and sell the balance as soon as possible for best price obtainable. We are continually getting letters from firms in France, Germany, Belgium, Italy and other parts of the Continent. Could you not dispose of these and perhaps some of the other parcels on the Continent, where they are not so critical as the English trade is at present? Could you not suggest some other alternative than shipping them back here, for reason already stated?

Yours respectfully,

The British Columbia Packers Association
General Manager

William Henry Barker

W.H.B.

Enclosure:

Shipped	Steamer	Cases	Shape	Packed at	Sold to
Nov.1905	"Tydeus"	2,101	1lb.Ovals	Colonial	R.B.Green&Co
"	"	500	1/2lb Flats	Albion	"
Jan.1906	"Oanfa"	1,000	"	"	Geo.Hooper&Co
"	"	250	1lb Flats	Brunswick	Ginner, Morton & Co.
Feb.1906	"Telemachus"	250	1/2lbFlats	Various	Geo.Hooper&Co.

Mar.1906	"Ning Chow"	750	1lbFlats	Pac.Coast	R.B.Green&Co
"	"	500	"	"	Hanson & Son

5,351

Also consigned to you and unsold:-

Jan.1906	"Oanfa"	190 cases	Sockeye Squats, packed at Colonial
		765	" " Tail pieces "
		389	" Do-Over Squats "
		328	" " 1lb Ovals "
Feb.1906	"Telemachus"	190 cases	Spring 1/2 Flats
		-1,862 cases	
Making a total of		7,213 Cases.	

Messrs. E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

October 19th. 1906

Dear Sirs:-

I beg to acknowledge your favor of the 8th inst; contents carefully noted.

I had not heard of the illness of your Mr. E.W. Rollins - hope that it has not been painful or serious. However, I am much pleased to hear he is better and hope that he is fully recovered by this time.

Regarding Common Stock. I think you are right as to the relative values of "Preferred" and Common Stock; it seems to the writer that the former ought, at least, to be worth "par" if common is worth 25. However, very much of the common held by the Vendors of plants, has been bought at, from 10 to 25 - not very much at the latter price. Some of the original stock holders who have not sold seemed to put quite a value on their stock and will not sell at any reasonable figure. There are few who would sell at 25, and perhaps a firm offer of a lower figure might tempt them.

Mr. Jarvis writes that his purchases were for bona fide customers who thought the stock a good investment. He did not pay 25 for any that I know of. He, Mr. Jarvis, says, he does not know for whom Messrs Forget bought; they seemed anxious to buy, and as we have stated, paid as high as 25 for it.

Will you kindly tender the writer's sympathies to your Mr. E.W. Rollins, with a hope, as before stated, that he is again enjoying good health.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

October 30th, 1906

Dear Sir;-

The copy of "Canada" containing your excellent article on Salmon Canning, came day after the receipt of yours of the 22nd. inst. I read same with interest. Mr. Ewen coming in, I gave him the paper to read, not telling him the author; he agreed with me that it was a very good article, and would do a great deal of good. It certainly read as written by someone who knew what they were talking about. The article, together with the pictures is very attractive, and one which will certainly be read by most, if not all, who get the paper, which, by the way, is a very credible one - the illustrations and general get-up being very good indeed.

Nothing new. The English market is very quiet, but we are selling a little whenever we can get our prices, and declining offers below them. Not very much of last season's pack is sold, we having sold much more than anyone else. However, the prices we are asking will be realized if present holders can hold on. Any anxiety shown at this time would be disastrous.

The attention of the jobbers is to dried fruits and Christmas goods. Not much will be done in Salmon for a month or two.

We have yet to ship about 60,000 cases of goods sold, some of which do not go out for a while, but we have sold enough to put us on easy street.

Yours respectfully,

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 4th, 1906

Dear Sir:-

We were chagrined to find that ours addressed to you under date 30th October, had been mailed by mistake to Messrs H. W. Peabody & Co. London. Fortunately there was nothing in it that could in any way harm us, - rather the reverse. If they were curious enough to read it, they saw that we had made quite a number of sales and were selling where we obtained our prices; also that we had quite a quantity sold not yet delivered - consequently were on "Easy Street".

It is common report that there are likely to be some changes made in the Cabinet; that the present Minister of Marine & Fisheries is to get the Public Works or some other portfolio, and we get a new Minister. Mr. Templeman of Victoria is mentioned as being likely to get the appointment. We would like very much to see him appointed, as he belongs out here and we can get to see him once in a while. He knows, or ought to know something of our wants and needs; anyway, he is get-at-able and as Minister of Fisheries, ought to come from this Province.

The writer brought up the subject at a recent meeting of the Fraser River Cannery Association, but Doctor Bell-Irving thought that we had better not make any suggestions or demands on the Premier, so nothing was done, although all agreed that a Minister of Marine & Fisheries from British Columbia was desirable.

It would be much better if a younger and a stronger man was appointed, but Mr. Templeman would be much better for the industry than some man who knows nothing of the Coast, its vast fisheries, and their wants and needs.

Your idea of dividing the office is an excellent one. Marine, with its light-houses, buoys, aids to navigation, &c., are entirely distinct and should be separated from the Fisheries where scientific and technical knowledge is needed. In fact, if the Department of Fisheries could be divorced from politics altogether, it would be the best that could happen to it. The care of Hatcheries, both building and operation - taking care of Spawning Grounds - regulations regarding close seasons, in fact, the welfare of the Fisheries of the Coast, depend a great deal as to how the Dominion Government manage and take care of them.

The English market is very quiet - no change is expected until after the New Year. In the meantime we are making shipments, and should have a credit by the end of the year.

Yours respectfully,

The B.C. Packers' Association.

General Manager

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 12th, 1906

Dear Sir:-

Your telegram of the 11th inst., received, and I beg to confirm my answer as per copy herewith.

Mr. Sweeny, to who I showed your wire, says that my answer gives about all the recommendations made by the Commission.

The Victoria Board of Trade will pass a strong resolution, endorsing the report, and asking the Government to adopt same, so Mr. Todd writes me. He also says that they are asking that Mr. Templeman be given the portfolio of Marine and Fisheries, in the event of any change in the Cabinet.

The Member of the Fisheries Commission who opposed the report is Mr. J. C. Brown of New Westminster; he showed by his actions all the time that he represented the fishermen of New Westminster, and says in his minority report, that enough Sockeyes get by for all purposes. He used to be Postmaster at New Westminster, and resigned to run for the Provincial Parliament, and was defeated. He now runs a newspaper at New Westminster; takes this method of getting notoriety and popularity. The people of New Westminster seem to agree with him.

You seemed so much interested in the appointment of a Commission and that Mr. Sweeny should be a member of it, particularly that you learned that it was not as promised by the late Mr. Prefontaine, composed of Chief Justice Hunter, Mr. Sweeny and some other good man. Such a commission, assisted by the expert testimony of Prof. Prince and Mr. Babcock, we could have expected good results.

We think all agree that if the Report is adopted by the Government, that more Sockeyes will get to the Hatcheries and Spawning Grounds, which was the principal object sought after.

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 13th, 1906

Dear Sir:-

Referring to our letter of yesterday, I enclose herewith copy of resolution and letter to Minister, from the Victoria Board of Trade.

I beg to call your attention to the clause prohibiting the export of fresh Salmon. It seems that this clause is embodied in an Act of 1894, but has not been enforced. Would not the enforcement of this clause stop or prohibit the issuance of any licenses to our Company, as we are a foreign Corporation? If it does, is it necessary to have it modified or changed, so that we would not be doing business on "suffrance" as it were? We will make enquiry in a quiet way, as to the intention of this clause which is #19, Order in Council 1894 - Fisheries Regulations.

Prohibiting the export of fresh Salmon for purposes of manufacture, preserving, freezing, etc., is alright, and what we want. The writer is anxious that this should be strictly enforced, as he is interested in a cannery on Puget Sound near the Boundary. There has always been a feeling that they get a good many fish from this side. Anyway it is much to be desired that the exportation of fresh fish be prohibited.

Yours respectfully,
B.C.Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Encs:

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 28th, 1906

Dear Sir :-

We are in receipt of your favors of the 21st inst., (2), one containing copy of a letter addressed to the Honorable L.P.Brodeur, which we think is "just right", and feel satisfied that it must have some effect, as it is being followed up by such influential friends of yours that must have weight with the Government.

Regarding your letter concerning the issuance of Fishing Licenses to firms or corporations, not British Subjects, after due consideration we think this can be got around so that no trouble with result. We can do this in several ways; by having the licenses issued to individuals, and then transferred to our Company, so that we look for no trouble on this score.

We do not think that it was intended to stop Foreign Corporations from transacting legitimate business in the Province or Dominion, but the intention was to keep out fishermen and salmon packers from across the Line from obtaining trap and other fishing licenses in Canadian Waters and manufacturing the fish on the other side.

Yours respectfully,

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

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

December 31st, 1906

Dear Sir:-

Mr. Sweeny read me an extract from a letter from the Minister of Marine & Fisheries, in which that gentleman says that he has made up his mind to adopt part of the Report of the Fisheries Commission, and to withhold for the present any action on balance of Report.

The recommendations of the Commissions were :-

To limit the fishing above New Westminster Bridge, by only issuing licences to persons who have resided above the Bridge for six months prior to issuance of licence.

To increase the weekly close time 24 hours - the present weekly close time is from Saturday 6 a.m. Sunday evening 6 p.m. - 36 hours. The Commission recommendation extends this weekly close time until 6 p.m. Monday, adding 24 hours - making a 60 hour weekly close time in the River - where the Sockeyes are hemmed in, and, in consequence, easier to catch. Outside the mouth of the River, is the Gulf of Georgia, the weekly close time to remain as of present - 36 hours. The length of the nets outside the mouth of the Fraser in the Gulf of Georgia, has been 300 fathoms. The recommendation is to cut this down to 150 fathoms, or half the present length.

The present depth of nets is as you wish - the recommendation is to limit the depth to 60 meshes.

The Minister writes Mr. Sweeny that he has made up his mind to adopt only the following :-
To limit the length of nets in the Gulf, outside the River, to 150 fathoms, or half the present length used.

To limit the depth of nets to 60 meshes - and to enact some little change of closing hearts of traps in Straits, and making the minimum fine on traps \$250.00.

Nothing is to be done about restricting fishing in the River above New Westminster Bridge, or increasing the weekly close time.

We protest most strongly against adopting only part of the Commission's recommendations that affect us, and which would only increase the catch of the fishermen up the River above the Bridge.

It is virtually adopting the minority Report made by the New Westminster fishermen's champion, Mr. J. C. Brown, and ignoring the majority Report.

We would very much rather nothing was done at all than to have only this part of the Report adopted. It means that the lower or better fishermen will be forced to let a large part of the Sockeyes go by for the upper River men to catch. No more will get by them to the hatcheries or the natural spawning grounds.

You can readily see that fishermen outside, in the Gulf of Georgia, can only use half the present net, and those inside are limited to a net 60 meshes deep; they would catch less fish; more would get by them, only to be caught in the narrow part of the River above New Westminster Bridge, and thus the intention of the Commission be defeated, and the legislation would benefit and encourage more fishing above the Bridge and farther up the River, where the fish are easier caught.

We know that to have more Sockeyes get up the River to the Hatcheries, few must be caught, but for us to be forced to let them go by, and all be caught above the Bridge is altogether wrong and not the object of those having large investments in the business, in having a Commission appointed, nor in accordance with the Report of the Commission.

Yours respectfully,

The British Columbia Packers Association
General Manager.

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

January 7th, 1907

Dear Sir:-

Your telegram of to-day's date received, and in accordance with same, got the United Canneries to see their Bankers - the Imperial Bank - explained matters - showed them copy of letter written you on the 31st ulto., and your telegram.

Mr. Jukes, the Local Manager of the Imperial Bank, wired his principal at Toronto, to see you and Manager of Bank of Commerce and Bank of Montreal, and to act with you on Fisheries Commission Report, account of their clients or customers, and that you would explain matters.

I wired you as per copy enclosed, which I now confirm.

The Canadian Bank of Commerce are the Bankers of the A.B.C. Co., who are the next largest concern after ourselves.

I saw Messrs Sweeny and Babcock a day or two ago, and showed them what I had written you regarding the Minister's intended action on their majority report. They both agreed fully with what I had written, and I rather think Mr. Sweeny wrote the Minister in a similar strain.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

January 10th, 1907

Dear Sir:-

I called upon Doctor Bell-Irving this morning and talked over the situation regarding the Report of the Fish Commission. I showed him the letter written you on the 31st ulto., and your telegrams concerning same; he said that he agreed with me and promised to send Mr. Walker the following telegram:-

"Consider alteration nets useless unless close season
above bridge increased or fishing there altogether
prohibited".

I thought that you ought to know what the Doctor had wired Mr. Walker, so wired you as per enclosed copy..

Henry Bell-Irving is in England; he spends his winters there.

Yours respectfully,
The B.C. Packers' Association

General Manager.

William Henry Barker

W.H.B.

Enc.

E.W. Rollins, Esq.,
c/o Messrs E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

January 16th, 1907

Dear Sir:-

We have our Profit & Loss Statement about ready. Today the Auditors expect to be through with the books; tomorrow the Directors meet to learn the result of the year's work.

Considering it was an "off year", the showing is a very good one.

By balance as per last year's Balance Sheet, June 20th 1906	\$483,349.28
By balance brought down year ending December 31st, 1906	144,887.35
	\$628, 236.63

To remuneration Messrs Sweeny and Murray	\$ 4,800.00
Adjustment on carry-over in England	14,447.05
Dividend paid Nov. 20th, 1906	87,500.00
Balance	521,489.58
	\$628,236.63

We have thought best to continue to make allowances for depreciation, taking off the amount allowed, moneys spent on improvements and large repairs necessary to keep the plants in good shape.

Depreciation deducted A/c. 1906 -	\$38,423.22
Balance preliminary expense written off -	817.00
Depreciation Packers' Steamship Co. -	2,250.00
Written off	\$41,490.00

Until last year there had been nothing written off for depreciation. We think that as the property is depreciating notwithstanding our efforts to keep it up, allowance must be made for same .

Showing as per P. & L. Statement -	\$144,887.38
Depreciation 1906 -	41,490.22
To Credit of Packers' Steamship Co. -	944.00
	\$187,321.60

which would show our gross profits.

We have anticipated the result by paying a dividend of 7% last November, so that our surplus which consists of a balance of \$90,381.34 to our credit at the Banks - Equities in Salmon in Canada & England, 9472 cases Salmon sold but not delivered, amounting to \$50,410.45 - 44,211 cases unsold; about 40,000 cases of which are half-pounds - 96 to case - and first class goods.

Our total pack was 159,547 cases. We prepared for a pack of 200,000 cases, so we have on hand cans and materials for 40,000 cases. As materials of all kinds have advanced , there will be little or no loss of this.

We have been fortunate in selling when we did, as most of our competitors have a large part of their last season's pack on hand.

The Chicago "scare" which hurt all canned goods, and the heavy purchases from the large 1905 pack which kept the trade well stocked, and the dear money which forced borrowers to pay 7% to 7 1/2% in England, all had its effect on trade and stopped business.

Cost of pack the coming season will be fully 15% more than last year; perhaps considerably more, so that values ought to be maintained.

We have been conservative in putting values on unsold stock, and we do not look for any trouble in realizing prices placed on same.

The output of the Hatcheries has been very satisfactory considering the poor year. There will be over 50,000,000 Sockeye fry liberated on streams and lakes tributary to the Fraser. From last reports

from our little Hatchery on the Nimpkish, we will put out over 5,000,000 which is an excellent showing, considering the size of hatchery and cost of maintenance. The Government has not done much on the Northern Rivers. The Hatchery at Rivers Inlet will only put out 8,000,000 or less, which is not a very good showing. Nothing has been done with the promised hatchery for the Skeena.

Taking the business as a whole, we have reason to congratulate ourselves at result of the last year, and only hope that the coming year may prove as good.

As I have shown, we will have \$521,489.58, which is mostly in Salmon, materials, &c., all of which is good. We have some money and will have more as sales are made and shipments go forward.

We can, on the 20th of May next, pay a dividend. Perhaps it would be best to make it 3 1/2%, which would leave us still two years behind, but we ought to have a good working capital, and keep down our interest charges. This is a matter which the Board must decide.

Yours respectfully,

The B.C. Packers' Association

General Manager

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

January 16th, 1907

Dear Sir:-

I beg to acknowledge your favor of the 4th inst., and note contents.

I have presumed on the great interest you have shown in everything tending to conserve the industry. It would seem that the up river fishermen have good friends at Court, as they wished to take advantage of what was recommended by the Commission in forcing the larger number of better fishermen to use shorter and shallower nets and allow a lot of fish to go by to allow them to catch them above.

We have our Profit & Loss Statement about ready. Today the Auditors expect to be through with the books; tomorrow the Directors meet to learn the result of the year's work.

Considering it was an "off year", the showing is a very good one.

By balance as per last year's Balance Sheet,	
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	\$628,236.63

We have thought best to continue to make allowances for depreciation, taking off the amount allowed, moneys spent on improvements and large repairs necessary to keep the plants in good shape.

Depreciation deducted A/c. 1906 -	\$38,423.22
Balance preliminary expense written off -	817.00
Depreciation Packers' Steamship Co. -	2,250.00
Written off	\$41,490.00

Until last year there had been nothing written off for depreciation. We think that as the property is depreciating notwithstanding our efforts to keep it up, allowance must be made for same .

Showing as per P; & L. Statement -	\$144,887.38
Depreciation 1906 -	41,490.22
To Credit of Packers' Steamship Co. -	944.00
	\$187,321.60

which would show our gross profits.

We have anticipated the result by paying a dividend of 7% last November, so that our surplus which consists of a balance of \$90,381.34 to our credit at the Banks - Equities in Salmon in Canada & England, 9472 cases Salmon sold but not delivered, amounting to \$50,410.45 - 44,211 cases unsold; about 40,000 cases of which are half-pounds - 96 to case - and first class goods.

Our total pack was 159,547 cases. We prepared for a pack of 200,000 cases, so we have on hand cans and materials for 40,000 cases. As materials of all kinds have advanced , there will be little or no loss of this.

We have been fortunate in selling when we did, as most of our competitors have a large part of their last season's pack on hand.

The Chicago "scare" which hurt all canned goods, and the heavy purchases from the large 1905 pack which kept the trade well stocked, and the dear money which forced borrowers to pay 7% to 7 1/2% in England, all had its effect on trade and stopped business.

Cost of pack the coming season will be fully 15% more than last year; perhaps considerably more, so that values ought to be maintained.

We have been conservative in putting values on unsold stock, and we do not look for any trouble

in realizing prices placed on same.

The output of the Hatcheries has been very satisfactory considering the poor year. There will be over 50,000,000 Sockeye fry liberated on streams and lakes tributary to the Fraser. From last reports from our little Hatchery on the Nimpkish, we will put out over 5,000,000 which is an excellent showing, considering the size of hatchery and cost of maintenance. The Government has not done much on the Northern Rivers. The Hatchery at Rivers Inlet will only put out 8,000,000 or less, which is not a very good showing. Nothing has been done with the promised hatchery for the Skeena.

Taking the business as a whole, we have reason to congratulate ourselves at result of the last year, and only hope that the coming year may prove as good.

As I have shown, we will have \$521,489.58, which is mostly in Salmon, materials, &c., all of which is good. We have some money and will have more as sales are made and shipments go forward.

We can, on the 20th of May next, pay a dividend. Perhaps it would be best to make it 3 1/2%, which would leave us still two years behind, but we ought to have a good working capital, and keep down our interest charges. This is a matter which the Board must decide.

Yours respectfully,

The B.C. Packers' Association

General Manager

William Henry Barker

W.H.B.

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

January 19th, 1907

Dear Sir:-

I am in receipt of your telegram of today's date reading:-

"Action postponed till early February. You and others come down to support our friends in argument"

and beg to confirm my reply to same as per enclosed copy.

I am very sorry indeed that the request that I should leave for Ottawa did not come earlier. I have all arrangements made to leave for California early next week. Have given up my house where I now live, and go to another, which I cannot occupy until the first of March, at which time I shall be back here. Some of my things are packed ready for removing on Monday next.

As I state in my telegram, I will try to see others and get them to go. It is quite possible that Mr. A.E.Todd would go, in fact, he has been trying to get someone to go with him. There are very few of the Cannors here, many of them being away. It is possible we might get some to go, including Mr. Todd, but it is rather doubtful.

The writer would have thought a meeting of the Commission in Ottawa would be much more desirable, could same be arranged for. In talking over the matter with Messrs Sweeny and Babcock in a confidential manner, the thought a meeting of the Commission in Ottawa for February would be very desirable and perhaps bring about the desired results.

As I have previously written you, the majority report of the Commission hits us pretty hard, and we do not think we ought to be asked to give up anything more, that is, the majority report of the Commission ought not to be compromised as we look upon it as a compromise and not altogether satisfactory to us.

Yours respectfully,
The British Columbia Packers Association
General Manager

William Henry Barker

W.H.B.

Enc:

D.J. Byrne, Esq.,
c/o Messrs Leonard Bros., 20 Place D'Youville,
Montreal, P.Q.

April 5th, 1907

Dear Sir:-

Your favor of the 28th ulto. together with letter from the High Stocker Company, New York, received. We return same herewith. We have sent Mr. Cassady copies of both.

Mr. Venning, Hon. Mr. Brodeur's deputy, who seemed to have these bounties of fresh fish in hand, and whom Mr. Brodeur sent to see me, was to have made a visit to Montreal to see and talk over the matter with yourself and Mr. Paulhans of D. Hatton. Perhaps he concluded it was not necessary; after going over it all with the writer, he seemed satisfied that the way I suggested was a feasible, viz: that you send him either the expense bill for express freight charges, or a certified copy of same.

Rather think it would be a good idea for you to drop Mr. Venning a line, telling him that we had asked you to send the expense bills for express charges, and that our understanding was for you to collect for us the rebate or bonus of one cent per pound - the difference between refrigerator car freight and express charges.

It is perhaps unfortunate that Mr. Brodeur will be away when these shipments begin. We are never sure of these Politicians, and must not count too much on this bonus until we get it. As I informed you, I met Mr. Brodeur a day or two before I left Ottawa and asked him if we could depend on this bonus, as we must know, as our business was done on very close margins. He said "yes, I think you can as I have made up my mind to do it".

I consider that rather definite, but it is all we have so if you could get something more definite from Mr. Venning, about the Government intention, so as to be more certain, it would perhaps be better.

I had no talk with Col. Gordeau, the Deputy Minister, and do not know if he knows anything about it. We do not desire to go over his head, but all negotiations were with the Minister himself and Mr. Venning, who Mr. Brodeau said had the matter in hand.

We are pleased to hear you say that you have not mentioned the promised bonus, as we feel that the fewer who know anything about it the better; no one here knows anything about it, except who have to know, and there is no danger of it getting out at this end. Of course Mr. Cassady had to know, as he could not intelligently manage the business unless he understood all that is going on.

The writer explained fully to Mr. Cassady your ideas as to early shipments of Fresh Halibut; your letter confirms what I have said, and came in very well. I also stated that you were anxious to get as much Fresh Salmon as possible in the early shipments. James and White of Toronto both will want fresh fish and want as much Salmon as possible.

Salmon is very scarce this Spring; partly owing to the continued cold, stormy weather. Eight cents per pound is being paid, and the few that are being caught cost all of two cents to collect, so that the cost is fully ten cents here. We have received none so far. It is just as well, for it has been a losing game for those that have.

The stormy, cold weather has had its effect on Halibut fishing, too. One of the independent steamers has just been laid up having made four very poor trips.

We will see Mr. Cassady and have him do as you request about wiring when we commence to ship.

We hope The Hugh Stocker Company's first shipment of five boxes will arrive in good shape, so as to call for larger shipments, which we feel sure will be the case, after the long talk the writer had with Mr. H. Stocker.

Please remember that we must have a margin of profit, as our expenses are heavy, and we must not depend much on Government assistance until we actually get it. However, we feel satisfied that both your goodselves and Mr. Hatton will do all you can to encourage this fresh Halibut business, and not get to cutting prices.

Allow me to take this opportunity to thank you for courtesies shown the writer when in your City.

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

General Manager.

William Henry Barker

W.H.B.

Enc:

G.A.Batchelder, Esq.,
c/o Messrs E.H. Rollins & Sons
Kohl Building, San Francisco, Cal.

April 8th, 1907

Dear Mr. Batchelder:-

As per your request of the 4th inst., regarding the standing of our Company, I enclose herewith copy of Proforma Profit and Loss Statement, which shows a net profit of \$144,887.35 and we have also written off the sum of \$41,490.00 for depreciation.

We anticipated the result by paying a dividend of 7% last November. When this Profit & Loss Statement was submitted to the Directors in January last they saw fit to declare a further dividend of 3 1/2% payable the 31st January, which also has been paid. We have still on hand in the neighbourhood of 40,000 cases of Salmon unsold, and a small lot sold but not delivered. Most of the unsold is Fraser River Halves - value about \$300,000.

Our total pack last year was 159, 547 cases. We prepared for a pack of 200,000 cases, so we have on hand cans and materials for over 40,000 cases. As materials of all kinds have advanced, there will be little or no loss on this.

We were fortunate in selling when we did, as most of our competitors have a large part, some of them all, of their last season's pack on hand, most of which has been consigned to Agents in the Old Country, for which we are very sorry, as it gives the F.O.B. method of selling, which is much to be desired, a set-back, but we presume the Banks here, wanted their money, so they got advances from consignee, which temporarily relieves them.

Ordinarily, the small pack of Sockeyes would have been needed and all taken at good prices, but the Chicago Meat "scare", which hurt all canned goods, particularly in England, then the dear money, which forced borrowers to pay 7% to 7 1/2% in England, all had its effect.

The heavy purchases made by the English dealers of the 1905 pack, much of which only arrived in 1906, is still unsold owing to reasons given above.

Cost of pack the coming season will be fully 15% higher than last year, perhaps more, as the fish supply is uncertain and labor of all kinds exceedingly scarce. We think prices must be maintained.

The output of the Hatcheries on the Fraser has been very satisfactory considering the poor year. From reports from the different Hatcheries, there will be over 50,000,000 Sockeye fry liberated on streams and lakes tributary to the Fraser. From our own little Hatchery on the Nimpkish, we expect to put out over 5,000,000 Sockeye fry, which is an excellent showing considering the size of Hatchery and cost of maintenance.

The Government has not done much on the Northern Rivers. The new Hatchery at Rivers Inlet, capacity 12,000,000, only put out 8,000,000 or less, which is not a good showing. The Hatchery on the Skeena reports about 5,000,000. The Government has promised to build two more Hatcheries this year, one on Stuart Lake, which is tributary to the Fraser, and one on the Babine Lake, tributary to the Skeena.

You will see by the Balance Sheet that we have a balance of \$521,489.58 most of which is in Salmon and materials. We have a small balance in the Banks here; have also used quite a large sum on account of the coming season's pack.

We have paid since November, 1905, \$218,750.00 in dividends of 7 1/2%, and have, as you see, a good working capital, which not only makes us feel independent, but also effects quite a saving. To illustrate, our interest and exchange cost us in

1903 -	\$51,647.66
1904 -	46,710.00
1905 -	43,264.00
1906 -	7,033.67

Difference between 1903 and last year a saving of \$44,614.00.

We will be two years in arrears May 20th with dividends on our preferred stock. We could pay another 3 1/2%, but we are using a lot of money, and the Salmon market is not active, we have not any immediate prospect of disposing of our present stock of Canned Salmon. The writer's judgement is, not to pay a dividend at this time.

We are preparing for about the same pack as last year, just a little less.

As we have stated, the market is not in the best possible shape, but we think is recovering.

On the supply of fish from the different rivers depends whether we will have a profitable season, and how profitable. I will not venture a guess.

Our stock ought to be worth more than, I understand, it was listed last October, \$81.00, for you will see we are in pretty good shape, but the other large concerns in the same line of business, have not been making a good showing. For instance, the Pacific Packing & Navigation Company, the holders of debentures and shareholders, lost all they put into it; the assets of the Company scarcely paid receivers fees and court expenses. The Alaska Packers' Association of your City, whose stock was \$170 three years ago, is now quoted at \$41. The Col. River Packers' Association have not paid any dividends for seven years, although they are in very good shape. All this must have a bearing on prices of our stock, particularly when stock values are so uncertain.

I called at your office when in your City in January, and was very much grieved to hear of your sad loss; allow me to offer my sincerest sympathies. I missed you only a few hours in Chicago, you having left there the evening before.

I wish to thank your firm for the offer of the position to my son. He made a trip to San Francisco and met your Mr. Schoonmacher. He is ambitious and I think, of course, that he has considerable ability. He has charge of the exchange department in the Merchants National Bank of Portland, quite a good position for a young fellow. He is 26 and gets \$100.00 per month, but, as I have stated, he is ambitious and thinks that the chances for advancement are not as good as he would like. From what he said to me, I think your Mr. Schoonmacher led him to believe that there might be some chance with your goodselves in the near future.

Pardon me for being so long and mixing up my business with yours. I remain,

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

The Hon. L.P. Brodeur
Minister of Marine & Fisheries

April 12th, 1907

Sir:

Knowing the very great interest you take in the fisheries of the Dominion, and all concerned therewith, and that you feel vitally interested in all pertaining to same, we beg to submit herewith, copy of a letter written to the Rt. Hon. Sir Wilfred Laurier, together with copy of a letter received from Agent in Sydney, N.S.W., and copy of a clipping from the "Sydney Morning Herald", regarding the Preferential Tariff with the Commonwealth of Australia. This, we understand, is to be discussed at the Colonial Conference.

As is of so much importance to us Salmon Packers, being desirous to market our product to the best advantage, we could not refrain from showing our interest in same, although nothing we might write or say would give any new information on the subject.

The preference given us by New Zealand had practically given us their business in Canned Salmon, and has trebled our sales in that market, and is not costing them anything, as prices have not advanced.

Allow me to take this opportunity of thanking you for the many courtesies shown to the writer when in Ottawa. We must have caused you a great deal of trouble, as you were very busy and gave us much of your valuable time, no doubt to the detriment of your other business, for which we feel truly grateful.

I have the honour to be, Sir,

Your obedient servant,

B.C. Packers' Association.

General Manager.

William Henry Barker

Encs:

The Hon. L.P. Brodeur,
Minister of Marine & Fisheries.

Right Hon. Sir Wilfred Laurier. G.C.M.G.,
P.C.
Premier, Canada
Ottawa, Ont.

April 11th, 1907

Sir:

The enclosed copies of a letter from our Agent in Sydney, Australia, and of a clipping from the "Sydney Morning Herald", of March 11th, 1907, must be our excuse for writing you.

The possibility of the Australian Government making a change in their tariff so as to admit our Canned Salmon, free of duty and maintaining a duty on same packed elsewhere, is so attractive and would benefit us so much that we cannot refrain from doing something on the subject.

We are fully satisfied that you are aware of the benefits to Canada and particularly the Province of British Columbia, if we could have the excellent market of Australia, as we have that of New Zealand.

You are also aware that the Americans have an immense advantage over us, as they have the inexhaustible supply of Salmon in Alaska, where their annual pack will average over 2,000,000 cases per year. These they can pack and sell at a profit, at prices that allow us no profit. They have the English, Australian and other markets on an even footing with us Canadian packers, besides having their own larger country entirely to themselves.

The benefits to be derived by an exclusive market, like we have in New Zealand, would be felt all of our Province if not all of the Dominion.

We have had an interview with Mr. J. S. Larke, the Canadian Commercial Agent, and have had some correspondence with the gentleman and also with Mr. D. H. Ross, Agent at Melbourne, on this subject.

We see by the letter from our Agent at Sydney, that with your good forethought for the welfare of all in the Dominion, you have not missed us, so far from the seat of your Government.

We look forward with considerable assurance for results from the Salmon Hatcheries your Government has built, and if the results are what we anticipate they will be, we will need more and better markets for our pack.

If it is impossible to get our Canned Salmon into the Commonwealth free, a preferential tariff similar to one between New Zealand and Canada would be very acceptable.

Respectfully submitting the above and copies herewith to your courteous consideration,

I have the honor to be, Sir,

Your obedient servant,

The B.C. Packers' Association.

General Manager.

William Henry Barker

Right Hon. Sir Wilfred Laurier. G.C.M.G., P.C.
Premier, Canada.

Enclosure 1 - Letter Page 186
Messrs B.C. Packers' Association
Vancouver, B.C.

March 11, 1907

Dear Sirs:-

We are enclosing cutting taken from "Sydney Morning Herald" of even date; from which you will note that the Premier of Canada has been in correspondence with the Commonwealth re
PREFERENTIAL TARIFF.

You will be pleased to note that it is suggested fish, lumber and probably paper from your country should enter the Commonwealth absolutely free. When the two Premiers meet at the Colonial Conference in London this matter is to be gone into further; and if the two countries fix up a satisfactory arrangement, this should be of great assistance and advantage to the British Columbia Packers, as they will then have a 1/- per dozen duty in their favour against the Alaska concerns.

We do not know if any of your Principals have the ear of the Canadian politicians, but if they have it should be worthwhile pointing out to them the advantage of drawing the Alaska fish trade to Canada.

We certainly hope that the meeting of the two Premiers will result in PREFERENTIAL TARIFF being arranged as suggested, as it will mean that we will obtain the bulk of the Australian business for your good selves.

Yours faithfully,
J.T. Brown,
(sd) per. M.C.D.

J.T. Brown
63 Pitt Street,
Sydney, N.S.W.

Enclosure 2 - Letter page 186
B.C. Packers' Association

March 11th, 1907

"SYDNEY MORNING HERALD"
AUSTRALIAN TRADE MINISTERS MEETING IN LONDON.
(from our special reporter)

The Prime Minister (Mr. Deakin) and the Minister of Customs (Sir William Lyne) on meeting Sir Wilfred Laurier, the Canadian Premier in London, will discuss with him proposals for preferential trade between Australia and the Dominion. Correspondence which passed between the two Governments during the last 18 months shows that negotiations are in an advanced stage and conclusions will probably be arrived at which Mr. Deakin and Sir William Lyne will bring back with them for submission to parliament in Melbourne. The subject was pursued by Ministers with a representative of the Canadian Government, and in September Sir Wilfred Laurier cabled to Mr. Deakin that he proposed to have with him in London those of his colleagues whose departments have to deal with the questions concerned, and he presumed that Mr. Deakin would do likewise. In December, the Canadian Government would give to the Australian Government British preference on everything produced in the Commonwealth, and in return concessions were to be asked on fish, lumber, paper and agricultural implements. Fish, lumber and paper perhaps were to be absolutely free. This overture was referred to Sir William Lyne by Mr. Deakin. The Customs Department prepared reports and collected statistics which Sir William Lyne and Mr. Deakin have taken with them to London to discuss with Sir Wilfred Laurier and Mr. Fielding, Canadian Treasurer and Minister for Customs.

(no signature)

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

April 24th, 1907

Dear Sir:-

We beg to acknowledge your telegram of today's date, and beg to confirm our answer to same, copy herewith.

The "Big Fir" and "Emblem" were half- pounds, and constituted all but 91 cases of the lot; balance were talls under the "Stanley" label; all are 1905 (Big year) pack.

We ask you to see J.Alexander Gordon in Montreal, as we know that he knows about the affair. He will also inform you about the trouble we are having with Salmon sold to the Corby Commission Company under the "Clover Leaf" brand. This also is Salmon packed in 1905 on the Fraser River. The Salmon was packed at our "Acme" Cannery on the North Arm of the Fraser, and ought never to have been sent out. We had considerable trouble getting help, and things were not going right at several plants. We ran fifteen on the River - this place was rather inaccessible, and only visited twice while packing, by the writer; he had cause to find fault with their packing then, but thought he had straightened them out. Had very little trouble with the flats packed there; they were all sold to England and all taken and paid for. The Talls we kept for our Canadian trade. I had a sample case sent to the office, which opened up alright, so labelled the lot "Clover Leaf". We had one complaint in November and shipped another lot in substitution. I was all through the East and enquired about quality; called at Corby's office but he was out on this Coast; there were no serious complaints. The writer found Mr. Corby waiting for him as he wanted to contract for the coming season's requirements under the "Clover Leaf" label, which was done. However, while on his way home, he began to receive complaints. We got our Agent, Mr. Robert Henry to meet him in Montreal and have very bad reports of quality of all packed at this "Acme" Cannery; about 3,000 cases have been rejected; there probably will be more, as we furnished over 5,000 cases from this Cannery. While Mr. Henry was in Montreal he had a lot of Halves under "Emblem" and "Big Fir" label sent up from Toronto, where they had been sold to James Lumbers, and by him rejected - sent to Montreal, and had them sold by auction. Someone sent a card to the Health Officer saying the Salmon were bad - they were seized. The newspaper reports exaggerated the condition very much, stating that all were bad - such is not the case. That is why we asked you to try and avoid further publicity - as J. Alexander Gordon is Corby's Agent in Montreal and he is afraid that the Health Department will seize the rejected "Clover Leaf". We are not trying to dispose of this lot; will have labels stripped and goods stored and overhauled, and see what can be done with them.

Mr. Corby sent us a long telegram last night, stating that owing to the seizure the situation was critical, and advised the writer to come to New York immediately, which he thought best to do, and so wired them.

Mr. Corby approached us about buying their "Clover Leaf" label for Canada, and we had written him for his ideas as to value when these complaints came up. He will no doubt try to stick us. Altogether it is a bad mess; we will have to get out of it as well as we can. The matter was laid before the Board at the last meeting as you will see by the minutes. The writer expects to meet Mr. Henry at Detroit on Sunday on his way to New York. If you wish to communicate with the writer, his address will be the Murray Hill Hotel.

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

William Henry Barker

W.H.B.

G.A.Batchelder, Esq.,
Kohl Building, San Francisco, Cal.

May 20th, 1907

Dear Sir:-

The writer was called East on business, and your esteemed letter of the 23rd. ulto. was forwarded to New York, but the writer left there before receiving it. It was only received this morning; this will explain why same has not been acknowledged.

I beg to thank you for compliments paid and hope to warrant your confidence in the future. Much has been done that could have been much better done. I think perhaps you are giving me too much credit.

I am in receipt of copy of letter sent my son, offering him position in your San Francisco office; also received one from him stating he had wired his acceptance of same, and also written you. I can assure you that I feel grateful for this offer, also for the previous one, and that I feel sure the young man will do his best to gain and keep the confidence shown. I know for certain that the Banks that have employed him, speak very well of his ability and his desire to do all he possibly could for their interests and were sorry to lose him.

A dividend of 3 1/2% will be paid today. I think it would have been better to have deferred this dividend as there are no immediate prospects of turning our present stock of Canned Salmon into money, and we are using quite a lot for the coming season's pack. However, the Board thought best, and there is no doubt but what the unpaid dividends are an obligation and must be paid as soon as possible when funds are available.

Hoping for results from present season's packing to earn at least a dividend, I remain,

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

William Henry Barker

W.H.B.

D.J. Byrne, Esq.,
c/o Messrs Leonard Bros., 20 Place D'Youville,
Montreal, P.Q.

June 6th, 1907

Dear Sir:-

Referring to our shipments of Fresh Halibut to yourselves and David Hatton, we beg to say that owing to low prices realized and lost from shrinkage, as per your account sales received, and the higher rate of freight charged by the Express Companies, we are actually doing the business without profit; in fact, so far at a loss. We hope conditions will be such that you will be able to realize better prices so as to re-imburse us for losses made, and give us some profit on year's business.

Have you sent certified copies of expense bills of freight paid to the Express Company, to the Government, as per our understanding? so as to get the difference between the express charges and the rate charged car-lots by refrigerator car, which is 1 1/2 cents per pound instead of 1 cent.

Our understanding with the Government was, that they would pay us a bonus of the difference between the refrigerator -car rate and the express rate, which was at that time 1 cent per pound; since then the Express Company have raised their rate half a cent per pound.

We are relying on getting this bonus; in fact, took it into consideration when we gave you the selling price. If by asking for one and a half cents bonus we stand a chance to lose it all or if it is your judgment that we better only ask for the amount as it was understood last winter, one cent per pound, we would only ask for that amount. What we want to know is, have you done anything at all in this connection? if so, what?

As we have stated, owing to higher express charges, shrinkage and the low prices realized so far, it is absolutely necessary for us to get this bonus to come out even.

Yours respectfully,

B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

The Honourable Minister of the Department of
Trade and Commerce
Parliament Buildings, Ottawa, Ontario

June 8th, 1907

SIR:

Our Agents in Australia called the attention of your Commercial Agent at Melbourne, Mr. D.H. Ross, of the attempt of packers of salmon in Alaska to mislead the trade and public by using the word "Sockeye" on labels on salmon caught and packed in Alaskan waters.

We beg to confirm what Mr. Ross has stated, that the name "Sockeye" is a local name, and given to salmon frequenting British Columbia waters, and water of Puget Sound when on route to the Fraser River.

Sockeye Salmon are known all over the world for the richness in oil, color and flavor, and, in consequence, are much in demand, bringing the highest prices paid for canned salmon.

It is to take advantage of this demand and better prices that some of the U.S. packers in Alaska have labelled their salmon - heretofore known as "Alaska Reds" - "Sockeye". This Alaska Salmon is of good color, but altogether lacking in oil, and in no way compares with our British Columbia Sockeye.

We understand that Mr. Ross has written you regarding this matter. We beg to second his efforts in our behalf, and would ask your good offices by writing to the Australian Government, with a view to stopping these packers from using the word "Sockeye" on this Alaska fish. If they are allowed to deceive the trade and public by so doing, it will injure our trade and prices, and tend to lessen the business in this line with Australia.

We enclose herewith copies of letter between Messrs Ross and Lockyer.

Thanking you in advance, We are,

Your obedient servants,

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

William Henry Barker

E.O. Cornish, Esq.,
Messrs Simpson, Roberts & Co.,
Liverpool, Eng.

June 27th, 1907

Dear Mr. Cornish:-

Understand you are not coming out here this summer, and as your friend and correspondent, Mr. W.A. Anderson, is in England, I thought perhaps it would not be out of the way to let you know what was going on.

The deplorable state of the salmon market in the U.K. is largely the fault of the sellers; their anxiety to realize, particularly when it became necessary to move stocks so as to make room for packing; also to get funds with which to pack; the climax was reached by your friends Powells' trying to force you and others to buy their stock, by selling same at auction. The result was what might have been expected - disastrous to all concerned.

Our English correspondents write us that an effort was being made to get all sellers to agree on a minimum price, and bind themselves not to sell lower. With this object in view, a meeting was called here, and I enclose herewith copy of minutes of same. Our ideas were, that 34/- for Halves and 27/ 6 for Flats have been better than prices mentioned, but we were in the minority.

You will notice that there was not very large attendance, but the ideas of nearly all were understood.

We argued that we were not consistent, and it will cost nearly 15% more to pack this year than last; that stocks are not (illeg. word), as preparations are for a smaller pack this year than in past, and next year will be a still smaller one; that the Canadian, Australian and other markets are taking more and more, besides the people are prosperous, times are good, and (illeg. word) better able to pay good prices. Notwithstanding these facts, we make an extremely low minimum selling price. It is argued that we don't have to sell at these prices; that we will know that no one is selling lower; that as soon as the trade realizes the bottom has been reached, they will commence to buy and prices will advance. Perhaps this is so, but our ideas are, that a higher minimum price would have been better.

Stocks of Sockeye on Puget Sound are about exhausted. A large part of the expected pack there is sold at better prices than last year. Columbia River pack is oversold at 60 cents per case on talls and flats, and 40 cents on halves advanced on last year's prices. They are over 25% short of last year's quantity packed to date.

There is absolutely no reason for the present state of affairs - conditions should be reversed, and present stocks sold at good prices.

I feel that our Company should, as far as they are able, protect their customers. We look on Messrs Simpson, Roberts & Co. as one of our best ones. We trust that your firm has not suffered by the many conditions that have arisen to depress the salmon market, and hope they will be able to realize better prices for stocks held. As we have above stated, there is every reason why prices should advance and no reasonable reason for present low prices and state of affairs.

I remain,

Yours sincerely,

William Henry Barker

W.H.B.

Enc:

Honourable Wm. Templeman
Minister Marine & Fisheries, Ottawa, Ontario

July 15th, 1907

Dear Sir: -

I thank you for your favour of the 6th inst. enclosing copy of letter from Mr. Batson - contents noted.

I do not think that the New England Fish Company are selling much Halibut in the local market just now. We are taking the catch of the "Celestial Empire", amounting to 100,000 lbs. to 1,000,000 lbs. every ten days. We ship part of this fresh to Eastern Canada - Montreal, Toronto &c. We also sell quite a large quantity locally, and freeze the balance.

The writer is of the opinion that if the "Kestrel" spent more time on the Halibut Fishing Grounds, keeping the American halibut steamers (including those of the New England Fish Co.) from fishing in Canadian waters, it would be much better.

The fish in Canadian waters belong to Canadians. The "Kestrel" is not a fast boat, but we are of the opinion that she could do more than she does - perhaps stay more on the fishing grounds.

You are aware that halibut are caught on lines about 3,000 feet long; the hooks are on snoods about 5 to 6 feet long and about 9 feet apart on the line. It takes about an hour to lay out this length of line, and a much longer time to take it up, depending on the number of fish caught.

If the "Kestrel" or any patrol boat should arrive on the grounds the poachers would either be caught or lose their lines and hooks, which they would not want to do often.

We are not antagonistic to the New England Fish Co., and want to see all the money we can left in Vancouver, and do not think it would do very much good to drive them away, and let them and the other American steamers from Seattle and Tacoma catch their fish in Canadian waters. Stop the poaching as soon as possible.

Sockeyes are very late showing up on the Fraser. However, we are beginning to catch a few in the traps in the Straights. We are reliably informed that quite a few boats are fishing Sunday nights above New Westminster Bridge. Have the new regulations regarding the increased weekly closing time been sent to your officers here? We trust you will instruct them to see that the 48 hour weekly close time above the bridge is strictly enforced, as we think it is vitally important, as it will allow some of the fish to get to the Hatcheries and Spawning Grounds that pass into the lower river during the closed time there.

It will be necessary to patrol the river above the bridge Saturday and Sunday nights, so that the weekly close time will have the desired effect.

Thank you for the opportunity to express my opinion on a subject of so much importance to us,

I have the honour to remain,

Yours respectfully,

The B.C. Packers' Association,

General Manager.

William Henry Barker

G.A. Batchelder, Esq.,
c/o Messrs E.H. Rollins & Sons
Kohl Building, San Francisco, Cal.

July 23rd, 1907

Dear Sir:-

Under another cover I am sending you copy of Balance Sheet and my report.

The Annual Meeting should have been held on the 15th inst., but owing to the death of our President, Mr. Alexander Ewen, and the absence from the City of two other Directors, we could not hold a meeting of the Board to pass on Balance Sheet. The meeting was held yesterday; everything passed off harmoniously.

The shrinkage in amount of profits shown by Profit and Loss Statement of December 31st, is caused by our taking over present stock of salmon at a lower valuation.

The English market for Canned Salmon is badly demoralized, although there is no good reason for it, except that the demand has fallen off, owing to the English people taking the Chicago Meat Scandals too seriously, and the extreme anxiety of some packers to realize; many of them having their entire packs of 1906 on hand. However, we think that things are looking up and we will be able to sell at our ideas, when the results of the present season's pack is known. Markets elsewhere are in fairly good shape.

Our plants in the North have made a good start. Sockeyes are slow showing up on the Fraser River, but reports are a little better this morning. Traps in the Straits report better catches. We do not look for any serious losses from the traps this year. As you will see by my report, we have gone in with J.H. Todd & Sons, and so far the traps have done fairly well.

Allow me to take this opportunity to thank you for what you have done for my son. I trust he will prove satisfactory.

The many things that have happened to your City the past two years must have interfered very much with your business. surely the worst has happened, and things will be brighter in the near future.

Yours sincerely,

William Henry Barker

W.H.B.

AEmilius Jarvis & Co.,
McKinnon Building, Toronto, Ont.

July 23rd, 1907

Dear Sir:-

I thank you for your favor of the 15th inst., also for message to Mr. Ker, asking that the honor - being President of our Company - be given to me. The Board kindly followed your suggestion and elected me a Director and then President. I can assure you that I value the appointment very much, and appreciate the recognition of service rendered. I sincerely hope that we will have a fair season, so that we can continue paying dividends and get the Company on a sound basis.

Owing to Messrs Braid and Sweeny being away and Mr. Ewen's death, we were unable to hold a meeting of Directors, so had to postpone the Annual Meeting until yesterday, when everything passed off harmoniously. Copy of minutes were sent to you by Mr. Ker together with Balance Sheet and my report.

The shrinkage in amount of profits as shown by Profit & Loss Statement, 31st December is caused by our putting stock of Canned Salmon at a lower valuation.

The English market for canned salmon is badly demoralized. There seems to be no good reason why this should be so, except that the demand has fallen off some through the Chicago Meat Scandal, and the anxiety by some packers to realize; many of them having their entire packs for 1906 on hand. We may not sell much to England until the result of present pack is known. Our sales to Australia and New Zealand are very satisfactory. We made prices for Eastern Canada last night - where our sales - subject to price being satisfactory - are quite large. We hope and expect that most of these sales will be confirmed.

Advices from the North are that fishing is better on the Skeena, Rivers Inlet, good - looks as if they would make their pack. We have no very late advices from Lowe Inlet, - Bella Coola - but they had made a fair start.

We have done very well with Light Pickled Salmon, which is all sold, taking it altogether, the North has a very fair start.

Sockeyes are late showing up on the Fraser River; very little has been packed to date; it is not to late yet, we still have time to make a fair pack.

Yours sincerely,

William Henry Barker

W.H.B.

E.W. Rollins, Esq.,
c/o Messrs E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

July 23rd, 1907

Dear Sir:-

You have learned of the death of Mr. Ewen from Mr. Jarvis, as he wired Mr. Ker that you concurred with him in asking that the writer be given that position. The Directors kindly followed your suggestions, electing me to the Board and then President. I wish to thank you for your confidence shown in doing me that honor. I sincerely hope that the supply will be available, so that we can make a good showing again this year. It is my ambition to get the Company on a sound basis.

Owing to the death of Mr. Ewen and the absence of Messrs Sweeny and Braid from the City, we were not able to hold a Directors' Meeting to pass on Balance Sheet, so could not hold the Annual Meeting on the 15th inst: it was postponed until yesterday, when everything passed off harmoniously. Copy of minutes, Balance Sheet, and my report have been sent to you.

The shrinkage in the amount of profits as shown by Profit & Loss Statement, 31st December last, is caused by our putting the lower evaluation on stocks of Canned Salmon.

The English market for Canned Salmon is badly demoralized. There seems to be no good reason for this, except that the demand has fallen off, caused by the Chicago Meat Scandals, (which the English people took too seriously), and the extreme anxiety by some packers to realize; many having their entire packs of 1906 on hand.

We have every reason to expect the English market to revive, but we do not expect to sell much there until the result of present pack is known.

Our sales elsewhere are satisfactory. Our Canneries in the North have all made a fair start, and are in good shape to take care of what comes.

Sockeyes are late showing up on the Fraser River, but it is not too late, we still have time to make a fair pack. We think there will be no loss on traps this year, as they have not been doing bad so far, and we are in light this year.

Yours sincerely,

William Henry Barker

W.H.B.

F.W. Rollins, Esq.
c/o Messrs E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

July 31st, 1907

Dear Sir:-

I thank you for your kind letter of the 24th inst., and can only say that I will try to merit your good opinion.

As you are aware, the Sockeye season is a little earlier in Northern British Columbia than it is on the Fraser River. The writer made his round of the Northern plants, and found them all in good shape and a fair start made. Since then the "run" has slacked up on some of the streams, but on the whole they will do fairly well North. On the Fraser, the Sockeye run is late. We have done some packing and as Sockeyes are showing up at the traps, in the Straits, it looks as if they were late and we might expect them yet. If we get a fair pack on the Fraser, we may yet earn a dividend, but cannot say at this writing.

We will not make much, if any, loss at the traps, and may make a profit, as they have done fairly well to date.

The English market is not as good as we could wish, but it seems to be picking up a bit. One of our large competitors cut our prices in Eastern Canada, but we do not think it will be necessary to meet this cut. We have sold our usual quantities in Australia and New Zealand, so taking it altogether things might look worse. Of course, a great deal depends on what we get here on the Fraser. We may yet be able to get as much as we did last year.

Again thanking you for your congratulations, and hoping that your Mr. E.W. Rollins has fully regained his health.

I remain,
Yours sincerely,

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

August 23rd, 1907

Dear Sir;-

I beg to acknowledge your telegram of today's date reading "What do you estimate our pack will be?" to which I made answer "Have packed hundred and eight thousand, expect to pack twelve thousand Cohoes additional." which I now confirm.

The season has been a very poor one all around, not limited to British Columbia. Alaska will make a short pack, from present indications fully 40% short. Columbia River fully 40% and Puget Sound fully 50% short of last year's pack. The British Columbia pack of Sockeyes is about 40% short of last year, and will total about 290,000 cases -- other species -- or off fish, will swell this amount some, perhaps Eighty Thousand cases.

We have done comparatively well all round, Fifty-three Canneries were operated altogether in B.C., 31 North and 22 on the Fraser -- so taking the pack, counting everything -- 370,000 cases makes an average of less than 7,000 cases to the Cannery. We are operating 12 Canneries, and will probably have 120,000 cases, which is an average of ten thousand to the Cannery, reducing the average outside ourselves to 6097 cases.

We have not finished packing at all of the places, as we will pack Cohoes at Lowe Inlet, Bella Coola, Alert Bay and one Cannery on the Fraser. Our pack to date is 75,650 in Northern B.C. and 32,402 cases on the Fraser River, making a total of 108,052 cases, nearly all of which are sold. There was some little enquiry in England (which has since subsided) when the shortage of this year was realized, we sold about 32,000 cases of goods carried over, which with sales made to Eastern Canada, Australia and New Zealand will give us money enough to pay off everything and should have a balance. We have also packed 369 Tierces or about 150 tons Mild Cured Spring Salmon on the Skeena River, and have frozen about 800,000 Lbs. of Halibut, besides having shipped about 25 cars fresh. We expect to freeze four or five hundred thousand Lbs. of Cohoes yet. The trap proposition in the Straits, worked jointly with Todd, came out all right and think will show a small profit. So taking everything into consideration, short pack, scarcity of labor, higher cost of materials, poor market in England and the fact that the A.B.C. (Bell-Irving) cut our prices in Eastern Canada, we will not do so badly. It is of course too early to say how we will come out. There will be some fishermen's accounts and the Chinese will not have worked out their advances, which were heavy as Chinese help was very scarce.

As before stated, the result of the year's business should show a small profit, but we cannot tell until towards the end of the year, when we have gotten in all our accounts and close up the books.

The writer is asked at times if there are any sales of Stocks and at what prices, and would thank you to let him know if any has been sold and prices, Preferred and Common. A lot of 150 shares was for sale in San Francisco by a Mr. Ames, he had refused 60, but would take 65 for all or part.

Yours respectfully

General Manager.

William Henry Barker

W.H.B.

Messrs. E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

August 30th, 1907

Dear Sirs:-

I am in receipt of your telegram of the 28th inst., reading :-

"Can you obtain bid on thirty-three shares packers preferred". Notwithstanding the fact that the present is a bad time to dispose of any kind of stocks - particularly Salmon packers, owing to the very poor season - the writer tried several likely parties, but could get but one offer of fifty, and was compelled to wire you:- "Cannot get over fifty. Money scarce. Salmon season poor" which I now confirm.

The season has been a very poor one all round, not limited to British Columbia. Alaska will make a short pack, from present indications fully 40% short. Columbia River fully 40% and Puget Sound fully 50% short of last year's pack. The British Columbia pack of Sockeyes is about 40% short of last year, and will total about 290,000 cases -- other species -- or off fish, will swell this amount some, perhaps eighty thousand cases.

We have done comparatively well all round. Fifty-three canneries were operated altogether in B.C., 31 North and 22 on the Fraser -- so taking the pack, counting everything -- 370,000 cases makes an average of less than 7,000 to the Cannery. We are operating 12 Canneries, and will probably have 120,000 cases which is an average of ten thousand to the Cannery, reducing the average outside ourselves to 6097 cases.

We have not finished packing at all the places, as we will Cohoes at Lowe Inlet, Bella Coola, Alert Bay and one Cannery on the Fraser. Our pack to date is 75,650 in Northern B.C., and 32,402 cases on the Fraser River, making a total of 108,052 cases, nearly of which are sold. There was some little enquiry in England (which has since subsided) when the shortage of this year was realized. We sold about 32,000 cases of goods carried over, which with sales made to Eastern Canada, Australia and New Zealand, will give us money enough to pay off everything, and should leave us a balance. We have also packed 369 Tierces or about 150 tons Mild Cured Spring Salmon on the Skeena River, and have Frozen about 900,000 lbs. of Halibut, besides having shipped about 25 cars fresh. We expect to freeze eight or nine hundred thousand lbs. of Cohoes yet.

The trap proposition in the Straits worked jointly with Todd came out all right, and think will show a small profit. So taking everything into consideration, short pack, scarcity of labor, higher cost of materials, poor market in England and the fact that the A.B.C. (Bell-Irving) cut our prices in Eastern Canada we will not do so badly. It is, of course, too early to say how we will come out. There will be some fishermens' accounts, and the Chinese will not have worked out their advances which were heavy as Chinese help was very scarce.

As before stated, the result of the year's business should show a small profit, but we cannot tell until towards the end of the year, when we have gotten in all our accounts and close up the books.

Our pack to date is about 112,000 cases. We expect to pack about 10,000 cases of Cohoes. If we succeed in doing this, our pack will be 122,000, which we consider, under the circumstances, not a bad showing.

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

William Henry Barker

W.H.B.

Encs:

Geo.A.Batchelder, Esq.,
c/o Messrs E.H. Rollins & Sons
Kohl Building, San Francisco, Cal.

September 3rd, 1907

Dear Sir:-

As per promise made, to give you as soon as possible, results of the season's business, I herewith submit results of same so far.

The season has been a very poor one all round, not limited to British Columbia. Alaska will make a short pack, from present indications fully 40% short. Columbia River fully 40% and Puget Sound fully 50% short of last year's pack. The British Columbia pack of Sockeyes is about 40% short of last year, and will total 290,000 cases -- other species -- or off fish, will swell this amount some, perhaps eighty thousand cases.

We have done comparatively well all round. Fifty-three canneries were operated altogether in B.C., 31 North and 22 on the Fraser -- so taking the pack, counting everything -- 370,000 cases makes an average of less than 7,000 cases to the Cannery. We are operating 12 Canneries, and will probably have 120,000 cases, which is an average of ten thousand to the Cannery, reducing the average outside ourselves to 6097 cases.

We have not finished packing at all the places, as we will pack Cohoes at Lowe Inlet, Bella Coola, Alert Bay and one Cannery on the Fraser. Our pack to date is 79,230 in Northern B.C., and 35,470 cases on the Fraser River, making a total of 114,700 cases, nearly all of which are sold. There was some little enquiry in England (which has since subsided) when the shortage of this year was realized. We sold about 32,000 cases of goods carried over, which with sales made to Eastern Canada, Australia and New Zealand, will give us money enough to pay off everything, and should leave us a balance. We have also packed 369 tierces, or about 150 tons Mild Cured Spring Salmon on the Skeena River, and have frozen about 900,000 lbs. of Halibut, besides having shipped about 25 cars fresh. We expect to freeze eight or nine hundred thousand lbs. of Cohoes yet.

The trap proposition in the Straits, worked jointly with Todd, came out all right, and think will show a small profit. So taking everything into consideration, short pack, scarcity of labor, higher cost of materials, poor market in England, and the fact that the A.B.C. (Bell-Irving) cut our prices in Eastern Canada, we will not do so badly. It is, of course, too early to say how we will come out. There will be some fishermen's accounts, and the Chinese will not have worked out their advances, which were heavy, as the Chinese help was very scarce.

As before stated, the result of the year's business should show a small profit, but we cannot tell until towards the end of the year, when we have gotten in all our accounts and close up the books.

Yours respectfully,

The B.C. Packers' Association.

William Henry Barker

W.H.B.

Messrs. E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

October 8th, 1907

Dear Sirs:-

I beg to acknowledge your wire of the 7th inst.:-

"Please telegraph our San Francisco Office immediately best
bid one hundred fifty shares British Columbia Packers
preferred. Answer".

The writer scarcely knew where to look for anyone who would make offer; he made some enquiries but could not get any offer, and begs to confirm telegram sent to your San Francisco Office, copy herewith.

Money is in big demand here, eight and nine per cent obtained on first class security. There are very few investors, except where there are chances for large returns.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

Messrs. E.H. Rollins & Sons
Kohl Building, San Francisco, Cal.

October 8th, 1907

Dear Sirs:-

I am in receipt of a telegram from your Boston Office reading:-

"Please telegraph our San Francisco office immediately
best bid one hundred fifty shares British Columbia Packers
preferred. Answer".

After making enquiries in likely quarters, the writer found it impossible to obtain any kind of an offer, and was compelled to wire you as per enclosed copy.

Money in big demand here; investors very few, except where there are chances for large returns, like timber and coal lands, etc. Sorry that I was not able to get an offer.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

October 23rd, 1907

Dear Sir:-

Referring to your favor of the 18th inst., and the clipping from the "Montreal Star". The writer is compelled to admit that what Mr. Babcock says is fully born out by the very small pack made on the Fraser River the past season. Mr. Babcock takes a very pessimistic view of the situation, no doubt caused by his desire for more stringent regulations, and to remind those interested what he foretold and expected.

The early fish always go the farthest up the rivers and get to the spawning grounds as near the head waters as possible. Stuart Lake, where the Dominion Hatchery is being built, is in the Babine country, quite near the head waters of the Skeena River. The Quesnell Lake (above the dam, by which the fish pass up the fish-way), Seaton Lake, where the Provincial Hatchery is located, and Granite Creek on the Shushwap on the Thompson River, are all a long way up the Fraser. Very few sockeyes reached the above mentioned places this year; in fact, not very many do go so far up on the "off" or poor years, but less than usual have reached there this year.

The Hatcheries, one at Pemberton called the "Birkenhead" on the Lillooet Lake and the one at Harrison Lake have done very well, having at last report taken, 30,000,000 eggs. Owing to favorable conditions of the water they secured all the fish that got to them, so that the natural grounds above them are not so well seeded. The "Bon Accord" Hatchery still lower down ought to do fairly well. The three upper Hatcheries will get some, so, considering the very poor run of Sockeyes this season, the Hatcheries will do remarkably well.

We feel quite satisfied that the extra twelve hours weekly close time above New Westminster Bridge can be credited to the good supply at Birkenhead and Harrison Lake.

This new regulation was not enforced early in the season. After complaints were made, through the Fraser River Cannery Association and by ourselves direct, Sunday night fishing was stopped above the New Westminster Bridge, and what Sockeyes had gotten that far were allowed to go up unmolested. We feel satisfied that if fishing above New Westminster Bridge was prohibited, there would be an abundant supply for both Hatcheries and natural grounds.

We feel well satisfied that our trip to Ottawa last Spring has resulted in much good to the business; one result, the extra 12 hours weekly close time above the Bridge.

We should not be surprised at the poor season on the Fraser. We shall probably have a few more before we get results from the Hatcheries.

We have packed a little over 137,000 cases; we expect to pack 1,000 cases more which will make our total pack 20,000 cases less than last year. We have sold our carryover from last year and most of this season's pack. We will have unsold less than 20,000 cases. Will have money enough to pay all we owe and should have a nice balance.

The cost of packing has been high, caused principally by the short pack on the Fraser and Rivers Inlet. Materials of all kinds and labour were also much higher.

While the prices for canned salmon were better than last year, still they will not make up for increased cost.

We packed more Light Pickled Spring Salmon on the Skeena River, all sold and delivered; also have frozen more Halibut and Salmon in our Cold Storage, which is all sold. We have shipped more Fresh Halibut than we did last year. We lost no money on our traps, and the fish received from them, this poor year, were more than acceptable.

Taking it all together, we have not done so badly and will make some money and be able to pay a 3 1/2% dividend and leave our working capital in good shape.

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

The Honourable L.P. Brodeur
Minister of Marine and Fisheries, Ottawa

October 28th, 1907

SIR:-

We beg to recall your mind to the visit of the writer to Ottawa last February and March, and conferences held with your goodself regarding shipments of Fresh Fish to Eastern Canada, in which you seemed very much interested and wished to encourage.

You kindly promised the writer a bonus of one cent per pound on express charges paid on all fresh fish shipments made. We had a hard time with these fresh fish shipments at first, selling them in Montreal as low as six and half cents per pound less commission and cold storage charges, after paying three cents per pound expressage - we would not have been able to have gotten started but for the promised assistance.

As you see, we have made a good start, thanks to your foresight in offering us this bonus, as, without it, we doubt very much if we could have done any business at all. It has done two things, encouraged the business of Fresh Halibut shipments from here, and given the people of Eastern Canada a cheap article of food.

We found it necessary to make very low prices in order to do business at all; then the Dominion Express raised their rate from 2 1/2 cents to 3 cents per pound car-load quantities, which would have put us out of business had it not been for your promise to take care of part of this charge for expressage or freight.

We enclose herewith certified statement of amounts shipped, also names and addresses of consignees. All these shipments were consignments. The bonus was taken into consideration in making prices and will bring us out without loss, but very little profit on the season's Fresh Fish Shipments.

Thanking you for consideration of the enclosed statement and account,

We remain,

Yours respectfully,

The B.C.Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Enc:

Dominion Government
Department of Marine and Fisheries,
OTTAWA.

October 28th, 1907

[Enclosure to letter on pages 226 and 227.]

To Bonus on Fresh Fish shipped from
British Columbia to Eastern Canada
as per statement herewith
649,409 lbs. @ 1 cent per lb. \$6494.09

Vancouver, B.C.,
28th October, 1907.

The following is a list of Fresh Fish Shipments which went forward in Car lots from the B.C. Packers' Ass. - New Westminster throughout the season of 1907

Shipped	Total	Total	Hatton&Co.	Leonard	JamesCo	White&Co.
	c/s	Lbs.	c/s	Lbs.	c/s	Lbs.
Apl. 26	62	27900	30	13500	32	14400
30	64	28800	25	11250	39	17550
May 7	50	22500	25	11250	25	11250
May 7	50	22500			35	15750
18	56	25200	21	9450	35	15750
20	50	22500			35	15750
27	50	22500	20	9000	30	13500
28	45	20250			40	18000
June 7	47	21150			47	21150
7	47	21150	10	4500	37	16650
18	55	24750	25	11250	30	13500
18	45	20250			45	20250
26	55	24750	25	11250	30	13500
July 4	55	24750	25	11250	30	13500
5	47	21150			47	21150
16	47	21150	10	4500	37	16650
29	47	21150			47	21150
29	47	21150	10	4500	37	16650
Aug 8	47	21150	15	6750	32	14400
8	47	21150			47	21150
19	50	22500	15	6750	35	15750
20	47	21150			47	21150
Sept 2	50	22500			25	11250
2	55	24750	15	6750	40	18000
18	60	27000			60	27000
18	55	24750	20	9000	35	15750
Oct 3	50	22500			50	22500
3	50	22500	50	22500		
	1430	643500	341	153450	554	249300
					475	213750
					60	27000

D.Hatton&Co., Montreal		341 c/s	153450 Lbs.
Leonard Bros.	"	554 "	249300 "
F.T. James Co., Toronto		475 "	213750 "
White & Co.,	"	60 "	27000 "

TOTAL FRESH HALIBUT SHIPPED 1430 " 643500 Lbs.

Fresh Salmon shipped:-

Hatton & Co. 1525 Lbs.

Leonard Bros. 2884 "

F.T. James 1500 "

TOTAL FRESH SALMON SHIPPED 5909 Lbs.

GRAND TOTAL 649409 Lbs.

George Cassidy of the city of New Westminster in the Province of British Columbia Manager of the B.C. Packers' Cold Storage at New Westminster do solemnly declare that the above statement is a correct and true one of the amount of Halibut and Salmon shipped during the season of 1907 from the Company's Cold Storage plant at New Westminster B.C. Declared before me this 25 of Oct. 1907.
Signed J. Kennedy George Cassidy

George Cassidy

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

2nd. November, 1907

Dear Sir:-

We beg to acknowledge your telegram of today's date reading:-

"If you intend paying mistake not to do it on proper date or at least declare it."

and we confirm our reply as follows :-

"Think advisable not declare dividend until end year. Will then know exact standing".

Several of the Directors are out of town. The writer conferred with Mr. Sweeny upon receipt of telegram yesterday from the Toronto Safe Deposit & Agency Co. Mr. Sweeny agreed with the writer that it would be better to wait until the books were closed when we would know exactly how we stood. Mr. Sweeny and Mr. Murray are anxious that we should pay them up as soon as possible, Mr. Sweeny stating that it would be inadvisable to pay a dividend until we had paid the Banks off. We now owe the two Banks \$150,000.00. We have Salmon sold considerably in excess of this amount.

Referring back to the dates the dividends have been paid, we find that they were paid as follows:-

1903, March 4th

1906, May 20th and November 20th

1907, January 31st and May 20th.,

so that taking previous dates as a precedent, the dividends have been paid on other dates than May and November.

Yours respectfully,

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

William Henry Barker

W.H.B.

Chas. E.L. Porteous, Esq.,
Street Railway Chambers, Montreal, P.Q.

December 12th, 1907

Dear Sir:-

Your favor of the 4th inst. received and contents carefully noted.

The writer must plead guilty to the indiscretion of telling Mr. Jarvis that he thought the outcome of the season's business would show profit enough to pay a dividend. Mr. Jarvis has probably said, in answer to enquiries, that a dividend would be paid. We will have to wait until our books are closed before we can tell what profit has been made. The writer will be more careful in future in saying what he thinks.

I find that dividends have been paid on the following dates:-

March 4th, 1903, 6 months.
May 20th, 1906, 1 year.
Nov. 20th, 1906, 1 year.
Jan. 31st, 1907, 6 months.
May 20th, 1907, 6 months.

It would seem that dividends have been paid on other dates than 20th May and November.

We have in Banks here to our credit ----	\$30,076.21
Drafts for collection in Eastern Canada	\$11,454.19
" " " England & Australia	\$42,716.35
Due for Salmon sold to local Merchants	\$ 4,252.43
Salmon now loading for England & New Zealand for which we will be paid cash	\$50,000.00
	\$138,499.18

We have also quite a quantity of Salmon sold to Eastern Canada for later shipment; also Frozen Halibut, Salmon and other fish (all sold). Value about \$25,000.00. Also some 15,000 cases Canned Salmon, unsold, worth upwards of \$100,000.00. Then, of course, we have our inventories which should be about the same as last year.

We expect to have our books closed and audited shortly after the 31st December, when we will know exactly how we stand.

The writer thinks it would have been unwise to have paid a dividend on the 20th November. We were then indebted to the Banks; even at this time there are some drafts unpaid, for which we have been given credit. We have been very fortunate so far, as nearly all our drafts have been paid promptly. We scarcely think the Banks would have wished us to pay a dividend while we owed them, as they were anxious to get in their money.

I thank you very much for the expression of confidence, and trust that you will have no reason to change your opinion. I can only say that it is my highest ambition to see the Shareholders get all their back dividends at the earliest possible moment, always taking into consideration the welfare of the Company in so doing.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

December 24th, 1907

Dear Sir:-

I beg to acknowledge your favor of the 18th inst., together with copies of letters, Messrs Holt and Porteous, regarding dividends. The latter gentleman wrote me also, and I enclose herewith copy of my answer.

As I stated to Mr. Porteous, we expect to have our books closed shortly after the end of the year, when we will know exactly how we stand.

Taking into consideration the extremely poor run of Sockeyes on the Fraser River (almost a failure) and only fair runs on the Northern rivers, in consequence of which, all our standing charges have the smaller pack to be divided into, making them correspondingly higher. Then the increased cost of materials, labor, and strikes we had with the Indians, all make the cost of production much higher than heretofore; the higher prices received for the goods do not make up for the increased cost.

We have a small balance in the banks to our credit and about \$100,000.00 for collection; also \$250,000.00 in stocks sold and unsold, so that we are in fairly good shape.

We will mail you a copy of the balance sheet just as soon as we can do so.

There is a misunderstanding as to dividend dates - Nov. 20th is too early - at that time this year we owed the Banks about \$150,000.00; with financial conditions as they were then, the uncertainty of collections, we are sure they would not have wanted us to have borrowed money to pay dividends.

The writer thinks that we are in excellent shape financially, and hopes we will continue so.

Of course the back dividends are due to the Shareholders, and are an obligation; it is the writer's highest ambition to see them paid up - it can be better accomplished by keeping a good working capital.

Regarding the Salmon streams in Siberia. The writer knows little that is absolutely reliable. A representative of Mr. E. N. Jaliehanin, who has a concession from the Russian Government for the mouth of Amur River - said to be the best salmon river in Siberia - called upon the writer, and at his request, left a written statement of the proposition, copy of which I enclose.

The same proposition was made to several parties, some of whom are well known to the writer - he thinks they are being looked into - it will surprise him very much if they are taken up.

These Russians are, to use a slang expression "great grafters"; they seem to have quite an idea of the value of their exclusive privileges. The quality of their best fish is not equal to our British Columbia River Sockeye.

The writer knows two people who have gone into this Siberian Salmon Fisheries, one of whom made a trip to Russia. Parties from Vancouver have also investigated - going to Siberia - but without any results so far.

The concessionaires value their concessions too highly, wanting sure profit - the parties furnishing the capital to take all the risks. For instance, in talking with Mr. Koucheravy, his ideas of cost of pack - entirely too low - and value of finished product - too high - showing enormous profits.

I scarcely think it would be wise to seriously consider anything in this line at present.

Wishing you the Compliments of the Season, and a more prosperous New Year,

I remain,

Yours respectfully,

William Henry Barker

W.H.B.

Encs:

AEmilius Jarvis
McKinnon Building, Toronto, Ont.

January 7th, 1908

Dear Sir:-

I beg to acknowledge your favor of the 31st ulto. The Auditors are busy on our books and promise to be through by the end of the week; anyway, in time for Directors' Meeting on the 14th inst. A copy of Profit & Loss Statement will be mailed you as soon as possible.

Owing to short pack - almost a failure on Fraser River the large quantity of cheaper grades packed, the increased cost of materials, labor and fish, and our total pack about 140,000 cases has to stand all fixed charges, I am afraid our showing will not be as satisfactory as we expected.

I thank you very much for suggesting a holiday and a trip East at Company's expense. The writer made a trip last Spring, spending a month at Ottawa and found it anything but agreeable work. There were several other representatives there besides the writer. One, Mr. A.E. Todd, was very energetic. We no doubt accomplished something for the business as a whole, and actually made expenses by getting duty of wire-netting refunded.

The writer thought he had done a great deal more, as Mr. L.P. Brodeur seemed so much interested in Fresh Fish, especially Halibut shipments - he had obtained from the Government \$25,000.00 to encourage the catching and marketing of Fresh Fish. As soon as I heard this I thought we were entitled to some of that money. I had several interviews with the Minister, who met two of our Montreal Agents, to whom a large part of the Fresh Fish (mostly Halibut) were shipped. Mr. Brodeur had me see a deputy, Mr. Venning, with whom I went over the whole business, explaining to him how we were shipping, by express, in car-load quantities, and entirely different to Eastern Canada. It was arranged that we were to get a bonus of one cent per pound - which at that time was the difference between express charges and freight - Fresh fish must make best possible time.

I was in Ottawa over a month. Just before leaving I again saw the Minister and asked him if we could depend upon getting the one cent per pound bonus. Before answering he thought and then said "Yes, I think you can, as I have made up my mind to do it. I have the money, and you people in the West are certainly entitled to some of it".

I told the Minister that in order to get the fresh Halibut business started, we were forced to make extreme low prices, and would depend on the bonus.

Some time in October we sent a statement of our Fresh Fish shipment; totalling 649,409 lbs., and an invoice for \$6,494.09. Some time after we received a letter signed by Col. Gordeau, turning us down, stating that we were mistaken; that the matter was not finally settled until some time after the writer had left; that the bonus was to build up the business until such times as car-load shipment could be made, and as we had shipped altogether in car lots, we were past any assistance. This was the substance of letter received.

The facts are, the writer had never discussed the matter with Col. Gordeau, but with the Minister himself and Mr. Venning, who knew we shipped in car-load quantities; what express charges we paid; making notes; everything was or seemed to be, fully understood.

The writer has come to the conclusion that these politicians are good at promising, but use their pleasure about keeping what they promise. The writer does not like that kind of people; in fact, that business is disagreeable to him - kind of two-faced, and he would rather do most anything else.

Last year he arrived home with a terrible cold, besides, there are many things to do here even at this time of the year.

You will probably say that the writer ought to start immediately for Ottawa, and insist of fulfillment of promises made to get that \$6,494.00. If he thought that he could do it, you can rely that he would try.

We have written our Agent in Montreal - one of the parties that the Minister talked with - have sent him a certified list of shipments - Mr. D.Byrne of Leonard Bros; he is now working on it.

Yours respectfully,

B.C.Packers Association,

General Manager. William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.
McKinnon Building, Toronto, Ont.

January 14th, 1908

Dear Sir:-

Enclosed please find Proforma Profit & Loss Account and Proforma Balance Sheet, as shown by books December 31st, 1907.

Our pack for season was 139,805 cases, made up of 89,620 cases Sockeyes and 50,185 cases Cohoes, Pinks and other cheap fish. There is very little profit in the cheaper varieties as the cost of packing is the same; in seasons like last, the poorer fish cost as much as the Sockeye - Packers being anxious to use up cans and materials. To illustrate more clearly, our pack in:-

1906 - 159,547 Cases - 123,905 cs. Sockeyes; 35,642 cheaper fish.

1907 - 139,805 " - 89,620 " " 50,185 " "

which shows the larger proportion of cheaper grades packed.

Our average cost per case, including all charges and all different styles and qualities was, in 1906, \$4.97, while in 1907 it was \$5.13.

Average prices realized in 1906 were \$5.97 per case; in 1907, \$5.44 per case. These figures show how the quality as well as quantity packed affects profits.

The cost of maintaining the Canneries not operated on the Fraser River, is quite heavy, being about \$12,600.00.

You will note that a large part of our profits are from Fresh, Frozen and Mild Cured Fish - Halibut and Salmon. The demand for Fresh Fish is increasing, as well as for Frozen Fish. We hope to increase our business in these lines.

We hold our Board Meeting this afternoon, and expect a six months' dividend will be declared.

Our finances today are:-

Canadian Bank of Commerce, Open Account-----	\$ 6,162.84
do Savings "	30,000.00
do for Collection -----	12,102.00
Bank of Montreal Open Account -----	14,215.90
do Savings Bank -----	30,000.00
do for collection -----	12,463.66
Canadian Bank of Commerce, London Drafts -----	28,813.12
Australian Collections (net) -----	27,015.85
	\$160,773.37

We do not owe very much and are beginning to use money on coming season's business.

While results are not quite what we would wish - we had hoped to pay a full dividend - still the Company is in good shape as you will see by our liquid assets.

Yours respectfully,

B.C. Packers Association.

General Manager.

William Henry Barker

B.C. Packers' Association.

W.H.B.

Encs:

Messrs. E.H. Rollins & Sons
19 - 21 Milk St. Boston, Mass.

January 20th, 1908

Dear Sirs:-

Replying to your favor of the 14th inst., I beg to inform you that a dividend of 3 1/2% on the Preferred Stock, payable the 28th February, was ordered on the 14th inst. Copy of minutes of meeting was mailed your Mr. E.W.Rollins, and which you will have seen before this.

I enclose herewith copies of Pro-forma Profit & Loss Statement and Balance Sheet as shown by our books December 31st. These should have been sent to Mr. E.W.Rollins, and I would ask you to kindly see that he gets them.

The showing is not quite as satisfactory as the writer would have had it. The cause is, decreased pack and a very large proportion of cheaper grade salmon packed, on which there is very little profit.

Our total pack was, 139,805 cases - 50,185 cases of which were the cheaper grades; while in 1906 our pack was, 159,547 cases - only 35,642 cases of these were cheap grades.

You will note that a large part of our profits are from Fresh, Frozen Fish (Halibut and Salmon) and Mild Cured Salmon. The demand for Fresh Fish is increasing, and we hope to increase our business in these lines. The writer would call the attention of your Mr. E.W. Rollins to this.

The cost of maintaining the idle Canneries on the Fraser River was quite heavy, being about \$12,600.00.

Our liquid assests you will see are about \$640,000.00. Our stock of unsold Salmon is here and all good stock, which we could sell any time, but feel sure we can get better prices later on.

Taking everything into consideration, the Company is in very good shape.

Yours respectfully,

B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B

Encs:

The Manager,
Bank of Montreal, Vancouver, B.C.

February 7th, 1908

Dear Sir:-

Referring to our conversation with Mr. Cronyn of this morning, regarding last season's operations, etc., we beg to state that since February, 1907, a further dividend of 3 1/2%, amounting to \$44,430.82 was paid on May 20th 1907. This dividend brings the interest due on Preferred Shares to November 20th, 1905. A further dividend of 3 1/2% was authorized by the Directors at the beginning of January, and will be paid on the 28th inst.

We beg to enclose herewith a statement showing liquid assests held by this Association at December 31st, 1907, which we think explains itself.

For your information, the Adjustment Account debited with \$8,760.75 was on account of several parcels of 1905 pack, some of which were not up to standard, and the above amount is difference between what the goods were taken to account and what they were sold for.

Our pack was 139,805 cases, over 50,000 of which were of the cheaper varieties of fish, such as Cohoes, Pinks, &c., on which there is little or no profit, as cost of packing and everything except fish, is same as for the higher grade. Taking into consideration the short supply of Sockeye Salmon; the up-keep of idle plants, etc., the results, while not being what we would have them, might have been worse.

The amount of ova taken at the Hatcheries, considering the extremely poor run of 1907, was very good - upwards of 50,000,000 eggs were taken at the Fraser River Hatcheries; 14,000,000 on Rivers Inlet; 5,000,000 at Nimpkish (this Company's private hatchery), and 10,000,000 on the Skeena.

Just at spawning time, everything was favorable for the different hatcheries, so that most of the Salmon were secured and very few allowed to spawn naturally - that is in the vicinity of the hatcheries; the natural spawning grounds were not very well seeded.

The coming season is expected to be another poor one; we are preparing for a small pack, 150,000 cases. We expect to need about the same amount of money we used last season.

Stocks of Canned Salmon are lightest they have been since 1902. In view of short pack expected, prices for Canned Salmon ought to be better.

Since the beginning of the year we have made some sales at better prices than we had taken then to account, and expect still btter [sic] prices for stocks still unsold.

As the market for Fresh and Frozen Halibut and Salmon is growing, our Cold Storage at New Westminster was too small for our business last year - we had to move up quite a large quantity to Vancouver, and paid as high as \$500.00 per month storage, besides expense of moving.

We have let a contract for an addition to present plant that will double our capacity. We think this expenditure is warranted, as this part of our business showed a large part of profits earned last year.

Yours respectfully,
B.C. Packers' Association,

General Manager.
Vancouver, B.C.,
February 7th, 1908.

William Henry Barker

W.H.B.

Encl:
STATEMENT OF LIQUID ASSETS OF THE BRITISH COLUMBIA
PACKERS' ASSOCIATION AS AT DECEMBER 31st, 1907.

Stock of Salmon on hand June 30th, 1907	38,081 Cases
Salmon packed during Season 1907	139,805 "
" purchased from outside sources	17,270 "

	195,156	"	
Salmon sold during 1907	157,727	"	
Leaving on hand December 31st, 1907.	<u>*37,429</u>	"	

			* (20,000 of these sold but not delivered)
Value of Salmon on hand Dec. 31st 1907-37, 429 Cases	\$239,750.62		
" " Frozen Fish on hand at New Westminster	34,083.38		
			<u>\$273,834.00</u>
Balance due on Salmon shipped to Australasia	84,029.74		
" " by Bank of Montreal, Open Account	\$21,954.39		
" " " Can. Bank of Commerce," "	24,067.39	46,021.78	
Amount of Drafts on Collection Bank of Montreal	<u>17,124.57</u>		
" " " " " " Can. Bank of Commerce	12,338.35	29,462.92	

Cash on hand at Canneries and Head Office	1,143.94		
Balance due by Sundry Debtors	35,346.28		
Less amount due Sundry Creditors	22,261.54	13,084.74	

Total amount of Inventories of Nets, Packing Materials, etc.	183,988.19		
			<u>TOTAL----\$631,565.31</u>

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

March 14th, 1908

Dear Sir:-

When Mr. E.W. Rollins received his pro-forma Balance Sheet and Profit & Loss Statement, as shown at closing of our books on December 31st, he noticed the charge for taxes in New Jersey, and wrote us about it, asking if there was not some way so as to avoid this expense which is about \$3,000.00 a year. We wrote him that we had wondered why the Company was incorporated in New Jersey, and if it could not be changed so as to make this saving.

As you had a great deal to do with the organization of the Company, and know why it was incorporated under the laws of the State of New Jersey, perhaps you can let us know if it is possible to make any change and save these New Jersey taxes and other charges there, or is it desirable.

We do not know just what would be necessary to accomplish this, and do not wish to do anything until we know whether there are any objections to its being done. Perhaps you could find out, (if you do not already know) just what we would have to do to make this change, if you think it advisable to make it .

We enclose herewith copy of a letter received from Mr. F.W. Rollins this morning.

Yours respectfully,

The B.C. Packers' Association.

General Manager

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

March 26th, 1908

Dear Sir:-

I beg to acknowledge your favor of the 19th inst., also copy of letter written Messrs E.H. Rollins & Sons, Boston.

I have submitted your letter to our Attorneys, and asked them to let us have their opinion as soon as possible.

We had previously taken up the question as to reincorporation of our Company in British Columbia, as to whether it could be done, how, and as to its advisability; also what the costs would be. As soon as we get their reply we will send you copy of same.

The writer also asked as to the rights of a minority shareholder - if the transfer could be blocked.

The idea you suggest in case of a change of Charter to eliminate the obligation of paying 115 for the preferred stock that is retired, is an excellent one, and would be a great saving to the Company.

As you say, to change the Charter the assets of the Company would have to be sold to the new Company, wherever incorporated. Would not every Shareholder (preferred and common) have to agree to the change? If so, might not some Shareholder see an opportunity to force the sale of his stock by blocking? As we have stated, we have asked our Lawyers about this.

In the meantime you might consult Messrs Blake, Lash & Cassels as to the advisability of a change, and how best to effect same. We think with you, that if it is possible, it would be best to incorporate under the laws of British Columbia. Perhaps it might be best to wait until our Solicitors give us their opinion before going to Messrs Blake, Lash & Cassels. Please think the matter over and do what you think best.

Yours respectfully,

The B.C. Packers' Association.

General Manager

William Henry Barker

W.H.B.

F.W. Rollins, Honourable
19 - 21 Milk St. Boston, Mass.

March 27th, 1908

Dear Sir:-

Referring to the advisability of changing the Charter of our Company, I beg to say that I am in receipt of a letter from Mr. AEmilius Jarvis. He also encloses copy of letter sent to you. I enclose herewith letter from Mr. Frederick Hale and copy of my reply to Mr. Jarvis.

If the change of incorporation can be made without too great cost or trouble, to eliminate the obligation to retire preferred stock at 115, when there are funds available, would be as desirable as would be the saving of New Jersey taxes and other expenses.

If it is possible to incorporate under the laws of British Columbia, it would be preferable, unless there would be some objections to your friends holding stock in a B.C. Corporation.

I thank you for the pamphlet and supplement. As soon as we get anything definite, or come to a conclusion as to what we will do, I will advise you further.

Yours respectfully,

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

William Henry Barker

W.H.B.

Encs:

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

April 1st, 1908

Dear Sir:-

We enclose herewith copy of letter received this day from our Attorneys, in answer to our enquiries regarding reincorporation under the laws of the Province of British Columbia.

Mr. Wilson is of the opinion, as he states in his letter, that it would be advisable to have a resolution passed at the Shareholders' Meeting, instructing the Directors to reincorporate, if possible, under the laws of British Columbia. He, Mr. Wilson, thinks he would have no difficulty at all in getting a private Bill through, allowing us to do what we want regarding retired stock, etc.

As you will see in his opinion he does not feel competent to judge the New Jersey laws. We think your friends Messrs Blake, Lash & Cassels will be able to give you this information.

Your letter re "solderless key-opening cans" received but not the cans. We will examine same and report later after having seen them.

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

William Henry Barker

W.H.B.

Enclosure: WILSON, SENKLER & BLOOMFIELD.

Vancouver, B.C. April 1st, 1908

We have yours of the 30th ulto. with copies of letters enclosed, and have considered the question of operating under the Companies Act of B.C. or the Dominion Companies Act.

A foreign Company cannot re-incorporate under the B.C. Act, and we do not advise coming under the Dominion Statute for the reasons mentioned in Mr. Jarvis's letter. The same difficulties exist now as existed at the time of incorporation of the Company.

We are however of the opinion that the Legislature of British Columbia would pass a Private Bill incorporating a new Company for the purpose of inter alia acquiring all the property and assets of the present Company and discharging all their obligations to creditors, and with all the necessary powers to enable the Company to acquire its shares preferred or common in the open market.

There is abundant time to prepare and settle such a Bill before next Session.

The questions that arise with respect to this suggestion are, first - Can the present Company dispose of all its property and assets to another Company for shares in the new Company without the assent of all the shareholders? We are of the opinion that this can be done, (see Certificate of Incorporation Sec. 2, subsections (s) and (u) and that this power can be exercised by the Directors. (See Sec. 7, Sub-section (e). It would however strengthen the Directors hands if resolutions of the Company were passed instructing the Directors to incorporate a Company by a B.C. Private Act, and sell out all the property and assests of the old Company to the new one.

Second - Could an objecting shareholder prevent the new incorporation? That is a question for the opinion for a New Jersey lawyer, but we do not, as at present advised, see how any one or more could successfully intervene. Suppose a New Jersey Court granted an injunction, it would be a mere idle pronouncement.

The worst that could happen would be that some objecting shareholder would appear before the Private Bills Committee and object to some particular power proposed to be inserted in the Bill.

He might support this by producing as evidence a New Jersey injunction or other evidence. Well, you would either have to buy him out or fight him and we think the contest would result favorably.

Yours faithfully,
WILSON, SENKLER & BLOOMFIELD

Dict. C.W.

(Sgd) Charles Wilson.

P.S. Supplementary to what we have already written we incline to the view that you should take the

opinion of a New Jersey lawyer upon the power of a New Jersey Corporation to sell all its property to a foreign Corporation for shares in the foreign corporation.

It is obvious that we cannot advise upon questions of New Jersey law, but we have before us an American work upon the subject, that is, Thompson on Corporations, and in a note to Vol. 5, paragraph 6663, it refers to a New York case as being authority for the proposition "that a corporation has no power to transfer all its property in exchange for stock in a foreign corporation carrying on the same business in another State". The case is *Kelsey v Pfaudler Process Fermentation Company* 54 Hun (N.Y.) 10.
"W.S.B."

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

April 28th, 1908

Dear Sir:-

A few days ago we received a letter from the Deputy Minister of Marine & Fisheries - copy enclosed.

We do not know just who caused them to take up this matter again, and think perhaps you may have done so, as we sent you particulars. It may be that our correspondents in Montreal have taken it up with the Department, as Mr. Brodeur had gone into it with them.

In case you have done anything in the matter, we enclose copy of their letter and copy of our answer to same, and trust that we may be able to convince Mr. Found that there is something coming to us.

Yours respectfully,
The B.C. Packers' Association

General Manager

Enclosure:

April 28, 1908

SIR:

Your esteemed favor of the 16th inst. received and contents noted.

We are very much pleased to see that you have again taken up this matter, as we feel that we have hardly been fairly treated.

Regarding the bonus, we beg to state that the initiative was taken by the Minister of Marine & Fisheries - Honourable F.P. Brodeur - who seemed very much interested in the proposed shipment of Fresh Halibut to Eastern Canada.

He stated that he had some talk with parties to whom we made shipments in Montreal. After some considerable conversation, he sent a Mr. Venning to the writer to go further into the business, and arrange how a bonus should be paid. The writer spent the afternoon with Mr. Venning. It was arranged that we should receive one cent per pound on all Fresh Fish shipped into Eastern Canada, that being the difference between express car-load rates and refrigerator car rates, and enable us to place the fresh fish on the market at the lowest possible price and so encourage the demand and give the business to Canadian fishermen and divert it from the New England Fish Company, who have done it via. Boston.

Before the writer left for British Columbia he again had an interview with the Honourable Minister - Mr. Brodeur - and asked if we could depend upon the bonus of one cent per pound being paid us. Mr. Brodeur stated we could, as he had made up his mind to do it, as he had the money and we Western people in British Columbia had a right to some of it. The writer said "then we will put Fresh Halibut on the Montreal and Toronto markets at a low price and build up a business".

In consequence, we landed Halibut in Montreal as low as six cents per pound - after paying 3 cents expressage, furnishing boxes and ice - this without the promised bonus was below cost, but with the bonus a small profit to us. We were willing to do this to get the business started.

At the close of the season we did not ask for a bonus. We sent a certified statement of amount shipped and asked payment of just what had been promised and what we had relied on. Instead of payment we received a letter from Col. Gordeau, stating that the matter had not been finally settled until after the writer had left Ottawa; that as we had made car-load shipments of Fresh Fish we had obtained car-load rates, which was what the Department had in mind to make up the difference of small shipments to car-load rates, and land the fish to markets at lowest possible cost.

There was no possibility of any such misunderstanding, as this was fully discussed by Mr. Venning and the writer, that we would ship by express in car-load quantities, and we were to receive the difference between express rates and refrigerator car, which was then one cent per pound.

We shall be pleased to meet Mr. Found when he gets here and go into the matter with him.

Yours respectfully,

The B.C. Packers' Association.

General Manager

To

The Deputy Minister of Marine & Fisheries.

OTTAWA.

William Henry Barker

W.H.B.

E.W. Rollins, Esq.,
19 - 21 Milk St. Boston, Mass.

May 5th, 1908

Dear Sir:-

Your favor of the 28th ulto. received. I see that you are on your way home, and trust that the trip has had the desired effect on your son's health, and that it has been beneficial to you personally.

Copies of minutes of Directors' Meeting have been forwarded to your Boston address.

We are awaiting the opinion of a New Jersey Attorney as to feasibility of dis-incorporating or winding up our Association there before doing anything more here. Our local Attorney here feels satisfied that he can get a Private Act through the Provincial Parliament, which will enable the Association to incorporate in British Columbia, giving it the desired powers. There is no personal liability in British Columbia on paid up stock.

Yes! we are adding to our Cold Storage plant. You will notice that quite a large part of our profits last year came from that source. Our business is growing both in fresh and frozen shipments. We had to pay quite a large sum for storage last year. Besides, when the space was full - over a million pounds of Halibut and Salmon stored, and only one boiler and engine - the writer was very nervous, for if anything had happened to our power, we would likely have made a heavy loss.

We had the engine, compressor and engine; had to move them. We have built a three story modern addition to plant, more than doubling size and capacity; have two boilers, engines and compressors.

We have commenced to ship Fresh Halibut, having shipped six cars, and have a quantity of Halibut, Cod, Sturgeon, &c. frozen.

We are only preparing for a small pack of Canned Salmon, as we expect a very short supply, so must do something to try to make expenses.

Yours respectfully,

B.C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

May 11th, 1908

Dear Sir:-

We in receipt of your favor of the 4th inst., and note that you have some misgivings as to the winding up of the affairs of our Company in New Jersey.

You will notice that the writer has feared that some of the Shareholders might object to surrendering their stock for other stock in another Company. The writer thinks with you that usually the ones who benefit most from law are the lawyers, and prefers to keep out of it if at all possible. We await your letter with opinion of Messrs Blake, Lash & Cassels.

Regarding the correspondence with the Marine & Fisheries Department. Mr. W.A. Found called on the writer a few days ago - he spent about an hour. The writer explained matters fully. He promised to come in again when the writer promised to go down to New Westminster with him, but instead, Mr. Found went down there alone. Our Manager, Mr. Cassady, was out - did not see him. He wrote me that he was sorry he could not see me again, but that he was unable to do so; that he had obtained a fund of information which he would lay before the Minister.

From what he said, the writer understands that the Department do not feel inclined to pay us any bonus on last year's business, but may possibly do something in an indirect way, such as paying part of the express charges on this year's business; they might make some arrangements with the Dominion Express Company so that the Government in some way will take care of some part of this charge.

Mr. Found, it seems, was in Mr. Venning's office and had met the writer there, and seemed conversant with much that was discussed. He certainly lost no time here, and was rather inclined to be non-committal.

Yours respectfully,
B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

We have, since writing the above, rec'd your favor of the 5th. Enclosing Blake, Lash & Cassels opinions. (Addition written by hand.)

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

May 16th, 1908

Dear Sir:-

Your favor of the 8th inst. together with the opinions of Mr. Blake of the 30th April and 4th May, received, contents carefully noted and submitted to Messrs Sweeny and Murray. Mr. Evans has also seen them.

The Managers of the Banks promised to discuss the matter of issuing 5% debentures in exchange for Preference Stock, and your proposal to take the debentures at 85. As yet we have had no expression from them.

The question is as to the impaired security for advances for the big year. We cannot tell what the outcome will be of the coming season. We should have a good working capital in 1909, which we would put into materials preparing for the expected large pack in 1909, before we would need any money from the Banks. We would not be using very much of the borrowed money before we commenced to pack, and this, of course, would be security.

In a general way it is a good thing to keep clear of debentures and mortgages. However, the desired end may justify the means.

Except that it may be necessary or advisable to bring up the matter at the Shareholders' Meeting in July, there is plenty of time, as we cannot expect any funds available until after the pack of 1909 has been disposed of; taking for granted that we will make the expected large one.

We are pleased to see your continued confidence as shown by your proposal to take the bonds at 85.

Just as soon as the Bank Managers let us know what they conclude about issuing the debentures, we will call a meeting of the Board to pass upon same. In the meantime it might be advisable to obtain the New Jersey Lawyer's opinion, but this we will leave to you to decide.

Yours respectfully,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

June 3rd, 1908

Dear Sir:-

Referring to Directors' Meeting held yesterday to discuss the desirability of issuing debentures to exchange for present preferred stock, another plan was suggested by Mr. Murray, which I submit for your consideration.

That an independent Company be organized for the purpose of buying preferred shares at their market value, the Association to hold all shares in the Company; all shares so bought to be cancelled.

The Board saw the advantage to the Association by the Bond issue, yet are reluctant to encumber the properties, if there is any other feasible way of doing it.

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

June 3rd, 1908

Dear Sir:-

A meeting of the Board of Directors was called to discuss the idea of issuing debentures for the purpose of retiring a portion of the preference stock.

The advantage to the Association by being able to exchange stock with 14% dividends due - with 7% guaranteed - for bonds at 5%, and to do away with the obligation of having to pay 115 for the preferred shares, was appreciated by the members of the Board. Also your offer to buy the debentures at 85, which showed your confidence in the Company.

Messrs Sweeny and Murray both stated that the affairs of the Company were in such good shape financially that they could not object to the issue, and stated as long as the finances of the Company were in present shape, the account was satisfactory.

There was, however, some hesitancy in recommending the placing of a mortgage on the Company's properties. It was suggested by Mr. Evans, that a new issue of stock - first preferred - bearing 6% dividends, having preference both as to dividends and capital - be issued to the extent of 50% present issue preferred, and exchanged for the present preferred stock. The Directors favored the suggestion and instructed us to lay the matter before you for your consideration. If same is feasible, it would be preferable in many ways and attain the object desired without encumbering the properties.

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

F.W. Rollins, Esq.
19 - 21 Milk St. Boston, Mass.

July 28th, 1908

Dear Sir:-

I beg to acknowledge your favor of the 21st inst. You will have received copy of the writer's Report and also Balance Sheet.

The writer visited the Northern Canneries early in the month, and from reports received from their since, we may expect a pack equal to last year's, unless the unexpected happens. At this writing, all our plants are packing. On the Skeena River the pack is a little ahead of last season - even dates. Lowe Inlet, a little behind. Bella Coola a little ahead. Rivers Inlet only 60% of last year's pack, owing to bad weather early in the season. We hope they will catch up some of this shortage. At Alert Bay we are also behind. On the Fraser we are only operating three Canneries - two less than last year. We have considerably more packed. We may pack more Sockeyes in the three places than we did with the five last year.

Our Cold Storage plant has more Halibut frozen than we had at same date last year. We are shipping as much fresh. We have about the same amount of Spring Salmon - Mild Cured - as last year.

MARKETS: We have not yet made prices for this year's pack - expect to do in a week or so. Market is very dull in England.

We have prepared for a pack of 152,000 cases. We have packed to date 60,000 cases; with ordinary luck, we ought, as we before stated, make last year's pack, viz: 140,000 cases.

Yours sincerely,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

August 21st, 1908

Dear Sir:-

We are in receipt of your telegram of the 21st inst reading, "Please wire what you estimate the pack will be for this year", to which we have made reply as follows: "One hundred fifteen thousand cases. Still packing, should equal 1st years pack". Sockeye packing is about over. Our pack on the Fraser River (3 Canneries) 28500 cases. The Empire Pack at Victoria 7500 cases. Skeena River 35000 cases (all kinds). Lowe Inlet 7000 cases. Bella Coola 8000 cases. Rivers Inlet (2 Canneries) 21000 cases. Alert Bay 6500 cases. As we stated in our message, we are still packing and will probably not finish until the latter part of October. Most of our pack from this time will be Cohoes. We cannot tell how much we will pack but expect to make in the neighborhood of 30,000 cases. That would make our pack a little more than last years. The pack on the Fraser River of Sockeyes has been greater than that of last year, of course it is not very much but the satisfactory part is, that we have not fished hard. In consequence, more Sockeyes have gotten up the River to the Hatcheries and Spawning grounds.

The Fraser River used to about equal Puget Sound in quantity of Sockeyes pack. This year Puget Sound pack of Sockeyes is 149000 cases, that of the Fraser is only half this amount, about 73000 cases.

Markets: English market is in a demoralised state, owing partly to conditions there and to the lower price made for Alaska Salmon by the Alaska Packers Association than was anticipated. Stocks are lighter than they have been for years, yet there is no business. We have succeeded in selling most of our pack. We have on hand unsold about 8000 cases of Flats and 20,000 cases of Half pound Flats Sockeyes. We are selling small quantities all the time to Australia and Canada. We expect no trouble in disposing of the Flat tins. The Halves we fear will be a little hard to sell, but hope to market at least a portion of them and will try hard to sell all, so as not to carry into next year. However, we cannot force sales.

We have a little over a million pounds of frozen Halibut in our Cold Storage. Conditions in Eastern Canada and in the North West are not as good as last year, in consequence we have had to sell our frozen Fish at a slight reduction. This was caused somewhat by some of the American concerns in Seattle offering to sell at a lower rate, using the Canadian market as a "Dump". About all our frozen Halibut and what we expect to freeze of Salmon, "Cohoes, and "Qualla" are sold, our profits from the Cold Storage will not show up so well as last year. Our Mild Cured Salmon was about 50 tierces short of all sold at last years prices.

Just as soon as we can give you anything more definite we will do so, but cannot tell what we are going to do. Some of our competitors may try to force sales, when buyers are indifferent and thus make low prices.

Yours respectfully,

William Henry Barker

W.H.B.

(Added -handwritten.)

Traps. We are jointly interested with J.H.Todd & Sons in four traps (theirs) that is operations of the trap and their cannery at Esquimalt. They have done well there or are sure of some profit besides getting the additional Sockeyes for our market.

Deputy Minister of Marine & Fisheries
Ottawa

September 4th, 1908

SIR:-

Adverting to your letter of April 16th and numbered 3223, in connection with the Government aiding the shipment of Fresh Fish to Eastern Canada - to encourage and build up Canadian Fisheries.

We had a very pleasant visit with Mr. W.A. Found; he stated that your Department was exceedingly sorry they could not pay us the bonus for the 1907 shipments. Owing to the Minister and one of his Deputy's absence abroad, the matter had been overlooked and passed, so that the necessary funds were not available, but promised to keep the matter before them and make provision, so that our Fresh Fish shipments could share in the Government's bounty equally with the Eastern fishermen and dealers.

We noticed a news item in a local paper, headed:-

AID FOR FISH TRADE

Ottawa, Sept.3rd. From Sept.5th to November 3rd, the Federal Government will pay one-third the cost of freight on Fresh Fish for Quebec and Ontario. The object is to encourage a new market in the Maritime Provinces for Fresh Fish."

We trust that your Department will include us Western fishermen, who ship Fresh Fish to Quebec and Ontario, and give us one-third of the freight on shipments made there. We are having an up-hill time of it - competing with the American fishermen who use the Canadian markets as a dump whenever they have an over-supply. They, no doubt, catch a large part of their fish in Canadian waters, and use our markets for their surplus. We sell our fish (Halibut) delivered in Montreal and Toronto, for seven cents per pound, as we pay three cents per pound freight, and furnish boxes, ice, &c., there is not much left for the fish.

If the Fresh Fish business needs assistance anywhere, we need it.

We trust that in giving out your bounties and assistance, you have not forgotten us, if we are a long distance away.

We remain,

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

AEmilius Jarvis, Esq.,
McKinnon Building, Toronto, Ont.

September 5th, 1908

Dear Sir:-

Some time ago we wrote you concerning the Minister of Marine & Fisheries promise to the writer when in Ottawa, of one cent per pound on all Fresh Fish shipped to Quebec and Ontario.

We sent in a bill certified before a Notary Public for one cent a pound on some 640,000 pounds shipped - amount over \$6,000.00.

We were unable to collect. The Department sent out a Mr. W. A. Found, who gave as reasons for the Government's not keeping their promise, that the Minister (Hon. L.P. Brodeur) and his Deputy (Mr. Venning), who had the matter in hand, went abroad and stayed away much longer than they expected. The funds from which the bonus would have come were used up, so there was no money available, etc. Mr. Found promised that the Department would keep the matter before them, and would treat us as well as the Eastern fishermen, if any more bonuses were paid.

The writer happened to run across the news item referred to in copy of letter written to the Deputy Minister of Marine & Fisheries, and thought it a chance to remind them of their promise, and try to get a little of the money back we are paying in licenses, &c.

Our man returned from his annual trip, selling Fresh and Frozen Fish, and ran against keen competition from the San Juan Fish Company of Seattle. We had to reduce prices from a quarter to half a cent a pound to hold our business.

We are under the impression that you have influential friends at Ottawa who might assist us. If you can, and wish to assist us in this matter, it would mean some six to seven thousand dollars, which would help out in a poor year.

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

William Henry Barker

W.H.B.

Enc.:

Samual P. Lockwood, Esq.,
Agent, The Northwestern Mutual Life
Insurance Co.,
Portland, Ore.

September 10th, 1908

Dear Sir:-

Herewith please find cheque - your favor - for \$189.20, being premium on my Life Insurance Policy in your Company. I have not received any notice that premium was due. Perhaps same has been sent to me to Astoria, Ore. They usually forward my mail very promptly.

Please forward any future notices, and receipt for this remittance, to me here, c/o. B. C. Packers' Association.

Thanking you in advance for doing so, I remain,
Yours respectfully,

William Henry Barker

W.H.B.
Enc:

Mr. G.J.Desbarate, Acting Deputy Minister of
Marine & Fisheries
Ottawa

September 21st, 1908

SIR:

We beg to acknowledge receipt of your letter of the 14th inst., referring to No. 3223, and note what you say regarding your Department's arrangement with the Express Companies to be responsible for one-third of the express charges from the Canadian Atlantic Coast to points in Quebec and Ontario, but you cannot do the same for us in British Columbia. The reason given is, that we ship in car-load quantities.

In order to get the fish to market as quickly as possible, we are forced to ship by express. The Express Companies charge three cents per pound - being actually more than the cost of the fish. We get for our fish from seven to seven and a half cents per pound delivered in Montreal and Toronto, after furnishing boxes, ice, &c., also icing cars and paying three cents expressage.

Relying on the promise of the Honourable L. P. Brodeur - Minister of Marine & Fisheries - that the Department would pay one cent per pound on Fresh Fish shipments to Quebec and Ontario, we sold in 1907 at six to seven cents per pound delivered in Montreal. We did not seek or go after this assistance - it came to us voluntarily from the Minister himself.

The writer spent a whole afternoon with Mr. Venning, and explained that we shipped by express in car-load quantities. The Department's share of express charges was gone into, the writer stating that it would be between \$6,000: and \$7,000:

Mr. Brodeur - when asked if we could depend upon the promised assistance, as it would have a bearing upon prices for our delivered fish - stated that we could - that the Government had given him \$25,000.00 to stimulate the Canadian fresh fish business, and that we people in British Columbia were entitled to our share of it.

It now seems that he, or your Department, have changed their minds, and that all the assistance and attention is to be given to the Eastern fishermen who do not have to carry their fish so far to the markets of Eastern Canada.

We remain,

Yours truly,

The B. C. Packers' Associa'n
President.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Vice-President,
British Columbia Packers' Association,
Toronto, Ont.

September 21st, 1908

Dear Sir:-

I beg to acknowledge receipt of your favor of the 15th inst., by the same mail we received a letter from the Acting Deputy Minister of Marine & Fisheries - copy herewith.

You will note they again turn us down - give us nothing but a long letter.

As the writer states again - the offer of assistance came from the Minister - Honourable L. P. Brodeur - himself, unsolicited. The writer spent a whole afternoon explaining how we did our business, and arranging how the bonus was to be paid us, and listening to Mr. Venning's explanation as to how the Department had arranged to assist the Eastern Canadian Fishermen. The Department knew that we shipped by express in car-load quantities.

The amount of bonus that we were to get was also figured out by Mr. Venning; the writer said that it would not exceed \$7,000: When the writer saw Mr. Brodeur - just before he came away - and asked if we could depend on getting the bonus, he said "You have gone into this fully with Mr. Venning - about how much it would amount to?" I replied, "between \$6000: and \$7000:" He said, "Well, I have \$25,000: to assist and build up the Fresh Fish business, and there is no good reason why you people in British Columbia should not have some of it."

We have given up hopes of getting anything from the Department and would not have again written them had you not thought it advisable to do so. We have made reply as per copy enclosed.

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Encs:

AEmilius Jarvis, Esq., Vice-President,
B.C.P.A.
McKinnon Building, Toronto, Ont.

September 30th, 1908

Dear Sir:-

I beg to acknowledge your favor of the 25th inst., and in accordance with which we wired you to-day:-

"If you think best, obtain New Jersey opinion as suggested your letter twenty-fifth" which we now confirm.

Your letter was shown to Messrs Sweeny, Murray and Evans, who agreed with the writer that it was advisable to know what the laws of the State of New Jersey would permit us to do.

Awaiting the report of Messrs Blake, Lash & Cassels, after they have obtained the opinion of the eminent New Jersey lawyers,

We remain,

Yours respectfully,

B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq., Vice-President,
B.C.P.A.
Toronto, Ont.

September 30th, 1908

Dear Sir:-

Replying to your favor of the 24th inst., as to amount of business done up to the 1st October.

Approximately we have packed 142,500 cases of Canned Salmon - 339 tierces, or (about 250,000 lbs.) Light Pickled Spring Salmon - 30 car-loads (about 750,000 lbs.) Fresh Fish - most Halibut, and have 1,500,000 lbs. of Frozen Fish - Halibut, Salmon, Cod, &c., in our Cold Storage.

We are still packing Cohoes on the Fraser River, and should get from 5,000 to 7,500 cases more. We are also freezing Cohoe Salmon, and should get from 300,000 to 500,000 lbs. more of these.

We are through packing everywhere except on the Fraser River. We have not the cased up count from the Canneries yet, as they are not yet through casing up, but the revised figures should swell the amount a little.

We will not carry over many cans or much material - probably 10,000 or 11,000 cases.

We have sold about 115,000 cases, and will have about 35,000 cases yet to sell; a good portion of these are Sockeyes.

All our Light Pickled Salmon are sold and shipped. Most of our Frozen Fish are also sold; we are just commencing to ship out.

Owing to extreme competition, prices on Frozen Fish are little lower than last year. Our local sales of Fresh Halibut have been much less than last year, owing to another Canadian steamer fishing for the New England Fish Co., and doing part of the business.

The English and Australian markets are in bad shape, owing to hard times and high prices ruling. Efforts are being made to get Packers together to maintain prices. It is a question if this can be done. Stocks are not excessive, but in view of next year's expected large pack on the Fraser River, there is an anxiety to clean up. Dealers know this, and will, if possible, take advantage of it.

We cannot expect to dispose of present stocks until next Spring, and will have to take to account, unsold stocks at lower prices than we did last year.

Taking everything into consideration, we have not done so badly.

We have on hand, sold and unsold about 100,000 cases of Canned Salmon (all kinds) and 1,150,000 lbs. of Frozen Fish.

We owe the Banks \$145,000.00 besides some outstanding bills for boxes, labels, &c.

Just what we will make, we cannot at this writing say, but for the poorest of the four years, will do as well as we expected.

Yours respectfully,

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

William Henry Barker

W.H.B.

Messrs. Evans, Coleman & Evans,
Vancouver

September 30th, 1908

Dear Sirs-

Referring to contract with you for 5000 boxes, American Tin Plate. Specification of which were to be given by Oct. 1st - they are -

460 boxes	11 3/4 x 18 3/4	= 90 lb.	142 sheets to box
735 "	12 x 20	= 90 "	131 "
1200 "	13 1/2 x 17 1/2	= 90 "	133 "
2690 "	14 x 20	= 90 "	112 "

Total 5085

You will note that we exceed the quantity bought by 58 boxes - if this is not satisfactory deduct them from the 14 x 20.

The above order is all for 90 lb plate which will reduce the price 10 cents per box by \$3.30 per box F.O.B. cars Vancouver.

Yours sincerely,

William Henry Barker

AEmilius Jarvis, Esq., Vice-President, B.C.P.
Ass'n.,
McKinnon Building, Toronto, Ont.

October 29th, 1908

Dear Sir:-

Your favor of the 19th inst. received, and contents carefully noted.

I saw Mr. Murray and talked over the matter with him. Mr. Sweeny is out of town for a few days.

We are having a statement of our stocks of Salmon - sold and unsold - prepared; also of bills payable. As soon as it is ready, and Mr. Sweeny gets back, we will call a meeting of Directors and submit same.

We have paid off the Banks and have a small credit there.

I feel satisfied that the Board will order a dividend if it is possible for them to do so. Our pack is close to 150,000 cases; we have unsold about 35,000 cases - value \$225,000, and as we have before stated, quite a quantity sold but not yet shipped.

The market in England is very dull, owing to the hard times there; some of the packers are anxious to realize, which does not help matters.

Stocks are light and all should be needed before next year's pack is available.

Our Australian customers did not take their usual quantities, owing, they say, to the high prices. We rather think they too are lightly stocked, but still we must realize on present stocks before we will have much money. We will be able to tell you nearer what we have when the statement is out.

As I have before stated, the Directors will be pleased to order a dividend if they feel they are able to do so.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Vice-President, B.C. Packer's Ass'n.
McKinnon Building, Toronto, Ont.

November, 11 1908.

Dear Sir:-

Your favors of the 5th inst. received and contents noted.

We held a meeting of the Board of Directors yesterday afternoon, at which your several favors, relating to opinions of Judge Collins, of New Jersey, and Messrs. Blake, Lash & Cassels, were discussed.

Regarding monies received from properties sold. We have received from sales of Canneries \$22,224.85 and from sales of steamers \$12,850.00 - a total of \$35,074.85. Notwithstanding these sales our Capital account is larger now than at the formation of the Association. Several new Canneries were built before the writer took the management. Last year we expended over \$50,000.00 doubling the capacity of our Cold Storage plant; putting in a Compressor on the Skeena River, and building a new steamer.

We got an estimate of stocks of Canned Salmon on hand; bills receivable and also of outstanding accounts, which showed

liquid assets of \$600,000.00. Upon this showing a dividend of 3 1/2% was declared, payable the 20th instant.

We confirm our telegram of yesterday's date reading :-

"Three and half percent dividend declared payable twentieth November. Circular to Shareholders approved except ending last line changed to read "to pay a substantial dividend" instead of "all back dividends."

The Board, at first, did not favor sending out the Circular suggested, as the business is so very uncertain, but realizing that you have a good deal to contend with from the Shareholders, they concluded to send same out changed as stated. The Circular as passed reads:-

"In handing you the enclosed dividend, being half year's interest for the period May 20th, 1906 to November 20th, 1906, I am instructed to say that in view of 1909 being the large year, the Company will require all its available resources to take care of as large a pack as possible, and therefore the Directors have concluded not to distribute any more profits until Autumn of 1909, when it is hoped that we will pay a substantial dividend."

We trust this slight change will meet with your approval.

The dividend dates come at a very bad time. We cannot always tell how we stand so early, as it is too soon after we stop packing. Much of our pack is not shipped. For example - November 6th we had on hand sold but not delivered, Canned Salmon worth \$156,000.00, and Frozen Fish worth about \$75,000.00. Money ought to be in sight before it is paid out in dividends. Of course we must pay dividends due Shareholders when we have money to do so, but we seldom have much money in November.

Yours respectfully,
The B.C. Packers' Ass'n.
General Manager.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq., Vice-President, B.C.
Packer's Ass'n.,
McKinnon Building, Toronto, Ont.

January 22nd, 1909

Dear Sir:-

Enclosed herewith please find Balance Sheet as at December 31st, 1908. Same was passed at a meeting of the Board of Directors held yesterday - Copy of minutes also enclosed.

Considering the smallness of the pack and conditions existing - particularly in England - we consider the results satisfactory.

You will see that we have taken off \$33,902.70 for depreciation, besides which we have expended for repairs and renewals, charged to Cost of Pack - \$10,971.85. We have thought best not to increase our assets credited to Buildings, Machinery, &c., as they are large enough.

During the past year quite a considerable amount of new machinery and some new buildings have been purchased; also the "Clover Leaf", "Arrow" and other brands, all being additional assets. Notwithstanding this, Buildings, Machinery, Boats, Real Estate, Brands, Goodwill, &c., shows a valuation of \$2,467,364.00 this year as against \$2,478,210 a year ago - showing a decrease of \$10,846.00.

You will notice that we have condensed our Balance Sheet making it better.

We have put under one heading (Buildings, Real Estate, Goodwill, &c.) that were five in 1907; we also have cut out items of cost and earnings of the different branches. We do not think it advisable to give out any more details than necessary.

We have made considerable saving in Interest and Exchange - last year it cost \$11,834.64 - this year, \$4,134.30 - a saving of \$7,700.34. Fire Insurance last year cost us \$26,322.85 - this year \$20,709.87 - a saving of \$5,612.98. We expect to make a much better showing in our Insurance next year.

Our unsold stocks have been reduced since the closing of our books. On the 20th we had unsold 33,180 cases - Value \$184,927.00, and sold, but not delivered, 11856 cases - Value \$63,369.00, besides stock in Cold Storage, most of which is sold and going out all the time.

Stocks in England are not excessive, in fact, are lower than they have been for several years, but trade there is bad. Present stocks should all be needed before this year's pack is available.

Taking into everything consideration the Company is in good shape; and has liquid assets of nearly \$650,000.00.

We are making preparations for a pack of 400,000 cases - 300,000 on the Fraser River and the usual quantity - 100,000 cases in the North.

We have every reason to expect a good run on the Fraser, and only hope the markets will be in better shape. Last "big year" we had a large pack and an excellent market. We can hardly expect to have these conditions this year - they come very seldom. However, we are in better shape.

Yours respectfully,

The B.C. Packers' Ass'n.
General Manager.

William Henry Barker

W.H.B.

Encs:

E.W. Rollins, Esq., Messrs E.H.Rollins &
Sons,
19 - 21 Milk St. Boston, Mass.

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Taking everything into consideration the Company is in good shape; has liquid assets of nearly \$650,000.00.

We are making preparations for a pack of 400,000 cases - 300,000 on the Fraser River and the usual quantity - 100,000 cases in the North.

We have every reason to expect a good run on the Fraser, and only hope the market will be in better shape. Last "big year" we had a large pack and an excellent market. We can hardly expect to have these conditions this year - they come very seldom. However, we are in better shape.

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Encs:

AEmilius Jarvis, Esq., Vice-President,
B.C.Packers' Ass'n.
McKinnon Building, Toronto, Ont.

January 23rd,1909

Dear Sir:-

Regarding Balance Sheet mailed you yesterday, writer has been comparing same with one as at closing of books 31st December, 1907. As the results look favorable, thought it might interest you.

Yours respectfully,

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

William Henry Barker

W.H.B.

THE BRITISH COLUMBIA PACKERS' ASSOCIATION
COMPARISON OF EXPENSES 1907 and 1908

	more than 1907	less than 1908	1907	1907
Office expenses	\$ 9,455.50	\$ 9,640.00	\$184.50	
Management "	14,800.00	14,800.00		
Interest & Exchange	11,834.64	4,134.30		\$7,700.34
General Expenses	3,091.61	2,881.45		210.16
Legal Expenses	251.90	260.00	8.10	
Stationery	694.75	481.29		213.46
Postage,Telegrams and cables	986.92	628.24		358.68
Travelling Expenses	623.45	106.00		517.45
Office Rent	1,500.00	1,500.00		
Directors Fees	340.00	460.00	120.00	
Fire Insurance	32,072.74			
	5,720.19	26,352.55	20,709.87	5,642.68
Marine Insurance	2,496.06	1,820.21		675.85
Fee,Corporation Trust Co.,New Jersey	200.00	200.00		
Toronto Safety Deposit & Agency Co.	1,200.00	1,200.00		
Taxes, State New Jersey	2,785.00	2,788.35	3.35	
Nimkish Hatchery	1,712.70	1,536.70		176.00
Auditing	900.00	900.00		
	\$ 315.95	\$15,494.62		
	315.95			

	Difference in favor of 1908----- \$ 15,178.67			

Barker Letter Book

Volume 1

Page(s) 300

E.W. Rollins, Esq.,
19 - 21 Milk St. Boston, Mass.

January 23rd, 1909

Dear Sir:-

Regarding Balance Sheet mailed you yesterday, writer has been comparing same with one as at closing of books 31st December, 1907. As the results look favorable, thought it might interest you.

Yours respectfully,

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

William Henry Barker

W.H.B.

[Transcription note (January 2004) - The Transcribers assume that the enclosure with the letter on page 298 (a comparison of expenses table - page 299) may have also been the attachment to the letter on page 300, as the page following the letter (301) is blank, with the following page (302) being a typewritten record dated July 2, 1909.]

Barker Letter Book

Volume 1

Page(s) 302

Addressee Unknown

July 2, 1909

(Vancouver, B.C.)

WHOLEPACK,
MANCHESTER.

RAREZA
AS TO FULL
DABAVIBAHA
PEBAPIBAMA
ALLOWANCES
QUIETANZA
WEIDLICH

MALTRAEIS
QUANTITIES
FABASOBABA
REBAMOAKA
LARDITE
SQUATS
ABESPERTO

ABACTORIS
CABAMIBALA
NEBAHIBACA
SOLETRAR
JAQUEAIS
HALFOVAL

Charge B.C.Packers'

W.H. Barker

TRANSLATION

Please refer to your letter of May 26th. We quote without commitment as to full quantities, Fraser Sockeye unlabelled Talls 22/9; Fraser Sockeye Flats unlabelled, 24/3; Fraser Sockeye 1/2 Flats unlabelled, 28/-. Rivers Inlet Talls 21/9; Rivers Inlet Flats 23/3; Rivers Inlet 1/2 Flats 27/-. Subject to a discount of allowances as per our letter of June 10th. We will quote Squats, 1/2 Ovals next week. Keep these figures strictly confidential.

[Transcription note (February 2007) - between pages 300 and 302 there is a gap between the dates of January 23, 1909 to July 2, 2009]

The Co-operative Wholesale Society Ltd.,
Manchester

July 17th, 1909

Dear Sirs,-

We have been daily expecting to hear from you as to whether the offers submitted on your 1909 orders were acceptable, but at this writing have no reply. Your message of the 9th inst. that we might book your whole order at 24/- for Fraser flats, 27/3 for 1/2 flats and 21/9 for talls was altogether impossible so far as halves and talls were concerned. To make a final effort, we cabled you on the 10th inst. 22/6 for Fraser talls, 24/- flats and 27/9 1/2 flats, with Rivers Inlet at 21/9, 23/- and 26/9 for talls flats and halves respectively, and were surprised to receive your reply of the 13 idem asking us to quote on talls, flats, halves and ovals.

While not understanding the necessity of this repeat inquiry, we cabled you again on the 13th inst. a copy of ours of the 10th putting this last in A. I. Code entirely. Since then we have no reply whatever.

On the 15th inst. we cabled our English Agents to cease offering our 1909 packs, and locally we withdrew all quotations on that date.

Our sales have been heavy at full prices since the date we first quoted you, viz: July 2nd last, and the present situation on the Fraser has induced others besides ourselves to stop further commitments.

Although the fishing season is now 17 days old, no fish have shown up either in local waters or the outside traps, and the season must now be late and probably of short duration. Results reported from the North are only fairly satisfactory, and as stated in our message of to-day, the Fraser fishermen are at present on strike for higher pay.

We have waited until to-day hoping that some intimation would reach us as to your wishes or intention, but are now compelled to advise you by cable that all quotations are withdrawn.

This is very disappointing after the special efforts made to meet you in prices this year. We shall probably now await results of the pack before again entering the market.

Yours truly,

The British Columbia Packers Association

William Henry Barker

J.M.W.

Received from Wholepack
Manchester

July 9th, 1909

ODIARIA

Have had the offer through another house at
better prices

CACEASE

You can
enter entire order at three pence off pound-Flats
Nine pence off Half pound Flats, 1/- off Talls.

no signature

Barker Letter Book

Volume 1

Page(s) 305

Sent to Wholepack
Manchester

July 10th, 1909

Abunderung
CABALIBAKA
Dabatibaga
Fabarobada
NEBAHIBACA
PEBANIBALA
REBALOBAHA
Absperto

Best we can do
Fraser Sockeye Talls unlabelled 22/6
Fraser Sockeye flats 24/-
Fraser Sockeye 1/2 flats 27/9
River Inlet talls 21/9
River Inlet flats 23/-
Rivers Inlet 1/2 flats 26/9
keep this price strictly confidential

no signature

Barker Letter Book

Volume 1

Page(s) 306

Sent to Wholepack
Manchester

July 13th, 1909

Tactique	As per our telegram of
Jambesco	July 10th
Ballotta	the best we can do is
	Fraser talls
Huidize	22/6
	flats
Hurenhaus	24/-
	halves
Hurgonero	27/9
Riverinlet	Rivers Inlet
	Talls
Huhnertod	21/9
	flats
Huranos	23/-
	halves
Hurgon	26/9
	half ovals
Inguistare	38/9
	squats
Hurenhaus	24/-

No Signature

Barker Letter Book

Volume 1

Page(s) 307

Sent to:- Wholepack
Manchester

July 17th, 1909

ACREDULA

Fraser River packed to date
nothing.

ACODERAIS

Skeena progressing slowly

ACOPADOS

Rivers Inlet do do

Fraser

Fishermen

SOLDASTE

on strike

CARTABELLA

Under the circumstances

WICKELN

we give notice to withdraw
quotations.

No Signature

AEmilius Jarvis, Esq., Vice-President, B.C.
Packers' Ass'n.
McKinnon Building, Toronto, Ont.

July 19th, 1909

Dear Sir:-

I am in receipt of your favors of the 7th and 12th inst. and have carefully noted contents.

The former I found on my desk upon my return from the North. It was read to the Board at a meeting held on the 14th inst., and all seemed pleased at your conclusion regarding Directors' fees.

I have been so busy that I have not written to the Oregon Fish Warden regarding the plans for fish ladder, but will do so right away.

We shall be pleased to see you in September, that is providing we have made a good pack.

Regarding the matter referring to the advisability of re-incorporation of our Company, you have had our views, which are, that if it is possible to do it without too much expense, it should be done. From all indications it would seem that the New Jersey taxes are likely to become heavier than less; as it is, they were in 1908 - \$2,788.35 - which is certainly too much.

It would seem that expense of running the nations of the world is increasing very much, and the tendency to make Corporations and estates pay the large portion of the increase. The opinions of ex President Roosevelt and the present President is to tax the Corporations - particularly what they term the "Trusts". I note that we are classed one of them, so we know what we are likely to get.

The idea is just how to do it. Perhaps a circular letter sent to every individual Shareholder, setting forth the necessity of the change and asking their consent to same. We scarcely think there will be many who will refuse to give it. It might be necessary to buy those out that do object, but scarcely think there will be many. I trust we will have sufficient funds to do the buying and retire the stock.

I found all the Northern Canneries had made a fair start; that ours were holding their own with their competitors. Our pack of Mild Cured now exceeds that of last year. If the runs at the different places increase as they should, we will do fairly well North.

Here on the Fraser the fish are late. The fishermen were not satisfied with prices made by Packers, and have been on strike. As there were no fish we have lost nothing; however, they are all going out Sunday night, and we hope they will make a fair catch but fear they will not, as the reports for the Straits and Puget Sound are - no fish.

My report to the Shareholders will give you a general idea of conditions.

We are making an effort to get off early shipments - have shipped several cars new pack and seven cars Mild Cured - which all helps to keep down interest charges and insurance, as well as pleasing our customers.

Hoping to be able to give you better news of a better run,

I remain,

Yours respectfully,

The B. C. Packers' Association.

General Manager

William Henry Barker

W.H.B.

P.S. Since writing the above we have held our Annual Meeting of Shareholders. Your letter referring to the advisability of re-incorporating in British Columbia was read, and the unanimous wish of the Shareholders present was it be done.

Messrs. The Co-operative Wholesale Society
Ltd.,
Manchester, Eng.

July 21st, 1909

Dear Sirs:-

Since our letter of the 17th inst., your cables of the 19th and 20th inst. have reached us as per translations herewith. With ours of the 19th idem. we have booked your order as follows:

4,000 Cases	Fraser	Sockeye	Talls	
10,000	"	"	"	Flats
500	"	"	"	Squats
7,000	"	"	"	1/2 Flats
1,500	"	"	"	1/2 Ovals
7,000	"	Rivers	Inlet	Sockeye Talls
2,000	"	"	"	" Flats
2,000	"	"	"	" 1/2 Flats

34,000 Cases

at prices as per separate sheet enclosed. Please keep this latter strictly confidential.

Our letter of the 17th inst. explained reason of our withdrawal of opening quotations, and we would again express regret that, owing to the heavy demand on our prospective stocks, and the delay in receiving any intimation as to your accepting the offers made you on the 2nd. and 10th inst., we are now unable to supply the full quantities set forth in your letter of May 26th last. We might state that our English Brokers, and the Local representatives of Liverpool and London buyers, were given 72 hours from July 2nd. to confirm the offers then open to them. The fact that for fifteen days we were uncertain as to whether you would place your order with us, caused considerable embarrassment, as we could not dispose of these 34,000 cases elsewhere, although the demand was very keen for them, and we might further state that in accepting your present order at original prices quoted, we do so at considerable sacrifice to present values. On 1/2 Flats we are freely offered 1/- advance over our opening prices, and on Flats we could obtain some concession from Buyers.

The outlook for a full pack on Rivers Inlet and the Skeena is not very encouraging. On the Fraser some uncertainty exists as to what the output will be, the season starting very late, and other indications do not point the way we would like. The fisherman strike is fortunately settled without much loss so far.

Under these circumstances, we did not feel justified in assuming responsibility for your whole order, but as already stated, have done our very best to meet your requirements. Should it appear later that our supplies will so warrant, we shall be pleased to make such further offers as may enable you to provide your full estimate as to quantity.

Rivers Inlet is much behind last year in their pack, and as you know, 1908 was a very light season for that River. It is just possible they may yet recover lost ground, although fishing practically ceases by the end of this month.

We will send you formal contracts by next mail to cover present bookings.

In spite of repeated efforts, we have been unable as yet to get an offer on 10,000 cases Red Alaska. When prices are made and the provisional bookings for this stock are confirmed or cancelled, we may be able to get a suitable proposition to submit you. The demand, however, appears very keen for Alaska Talls, and Packers are attending to their regular trade before taking up outside orders.

Yours very truly,

The British Columbia Packers Association,
General Manager.

William Henry Barker

J.M.W.

P.S. We shall no doubt receive your early instructions as to which shipments are required & other necessary details.

The Co-operative Wholesale Society Ltd.,
Manchester, Eng.

July 20th, 1909

[Transcription note (February 2007) - this document is assumed to be the "separate sheet enclosed" referenced in the preceding letter dated July 21st, 1909.]

SPECIFICATIONS AND TERMS OF SALE
ORDER CANNED SALMON
SOLD THE CO-OPERATIVE WHOLESALE SOCIETY LTD.
Manchester, Eng., July 20th, 1909

4000 cases	Fraser River	Sockeye	Talls	@	22/6
10000	"	"	"	@	24/-
500	"	"	"	@	24/-
7000	"	"	"	@	27/9
1500	"	"	"	@	39/-
7000	"	Rivers Inlet	"	@	21/9
2000	"	"	"	@	23/-
2000	"	"	"	@	26/9

34000 cases

Above prices c.i.f. Liverpool with following allowances:-

One per cent (1%) to cover all allowances at destination for defective cans.

One penny and three farthings (1 3/4 d.) per case to cover all landing charges.

Two and one half per cent (2 1/2%) brokerage.

TERMS - Sight draft through the London and County Bank, London, with shipping documents attached .

No Signature

Messrs. Co-operative Wholesale Society,
Ltd.,
Manchester, England.

July 31st, 1909

Dear Sirs,-

We are in receipt of your cable of the 30th inst., saying,
"Committee we are much disappointed treatment, we
shall rely upon you complete specifications."

When you receive our letter of the 23rd you will see that you have no cause to feel disappointed ... As a cold business proposition we should not have sold you anything at prices made you on the 2nd of July - and revised on the 10th of July - as you did not place your order until the 19th when conditions had changed very much, and we had withdrawn prices from all our Customers except your goodselves on the 14th. We were expecting you to place your order, so delayed cabling you until the 17th, when we cabled you withdrawing prices - on the 19th we received your cable placing your order for full quantity named in a previous letter. We felt then that you were relying on us, that you had severed your other connections, so we thought best to enter your order for some 34,000 cases. We were compelled to cut down some quantities as only a poor pack was being made on Rivers Inlet and the Skeena River and other Northern points, and nothing had been packed on the Fraser. We had refused to confirm several orders at much higher prices as late as the 15th, 16th and 17th inst., and then confirmed your order at lower prices. You can readily see that we value your business and that we have paid a good price for it. We feel quite sure that you could not have placed your order at all, when we accepted it. As conditions had changed owing to a very poor run, bad weather and the fishermens strike, since, the situation has not changed, the fishermen have gone to work, but the run so far has been very poor; the total pack on the Fraser River to first of August, will not be 20,000 cases. In 1905 it was somewhere 250,000 and 300,000 cases. Skeena River is less than 50% what it was same date last year.

On July 12th you cabled us for prices on "halves tall ones ovals - this we understood as halves, tall, ones - ovals - you evidently meant half-talls and pound-ovals. We are not packing either half-talls or one pound ovals, but we are sorry we misunderstood your cable. No one, that we can find out will pack Sockeye in one-pound ovals, and as far as we know the only people packing half-talls are the British Columbia Canning Co., who have their Head Office and sell their goods in London, England. We tried to get 1000 cases for you from them but their represtative[sic] said he could not sell here.

No price has been made for Red-Alaska, and so far we have been unable to book provisional order for the 10,000 cases.

We do not think that any one Company could take care of your wants, and feel sure that no legitimate business has been done for any quantity below, if at, the prices made you.

We would not mention this at all, only that you say that you have been treated unfairly and feel disappointed - when the shoe should be on the other foot. We feel that we have cause to feel disappointed as we refused 1/- per case for large quantity of halves and could have sold all that style we have booked for you at that advance.

The season is a very backward one but we may yet have a fairly good run, anyway we are hoping for the best. We are in receipt of a telegram to-day from the Skeena that the run of Sockeye is very poor and prospects poor, that Humpbacks are running, which indicates the Sockeye run there is about over.

We enclose herewith Contracts with the sales made you; if they are found satisfactory we would thank you to return us one copy of each.

Should the run exceed our expectations we will come to you for further offers; you can rely upon us doing this.

Yours truly,

The B.C. Packers' Association.

General Manager. William Henry Barker

W.H.B.

E.W. Rollins, Esq.
Messrs E.H. Rollins & Sons,
19 - 21 Milk St. Boston, Mass.

August 5th, 1909

Dear Sir,-

I beg to acknowledge your favour of the 29th ult., and to confirm my wire of yesterday's date, stating that "Sockeye run just commenced on Fraser, Northern pack little short owing to backward season."

The season has been such a backward one and the Sockeyes so late in coming that we were getting quite alarmed. We fear that the run may be short and heavy; with the short supply of help and much of that inexperienced we cannot do as much as we would like. However, we will do the best we can.

The writer has no "District Managers" or assistant, so is kept pretty busy - he trusts, however, to get along, and does not mind the work as long as it comes out all right. We are not good at guessing however, have made too many mistakes, the fish, like the weather, are an unknown quantity; we will try our best to get them and take care of them when we do.

Regarding fly-fishing, I think the best anywhere is at the Campbell River - where large Springs as high as 70 and 80 lbs. are caught. The River is on the upper end of Vancouver Island - steamer every day or two, and I believe a pretty fair hotel - boat-men for hire Etc., in fact we understand it is an ideal Salmon fishing stream, about this time of year or a little later.

Hoping that the run will continue, I remain,

Yours respectfully,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
McKinnon Building,
Toronto, Ont.

August 21st, 1909

Dear Sir,-

"The Financial Post" of Toronto of the 14th inst says -
"B.C. Packers.

All the roseate expectations of an immense catch of Salmon are being fulfilled. Up to Aug. 7th Messrs. AEmilius Jarvis & Co., the re-organizers and promoters of the Company report, 2,255,557 fish caught as follows:

July 24th	31,826
" 26th	76,783
" 27th	63,206
" 28th	69,582
" 29th	66,740
" 30th	100,456
" 31st	110,734
Aug. 2nd	190,839
" 3rd	292,757
" 4th	207,103
" 5th	499,710
" 6th	244,721
" 7th	281,000

2,255,557

In regard to the back preferred dividends it is likely that these will be paid up during the next six or eight months and after that has been accomplished a dividend on the common is a fair possibility. The Preferred shares have been firm and quiet around par."

We cannot understand where you got these figures. Surely not from this office, they certainly are not right, for instance on the 5th you say we received 499,710 fish, which would make about 36000 cases - whereas we packed 7,936 cases that day. There has been a serious mistake somewhere. We would like to know where you got your information which is so much at variance with the facts.

News-papers have greatly exaggerated the Sockeye run, both on the Fraser and Puget Sound which has demoralized our selling. Buyers could not understand our advices that the run was late and unsatisfactory - when press dispatches stated immense run -

We cannot afford to have anyone think that we have in any way tried to misrepresent matters.

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

William Henry Barker

W.H.B.

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

September 16th, 1909

Dear Sirs:

I am sorry I have to report that we did not make the expected pack of "Sockeyes" on the Fraser River. In fact, we only got a little over half the quantity we prepared for, having packed about 156,000 cases, and made cans for 300,000 cases. In Norther[sic] B.C., we have packed about 90,000 cases and are still packing at two canneries. Will probably make a total of 95,000 cases North. We commence fishing for "Cohoos" and late run "Sockeyes" on the Fraser tonight, and hope to pack 30,000 cases or more.

Our cold-storage has shipped about the usual quantity of "Fresh Halibut" to Eastern Canada, and have frozen 1,200,000 pounds, and are now busy freezing Cohoes and other Fall Salmon. We have also light-pickled about 300 tons "Spring" Salmon. However, the light pack at our fifteen canneries on the Fraser will increase the cost of packing very much, as our White labor steamers and other fixed charges, such as insurance on plant, depreciation etc., are the same as if we had made a full pack, besides some of our nets were run on shares, owing to small quantity of fish caught by them, are also expensive. Some of the Chinese Contractors did not make up their advances, and most likely balance will have to be charged to cost of pack. But under the circumstances, we have not many doubtful accounts to carry over.

The reason for the short pack on the Fraser when the Puget Sound Packers did so well, are several. Usually the Sound packers get very few "Sockeyes" after the 10th of August. The season was a backward one, and they were packing quite well up to the 25th of Aug. or two weeks later than usual. Owing to the close season, we had to stop fishing on the 25th of Aug. when the fish were running fairly well. Then, the Canadian Government have made very Drastic laws cutting down the depth and length of nets, increased the weekly close time, so that the total pack on the Fraser for 39 canneries was only about 425,000 cases against 900,000 packed on Puget Sound.

I have given you this information to show that our very small pack was not altogether caused by a failure of the run, which was smaller than 1905, but still, the American packers did very well, and large quantities of fish have gotten up the River. We think the results of the year will show that we have done our proportion, and certainly have done our best, poor as it is. The results are anything but satisfactory to the writer, and he can assure you that he would be much pleased to have been able to made[sic] a better report.

Regarding sales, we were compelled to sell early at what we considered too low prices by nearly all the other packers doing so, and sold what has turned out to be a considerable part of our pack at what is turned out to be too low prices. Had the expected pack been made, our early sales would have proved good ones. On balance left, we are getting good prices. Nearly all our sales are on the f.o.b. Vancouver basis, quality and condition passed here, only quaranteeing[sic] against pierced and blown tines[sic] on the other side.

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

William Henry Barker

W.H.B

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

October 12th, 1909

Dear Sir:-

Mr. Chas. Wilson - of Wilson, Senkler & Bloomfield - called upon the writer to-day regarding the matter of re-incorporation. Mr. Wilson had seen Mr. Bowser - the Attorney General - who said that as far as he was concerned he saw no reason for any objection to our re-incorporation under the laws of British Columbia, with the change suggested by yourself regarding the Company's right to buy stock in the open market.

Mr. Wilson wished to advertise at once in three of the Vancouver papers and one in Victoria, of our intention to ask for a Private Bill at the coming Session, which meets - the writer thinks - sometime in November. We thought best not to do this advertising until the circular letter was sent to each of the Shareholders getting their consent.

You omitted to draft this circular letter, so it would be necessary to do it at once if you wish to write it, or we could do it here.

As we understand it, the letter should state that owing to the Corporation Tax in the State of New Jersey being excessive and that all our business is transacted in British Columbia, and that a large number of Shareholders had expressed a wish that the Company be re-incorporated under the laws of British Columbia, and that we were practically paying out \$3000.00 per year for nothing, that the only business transacted in New Jersey was such as was necessary to conform to the laws of that State and was a mere matter of form, having first been transacted at the Head Office in Vancouver.

The writer has seen a pamphlet giving the text of the Corporation Tax Law as passed by the United States Congress and approved August 5th, 1909. After reading over the law as passed, we have come to the conclusion that it does not affect our Company, as our business is not transacted in the United States.

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 326

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

October 13th, 1909

Dear Sir:-

Adverting to ours of yesterday, we beg to enclose herewith copy of letter received from Mr. Chas. Wilson, of Wilson, Senkler & Bloomfield, referring to same.

Yours respectfully,

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

William Henry Barker

W.H.B.

Enc:

F.W. Rollins, Honourable
19 - 21 Milk St. Boston, Mass.

October 19th, 1909

Dear Governor,-

In accordance with your request of the 12th inst. I enclose copy of letter written by our Secretary as per instructions of the Board of Directors, also copy of letter written Mr. Aemelius Jarvis by a number of Eastern Canadian Shareholders. These Shareholders have been misinformed as to pack and profits made or else take a great deal for granted. As the writer has before stated, the outcome of the season has been disappointing to the management, owing to the unsatisfactory run. As we have indicated a combination of circumstances helped to keep our pack down. The prevailing winds and late season which favoured the American Packers worked adversely to the Fraser Cannery. During the close season between the 25th August and 15th September an unusually heavy run occurred of which we could not take advantage.

The Provincial Fish Commissioner reports that the supply of parent fish at the Hatchery is more than sufficient, also that the natural spawning grounds are very well supplied.

We have packed about 35,000 cases since the opening of the fall season which makes our total about 290,000 cases. We cannot tell just how we will come out until our books are closed, but the poor pack on the Fraser will make the cost at these Canneries quite heavy, as white labour and other fixed charges have to be borne by the small packs made.

We cannot pay any dividend on Common Stock, until all dividends on preferred are fully paid, then 25% of balance of any remaining profits must go to retire preferred stock, then a dividend on Common Stock can be considered.

Yours truly,
Gen. Mgr.

William Henry Barker

W.H.B.

Enc.

Barker Letter Book

Volume 1

Page(s) 329

Messrs. Evans, Coleman & Evans,
Vancouver, B.C.

October 22nd, 1909

Dear Sirs,-

We herewith hand you Specifications for additional order of Tinsplates,

485 boxes	11 3/4 x 18 3/4	90 lbs.
765 "	12 x 20	90 "
1150 "	13 1/2 x 17 1/2	90 "
1100 "	14 x 20	90 "

total 3,500 boxes.

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

William Henry Barker

W.H.B.

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

November 9th, 1909

Dear Sir:-

Replying to your letter of the 3rd inst. regarding our deal with the Canadian Fish Company for their two steamers, that same had fallen through and the steamers purchased by the New England Fish Company.

We are fully convinced that this Company had no intention of giving up business in Vancouver. If we had gotten the two steamers they would have purchased other ones, as they fear Hecate Straits may be declared British waters. We must expect opposition from this and other quarters.

We hope to get newer and more modern vessels, one to start with, and trust we will be able to keep our business and will try to extend it.

The New England Fish Company had one of the Canadian Fishing Company's vessels fishing for them in 1908, and had to put in the public Cold Storage here quite a large part of her catch, some of which is still there, having been stored from fourteen to eighteen months. We understand it is in bad shape - anyway, the storage charges of 1/2 cent per pound for first month and 1/4 cent for subsequent months will be nearly four cents per pound. Seeing that we sell the best prime frozen Halibut for five cents, they won't make much on present stocks, or get the goodwill or future business of whoever buys it.

Yes! We are sorry, but feel satisfied that we could not keep them out even if we had bought the boats - and considering their age, &c. - one twenty-three and the other twelve years old - it is perhaps as well we did not get them.

Talking to the Captain of the "Celestial Empire" a few weeks ago - who was then fishing for us - he stated that the American boats - including the New England vessels - fished inside the three mile limit a good part of the time. On that trip three different American steamers had caught 450,000 inside the limits. I asked him where the patrol boats were; he said, one down here being fixed up and we met the other going up.

The fact is, as near as we can tell, both the "Kestrel" and the chartered tug "Joliffe" spend too much of their time away from the fishing grounds, a good deal of it coming and going from Vancouver or Victoria, where they come for supplies, to get paid off every month, etc. No doubt they keep the poachers off when they are on the grounds, but one should be there all the time.

They not only steal our fish, but prevent our vessels from using the best grounds.

We have gone into this with our Member of Parliament and the Minister of Marine & Fisheries, and got them to put on the tug "Joliffe" until a faster and better cruiser was gotten, but it does not seem to make much difference; no seizures of any consequence have been made yet. From all accounts a very great deal of poaching goes on.

Each fishing vessel carries twelve or more dories, and each dory fishes ten lines sixty fathoms long, with snoods every few feet with the baited hooks.

You can readily see that it takes some time for all these dories to take up their 3,600 feet of lines, with a snood with a sharp hook at the end every few feet.

We cannot help but think that these patrol vessels do not want to seize a good fishing steamer; the only ones seized so far are, one sailing schooner, one gasoline schooner, and the old slow steamer "Francis Cutting"; no new or modern vessel has yet been seized.

Another matter that interests our Association is, the Insurance bill, which has been passed by the House and comes up soon before the Banking & Commerce Committee of the Senate. It imposes a tax of 15% on premiums paid for fire insurance placed with insurers not licensed in Canada.

We place all our Insurance with Lloyds through Messrs Willis, Faber & Co., Montreal, and save several thousand dollars a year in premiums thereby. If the Bill becomes a law, of course, the cost will come on us.

The methods of doing the business of Fire Insurance Companies make the rates excessive - they pay too much commission to too many people - spend large amounts in advertising, etc., so the cost of getting the business is excessive.

If any of your friends at Ottawa could help defeat this Bill or defer it, it would be in the interests of our Company.

We enclose you a pamphlet, one of some sixty sent us by Messrs Willis, Faber & Co.

Yours respectfully,

B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Enc.

The Honourable L.P. Brodeur, Minister of
Fisheries
Ottawa

November 17th, 1909

SIR:-

We beg to call your attention to strenuous regulations in force on the Skeena River this year, which have resulted very disastrously to all Packers on that River. We feel satisfied that every Salmon Packer who operated this year actually lost money.

There was an early run of Sockeyes, which we were not allowed to catch, as the season opened July 1st. Then there was a long spell of stormy weather which stopped all fishing in open waters.

It is absolutely impossible for the 800 or more boats to fish in the limited area (about four miles) which is mostly sandbars; Rocky and snaggy bottom. The loss of nets through restricting the fishing below Raspberry Island was enormous, being over one dollar per case packed. About the close of the season we were allowed to fish as far as Sand Island, or seven miles above Raspberry Island. Had this concession been made earlier, much saving in nets and a larger pack would have been made.

All the Salmon Packers feel that they have been very badly treated and unnecessarily so, for the very strenuous measures enforced this season are not needed - Nature protects the Salmon very well. It is impossible to fish more than four to six hours out of the twenty-four owing to the very strong tides (23 to 24 ft. of a rise and fall). Then the weather is so uncertain, as few fish are caught in rainy or stormy weather.

We understand that Salmon - particularly Sockeyes - were very plentiful at the Upper Waters of the Skeena - both Hatcheries and all the natural grounds being well supplied; in fact, there were actually too many. While the pack on the Skeena is the worst in years.

We respectfully ask your Honourable Department to make the open season for Sockeye fishing the 15th - 20th June, and allow us the old boundaries.

We have a large amount of money invested in Canneries that are of no value if we cannot operate them profitably. It is to our interest to see that enough and plenty of fish get up the River to ensure a permanent supply. Our investments are permanent, and we assure you that you can count on our co-operation in every respect to perpetuate the industry.

Why legislate us out of business? What value are the Salmon if not caught? after enough have gotten by to ensure the re-stocking of the river.

If the natural spawning beds are properly taken care of, enough fish will get to them to properly seed them, any and all the time, without any unnecessary harsh restrictions.

If we have written too strongly, pardon us. We feel pretty bad now we realize the results after closing our books.

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

William Henry Barker

Honourable Wm. Templeman
Ottawa

November 18th, 1909

SIR:

We enclose herewith copy of letter addressed to the Honourable L.P. Brodeur - Minister of Fisheries.

We were tempted to write a much stronger letter, but thought, perhaps, with your assistance, the one written would have the desired results.

The season has turned very disastrously for all Packers on the Skeena.

You will pardon us for repeating what has been told you before.

Sockeyes run earlier on the Skeena and in Northern British Columbia than they do on the Fraser, and the run is over earlier. They commence to run the middle of June; no large quantities are caught after the end of July. Sometimes, if the weather be fine, there is quite a little run in June; other times, when the Spring is backward and the weather cold and stormy, the fish will be later. This season the weather was fine and there was a nice little run in June, which we missed entirely, as we could not fish, the new regulations not allowing us to start before the 1st July.

You can readily understand that it takes nearly a week to get the Indian fishermen started, so if we were allowed to start as formerly - the 15th June - it would be a week later before we had all well started.

The Boundary above which we were not allowed to fish, was brought down to Raspberry Island - some 12 miles. This injured us even more than we expected, as some 800 boats were crowded into the restricted area - some four miles square - much of which the bottom is covered by snags and rocks; the consequence was an enormous loss of nets.

About the end of the season the restriction was rescinded and we were allowed to fish some seven miles above. Had this concession come earlier, it would have given us a profitable season; as it was, we all lost money. The new regulations have cost our Company many thousand dollars, and absolutely no need of it.

We took for granted that the action of the Department in again changing the fishing Boundary was permanent, so we had Mr. Burdis, - Secretary of the Cannery Association - write Fisheries Inspector. We enclose copy of his letter and the Inspector's reply.

We protest against the regulations in force the past season. You have been on the ground and have seen both Fishermen and Packers and understand conditions.

As we have stated, with proper care of the spawning grounds, there is absolutely no danger of fishing out the Skeena, as the strong tides and stormy weather allow more than enough fish to get up the River.

We have just closed our books and are greatly disappointed, as they show an actual loss, which our Manager blames entirely to the new regulations.

Thanking you for your valuable assistance in our behalf which we need very much, We remain,

Yours respectfully,

The B.C.Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis, Esq.,
Toronto, Ont.

November 18th, 1909

Dear Sir;-

Adverting to a letter written you by our Mr. Ker regarding Professor Prince and the regulations made and enforced on the Skeena River. We beg to enclose copies of letters written to Honourable L.P Brodeur, Minister of Fisheries, and Wm. Templeman, member for the district, also a member of the Cabinet.

These letters explain the situation on the Skeena and it would be a sin if they were continued in force next season. The B.C. Cannery Association and all Packers on the Skeena will make every effort to get back the old regulations, which were strenuous enough, in fact we are of the firm opinion, as stated in both letters, that nature fully protects the Salmon on the Skeena River, if the natural spawning grounds are taken care of, you cannot fish it out.

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

William Henry Barker

W.H.B.

Enc.

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

December 8th, 1909

Dear Sir:-

Replying to your favor of the 1st inst., we enclose herewith Affidavit of Messrs Anderson and Burdis regarding the fishermen who sent the telegram to the Minister of Marine & Fisheries opposing the continuation of the fishing season; also enclose a letter from Mr. C. B. Sword, Inspector of Fisheries, regarding the same matter.

One of the fishermen who signed the telegram - by name Broderick - stated that he expected to be allowed to fish during the close season with a 7" mesh net, which has been the custom up to a year ago, when all fishing during the close season was stopped. He thought if all fishing was stopped with Sockeye nets, he and a few others could do much better with the larger mesh nets, and was very much disappointed when he found his mistake.

Many thanks for the Club tickets which always come in handy.

Yours respectfully,

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

William Henry Barker

W.H.B.

Encs:

A. S. Rathbone, Esq.
Ottawa, Ont.

December 20th, 1909

Dear Sir:-

I beg to acknowledge copy of letter addressed to Mr. AEmilius Jarvis, Toronto, in registered cover.

You will pardon me for thinking you must be under a misapprehension regarding our desire to re-incorporate our Association and the reasons therefor.

Since the writer has been General Manager, and afterwards President of the Company, it has been his earnest desire and wish to make it a success, particularly financially. With this sole idea in view, every economy has been studied. The New Jersey Corporation tax has been a sore spot, as we were paying out about \$3,000.00 a year for nothing.

After enquiring the reasons for not incorporating under the laws of our own Province, we find that the only reason given was, that the laws of British Columbia do not allow a Corporation to buy in or retire its own stock. To be able to retire our stock from available funds when able to do so, requires a special Act of Parliament. We have consulted the Attorney General and convinced him that our intentions were in the interest of the Shareholders, and we are told there would be no objection.

The principal object of the new incorporation is, to save the \$3,000.00 a year tax, and to avoid any new law which may be made in the United States to embarrass (sic) and further tax Corporations, which seems to be popular over there.

There are many other reasons that must appeal to you. Being a foreign Corporation we do not have the standing we should have with either the Provincial or Dominion Governments.

We cannot own or operate steamers in our own name - have to have a subsidiary Company for this purpose.

As we are in the Halibut fishing business quite extensively, we have just purchased a modern steamer in England. We have of a necessity to go to the Governments for concessions, to complain of American vessels fishing in Canadian waters, which does not look well coming from an American Company.

In discussing the proposed change of incorporation, the Directors asked if any change was desired. It occurred to one of them that it might be possible to buy stock at less than 115 when funds were available. It was argued that when such was the case the shares would go to that amount anyway; that every share of stock sold would enhance the value of the balance. It was thought best in the interest of all Shareholders that the change be made, at least that was the judgment of the Board of Directors, who, I may say, are all Preferred Shareholders and good businessmen, whose only interest is the very best interest of the Company.

This is one of the cases that the minority rules; if there are others that object to the change, of course, it will not be done.

We, your Directors, can only have the satisfaction of knowing that we tried to do what we were sure was for the best interests of every Shareholder.

Yours respectfully,

The B.C. Packers' Association.

President & General Manager.

William Henry Barker

W.H.B.

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

December 20th, 1909

Dear Sir:-

The writer received copy of letter addressed to you by a Mr. Rathbone regarding the proposed change of incorporation. Mr. Rathbone evidently objects to our being permitted to purchase stock at less than 115. We have written him as per copy enclosed and hope same may have some effect. We are afraid that others may feel similar to Mr. Rathbone although we hope not. If they do, of course the matter will have to be dropped.

Wishing you the Compliments of the Season and a Prosperous New Year.

I remain,

Yours respectfully,

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

William Henry Barker

W.H.B.

Enc:

G.J. Desbarats, Esq. Deputy Minister of
Marine & Fisheries,
Parliament Buildings, Ottawa.

January 3rd, 1910

SIR:

We beg to acknowledge your favor of the 27th ulto., #6. We thank the Minister of Marine & Fisheries for giving consideration to our request of the 17th November last. We are very much surprised to learn from you that there was some scarcity of parent fish in the Babine Lake and River District, which differs very much from all the information we have received. We have gone to considerable trouble, and our information, both from your own Fishery Officers and others is, that there were far more parent fish than necessary. To give the exact words of one of your officials, "There were millions of fish all over the District, but the weather being so bad, we could do nothing with them. The spawning grounds are densely populated with all the different varieties of Salmon".

We wish to take this opportunity of again stating to your Department that this Company is very heavily interested in the Skeena District. We have just purchased another Salmon Cannery there, as we have every confidence that the run of fish will be maintained and cannot be interfered with very much, owing to the protection given to it by nature, namely, the very strong tides on the Skeena and other natural conditions; also from the fact that your Department has shown a disposition to conserve the fish on this River.

We wish to again state that we carefully consider any concession that we may ask for before making it, as our investments are permanent and we have every desire to see the fish increase, and everything to gain by it.

We are very familiar with all conditions that exist on the River and its vicinity, and would respectfully suggest that we have enough interest there for your Department to give some consideration to our views.

Thanking you for your favor, and asking you to kindly let us know, as early as possible, your intentions regarding the requests made, namely, the old boundary and earlier opening date.

We are, Sir,

Yours respectfully,

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

William Henry Barker

W.H.B.

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

January 17th, 1910

Dear Sir:-

I beg to acknowledge your favors of the 8th and 11th inst., and I am pleased to be able to confirm the information given in the letters under reply.

We expect to hold our Directors' Meeting tomorrow to pass on Balance Sheet and Profit and Loss Statement.

After providing for depreciation, which amounts to \$45,123.01, we show a profit for the season's business of \$351,123.35, which is in excess of the writer's anticipation. We had in the Banks and for collection on the 11th inst., a little over \$140, 000.00, so there is no reason why a 10 1/2% dividend should not be declared tomorrow, made payable at as early a date as possible.

We expect to wire you tomorrow so that the necessary time can be taken, and payment made as early as possible.

We have bought a very fine vessel - only two years old - with all modern equipments, for our Halibut business, and think perhaps it will prove in the end a better purchase than the two old boats we had formerly intended to get.

We have also purchased the Dominion Cannery on the Skeena River, which we think another good buy, as the location is particularly good for us and should lessen the cost of our pack on the Skeena.

The Alert Bay Sawmill showed some profit to our surprise, and we think should prove a good investment.

The writer saw Mr. R. P. Rithet and got from him a promise that he would send his proxy at once, which we think he has done. He was very insistent that a dividend be paid on the common stock, stating that we had no option in the matter but must live up to the by-laws and put aside 25 % of our earnings to retire Preference and pay a dividend on the Common. The writer told him he was a little premature - that we all would be delighted to commence dividends on the common stock, and he could count on our doing so, just as soon as we thought it advisable, but we first must pay all arrears on the preference stock, and then could consider as to whether there were sufficient funds after retaining enough for a working capital.

The Balance Sheet will follow this letter if not go in the same mail. We have made a special effort to get it to you as early as possible, thinking it would help you to get in the proxies so as to make the desired change.

Yours respectfully,

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

William Henry Barker

W.H.B.

P.S. Proforma Profit & Loss Account and Balance Sheet enclosed herewith.

C. Sweeny, Esq.,
Manager, Bank of Montreal, Vancouver, B.C.

January 19th, 1910

Dear Sir:-

Referring to our conversation regarding Halibut Fisheries of British Columbia.

There seems to be considerable attention paid to them at this time. Several new Companies have been organized, one - The Pacific Coast Fisheries - have built a Cold Storage plant, and have a Steam Trawler. We understand they are to go into the oil and fertilizer business as well. They are located on Queen Charlotte Islands.

As you are aware, the New England Fish Company, of Boston, bought the Canadian Fish Company's steamers "Flamingo" and "Celestial Empire", and are operating these steamers under the same name, viz: - Canadian Fish Company.

Our Company had leased or taken the catch of these steamers for several years, and their sale made it necessary to provide another vessel. We have bought fine vessel - the "Roman" - she is now on her way out here, and we believe she will be one of the best Halibut steamers on the Pacific Coast.

We do not know what success the new concerns will have in this business, as the Canadian market is of a necessity quite limited. We were the first to make regular shipments of fresh Halibut to Eastern Canada, and had at first to consign. At this time we find the demand limited, although we sell at 7 cents per pound delivered in Montreal and Toronto. As the express rate is 3 cents, we only get 4 cents f.o.b. cars here, after icing fish and cars and buying boxes. We fear that in case the New England Fish Company find they cannot use the catch of the Canadian vessels in the United States market, they may cut this price, and make the business unprofitable for a time.

We have had no success shipping frozen Halibut to the United Kingdom, as their fish markets are usually well supplied from their own waters.

Trawlers have not proved a success here up to this time, as they catch such a large proportion of "trash" fish, that is, fish like "flounders", "skate", &c., for which there is no sale. All catch their fish by lines from dories - each dory having several lines, about 60 fathoms long, with hooks on snoods nine or ten feet apart, baited with herring. The fishing has to be done on the "Banks" in comparatively shallow water, which is often quite rough. Two men go in a dory; they all work on a lay and make good wages, usually averaging over \$100.00 per month. They are a hardy lot.

A Halibut steamer carries from 8 to 14 dories, so the crew of the steamer is quite large - 16 to 28 fishermen, besides Captain, engine-room crew, cook and steward.

We wish that Hecate Straits were declared Canadian Waters and American vessels stopped from fishing there. As it is, a dozen or more from Seattle and Tacoma, in addition to the three "New England" steamers from Vancouver, obtain their catch in these waters and very often with the three mile limit.

This winter Halibut have been very scarce in Hecate Straits; however, we do not think they are fished out, and sincerely trust not.

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

William Henry Barker

W.H.B.

W.D. Whitehead, Esq.,
c/o Messrs Welch, Ackerley & Co.
Mersey Chambers, Liverpool, Eng.

January 19th, 1910

Dear Sir:-

S.S. "ONYX"

We were pleased to receive your cablegram of to-day advising purchase of this steamer and on terms which we can apparently safely protect.

We note the price to be 7,000 pounds, with cash payment of 4,000 pounds, and the balance divided in quarterly installments extended over two years from date of purchase and at interest rate of 5 %.

We are very glad you have succeeded in getting the amount of this first payment reduced to present figures, as it appeared at one time somewhat of a problem how your original offer was to be financed.

We have arranged with the Bank of Commerce for an overdraft of \$20,000, covered by promissory note of the Company endorsed personally by Mr. W.H.Barker and Mr. Wilson, the understanding being, this indebtedness to be reduced from time to time as funds permit, and that the whole amount be liquidated within twelve months.

It will require some careful management, and a good season to take care of this obligation, but we look for a successful issue on the investment.

We shall telegraph you necessary funds when cabled for, and hope the survey and sailing of this second vessel will turn out equally well as with the "Roman".

We have enough cash on hand to take care of insurance and outfitting expenses.

Plans and photograph of the "ONYX", as also your written description will be looked for with much interest. From description of Lloyds register, the boat should be a suitable size and condition.

We confirm our advice wired you on the 17th inst. that Capt. Mackay is ill and does not feel able to undertake the journey to England.

We understand from your message to-day that a local Master has been engaged, and this is quite satisfactory.

"ROMAN". Your cable of the 18th inst. advising arrival at St. Vincent coaling and departure for Coronal is good news, and the run so far has been creditable to the officers and vessel.

Yours truly,

Coast Steamship Co.,
Director.

William Henry Barker

J.M.W.

Whitewelch (received from)
Liverpool

Jan. 19th, 1910

	"Onyx"
Barlonco	I have bought
Masliebe	4000 pounds
	cash
Maskenball	3000 pounds
	terms
Gierigkeit	5 %
	two years quarterly payments
Solfar	subject to delivery in
	Glasgow
Sopuntando	subject to survey
Weidlich	next week
Egegefuhr	Have engaged
	Captain.

Sent to:-

Whitewelch, Liverpool.

Jan. 19/10

Cimera	We confirm the purchase
Taktfest	We will telegraph
	money
Recevable	at your request

no signature

AEmilius Jarvis, Esq., Vice-President, B.C.
Packers' Ass'n.
McKinnon Building, Toronto, Ont

January 20th, 1910

Dear Sir:-

You will have received Proforma Balance Sheet and Profit and Loss Statement, and have had time to go over them. The copy sent you shows depreciation as \$36,452.86; this does not include depreciation taken from profits of Cold Storage and Alert Bay Saw Mills, which amounts to \$8,670.15, making total of \$45,123.01, which I think are figures given you in my last.

I enclose herewith copy of letter received this morning from Collector of Internal Revenue of Newark, New Jersey. This is in reply to ours stating that as we did no business or had any property in the United States we were exempt from paying any taxes to United States.

Of course we might well expect answer received, as they want all they can get and are not bashful going after it. But how are they going to get it? I talked with a good Lawyer, member of the firm we retain, who does considerable business with a Company I am connected with on Puget Sound. He doubted very much if we were liable to taxation, but said there was no way of them forcing payment, except liquidating our Corporation in New Jersey which we are taking steps to do ourselves.

We thought it might be useful in getting proxies, but you have been so successful that the change is about assured.

Messrs Wilson & Bloomfield tell us they have sent you several copies of the "Bill". We have called their attention to several mistakes - like date of Annual Meeting, which is stated in draft of "Bill" to be held in January, when it should be July. You will probably have noticed the same discrepancies, which can and will be changed.

We fully expect to pay another dividend May 20th of 3 1/2%, which will pay Preferred Shareholders up to date.

I enclose herewith, also, copy of letter from Mr. R.P.Rithet, referred to in my last.

Now that we are up with our dividends to the Preferred Shareholders, we have to put aside 25% of our profits for redemption of Preferred Shares, as the Articles of Incorporation read, "After payment of cumulative dividends of 7% on the Preference Shares of the Company, as above set out, 25% of balance of net profit in every year shall be set aside as a reserve fund and applied annually in the purchase or redemption of Preference Shares, &c."

We enclose a statement showing profits of each year since start of the Company. You will note that when we did not have enough to pay Preference dividend, we have carried and added it to following year or years. This shows that to the credit of this fund, we have \$150,174.00 but it is absolutely necessary that we keep a working capital to do a profitable business. It is in the interests of all Shareholders - Preferred and Common - in fact, we cannot do without it, so we cannot use the money this time to buy the stock - for the same reason that we have not used it paying the back dividends due the Preferred Shareholders.

But before any dividend is paid on the Common stock, we must use this money for the purpose as set out in the "Articles of Incorporation".

The Directors could, at their discretion, use as much as could be spared. We think they must do that, but it must be understood, that this surplus we now have, or are likely to have, will not be all in cash, but invested in materials necessary to the business, such as nets, cans, tinplate, &c., &c. We would not want to borrow money unless the amount in materials or stock was excessive.

We all - particularly the writer - would like the owners of Common stock to receive dividends, but we must be governed by laws of the Association. We think on the whole that the affairs of the Association are in excellent shape, as the Preference Shareholders are paid up to date, and we have a fair working capital.

If you agree with us on this putting aside of 25% of profits every year, as per statement herewith, please let us know and we will open an account in our books and have this liability show on our statement issued 30th June.

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

William Henry Barker

W.H.B.

Encs:

E.W. Rollins Esq.
Messrs E.H. Rollins & Sons, 19 - 21 Milk St.
Boston, Mass.

January 20th, 1910

Dear Sir:-

We enclose herewith copy of proforma balance sheet and profit and loss statement as at 31st December, 1909; also copy of letter written to Mr. Aemelius Jarvis, together with copy of letter received from Mr. Rithet and copy of letter from the Collector of Internal Revenue, New Jersey; also statement of profit since formation of Association.

Mr. Jarvis wrote us that he had received over 75 % of proxies favoring change of Incorporation to British Columbia. We have forwarded to him several proxies since, amounting to fully 20%, so there can be very few objecting to change.

If we are liable for the Corporation Tax of 1% on net profits, it would amount to \$3,510.00, in addition to the \$3,000 tax levied by State of New Jersey, so this is another urgent reason for the change.

Considering the poor run last year, that many of our Canneries made less than half a pack, we feel that we have done exceedingly well. The Cold Storage did better last year, making nearly \$50,000, after deducting depreciation. Mild Curing on the Skeena River also showed a nice profit, as did the Alert Bay Saw Mill (leased last year at nominal rent) - only operated part of the year - used principally to make our own boxes.

The Common Shareholders are now anxious for dividends and have written letters - anonymous and otherwise - not altogether complimentary to the writer. Notwithstanding this, he will be happy when they too are getting dividends.

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

William Henry Barker

W.H.B.

Enc:

G.J. Desbarats, Esq.,
Deputy Minister of Marine & Fisheries, Ottawa

January 25th, 1910

SIR:

We beg to acknowledge your favor of the 13th inst., and have carefully noted contents.

Regarding the supply of parent fish on the upper Skeena River and its tributaries, we had understood that the rack used for retaining the Sockeyes for the Babine Hatchery, washed out or was broken in some manner by the high water prevailing, and allowed the fish to get past, so they had great difficulty in getting fish enough to supply sufficient ova for the Hatchery purposes.

We are pleased to note that your Honourable Department realizes that our interests are identical, and that our greatest desire is to see a plentiful supply every year on the Skeena River, and that we would do nothing to any way to in any way jeopardise (sic) this.

Yours respectfully,

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

William Henry Barker

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

February 3rd, 1910

Dear Sir :-

I beg to acknowledge your favor of the 26th ulto., and to thank you for personal letter to writer of same date.

I thank you very much for the substantial manner of showing your appreciation, also for interesting the other large Shareholders and Directors.

I received a very nice letter from Mr. E.W. Rollins yesterday in which he says he is very well pleased and that the affairs of the Association are even better than he had hoped for. He also says that our position regarding the reserve fund to be applied in retiring preferred stock is eminently correct; also that it would be very unfortunate to reduce our working capital.

While writing this letter, yours of the 28th ulto. arrived, and I am pleased to see that you also agree with us.

We will see Messrs Wilson & Bloomfield and have the addition made to Section 10, Clause 1. Mr. Wilson - who has charge of our Private Bill - has been in Victoria since Parliament has been in Session. No doubt the telegram of Messrs Blake, Lash, Anglin & Cassell's was forwarded. However, we will take it up with them.

Reverting again to the personal letter. I beg to say that the success of the Association is everything to me, and that it is more gratifying than I can express to know that our efforts are appreciated. I had made up my mind that my mission was ended - now that the preferred shareholders had all their back dividends and there was a good working capital, after spending over \$150,000.00 in good assets, also out of earnings.

I rather feel in an awkward position - scarcely know just what to do, as I have been treated so well.

I will carefully consider the situation, and in the meantime hope the coming season will prove at least as good as any of the other "off" years.

I was pleased to show Mr. Ker your letter, and understand that he is writing you.

Yours respectfully,

William Henry Barker

W.H.B.

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

February 11th, 1910

Dear Sir:-

Replying to your favor of the 4th inst. regarding the "Prince" situation, we beg to say that a few days ago Mr. Robt. Kelly - who has been in Ottawa - brought word back confidentially that the Department had about decided to give us the old boundaries on the Skeena River; also to put back the opening date of season to June 20th. This is fully as much as we expected.

In view of their decision to do this, we scarcely think the Cannery Association could get a deputation to go to Ottawa solely on the "Prince" situation. However, we will lay the matter before the Cannery Association, but in our judgment it would be inadvisable. Perhaps there will be an opportunity to do this some other time.

In the meantime we thank you very much for your interest in the matter, and feel satisfied that you have done a great deal, and no doubt the result will follow, as we are sure the Department cannot feel fully satisfied any more than we people out here.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

February 15th, 1910

Dear Sir :-

We enclose herewith copy of a letter sent to the Deputy Minister of Marine & Fisheries.

Mr. Sweeny called to see the writer this morning and gave him the information which caused this letter being written.

A large Company - principally English capital - has been formed, the promoter being a Mr. Collins. We understand that Mr. A. Kelly of Winnipeg, and a Mr. Carruthers of Montreal, are interested in this new Company, who claim to have been fortunate enough to have obtained a promise of the subsidy mentioned.

The writer heard of the Government's intention to assist in the building of Cold Storage in new Districts, and immediately thought our Company might get some assistance to build on the Skeena. He was informed that the Cold Storage Department was in charge of the Hon. Mr. Fisher, Minister of Agriculture, who told him that it was the Government's intention to assist small Cold Storage plants in rural and other districts, to take care of produce that otherwise would go to waste, and that a Cold Storage plant used exclusively for fish, or nearly so, could not obtain any assistance.

If this plant is subsidized to one-third of its cost, or \$90,000.00, they would have that much advantage over us, as we have paid 100 cents on the dollar for our plants.

Mr. Sweeny has consented to my writing this letter and has sent a copy of same to Sir Edward Clouston.

You are aware that the Minister of Marine & Fisheries promised the writer assistance in fresh fish shipments of one cent per pound, which amounted to nearly \$7,000.00 the first year. We did not get any part of this, however, and feel quite satisfied in our own minds that the \$90,000.00 subsidy will never be paid.

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

William Henry Barker

W.H.B.

Enc:

G.J. Desbarats, Esq. Deputy Minister of
Marine & Fisheries,
Ottawa

February 15th, 1910

SIR:

We are informed from what we consider a reliable source, that a Company has been formed to build a large Cold Storage plant at Prince Rupert, whose business will be fishing and freezing Halibut and other fish.

They claim to have assurance from the Dominion Government of a subsidy of \$90,000.00 towards building their plant.

We beg to say that we are in this business and have been for several years past, shipping both fresh and frozen Halibut to Canada and we are pioneers in this business.

If our information is correct and the Dominion Government is bonusing someone to go in opposition to us, we think they are doing us a great injury, and putting our competitors to that much advantage over us.

When the writer was in Ottawa some three years ago, he became very much interested in the Government's intention to protect and help new Cold Storage plants in the different Provinces. He replied to the Hon. Mr. Fisher - whose seemed to have charge of this branch - to see if we could not get some assistance in building a Cold Storage plant on the Skeena River, (which is some eighteen miles distance from Prince Rupert). The Minister informed the writer that a Cold Storage used almost exclusively for fish could not be subsidized, as that business was past the experimental stage; that the intention of the Government was to build small Cold Storage plants in rural and other districts to enable the farmers and producers to take care of perishable products, and not to subsidize what had been demonstrated to be a paying business.

As we have before stated, we have a Cold Storage plant at New Westminster and another one on the Skeena River; there is also another Cold Storage on the Skeena River which is used to freeze Salmon and Halibut for the markets of the world, and we protest against any subsidy being granted to a new concern to compete with us in buisness[sic] that we have built up.

If this is not in your Department would you kindly forward this letter to the proper one.

Thanking you in advance for this, We remain,

Yours respectfully,

The B.C. Packers' Association.

General Manager.

B.C. Packers' Association.

W.H.B.

George H. George Esq.
Columbia River Packers' Association, Astoria,
Ore.

February 21st, 1910

Dear Sir :-

By this mail we have sent you a letter enclosed with one from Mr. E.O. Cornish, in which he desires to purchase from you a block of 10,000 cases of Red Alaska Talls.

Before you decide to sell him - or any export customer - we should like you to let us know, as our friends - the Co-operative Wholesale Society, of Manchester - desired us to purchase for them a block of Red Alaska. We know they will be in the market again this year, and would like to get for you a steady customer, which would also work in with our goods. Mr. Cornish's letter brought this matter to our attention.

We had intended writing you before, but knowing the demand for your domestic market was very heavy last season, we knew it was of no use approaching you until your letter of recent date telling the writer of your intention to build a new plant.

The Co-operative Wholesale Society were our old customers (George & Barker) as you will remember, and are very good people. They have no representative on this side.

We do not know whether you will have any goods to export or not, and rather think you will be a little slow in doing anything in this line, but would, as we have before stated, ask you to let us know if you have any for export.

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 370

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

March 7th, 1910

Dear Sir :-

We are mailing you under separate cover a few copies of the Packers Bill as it left the Committee. There is scarcely any doubt but what this Bill will be passed as it is in a few days. Just as soon as it has had its third reading and is passed by the House, we will wire you, so that steps can be taken at your end to disincorporate and exchange stock certificates.

Yours respectfully,

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 371

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

March 16th, 1910

Dear Sir :-

We are mailing you to-day under another cover, 100 copies of our Bill as it was finally passed. We have not had time as yet to carefully go over the same, but feel satisfied that they are alright.

Now the Bill has passed and we are duly incorporated under the laws of British Columbia, we presume that no time will be lost in winding up the affairs of the Company in New Jersey so that we can re-organize.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

April 6th, 1910

Dear Sir :-

We enclose herewith copy of letter received from the Deputy Minister of Marine & Fisheries, in which you will note that they inform us that the old boundary on the Skeena River has been put back, and the season opens the 20th of June instead of 1st July. This is very satisfactory.

You will note that he also mentions in his letter that they have under consideration the fixing of the maximum number of boats that we may fish at any one Cannery. You will note what I have said in reply.

We trust that nothing will be done this year, as it is too late to re-arrange matters now. Most of our fishermen have gone North at our expense, and are indebted to us for advances of money and goods. If we have to cut them down through limitation of boats, we should lose the advances made, and perhaps not get a "square deal" in the allotment.

In years past the Canners themselves have mutually rated the boats. In 1908 we could not agree, so decided upon outside parties to do the rating. The result was very disastrous to our Company and the A.B.C. Co. We notified the Association that we would not accept the rating as a precedent for any future rating. Since that year no attempt has been made to mutually rate the Canneries.

From all the reports of both Provincial and Dominion Fishery Officers, there were more than enough fish on the spawning grounds and what the hatcheries could use, so those not needed were actually a waste, while we had only a short pack.

We scarcely think the Department will try to limit the boats this season. Any apportionment made by them will be unsatisfactory to most all concerned.

Nearly all our Managers have left for the North, and fishing for Spring Salmon on the Skeena River commences next week. At Rivers Inlet, of course, we do not start until the 20th June.

Our new Halibut boat, purchased for us in the Old Country, has arrived, and leaves to-day on her first trip. She is a beauty, and we think by far the best steamer in the business. She is only two years old, 145 feet long, 24 feet beam and 112 nominal H.P. Can steam 12 1/2 knots and is most economical. Pace is 10 knots with a coal consumption of 9 tons per 24 hours. She has a large bunker capacity and plenty of room to carry all the fish we can possibly catch. We hope that she will make good catches, and that we shall be able to market our fish to as good advantage as heretofore, although we fear that it will be a great deal harder for us this year owing to the competition from the two boats we "thought" we had purchased from the Canadian Fishing Co.

Yours respectfully,

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

William Henry Barker

W.H.B.

Encs:

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

April 8th, 1910

Dear Sir :-

Adverting to our letter of the 6th inst. enclosing copy of letter from Deputy Minister of Marine & Fisheries to Secretary of the B. C. Canners' Association, and copy of a letter from us to Deputy Minister referring to same.

We beg to say that the B. C. Canners' Association met yesterday, and we enclose copy of minutes of meeting, giving resolutions passed - sent to the Minister.

We also enclose copy of letter from the Provincial Fish Commissioner received this morning; also copy of a blank Cannery license.

You will see they are trying to force us to agree to a rating before they will issue a license to operate our Canneries. This seems to us rather a high handed proceeding, particularly when the rating is so manifestly unfair to our Company.

The Privy Council has decided that all regulations must come from the Dominion Government; that the Province can not regulate, but may license for purposes of revenue.

We think the Provincial Government have taken up this limitation of boats with the Department of Marine & Fisheries at Ottawa, as they know that the Fisheries Department are in favor of limitation of boats on the Skeena River and at Rivers Inlet.

The total number of boats decided by the Province is sufficient and all that should be allowed at these places, but our allotment is very unjust. Our Balmoral Cannery is only allowed 115 boats; we should have 125; but the greatest injustice is our Cunningham Cannery, which is given 55 - when it is just as large and as much capacity as the "Inverness" (Owned by Todd), or the "Carlisle" (owned by Buttimer & Dawson - vendors of Canneries to this Company). These two are given 69, or 14 boats each more than our "Cunningham". Our new Cannery - the "Dominion" - is only given 60 boats, and it is just as large and as much capacity as either the "Carlisle", "Inverness" or "Cassiar", which are given 69, 69 and 65 boats. If we had been given 65 boats at the "Cunningham" and "Dominion" Canneries, and the other Canneries cut down to that, there would be some justice in the allotment, then we would have 245 boats at our three Canneries instead of 230.

At the "Cunningham" Cannery we have the machinery of the "Standard", which we dismantled.

At Rivers Inlet we are a little better off. Our "Wadhams" Cannery is only given 145 boats, and our "Brunswick" 115 or 260 boats at the two Canneries. We should have at the "Wadhams" 150 boats, and the "Brunswick" 120, as they are both fine large plants.

I hasten to write you as this is a very serious matter to us; it takes away the value of our Canneries - no doubt it will be continued. The small Canneries - some of them built with money received from the B. C. Packers' - will have their values increased at our expense. Every case more we pack means cheaper packing and very much more profit.

As it means so much to us I trust you will put forward every effort and use every means to get us justice in a rating. We are anxious for a rating, but ought to be fairly treated.

We do not know why we have been discriminated against except perhaps that it seems understood that we rather favor the Government at Ottawa; perhaps because Mr. Kelly is one of our Directors.

They seem to have also been influenced by a very unjust rating made in 1908, which most of the Packers agreed was not fair to our Company.

I enclose copies of letters written to the Provincial Fish Commissioner and his Deputy, when we were informed they intended making a boat rating.

We feel satisfied that all regulating rests with the Dominion, yet we fear they may endorse or take the rating of the Provincial officials as a basis.

If you can prevail on the Fisheries Department to make a rating fair to us, as one we submit herewith, it will be worth a good deal to our Company.

It would be very strange if the Dominion will allow the Province to make regulations for them, or to discriminate against our Company - perhaps for political purposes.

We have not written the Department regarding this, and will not do so until we hear from you.

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

William Henry Barker

W.H.B.

Encs:

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

April 8th, 1910

Enclosure to letter 194

Our suggestion:-

SKEENA RIVER:

B.C. Packers	BALMORAL.	115, should be 125
"	CUNNINGHAM	65
"	DOMINION	65
Bell-Irving ABCPC	BRITISH AMERICAN. . .	85
"	NORTH PACIFIC	69
Wallace	CLAXTON	89
B.C. Canneries	OCEANIC	85
Todd	INVERNESS	65
?	CARLISLE	65
?	SKEENA COMMERCIAL CO.	52
Marpole Kelly	ALEXANDER	35
?	CASSIAR	65
		855

RIVERS INLET

?	WADHAMS	150	2 lines
?	BRUNSWICK	120	2 lines
B.C. Canning	RIVERS INLET	110	
A.B.C.Bell-Irving	GOOD HOPE	95	
Todd	BEAVER	95	
?	KILDALA	90	
?	STRATHCONA	90	
		750	

William Henry Barker

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

April 9th, 1910

Dear Sir :-

We enclose herewith copy of letter to Mr. Babcock in acknowledgment of his given boat rating.
Also enclose copy of a letter from the Secretary of the B. C. Canners' Association to the Deputy
Minister at Ottawa.

We are sending you these so that you will be fully advised.

We also confirm our wire of today's date, reading :-

"mailed important letter eighth relating boat rating Northern
Canneries. Prompt action imperative."

Yours respectfully,

The B. C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Encs:

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

April 20th, 1910

Dear Sir:-

We beg to confirm our night message of yesterday:-

"Referring to our letter eighth regarding boat rating Skeena River, Rivers Inlet, understand deputy Provincial Fish Commissioner now in Ottawa trying to get Dominion endorse the Provincial rating. Must have more boats; large advances already made fishermen which will lose unless get number boats mentioned letter."

Our Mr. Evans told the writer that he had talked with Mr. Bowser - who holds several offices in the Provincial Cabinet - being Attorney General, Minister of Finance, Minister of Agriculture, as well as Fish Commissioner. He mentioned to Mr. Evans that his Deputy was now in Ottawa and was trying to get the Dominion Government to endorse his boat rating; also to turn over the management of the Fisheries to the Province.

Since sending the above telegram we are not sure which of his Deputies is in Ottawa, but as the matter of boat rating affects our Canneries so vitally, we thought best to wire you as we did.

We earnestly hope that a better rating will be given us by the Dominion Government if they rate at all, than has been done by the Province.

Dr. Bell-Irving - for the A.B.C. Co. - who have been discriminated against as much as we (they think more), has seen Mr.E.P. Davis - of the law firm of Davis, Marshall & McNeill, who are the leading barristers here. Mr. Davis advises strongly against "bucking" the Government, as the cost of litigation does not bother them but would seriously affect us. Mr. Davis said that they no doubt could tie us up for the whole season, and being the Government, did not have to give bonds, so that it would be a one-sided fight.

We are going to meet the Government on Tuesday next, but are afraid that we will not accomplish much, and might have to stand this unfair rating for this season.

We think perhaps a vigorous protest at this time might do us good for future boat ratings.

We understand the Dominion Fisheries Officer has sent on to the Dominion his recommendation of a boat rating. We cannot find out just what he suggests except in a round-about way that he has advised giving the "Cunningham" more than the Province has.

We are sorry to bother you with this. As you are a large Shareholder and have the good of the Association so much at heart, this boat rating establishes values of our plants, and we are extremely anxious to get as favorable a rating as possible. So far our efforts have not been very successful.

Yours respectfully,

The B.C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

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

April 23rd, 1910

Dear Sir:-

We beg to acknowledge your telegram of yesterday's date, reading :-

"Have Government assurance no final action will be taken
until subject has received thorough consideration",

and thank you for same.

We are sorry to have troubled you about this boat rating, but, as we have previously stated, the value of our plants depend largely on the fish supply, so that the boat rating is vital to us.

However, the Provincial Government have made a boat rating and seem disposed to stick to it.

Notwithstanding the efforts we have put forth - as you would have seen by our correspondence - which only indicates what we have written and not said in interviews with the Government - we have been very unjustly dealt with. We fear however, that we will have to accept the rating for this season and make the best of it.

We are making quite a vigorous protest, and are to meet the Government on Tuesday, so that a new rating will probably be made another year.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

April 27th, 1910

Dear Sir:-

I beg to acknowledge your favor of the 21st inst., regarding boat rating in the North.

We thank you very much for what you have done with the Dominion Government, and have no doubt it will be of great assistance to us in getting a better rating than has been given us by the Province, and perhaps has stopped the Dominion Government from endorsing the rating made by them.

The writer with Dr. Bell - Irving, Wallace and others, went down to Victoria yesterday to see the Government. We scarcely expected them to re-adjust the rating made, although we think they ought to have done so. We got little satisfaction except they promised to consider and talk over the matter and let us know by wire to-day. However, they stated to us very plainly that they intended to enforce any regulations made.

As Mr. E.P. Davis advised that they could, and probably would make a lot of trouble and expense for us - very likely keep some of our Canneries closed the entire season, we rather think we will be forced to accept the unjust rating made for us this season. We protested so strongly that we feel satisfied more care will be given a rating another year.

It seems hard to have to accept a rating which disarranges all your plans - that you cannot keep contracts made with fishermen both white, Japanese and Indians - when these regulations are not made according to law.

We are in receipt of a letter from the Deputy Minister of Marine & Fisheries, copy herewith.

Again thanking you for what you have done in the matter, I remain,

Yours respectfully,

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

William Henry Barker

W.H.B.

Enc:

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

April 29th, 1910

Dear Sir:-

We beg to acknowledge your favor of the 22nd inst., and have carefully noted contents.

The writer went to see Messrs Sweeny and Murray, and had Mr. Evans call, and we discussed the matter of buying Preference stock.

While there is a credit of \$150,174.00 to the Preference share redemption fund account, yet we have not this amount over and above the \$500,000.00 deemed necessary as a working capital.

We thought best to have a meeting of the Board and go into this thoroughly on Monday next, and will then wire you the result.

The members of the Board spoken to would not care to purchase stock for the Association, rather leaving that to you or your Company who are in the business. However, the matter will be discussed fully on Monday.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

May 3rd, 1910

Dear Sir:-

Referring to our letter of the 30th ulto., the Board of Directors met and considered your letter, and also a statement of liquid assets of the Association, the result being as per telegram sent you which we now confirm.

The minutes of the meeting will be sent you by the Secretary, and will show that this was about the amount of the liquid assets.

The Directors - particularly the Managers of the two Banks - thought best that their names be not mentioned as purchasers of the stock, the other members agree with them, thinking that you could probably do it to better advantage.

Your telegram of yesterday's date, reading :-

"Buying orders from Coast this morning at advanced price indicates someone near the Company has leaked."

would indicate that it would not take very much buying to stiffen the market. We trust, however, that you will be able to buy quite a block of the stock to good advantage.

The Board took no action in regard to the stock being listed, and the writer is of the opinion that this can be well left to your goodself.

We have talked with our Auditors regarding the transfer and taking over the books and accounts of the old Company, and we are getting out a statement which will be submitted to the Board with resolution taking over the books and accounts of the old Company as at May 20th as shown by the statement.

We are in receipt of a letter from the Toronto Safe Deposit & Agency Co. asking if we wish to have stock ledgers as were kept at New Jersey. You will see by the minutes that the Board thought we should have them, and we wired them to that effect, so that the order can be placed for two sets instead of one.

We understand that as purchases are made of stock to be retired that you will draw on us for amount of same.

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

William Henry Barker

W.H.B.

Sent to:-

AEmilius Jarvis Esq.,
Toronto, Ont.
May 2/10

Lacing Resolution passed authorizing you
 buy at best price
 up to \$75,000
Jailbird B.C. Preference Series "B"
 Directors will not consent their names be used.

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

May 4th, 1910

Dear Sir :-

We beg to acknowledge receipt of yours of the 28th ulto. together with copies of letters to and from the Deputy Minister of Marine & Fisheries, all of which have been carefully noted.

We can only repeat what we have already said, that all the members of the Fish Commission - of which Professor Price was Chairman - stated emphatically that they knew nothing of the restriction of boundaries or change of date of opening season. However, both the boundaries and date of opening have been satisfactorily arranged.

Boat Rating. We enclose herewith copy of letter addressed to the Provincial Fish Commissioner, also one addressed to the Deputy Minister of Marine & Fisheries at Ottawa. We send these so that you will be informed on these matters, and as we place a great deal of value upon a satisfactory boat rating.

Our Manager on the Skeena River writes us that he has made contracts with 205 white and Japanese fishermen, and 95 Indians, making a total of 300 fishermen absolutely engaged. As the Provincial Fish Commissioner only allotted us 230 boats altogether, we have to suffer quite a loss, both from lack of boats and fishermen and advances already made. Needing the Indian help in the Canneries we are forced to keep the number of Indian fishermen engaged. They are not as industrious or energetic as the white or Japanese, so get fewer fish.

We think, however, that we have made so strong a protest to the Provincial Government and taken the matter up early enough with the Dominion, so that we will get a more equitable rating next year, and in the end we probably will benefit by it.

Yours respectfully,

B. C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

Encs:

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

May 10th, 1910

Dear Sir: -

We beg to acknowledge your favor of the 4th inst., also your several telegrams under date of the 4th, 6th and 9th inst., all referring to the purchase of "Preferred". We note your method of purchasing this stock, and that you will hold same until after the 20th, when it will be changed for the new issue and then cancelled, which is all very satisfactory. We hardly think you will be able to purchase any very large amount of stock at present prices, as any demand will tend to make those who are offering same, draw in for better prices.

Referring to a letter from us under date of February 15th regarding the reported granting of a subsidy to a proposed Cold Storage to be erected at Prince Rupert (18 miles from the Skeena River), we enclose herewith copy of a letter from the Deputy Minister of Agriculture, by which you will see that the subsidy has been granted. Our understanding is that the subsidy granted is a very large one, in the neighbourhood of \$60,000.00, but we are inclined to think this is exaggerated.

As the new Company intend to go exclusively into the fish business, this granting them a subsidy to compete with us who have stood the brunt of making markets and building up the business, is hardly fair.

We do not send copy of enclosed letter to do anything or advise anything being done with same, but simply to acquaint you with the facts so that it can be used on some future occasion when we might possibly be asking for something ourselves.

The limitation of boats on the Skeena River seems to be settled for this year, and we will have to do the best we can.

You will remember that quite close to our Balmoral Cannery, which is at the mouth of the Extoll River on the Skeena, there was a small place known as the Alexandra Cannery. Messrs Kelly - Douglas & Co. had to take this plant over as they held a mortgage as security for debts. Mr. Kelly got Mr. Marpole interested with him, and they have enlarged the plant and been allotted 35 boats; their idea was to sell the place, and have been endeavoring to do so for some time past. We know that Mr. Wallace of the Claxton Cannery has been after this place since the limitation of boats. With the limitation of licenses and boats of course this plant is more valuable than before. Mr. Wallace would make a very bad competitor, as he would fish the 35 boats for Spring Salmon and interfere very much with us at the "Balmoral", so we thought best to make a purchase of the "Alexandra" plant. We will be able to use the pack of this as well as the "Dominion" recently purchased on the Skeena to good advantage, as we do not pack enough to supply our markets which are growing rapidly, having had to buy from nearly all the good Packers in B. C. last year. We trust that our purchase will turn out well and think it will.

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

William Henry Barker

W.H.B.

G. J. Desbarats, Esq.
Deputy Minister of Marine & Fisheries
Ottawa

May 25th, 1910

SIR:

We beg to acknowledge your esteemed favor of the 14th inst. regarding our lease on the Nimpkish River which expires in 1911.

You will have received report of the Hatchery operations on Nimpkish Lake and note that we have worked this Hatchery to its capacity for the past four or five years.

We should like very much to enlarge this Hatchery, and will do so at our own expense and operate same as heretofore, also at our own expense, providing your Honourable Department will give us a renewal of our lease for another term of nine years.

We write this with the full knowledge that these leases are not looked on with much favor by your Department, but the Nimpkish River is a very small river and not near any other fishing stream, and more than one Cannery could not be operated profitably there. As a matter of fact we have made little or no profit at this Cannery, as our packs have been very small.

We have been hoping and trusting to get some returns from our Hatchery, which up to date have not been up to our expectations to say the least.

As this is the only Hatchery maintained without cost to the Government, we feel that you might well extend the lease and trust you will do so.

We have the honour to remain

Sir,

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

William Henry Barker

W.H.B.

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

May 26th, 1910

Dear Sir:-

We beg to acknowledge your favor of the 10th inst., together with copies of letters to the Honourable Richard McBride, Victoria, and copy of a letter from the Honourable Wm. Templeman to the Honourable Sir Frederick Borden, all of which have been read with interest.

We trust the efforts put forward by yourself and friends backing up those already made and our efforts in the future towards this end, will result in some considerable benefit to our Company.

We are also in receipt of your telegrams of the 12th, 17th, 18th and 23rd inst., referring to purchases of Preferred Stock to be cancelled.

Now that we are working under the British Columbia charter, drafts to pay for this stock will be in order, which we shall be pleased to honor upon presentation.

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

William Henry Barker

W.H.B.

C.F. Todd Esq.

May 27th, 1910

Messrs J.H. Todd & Sons, Victoria, B. C.

Dear Mr. Todd: -

Since you have retired from the Wholesale Grocery business, there have been persistent rumours of your probable retirement from the salmon packing business. The writer has taken little stock of this, as you seemed to be quite an important part of the business of British Columbia, and he can scarcely realize your being out of it.

If you have any intentions of disposing of your business, would you kindly let the writer know confidentially, as it would strengthen our Company very much could we have your plants and brands.

The writer is writing this as a confidential letter and without having taken it up with any of the Directors of our Company, and he would thank you very much if you would give him your ideas as to valuation if you contemplate retiring.

Yours respectfully,

William Henry Barker

W.H.B.

E.W. Rollins Esq.
Dover, N.H.

June 1st, 1910

Dear Sir :-

We beg to acknowledge receipt of your favor of the 26th ulto.; together with copy of letter written to Mr. Jarvis regarding our purchasing Preferred stock to be retired.

We are sending you under another cover copy of the Private Bill as passed by the Provincial Parliament, which are the only By-laws we have. The clause referring to the purchase of Preferred stock to be retired is marked.

So far Mr. Jarvis has purchased some 130 shares, and the price has advanced from 75 to 86 1/2.

After carefully considering your letter and that of yours to Mr. Jarvis, the writer must say that he has not changed his opinion, which is, that in the interest of the Company we purchase stock at the lowest possible price, which you must admit will be in the interest of all Shareholders - Common and Preferred alike. It is simply a business proposition in the interests of the Company, and as such we can take no other view of it.

The Board did pass a resolution making the remuneration of the Directors \$500.00 a year, which includes all the Board with the exception of the writer, Mr. Jarvis, or any other officer receiving a salary; our understanding being that the salary commences with this year, and will be paid semi-annually, and we shall take pleasure in forwarding cheque to you when the balance receive theirs.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

June 1st, 1910

Dear Sir :-

We are in receipt of a letter from Mr. Rollins in which he encloses copy of a letter written you under date of the 26th ulto.

We enclose herewith copy of our reply to same.

The writer has shown Mr. Rollins' letter, and also copy of his letter to you, to Messrs Sweeny and Evans, and they agree with the writer as expressed in his reply to Mr. Rollins.

Yours respectfully,

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

William Henry Barker

W.H.B.

Enc:

F.C.T. O'Hara, Esq.
Deputy Minister of Trade and Commerce,
OTTAWA.

June 6th, 1910

SIR:

We are in receipt of a letter from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, who sends us copy of a letter received from the Comptroller-General of Customs there, which relate to our Canned Salmon trade with Australia.

In this respect we beg to make the following statement:-

The total Salmon pack of the Pacific Coast in 1909 was 5,330,000 cases, of which British Columbia, Canada, packed less than 1,000,000 cases.

The choicest and highest priced portion of our pack is the "SOCKEYE" Salmon, which is peculiarly well adapted for canning purposes, being of delicious flavour, rich in oil and a good color. The name "SOCKEYE" is a local one, and through the careful packing of our fish and the rich quality of the fish themselves - which is accounted for by the feed in the immediate vicinity of our salmon streams in British Columbia - has become world renowned.

While the "SOCKEYE" fish themselves belong to the family of "ONCORHYNCHUS NERKA" which run in largest numbers in Alaska, where the pack averages almost 2,000,000 cases a year and are known as "Red Alaska" the world over. Some of the Packers of "Red Alaska" have conceived the idea to label their salmon "SOCKEYE", and have appealed to their high Fish Culturists - Dr. Jordan and others - to strengthen their position, stating that the fish were of the same family, which is true, but "SOCKEYE" denotes the quality and condition of the fish as caught in Puget Sound waters and British Columbia only, and these unscrupulous Alaska packers wish to profit by the reputation made by our "SOCKEYE" salmon.

Partly through Mr. Ross's efforts we obtained a ruling in Australia that no Alaska salmon packers would be allowed to use the word "SOCKEYE" on the label. They are now trying to get this ruling changed.

If your Honourable Department can assist Mr. Ross in any way in getting the Commonwealth to retain the ruling made, we should feel indebted to you for same, as it affects all British Columbia packers, as the use of the word "SOCKEYE" on labels of Alaska Reds, would only mean to deceive and foist on to the innocent purchaser an inferior article.

On a previous occasion Mr. Ross took this matter up with the Department of Fisheries, who referred it to Professor Prince, who decided that the "SOCKEYE" belonged to the family of "ONCORHYNCHUS NERKA", but Packers and the Trade generally know full well that "Red Alaska" are entirely lacking in oil and flavor, having only the color, which is shown by the difference in price obtained in Australia which is 4/- per case.

The question is a commercial one, not scientific. The "SOCKEYE" has made a reputation, and canned salmon under the brands and name of "SOCKEYE" are known to be the choicest and best possible, while "Alaska Red" is both deficient in flavour and oil, and the only reason for the packers of "Alaska Red" to use the local name "SOCKEYE" on their labels, is as aforesaid, to deceive and get a better price for an inferior article.

We think the ruling made by the Customs in Australia that the word "SOCKEYE" could only be used on British Columbia and Puget Sound fish - which are both rich in flavour and oil - is only a just one and in the entire interests of the innocent purchaser, and we trust you will be able to assist Mr. Ross in the retention of this ruling.

Thanking you for any assistance rendered, We remain,

Yours respectfully,

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

William Henry Barker

W.H.B.

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

June 7th, 1910

Dear Sir :-

We beg to acknowledge receipt of your favor of the 1st inst., also your telegram of the 4th, reading :-

"Owing numerous enquiries, think it advisable send statement of new company to all shareholders with circular. Shall we attend to this"

and confirm our reply of the 6th inst. :-

"Your telegram fourth to hand. Directors at meeting today considered it advisable to wait until annual meeting when yearly balance sheet and report will be issued. You could mail us anything you wish embodied in report".

A meeting of the Board having been called for Monday we thought it best to have the Directors act upon it, and they decided as per telegram sent you.

We think you have handled the purchasing of stock very well indeed, and that your idea of holding the remainder until you can procure the stock at 86 to 88, a good one, and will leave the matter in your hands, as also the listing of the stock on the Toronto and Montreal Stock Exchanges.

The letter from Mr. Rollins to your goodself, also one to the writer regarding the purchasing of stock, were discussed by the Board, as was your answer and also that of the writer to Mr. Rollins, the Directors agreeing to have notified all of the Shareholders of our intention to purchase stock, would in a measure have defeated the intended object, which was to buy the stock in open market at the best price possible.

We enclose herewith a memorandum handed to us by the Auditors, calling our attention to the By-laws, copy also enclosed and marked. We would not send these only that in a measure they bring up the question as brought up by Mr. Rollins.

In talking over this matter after the Board Meeting with Mr. Helliwell, the writer contended that Clause "E" in paragraph 7 of the By-laws, gives the Directors power to purchase stock as they see fit and at the best possible price. Clause "I" in the same paragraph in a manner conflicts with clause "E" and contradicts it; states positively that the shares to be redeemed from time to time shall be determined in every case by lot.

As the two clauses are contradictory, the writer held that clause "I" could not have anything to do with clause "E" in the same paragraph, but that it relates wholly to clauses "F" and "G".

However, the clause was drawn up by Messrs Blake, Lash, Anglin & Cassels and submitted to our local Attorney and discussed fully before being inserted in the Bill as passed.

Everything that has been done so far has been wholly in the interests of the Company and will result in a great saving by redeeming the stock at 89 or thereabouts instead of 115, and should be appreciated by all the stockholders, particularly those holding Common.

Copy of minutes of meeting, etc., will be sent you as usual by the Secretary.

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

William Henry Barker

W.H.B.

Encs:

E.W. Rollins, Esq.
John Hancock Building, 200 Devonshire Street,
Biston,[sic] Mass.

June 8th, 1910

Dear Sir :-

I beg to acknowledge receipt of your favor of the 2nd inst., enclosing copy of letter from Mr. Jarvis and your reply to same, all of which have had careful consideration.

Your previous letter and copy of letter to Mr. Jarvis on this subject were read at a meeting of the Board of Directors held on the 6th inst., and discussed by them. They were of the opinion that one of the principal reasons for re-incorporation was, to enable us to purchase stock in the open market at market prices.

The fact that all Shareholders were notified by a circular letter stating "That the new Company, in addition to the power to redeem its Preference Shares at 115, will be given power to purchase them out of any reserve fund of profits or otherwise at such less price as they can be obtained for".

We understand that over 90% of the Shareholders agreed to this by signing proxies agreeing to the change. When the new Bill was passed, a copy was sent to every Shareholder. On page 2, article 7, clause "E" you will see the Board are given the right to purchase stock in such manner as the Directors may think fit, at a price not greater than par, with a premium of 15%, &c.

As the consent of the Shareholders to change of redemption of shares is so recent, and also that a copy of the Articles of Incorporation and By-laws have been recently sent to every Shareholder, they should be fully advised.

The Board thought that to tell every Shareholder of their intention to purchase stock, would defeat the desired object, which was, to purchase stock in the open market at the prevailing price, and treat it as a matter of business and buy the stock like we buy everything else, at the best possible price. This is done entirely in the interest of the Company.

Your letter to the writer, also copy of letter sent Mr. Jarvis, will be laid before the Board at their next meeting.

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

William Henry Barker

W.H.B.

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

June 23rd, 1910

Dear Sir :-

We thank you for the letter of the 17th inst. together with enclosures.

We think your reply to the Provincial officials at Victoria a very good one.

We are pleased to know that the Department take so much pains to explain their reasons for giving us a poor rating. From the correspondence between us on this subject you will have noted that we have always stated the rating of 1908 was very unfair and unsatisfactory to this Company, and we insisted very emphatically that it be not used as a basis. Mr. Bowser, who took so much pains to explain to you, knows very well that the 1908 rating was only for one year, and that we took exceptions to same immediately upon its being made, informing all concerned that we would keep the rating, but that it was only for one year.

We trust that the Commission appointed by the Dominion and Provincial Governments will carefully inspect all Canneries and give us fair treatment. However, it is only human for a man to endorse anything that he has already done, so we would have preferred to have had someone else other than Mr. Babcock on the Commission. We cannot, however, change this, and have not protested against the appointment, but have written both Governments asking that a chance to appeal be given in case of any dissatisfaction with the rating. This is only fair, as a boat rating establishes value on your property.

A court of Revision or a chance to appeal is given in everything else, and we think this should be no exception.

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

William Henry Barker

W.H.B.

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

June 27th, 1910

Dear Sir :-

Yours of the 22nd inst. addressed to the writer and marked "confidential" received and read, and, as requested, destroyed.

We feel quite satisfied that it is merely a rumour. Mr. Evans has no intention of severing his connection with this Company as far as the writer knows. He has discussed his personal affairs with the writer a good many times. No doubt the rumour was caused by Mr. Evans's intention to be away from Vancouver some six months in the year (the winter months), as he is troubled with cartarrh and a dryer climate he thinks would benefit him.

Messrs Evans, Coleman & Evans, we understand, have incorporated their business. It is rumoured that Mr. Coleman retires from the Firm; anyway, he has gone to England to reside. Both Mr. Ernest Evans and his brother Percy retain their interests in the Firm.

We doubt very much whether Mr. Evans will be away as much as he intends, as his business needs his own personal attention, and his connection with our Company no doubt is of benefit to him in more ways than one. At the same time, his knowledge of canning materials, prices of Canned Salmon, etc., makes him a valuable member of the Board, and we should be very sorry to lose him.

Yours respectfully,

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

William Henry Barker

W.H.B.

Edward Cronyn, Esq.
Messrs Edward Cronyn & Co., 90 Bay Street,
Toronto, Ont.

June 27th, 1910

Dear Sir :-

Your of the 22nd inst. received and contents noted. We note you have heard that a good many Sockeyes have been caught at Point Roberts. The writer wishes it were so but is compelled to say it is not.

We are preparing for a pack of 200,000 cases. We have purchased two other Canneries on the Skeena River, which gives us 9 Canneries North and we are operating 5 on the Fraser River besides our Cold Storage.

Everything depends upon the supply. Our expectations are shown by our preparations. If we succeed in getting 75% of our preparations, we should make enough to pay the dividend and have considerable over. We can only repeat that everything depends upon the supply; we are in good shape every other way.

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

William Henry Barker

W.H.B.

Honorable W.J. Bowser
Commissioner of Fisheries, Victoria, B. C.

July 29th, 1910

Sir :

As you are aware, both Rivers Inlet and the Skeena River had a very good run of Sockeyes this year, and it occurred to the writer that the good fishing at these points would attract attention and your Honorable Department be asked for licenses for new canneries at these points - - viz: Rivers Inlet and Skeena River. We do not know just how you will view thw[sic] situation, but we are inclined to think you will act in your usual conservative manner.

We wish to say that our Association has two idle canneries at Rivers Inlet and we apply for licenses to operate the Vancouver and Wannuck canneries there. We also have one idle cannery on the Skeena, the "Standard", and we beg also to apply for a license to operate it.

If, in your judgment, there are sufficient canneries at Rivers Inlet and Skeena River, well and good, but, if you think they would stand more, we respectfully submit, that, having canneries already there, we are entitled to first consideration and wish our application for licenses to operate the Wannuck and Vancouver Canneries at Rivers Inlet, and the Standard on the Skeena River placed on file.

Thanking you in advance for the usual acknowledgement,

We have the honor to remain,

Yours respectfully,

British Columbia Packers' Association.

General Manager.

William Henry Barker

W.H.B.

Honorable L. P. Brodeur
Minister of Marine and Fisheries, Ottawa,
Ontario

July 29th, 1910

Sir :

As you are aware, both Rivers Inlet and the Skeena River had a very good run of Sockeyes this year, and it occurred to the writer that the good fishing at these points would attract attention and your Honorable Department be asked for licenses for new canneries at these points - - viz: Rivers Inlet and Skeena River. We do not know just how you will view this situation, but we are inclined to think you will act in your usual conservative manner.

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Thanking you in advance for the usual acknowledgement,

We have the honor to remain,

Yours respectfully,

British Columbia Packers' Association.

General Manager.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

July 29th, 1910

Dear Sir :

Sockeyes are running fairly well at Rivers Inlet also on the Skeena River. You will remember that when the Dominion and Provincial Governments put a license on the canneries it was understood that they would grant no new or additional licenses until such time as the run of fish would warrant more canneries. The writer does not think that time has arrived. The present run does not demonstrate that it will continue, or even the present packs are not all big, as preparations were limited. But we do not know just how the department will look upon it. Perhaps some one with influence might want a license, so the writer thought it just as well to get in an application in time, as you will see by copies of letters to Minister of Marine and Fisheries at Ottawa, and Commissioner of Fisheries, Victoria. We send this information on to you to keep you informed.

Yours truly,

B. C. Packers' Association,
General Manager.

W.H. Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

August 10th, 1910

Dear Sir :-

We confirm our telegram of today's date reading :-

"Estimate our total pack to date 165000 cases"

which was answering yours of even date asking us for this information. The writer meant to have wired you to-day, and was talking it over with our Mr. Ker when your telegram arrived.

We had been expecting better fishing on the Fraser River, as the "run" looked as if it might improve. However, it slacked, and we fear the end is in sight. We cannot complain, as our Northern Canneries have done so well. It is quite likely that we shall pack the amount mentioned of Sockeyes, and with the cheaper varieties, ought to make a total of 200,000 cases.

We think you know that the writer hates to make probable estimates, as fishing is at best, very uncertain, and must rely upon us doing our best.

We note that you have bought a few more shares, Series "B" for redemption, making a total of 809 shares at a cost of \$71,448.75, and trust you will be able to secure the balance at an early date.

Both Messrs Murray and Evans have been buying preferred stock, Series "A".

We should make a pretty good showing, as prices are good and we have been fortunate in getting a good proportion of Sockeyes.

Yours respectfully,

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

W.H. Barker

W.H.B.

Honourable Wm. Templeman
Vancouver, B.C.

August 15th, 1910

SIR:

Referring to a conversation the writer had with you on Saturday last, we beg to enclose herewith copy of a letter addressed to the Honourable Minister of Marine & Fisheries, Ottawa.

The writer would like to talk this matter over with you a little further, but fear you will not be able to spare the time, we hope you may be able to see Capt. Newcombe and talk the matter over with him.

We feel satisfied that the "ROMAN" would make an excellent patrol boat, and would do more in a few months to drive off the American fishermen than anything that has been done for years.

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

W.H. Barker

W.H.B.

Enc:

Honorable L. P. Brodeur
Minister of Marine and Fisheries, Ottawa

August 15th, 1910

SIR :

We beg to call your attention to the fact that we own the fine steamer "ROMAN" which we use for Halibut fishing. She is 145 feet long, 24 feet beam, and 112 horse power. She is practically a new vessel and can steam easily 12 knots an hour and can be forced a knot more.

As the American steamers catch most of their Halibut in Canadian waters - particularly in the winter months - we thought that a fast steamer, that is used for fishing purposes - would be desirable as a patrol on the Canadian fishing grounds. We feel sure that one or more American steamers could be caught and the rest driven away.

The writer has talked this over with Captain Newcombe, of the Dominion steamer "Kestrel", and he seemed to think very well indeed of it.

As you are aware, we are in the Halibut fishing business, and we know for a certainty that the American fishermen are poaching our grounds most of the time.

The "Kestrel" is a slow vessel and well known to all Halibut fishermen, whereas the "Roman" is a Halibut steamer, and a little distance away looks very much like other Halibut steamers. She could carry dories and so would not alarm the poachers until it would be too late, as she is faster than any Halibut steamer on the Coast, she could and would capture them.

We are extremely anxious that the American steamers be driven out of Canadian waters, and we would charter out steamer at a reasonable rate for the winter months.

If you think favourably of this proposition, please let us know as soon as possible.

We will send a copy of this letter to the Honourable Wm. Templeman and also try and see him about it, as he takes a great deal of interest in our "Deep Sea Fisheries".

We are convinced that a better vessel for the purpose could not be secured, and we feel satisfied that your Honourable Department know the need of an efficient patrol on the Halibut Fishing Grounds.

We have the honour to remain,

Yours respectfully,

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

W.H. Barker

W.H.B.

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

August 17th, 1910

Dear Sir :-

We beg to acknowledge receipt of your telegram of the 16 inst.,

"Think can secure two hundred "B" at ninety; do you wish it?"

and to confirm our reply to same as follows :-

"Buy two hundred "B" if can get at ninety".

The writer saw Messrs Sweeny, Murray and Evans, and they agreed with him that it was best to buy the shares if they could be procured at the price named, and we trust you have been able to do so.

We feel satisfied that the balance of the \$150, 000.00 to the credit of the purchase fund for the redemption of preferred stock will be available.

We enclose herewith copies of letters addressed to the Honourable Minister of Marine & Fisheries, also to Mr. Templeman. The writer saw the latter a day or two ago just for a few moments and talked the matter over with him. It was not a satisfactory talk as Mr. Templeman had others with him and he was in a hurry to get away.

Our local paper of yesterday stated that two American boats - the "New England" and the "Manhattan" - owned by the New England Fish Co., were in with catches of Halibut of 150,000 lbs. each, and were only away four days. Your knowledge of the Coast will tell you at once, that these boats could not get this quantity of fish anywhere but in Canadian waters.

Regarding our application for licenses to the Dominion and Provincial Governments, we have received a letter from the Dominion Government stating that it was not their intention to issue more licenses at this time, but they would keep our applications on file.

We enclose herewith copy of a letter received from Mr. Bowser and copy of our reply to same. You will note that his letter is rather non-committal. However, we think they cannot ignore our request to place our applications on file, and must give them consideration if more licenses are issued.

We simply send copies of this correspondence to keep you posted.

Yours respectfully,

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

W.H. Barker

W.H.B.

Encs:

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

August 24th, 1910

Dear Sir :-

We are in receipt of your telegram of the 22nd inst. reading :-

"Your letter seventeenth received. Suggest getting
Vancouver Board Trade see Laurier and protest against
New England order-in-council or see him yourself".

We rather think we cannot act on your suggestion, or at least that part of it of seeing the
Honourable Mr. Laurier.

The Vancouver Board of Trade have protested against the Order-in-Council, but it seems without
effect. We scarcely think the Premier will be in Vancouver again; we understand he is to be in New
Westminster for a short time to-day. It is very hard to get to see him, and one would have to have
facts and figures to lay before him so as to make a good case. We fear that we have not sufficient data
to do this.

The New England Fish Co. now own the two boats we were trying to purchase, so that they have
a Canadian Company as well as an American one, besides, we are quite sure that they have the
support of the Canadian Pacific Railway, who value very much the large amount of high class freight
given them by the New England Co., and do not wish to see them driven out of Vancouver.

We are in receipt of your telegram of the 23rd inst., reading:-

"Sixteen offered at ninety - do you wish them?"

and confirm our reply to same as follows :-

"Purchase sixteen at ninety".

Yours respectfully,

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

W.H. Barker

W.H.B.

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

August 29th, 1910

Dear Sir :-

We are receipt of your favor of the 22nd inst., together with copy of letter from the Editor of the "Montreal Witness", for which we thank you.

Our intention was to lease or charter the steamer "Roman" to the Government as a patrol boat. Usually, in fact nearly always, the steamers fishing for Halibut make a little money in the summer time and lose it in the winter, owing to the stormy weather and scarcity of fish, so that if we could get a charter from the Dominion Government to use our steamer "Roman" exclusively as a patrol boat, it would help out that much, as otherwise we shall lay her up.

We note your remarks about the spurious interview which appeared in the Montreal paper, and your letter and copy of letter from the Montreal paper will be placed before the Board, so as to put you right with the Board.

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

W.H. Barker

W.H.B.

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

October 28th, 1910

Dear Sir :-

I am in receipt of your favor of the 22nd. instant and have carefully noted contents.

We have been at a loss to know where Mr. Cronyn gets his information; somebody here, no doubt, gives it to him very promptly. The writer thought perhaps someone in the Bank of Montreal was sending it out, but after talking it over with Mr. Sweeny, he cannot see how it could come from that source.

We are repeatedly asked what profits we expect to make this year. We are unable to state with any definite accuracy anywhere near what we might make, as there are so many contingencies and we have scarcely stopped packing yet; you can readily see why we are unable to do so. It is quite probable that we will make the amount mentioned - \$250,000.00 - and perhaps exceed it; it is also possible that we may not reach this figure. However, we have been discounting the future by using money we expected to have in buying the preference stock that you have already purchased. There is still to the credit of this fund \$50,000.00, and 25 % of profits after the payment of the dividend must also go to the credit of this fund. This money must be used before any dividend on common stock can be paid.

As you are aware, we have bought the Canneries on the Skeena, both of which will need some alterations and repairs. The business of our Cold Storage is growing, and we need some extension there. The competition we have had in the fresh and frozen fish business in our Cold Storage will reduce our profits in this department very materially. We hope that the loss of profits occasioned by this keen competition will be made up by the profit of catching the fish by our own steamer, which has done very well.

The writer can assure you that all of the Directors and himself desire nothing more than to be able to make a dividend on the common stock. At the same time, we must keep in mind that when once started, for the good of the Company they must be continued; we note that you have this in mind also. We must keep our working capital intact so as to keep down interest charges and to better run the business. Whether or not we will be able to make a dividend on the common stock must be determined after the balance sheet is out and we know exactly how we stand and have carefully considered our future requirements.

Mr. Sweeny left for the East last night and intended stopping off at Toronto. Perhaps he has seen you and talked over matters with you generally in connection with our Company's affairs.

Mr. J. S. Pishon - of Messrs E. H. Rollins & Sons - called on us yesterday, and seemed very much pleased with the standing of our Company. The writer went over with him the matter of purchasing preferred stock for retirement, and he seemed satisfied that we were pursuing the best course for the interests of all concerned.

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

W.H. Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

November 12th, 1910

Dear Sir:-

We beg to acknowledge your favor of the 7th instant. Regarding transfer clerk, we will have the Board of Directors pass the necessary resolution as requested, and thank you for the attention given in making the appointment and a substitute in case of her absence.

The writer is wiring you tonight as per copy of lettergram enclosed herewith, regarding boat allotment for our Canneries on the Skeena River and Rivers Inlet. We received reliable information that the Minister of Marine & Fisheries had the boat allotment under consideration. No doubt you have my letters on file giving you all the information regarding the boat rating.

We have felt, as you are aware, that we have been unfairly treated in this boat rating. It is most vital to us that we get our just proportion, or we are working our Canneries at a great disadvantage. The general trend of affairs at present seems to be to "whack" the large Companies and Corporations; somehow or other it is thought to be good "politics".

We enclose herewith a list of the Canneries on the Skeena River, with Messrs C. H. Todd and Mess' ideas of what our Company is entitled to on the Skeena River. We think that the mutual arrangement of 1904 for the Canneries that were then in existence is right, as our Canneries have been kept up, in fact, more money has been spent on our Canneries than by others.

No doubt you are familiar with conditions, as the writer has written you at great length concerning them, and we trust you will be able to exert some influence on the Minister in this particular important matter.

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

W.H. Barker

W.H.B.

Enc:

Enclosure for letter found on page 432
Jarvis Building, Toronto, Ont.

November 12th, 1910

BOAT RATING

Cannery of new rating.	1904 Mutual Rating	Mess and Todd's idea
BALMORAL	125	115
CUNNINGHAM	70	60
DOMINION	-	65
BRITISH AMERICAN	90	85
NORTH PACIFIC	81	70
WALLACE	76	90
OCEANIC	100	90
INVERNESS	71	70
CARLISLE	67	70
SKEENA	38	55
CASSIAR	32	60
ALEXANDER	-	40
	-----	-----
	750	870
	====	====

no signature

Messrs E. H. Rollins & Sons
238 Sa Salle Street, Chicago, Ill.

November 14th, 1910

Dear Sirs :-

Replying to your favor of the 9th inst., we are pleased to say that we have done fairly well the past season. Our pack will exceed 200,000 cases, the amount prepared for. Prices have been good, so we should make a very fair showing. Just how much we will make we cannot say with any degree of certainty, as we are only just through packing.

Holders of common stock are very few in this neighbourhood, as most of the common shares were purchased some time ago by Eastern holders.

We see by the paper that 35 was offered and 45 asked on the local exchange.

Yours respectfully,

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

W.H. Barker

W.H.B.

AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

November 14th, 1910

Dear Sirs :-

We beg to acknowledge your telegram of today's date reading :-
"Telegram received. Mr. Jarvis has left for England".

We are sorry that Mr. Jarvis had left for England before he received our lettergram. We trust that you will be able to do something with the large Shareholders both in Toronto and Montreal, and that some influence may be brought to bear on the Minister of Marine & Fisheries to give us a fair boat rating. We can assure you that we have done everything possible at this end to bring about this result, but fear that "politics" may have something to do with the rating, and thought perhaps that some influence might be brought to bear on the Minister to deal fairly by our Company.

Yours respectfully,

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

W.H. Barker

W.H.B.

Messrs AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

January 13th, 1911

Dear Sirs:-

We are in receipt of your telegram of today's date reading :-
"If boat rating not settled advise as some friends have
returned".

and confirm our lettergram in reply as follows:-

"Boat rating settled. As we feared we were again cut,
getting twenty-five boats less than last year. Our
Company shamefully treated".

When the Dominion Government appointed Mr. Babcock, the Provincial Deputy Commissioner of Fisheries of British Columbia, as one of the boat raters, we felt satisfied that the Provincial boat rating would either be endorsed or we would be further cut down. The writer did all he could in giving figures and facts, measurements, &c., to Mr. Babcock and Mr. Williams (the other official), but his ideas after talking with them and talking with our different Managers (whose canneries these officials inspected) were, that he felt sure we would not get what we considered at all a just rating.

From information that leaked out two or three weeks before the rating was given out by the Dominion Government, we judged that we were to be again cut, and thought best to wire you. Unfortunately your Mr. Jarvis was in England and Mr. Forget and Sir Henry Pellatt were also there. We think, perhaps, they could not have done anything anyway, still the matter was of so much importance that we thought best to try.

You will understand that the supply regulates the cost of our packing. Every case more after a certain quantity is packed reduces the cost of pack a great deal. Besides, we have not been able to pack enough to supply our growing trade. This year we purchased nearly 50,000 cases, getting delivery of 37,000, and would have liked very much to have received the whole quantity purchased.

Our Wadhams Cannery at Rivers Inlet has fished 175 boats, and for the past six years has averaged 165. The last rating gives them 135; last year it was 150.

Taking it altogether, the limitation of Canneries and boats is an excellent thing for the Cannery even if we do get a little the worst of it.

Neither the Provincial nor the Dominion Governments seem to give us any credit for having closed up Canneries, nor have they given us our just proportion according to capacity of our plants.

We doubt, however, that anything can be done, and give you this information so that you will be at least posted.

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

W.H. Barker

W.H.B.

E.W. Rollins Esq.
Messrs E. H. Rollins & Sons, Denver, Col.

March 21st, 1911

Dear Sir:-

I beg to acknowledge receipt of your telegram of the 17th instant and your favor of same date, and thank for contents of same.

The difference in figures as shown by the Balance Sheet and the Statement of Liquid Assets, when called to our attention, is confusing. The little statement of liquid assets was gotten up - at the suggestion of one of the Board of Directors - by the Auditors.

The Balance Sheet is correct as shown by the books when closed on 31st December last .

We have had the pleasure of meeting Mr. Aemelius Jarvis, and yesterday the Board held a Directors' Meeting, and copy of the minutes will be sent to your Boston address.

The Board concluded that it was best to declare a dividend on Common Stock of 2 %, payable 20th May next, same date as the regular Preferred dividend. Nothing was said about any future dividend, as we will know the results of the next season's operations when paying the next Preferred, and can then determine whether it is advisable to pay another dividend on Common, and the amount to be paid. Of course, everything depends upon the supply, the amount of which we can only guess, and perhaps judge from the pack made four years ago. This, however, can be materially changed by prevailing conditions during the fishing season. The writer does not look for a large pack, and thinks we will be very fortunate if we pack as much as we have prepared for.

Yours respectfully,

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

W.H. Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 441

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

March 29th, 1911

Dear Sir :-

I enclose herewith telegram received this morning from Messrs R. Cunningham & Son. You asked me to wire the train in case anything came of the offer, but do not consider the enclosed of enough importance to wire you, and address this to your Toronto address.

If I hear of any other stock that can be gotten at around 50, I will take pleasure in wiring you.

Yours respectfully,

W.H. Barker

W.H.B.

Enc:

Barker Letter Book

Volume 1

Page(s) 442

E. E. Evans, Esq.
Messrs Evans, Coleman & Evans, Ltd.,
Vancouver, B. C.

April 5th, 1911

Dear Mr. Evans :-

I thank you for the list of Shareholders and Balance Sheet of the B. C. Canning Co. I would like to know if Mr. Balfour has a copy of this; if not, I will have one made and sent to him via Mr. Jarvis.

Yours very truly,

W.H. Barker

W.H.B.

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

April 6th, 1911

Dear Sir :-

Referring to the B. C. Canning Co., and the copy of Balance Sheet of 1906 given you for Mr. Balfour, with a view to the probable purchase of same, Mr. E.E.Evans furnished the writer with a copy of the Balance Sheet as at 31st May, 1910, together with list of Shareholders and the amount of stock to the credit of each. We enclose copy of same which may be valuable to Mr. Balfour, which you might give him if you think best.

Regarding the Common Stock held by Messrs R. Cunningham & Son, Mr. Lawson, of R.P. Rithet & Co., wrote Mr. Ker that he thought same would be put on the market for sale in the near future; that they had received an offer from you of \$45.00, which they had declined. He felt sure they would not take less than \$50.00 - perhaps they would ask more. The writer took the liberty of asking Mr. Ker to tell Mr. Lawson that you would pay \$50.00. In case we should hear from them we will immediately wire you. After thinking the matter over we thought best not to offer them \$50.00, rather to let it go through Mr. Lawson, who might recommend that figure.

Yours respectfully,

W.H. Barker

W.H.B.

Enc:

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

April 13th, 1911

Dear Mr. Jarvis :-

I beg to confirm my wire of today's date reading :-

"Offer immediate acceptance three seventy-five shares
Cunningham stock fifty".

As the writer expected, Cunningham has decided to sell his stock at \$50.00. I scarcely think he will take less. Perhaps it would have been in order to have taken the stock and drawn on you for the amount, but knowing that money was a little tighter, and not knowing what you had done since you left here, I thought it best to first wire you, feeling satisfied that they would do nothing until I could get a reply from you, which I hope to receive to-day.

Yours respectfully,

W.H. Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 445

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

April 17th, 1911

Dear Sir:-

We are in receipt of your favor of the 12th instant, also your telegrams of the 13th and 15th inst., copies herewith.

Owing to the Easter holidays, Mr. Lawson, of Bodwell & Lawson - who have the stock already endorsed in their possession - is away and will not be back until Tuesday. We have written him, however, and expect to draw on you tomorrow with the certificates attached.

Yours respectfully,

W.H. Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 446

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

April 18th, 1911

Dear Sir :-

I beg to confirm my telegram of today's date, copy herewith.

You will see that I was able to complete the deal for the Cunningham stock. There are fifteen certificates of twenty-five shares each, making 375 as understood. The exchange on the draft you will pay in Toronto.

Trusting that same will be found in order, I remain,

Yours respectfully,

W.H. Barker

W.H.B.

Enc:

Messrs AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

May 1st, 1911

Dear Sirs :-

Replying to yours of 25th ulto. regarding the exchange on the 375 shares of B. C. Packers Common Stock, we beg to say as follows :-

These shares were purchased by the writer in his own name at the request of your Mr. AEmilius Jarvis. He requested the transaction be made this way. The seller lives at Port Essington, on the Skeena River. His Attorney here, who made the transfer for him, refused to pay any exchange, as he understood the writer was the buyer, as all telegrams and communications were made in his name.

We see no way of getting this exchange except by the writer paying it, which he does not feel inclined to do, as there as absolutely nothing for him in the transaction.

Yours respectfully,

W.H. Barker

W.H.B.

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

July 5th, 1911

Dear Sir :-

We thank you for your letter of the 30th ulto. enclosing copy of a letter from your London correspondents regarding the B. C. Canning Co.

We scarcely expected that these people would fall into line at once. We thought, perhaps, the majority of the stock could be obtained later on, and feel yet that such might be done. We know of some that can be gotten here, namely that of Mr. R. Draney, and think that other stock held in Victoria could be bought.

Their traps in the Straits of Juan de Fuca have been doing very poorly this Spring. We also understand they have made, what are now, low prices for their season's pack of Sockeyes, so thought, perhaps, the result of the season might not be as satisfactory as could be expected from the present high prices.

Perhaps our need of more Canneries to give us a better supply - which is necessary to our growing trade - makes us feel that we can and must get more good places to pack, and would ask you to ask your correspondents, now that Mr. Evans is over their (sic) to assist them, to watch matters, and if the majority of the stock can be bought at the figure mentioned, or near it, to take the matter up at once. If we knew just how much stock could be bought over there, we could see what could be purchased in Victoria, and perhaps, together, get enough to control.

Regarding news of the Northern run, the writer expects to go North day after tomorrow, and will be better able to report on his return. The season, which is a backward one, has just commenced, and little has been done up to date. The market is in very good shape, prices high, so that with a fair supply, we should make a good showing.

Just as soon as we have anything definite, we will let you know.

Yours respectfully,

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

W.H. Barker

W.H.B.

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

July 20th, 1911

Dear Sir :-

I beg to acknowledge receipt of your favor of the 14th instant, and thank you for asking your English correspondents to keep in close touch with the B. C. Canning Co's Shareholders.

I returned from the North yesterday forenoon. I enclose herewith copy of report which will be made to the Shareholders next Monday, that being the date the Annual Meeting was adjourned to owing to my being away. There is little to add to what has been said to the Shareholders.

Just as as soon as we had better weather North the run of fish improved, and if the weather continues good, we feel sure that the pack will be at least an average one. It is possible that we may even get last year's pack, but hardly probable.

The run of Spring Salmon has been quite heavy. We have packed almost double the quantity packed last year. We will probably mild-cure a week or ten days yet.

We are doing absolutely nothing on the Fraser River, nor is there very much on Puget Sound. However, we seldom do much before the latter part of July, and with any little run, we could easily catch up.

You will note by the Balance Sheet - which you will receive as soon as same is passed upon by the Board of Directors who meet this afternoon - that our profits are increased some \$14,000.00, which gives a credit to the Preferred Shares Redemption Fund of \$3,676.71. This will be available for the purchase of Series "B", and no doubt the Directors will instruct us to ask you to use this amount in purchase of that stock for retirement.

The writer would suggest that small quantities be picked up at the best available price. No doubt some quantities can be picked up at reasonably low figures.

Yours respectfully,

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

W.H. Barker

W.H.B.

Enc:

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

August 8th, 1911

Dear Sir:-

I beg to acknowledge your favor of the 3rd instant together with copy of a letter received from your London correspondents regarding the B. C. Canning Co's shares. Perhaps it would be as well to await another letter after your correspondents have had a talk with Mr. Ernest Evans.

Regarding the trap operations of this season, the London shareholders of the B. C. Canning Co. have either been misinformed or else are taking something for granted that does not exist, as their trap operations have not been successful not profitable.

The run of Springs has been lighter than usual in the Straits, and they have caught very few Sockeyes. The writer saw a letter from their Manager - Mr. B. C. Mess - who stated their trap operations to date had been most disappointing and unprofitable.

Conditions on the Fraser River have not improved much; however, there are considerable quantities of fish, mostly Humpbacks on the Sound, and we should have a few more fish the next few days.

Fish are still running on the Skeena, but not quite as well as a few days ago; the run there will be an average one.

We prepared for a pack of 210,000 cases, and up to date we have about 105,000 cases packed. We may reasonably expect another 50,000 cases, a large part of which will be cheap fish.

Yours respectfully,

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 454

J.C. Rose, Esq.
Messrs Rose & Laflamme, Ltd., 400 St. Paul
Street, Montreal, P.Q.

August 8th, 1911

Dear Mr. Rose :-

Replying to your favor of the 3rd instant, I beg to enclose herewith copy of the Bill incorporating The British Columbia Packers' Association in British Columbia, which are our by-laws. On page 2 you will note the class of shares as marked, which will give you the information asked for.

Yours truly,

William Henry Barker

W.H.B.

Enc:

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

August 26th, 1911

Dear Sir :-

I am receipt of your favor of the 19th instant together with copy of your letter to the Department and copy of their reply to same.

In this connection the Chief Fisheries Inspector - Mr.

F. H. Cunningham - called on me yesterday and informed me that you had taken up this matter with the Department, and they had referred it to him; he had seen Captain Newcomb, of the Dominion Patrol steamer "Kestrel" and stated that he would strongly recommend the charter of our steamer "Roman". He asked our terms, and I made him the price of \$150.00 per day - everything found. This seemed satisfactory to him; it was just what the Government had been paying for the tug "Joliffe", which they had chartered for a long time, patrolling.

I am convinced that we can obtain this fair price just as easy as we could a lower one.

Neither the Dominion or Provincial Governments have treated us very well; in fact, anything but fairly in boat rating and other matters. We seem to excite the jealousy of other packers, who seem to think we are getting too many fish, and in consequence, try to get and have obtained privileges which encroach on us.

We are getting along alright. The short Sockeye pack has made high prices but makes it impossible for us to supply our customers; the supply is getting less and the demand very much more.

We have packed to date over 160,000 cases.

Yours sincerely,

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

September 7th, 1911

Dear Sir :-

I am in receipt of your telegram of the 6th instant, and confirm my wire of even date, copies herewith.

As we wrote you on the 26th ulto. the chief Fishery Inspector, Mr. F. H. Cunningham, stated to the writer that he was going to strongly recommend the chartering of our steamer for the purposes mentioned, and seemed satisfied with the price named. We will need the steamer for a month or six weeks, and if the Government charter her, she should continue her trips with no lay-off.

Our pack to date is 200,000 cases. We expect to pack a few thousand cases more, which would make our pack more than that of last year. However, we have not packed as many Sockeyes as last year and have made up with the cheaper varieties. The higher prices should help out considerably, and it looks as if we might do fairly well.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

September 12th, 1911

Dear Mr. Jarvis :

I feel that I have earned a rest and as I feel that I can afford to take one, I have determined to give up my position as General Manager. I do this with a great deal of regret as my position has been an exceedingly pleasant one. You and the rest of the Board of Directors have given me every assistance and no interference - allowed me to do as I thought best. When I took charge of the affairs of the Association it was with a good deal of misgiving as I was an entire stranger, with the determination to succeed if possible, but did not expect to stay more than two or three years, but becoming interested in my work, and also by the substantial manner in which the Board showed their appreciation of my efforts, I have stayed on, and I can assure you it is with great regret that I feel compelled to give up my position.

It is, I can assure you, a great satisfaction to me to leave the Company in such good shape - all back dividends paid to the preferred shareholders, and a dividend paid to the common stock, a good start made retiring the preferred. The results of this season will give us enough to pay another dividend on common and retire a good block of preferred, besides which, the properties have been kept in good shape - enlarged when necessary, two canneries purchased that have showed handsome profits, in fact, a good deal more than paid for themselves - a sawmill which has also paid for itself, mild-curing plant and our cold storage capacity doubled, two steamers for fishing halibut &c., - and a good working capital, also a good lot of local managers and foremen.

I am not conceited enough to take the credit of all this. I have been ably assisted by the Board of Directors - Mr. Ker, our secretary, Mr. Whitehead, and as I have stated by the men in charge of our different plants. They have made it possible for me to do so well.

At times the strain has been heavy - perhaps I think of my work too much when away from it - anyway, the association has had my undivided attention every since I took charge, and as I stated I think I deserve and need a rest.

I will, if it is thought best, retain the Presidency of the Company, and act in an advisory capacity - but I may be away for some considerable time, but perhaps could be of some assistance.

I beg to offer my sincerest thanks to the Board of Directors, Officers and employees of the Company, for their friendship, kindness and great assistance given me, and assure you it is with great regret I feel compelled to take this step.

Yours respectfully,

William Henry Barker

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

September 18th, 1911

Dear Sir :-

We beg to acknowledge your favor of the 13th instant together with enclosure.

The writer understands that Mr. Cunningham will go to Ottawa to arrange for the chartering of our steamer "Roman". We expect he will leave shortly after the election, which takes place this week.

Since copy of the minutes were sent you, we have sold the Terra Nova Cannery and the property on which it stands; also the two low islands right in front of the Cannery, which were part of the old Munn property, the Cannery having burned down sometime previous to the formation of our Company. The two low islands overflow about every tide, and contain about seventy acres. On the smaller of the two we had some Japanese houses and used it as a fish station.

We are to retain and use the Terra Nova Cannery to the end of the season of 1913. To remove all machinery and buildings that we care to take away, the purchasers agreeing not to use the site for canning, salting or packing Salmon.

They are to pay us the sum of \$60,000.00 - 25% down, balance six, twelve and eighteen months, with 7% interest, so that we will be fully paid for the property before we give up possession. The offer was such a good one that we could not very well refuse it.

The purchaser, or rather, his agent, stated to the writer that a large saw-mill would be built on the property. Personally, we think it a very poor site for an export mill, as the water is very shallow, and only light draught boats can get in even at high tide.

The papers are now in the hands of our Attorneys and \$1,000.00 has been deposited.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

September 25th, 1911

Dear Sir :-

We beg to acknowledge your favors of the 18th and 19th instant, the latter containing copy of a letter from the Department at Ottawa and your reply to same. Your reply is alright, and in accord with what we have written and done.

The recent election, however, may make some change, and perhaps the Department will leave to their successors this and other matters - we trust not.

The writer thanks you very much for your very kind letter of the 18th instant, and begs to say that he will be delighted to call on you any time he is in your City.

Yours respectfully,

The B. C. Packers' Association.

General Manager.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 3rd, 1911

Dear Sir :-

We were much surprised to receive a letter from the Captain of the H.M.C.S. "RAINBOW", copy herewith.

It seems to us that the Fisheries Department are making a farce of the matter; that if the steamer is to go to Victoria to be inspected and passed upon as a fit patrol, it will be generally known and perhaps now more is known about it than we know of. Anyway, we are inclined to think that the new Government will have to act and that nothing will be done this fall.

In the meantime we will not bother ourselves too much until we know something more about it.

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

William Henry Barker

W.H.B.

Enc:

Barker Letter Book

Volume 1

Page(s) 466

Captain Walter Hose
H.M.C.S. "Rainbow", Esquimalt Dockyard,
Esquimalt, B. C.

October 3rd, 1911

Dear Sir :-

We beg to acknowledge your favor of the 25th ulto., which was addressed to us at Victoria.

We beg to say that our steamer "Roman" is now engaged fishing Halibut and will be for some little time.

We will take the matter up with the Manager of our Cold Storage Department at New Westminster and will again address you.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

October 9th, 1911

Dear Sir :-

I beg to acknowledge your favor of the 4th instant and have noted contents carefully.

Your ideas regarding making a dividend on common stock agrees perfectly with those of the writer. He has talked it over with both Messrs Sweeny and Murray, and they too, agree that a 3% dividend on the common stock, payable the same time as that of the Preference, would be advisable. That would make a 5% dividend for 1911 on Common stock, which we think should be satisfactory.

It is possible that we would have more than the amount you named - \$55,750.00 - for redeeming Preferred stock, and still leave us a surplus, which we can well use in our business, and would be an anchor to windward in case the profits were not as large next year.

Yours respectfully,

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 468

E.W. Rollins, Esq.
Dover, N.H.

October 9th, 1911

Dear Mr. Rollins :-

I beg to acknowledge your favor of the 4th instant and to thank you very much for the nice things you say about me in it.

I can assure you that I am very much interested in the affairs of the Association, and will at all times be pleased to do anything for its success.

As I stated to the Directors, it is a great satisfaction to me to leave the Company in such good shape, and I enclose herewith copy of my letter to the Board, which I had intended sending you, but did not do so, thinking, perhaps, you were on the Coast, as you had written me it was your intention to spend the winter in Southern California.

Yours respectfully,

William Henry Barker

W.H.B.

Enc:

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

October 14th, 1911

Dear Mr. Jarvis :

I am in receipt of your favor of the 9th instant together with copies of letters from Mr. F.R.S. Balfour and your letter to the Minister of Marine & Fisheries.

Nothing further has been done regarding the "ROMAN"; she is still fishing for Halibut, although we expect to lay her up any time now as the weather is getting stormy and her catches, in consequence, smaller. We will not send her to Victoria to be inspected until we hear further from the Department.

A day or two ago I received a letter from Mr. Ernest Evans giving me the information contained in the letter received by you from Mr. Balfour.

As you are aware, I have had some talk with Mr. Todd regarding his Canneries, and thought best to run over to Victoria to see him after receipt of Mr. Evans' letter.

I think Mr. Todd's properties are as good as any in British Columbia, and would be a splendid thing for this Company if we could add them to ours, as it would reduce the cost of operation and give us goods for our trade that we need badly.

I spent yesterday afternoon with Mr. Todd - had dinner with him in the evening, so had a chance for a long talk afterwards. He says positively that he will not sell out until after the next "Big Year", namely, 1913. He also told me that some time ago, Mr. Helliwell, of Vancouver, had been to see him, and almost insisted on his making a price for his properties, which he refused to do. I feel satisfied that he has not made Mr. Helliwell a price, but has asked Mr. Helliwell for an offer, with no intention of selling out, but wishes to find out what others value his properties at.

We will, however, keep our eyes and ears open, and feel satisfied that if Mr. Todd makes up his mind to dispose of his properties, he will give the writer a chance.

Yours respectfully,

William Henry Barker

W.H.B.

E. E. Evans, Esq.
20 York House, Kensington, London, W.

October 14th, 1911

Dear Mr. Evans:-

I am in receipt of your favor of the 28th ult., which I have read with interest.

After thinking the matter over, I decided to run over to Victoria and see Mr. Todd.

As you are aware, the writer has previously spoken to Mr. Todd on more than one occasion regarding his disposing of his Cannery properties, and had a promise from him that he would let us know if he made up his mind to sell.

I think I told you before, that in talking the matter over with him he thought some of retiring from the active business himself, as his brother Bert had sold his interest in the business and he was all alone and at times felt the strain rather heavy, and asked the writer if he would not consider getting up or forming a Company to take over his business; that he, himself, would retain a block of stock and for me to manage it. I replied, that anything done in that line must be from the B. C. Packers' Association, and asked, if he was going to dispose of his business, what difference it would make to him who the purchasers were. He immediately replied that he wanted no stock in the B. C. Packers' Association for his business. I told him that he might do much worse, but that it could be arranged so that he could get cash, and as before stated, I got a promise from him that in case he made up his mind to get out, he would let us know.

I went over to Victoria yesterday and had a long interview with Mr. Todd, and later took dinner at his house, which gave me ample time to talk over matters generally. Among other things, I took advantage of the fact that I had resigned as General Manager of the Company, and was to take a long trip, and asked how he felt about selling out; if he thought of it at all, that I thought during my absence I might be able to arrange to form a Company to buy his interests. He stated at once that he would not consider selling out until after 1913, the next "Big Year", and said that some time ago Mr. Helliwell had been to see him, and that he could hardly get rid of him, as he almost insisted upon his naming a price, which he refused to do.

Later in the evening I asked him again if he had made Mr. Helliwell a price, and he stated No! he had not - that he had fully made up his mind not to sell out until after the next "Big Year". He also stated that his business was in very good shape and was making good returns, and why should he sell. Anyway, he fully convinced me that he was not disposed to sell.

This morning I am in receipt of a letter from Mr. Jarvis giving me copy of a letter from Mr. Balfour confirming what you have stated regarding his interview with Mr. Hurd. The letter from Mr. Balfour to Mr. Jarvis positively states that Mr. Todd made no price to Mr. Helliwell, but must have led Mr. Hurd to believe that Mr. Todd had solicited an offer and would sell at a price.

I judge that all Mr. Todd had said to Mr. Helliwell is, "make me an offer", and perhaps would like to know what others think the value of his property.

You will have received copies of the minutes of the last meeting of the Board of Directors, and note that I have resigned as General Manager, and that I am going to take a good long holiday.

I was sorry to hear from Mr. Farrell that you had changed your mind and would not leave England until next March, so I therefore will not see you for a long time to come. I hope that you will again change your mind and be out here before I leave on my trip.

Anyway, the affairs of the Company are in very good shape, and I think, will run along very well without my being here. Our pack to date is about 231,000 cases, all sold, but some Humpbacks.

Trusting that your health is good, I remain,

Yours respectfully,

William Henry Barker

W.H.B.

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

October 18th, 1911

Dear Sir :-

Adverting to yours of the 9th instant, beg to say that yesterday we received a telegram from Captain Hose, of the H.M.C.S. "RAINBOW" saying:-

"Please inform me what day will be convenient
to you for me to view "Roman" in Vancouver".

The writer called up our Cold Storage, and found that the "Roman" was then discharging Halibut there. We asked Mr. Cassady to keep her in to-day, so we wired the Commanding Officer of the "Rainbow":-

"Steamer Roman now in New Westminster. Can you
make inspection there tomorrow? Please answer."

To which this morning we received reply:-

"Will inspect Roman in Westminster tomorrow
Wednesday".

This morning, Commander Hose, together with another Commander, called and proceeded to New Westminster to make the inspection.

The writer excused himself for not sending the "Roman" to Victoria or bringing her round to Vancouver for their accommodation, as we wished to avoid publicity, and that we were extremely anxious that the New England Fish Co. or other shipping interests should not know that there was any intention of putting the boat into patrol service, and suggested to the gentlemen that in case questions were asked, they might say they were inspecting the steamer for other purposes than patrolling. We did this simply to put them on their guard, as we feel sure that if the New England Fish Co. heard anything at all, they would immediately set the "wireless" to work and post their and other American steamers, so that the patrol would be useless.

We presume, however, that Captain Hose is simply obeying instructions and has to report to the Department.

It is our intention to lay the "Roman" up at the end of the month, as the weather is getting stormy and the catches light, so that if the Government wish to take her over, they can do so the first of the month, before she is laid up, which would be very much better, as when once laid up, her going out again might create comment, and perhaps put the poachers on their guard.

Yours respectfully,

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

William Henry Barker

W.H.B.

Commander Walter Hose, R.M.,
H.M.C.S. "RAINBOW", Victoria, B. C.

October 18th, 1911

Dear Sir:-

In accordance with your request I submit herewith particulars regarding our fishing steamer "Roman":-

She was built in 1907 at Beverley.

HULL - Length, 145' 0"

Breadth, 24' 0"

Depth 12' 6"

Tonnage 357/306/149 Tons

ENGINES - Tri-compound type.

Diameter of Cylinders, 15", 25", 42".

Stroke of piston, 27"

Nominal H.P. 112.

BOILER - Single ended multi-tubular

Diameter, 14' 6"

Length, 10' 6"

Working pressure, 185 lbs.

3 Furnaces, 3' 6"

Heating surface, 1895 Sq. Ft.

Grate area, 55 Sq. Ft.

The vessel is constructed of steel to Lloyds requirements for the 100 A.I. Class. Is divided into 5 water tight compartments by 4 water tight bulkheads as follows :-

1st. At Fore peak (stepped)

2nd. At Fore end of fish hold

3rd. At Fore end of Cross bunk

4th. Aft the Engines (stepped)

Has T'gallant forecastle open at front and along quarter deck extending forward of amidships, raised about 12 feet above level of main deck.

The engine and boiler room is aft, immediately forward of which is a cross bunker 20' 4" long, through which is a water tight tunnel from stoke hole to fish hole.

Wheelhouse - amidship over Captain's room, at front of which is a look-out bridge.

There is ample accommodation for Captain, Engineer, Officers and crew.

There are two compasses and steam steering gear.

When we purchased this steamer she made a trial run. The first run was with the current, made in 9 minutes, 50 seconds, and equal to speed of 12.2 knots per hour. The second run was against the current, in 13 minutes 52 seconds, equal to a speed of 8.65 knots per hour; the average speed was therefore 10.425 knots per hour, on a measured two-mile course.

The revolutions were maintained at 93 per minute.

We trust the above specifications are full enough, and seeing that you have made an examination of the vessel, we think will be all that you require.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

October 31st, 1911

Dear Mr. Jarvis:-

I beg to acknowledge your favors of the 17th and 24th instant, the former enclosing copy of letter from Deputy Minister, and I agree with you that little will be accomplished if they go about the business with a "Brass Band".

Of course, the \$150.00 per day would show some profit, but our main object was to drive off, for some considerable time, the poachers, and if we could get a New England halibut steamer, get even a little on that concern for knocking our profits, by cutting prices, on fresh and frozen Halibut.

We are commencing to close our individual Cannery books, and results are fairly satisfactory, and unless we strike something unexpected, we will be able to retire a good block of stock. I am going to advise the Directors that we ask you to buy some before the dividend is declared. If you do not agree to this policy, drop me a wire upon receipt of this.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

November 1st, 1911

Dear Mr. Jarvis:-

Since writing you yesterday, I have been thinking it would be as well to try and save the 3 1/2% dividend on some of the stock we would have to redeem, so interviewed Messrs Murray and Sweeny, and sent lettergram as per copy herewith.

We trust you can purchase stock to the amount of \$30,000.00 at a fair rate before the dividend is declared, which will have to be done before the 10th instant.

Yours respectfully,

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

William Henry Barker

W.H.B.
Enc:

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

November 8th, 1911

Dear Sir :-

We beg to acknowledge your telegram of the 6th inst. reading:-

"When declaring dividend on Common if at that rate
suggested my letter October 4th, be sure resolution
embodies last portion my letter".

Regarding same we beg to say that your letter of the 4th October and other letters referring to same, were read to the Board and discussed, also the telegram above mentioned.

The Board thought they had better not include in their resolution declaring dividend that they expected to pay a 6% dividend and would continue same. The Salmon packing business is so uncertain that they thought best not to say anything about continuation of dividends, but leave the Shareholders to expect that the management would do their utmost to continue to pay dividends and make them as large as possible.

You will note by minutes forwarded you, and also by a wire sent you last night, that a dividend had been declared on Preferred, and also on Common at 3%.

We see that you have purchased some Preferred "B" at 98, and we have a further telegram this morning telling us that you had purchased another lot at 1/2 above par.

Our men from the North are coming in, and their books are being closed slowly; the results are highly satisfactory, and it would look as if there would be considerably more Preferred "B" redeemed. We scarcely think, however, that much more than the amount we have asked you to buy will be done until our books are closed at the end of the current year.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

November 20th, 1911

Dear Sir :-

I am in receipt of your favors (2) of the 14th instant, one enclosing copy of a letter received from Mr.F. R. S. Balfour.

We are fully convinced that the property mentioned will not be for sale until after 1913, as the writer has previously written you.

The writer would only be too glad to recommend the purchase at the highest price mentioned by Mr. Hurd, but we are certain that Mr. Todd would not think of putting any price on his property before the time above mentioned.

Yours respectfully,

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

William Henry Barker

W.H.B.

E.W. Rollins, Esq.,
Dover, N.H.

November 24th, 1911

Dear Mr. Rollins :-

I beg to acknowledge your favor of the 17th instant, and can only say that I think you and the rest of the Board of Directors give me too much credit; that I have only done what I could for the success of the Company.

I have at all times had the unqualified support of the Board of Directors, even when it touched them personally in a business way, such as taking away insurance from them, sending our drafts for collection - all of the saving made by us - lessened the profits of the Banks that much - scrutinizing the bills of Directors and not giving them business when we could get it done cheaper elsewhere. No favors have been shown or expected by them. They have never bothered or interfered in any way, but always assisted in every possible way.

In a general way I may say that the object of my coming here is accomplished. The Association is in excellent shape; all the canneries and plants are in very good condition, better than they were. The Cold Storage is doubled in size and capacity; two steamers purchased for Halibut fishing; a Saw-mill and two additional Canneries bought. All our purchases have proved good ones. The two Canneries purchased on the Skeena made a profit this year that exceeds their cost, after showing a very good profit last year.

Our little Saw-mill has more than paid for itself. While much machinery has been added to most of the Canneries, that has added to their value, and increased their efficiency.

Dividends all paid up, and a start made paying dividends to Common Shareholders, and nearly a quarter of a million Preferred stock retired, and a good working capital.

This is certainly a satisfactory showing, and sure makes me feel good, but what pleases me most of all is the general appreciation.

I can only repeat that I have simply done my best, and that conditions have been favorable; also that I have had the assistance of a lot of very good men, both in the office and at the various plants. There is a general good feeling all round. All seem very much interested in the Company's success.

It has been very pleasant for me, and I must say that I lay down the management with a good deal of regret.

I am glad to retain the office of President, and shall be pleased to do what I can in every way for the Company's best interests.

Again allow me to thank you for your kind invitation to visit your Three Rivers farm, also for all you have done for me.

I remain,
Yours sincerely,

William Henry Barker

W.H.B.

E. E. Evans, Esq.
20 York House, Kensington, London, W.

November 28th, 1911

Dear Mr. Evans :-

I beg to acknowledge your nice letter of the 30th ulto. I can assure you it is with great regret that I am giving up the management of our Company. I could not have been treated any better than I have been. It has been a pleasure to work with our Board of Directors, particularly when you were here, as you have considerable knowledge of the business, and took so much interest in it. I have always had your support, even when it touched your pocket - like taking away the insurance, and placing orders for supplies. No favors were expected or shown.

Our Cannery books are being closed up; in fact, about all the Northern ones are closed. The results are very satisfactory; it will be our best "off year".

It looks as if my mission here was[sic] ended. The concern is in good shape; everything is fairly well organized; we have a lot of good men at our different places, so things ought to run smoothly without very much looking after.

As regards myself, no doubt I will get tired very soon, but I have quite a few things I can give some attention, and you can rely upon it, I shall always be willing and anxious to do what I can for the B. C. Packers. I like Vancouver and expect to make my home here.

Now regarding the Canadian Canning Company. You know a Mr. Fleming was put in as Manager in Joe Russell's place; he has been causing us a great deal of trouble - giving the Japanese fishermen everything they asked - money beyond all reason - nets and supplies at cost - taken fish that he had to throw away, and doing all sorts of crazy things. It looks as if it were a question how long it can last. I understand that he leaves for England to-day, and probably you may hear from him. They (his Company) ran the Naas Harbour Cannery on the Naas, having leased it from the "Federation" people, with option of purchase. Now the option expires on the 5th December next - the price is \$35,000.00 - I would like to get it for the Packers for that price, or even pay \$5,000. or \$10,000. more for it. We must have more goods to supply our customers.

It is quite possible that Mr. Fleming has made some money for his people this year; it would be strange if he did not. He will have to change a good deal to be a good safe man.

The two places we bought on the Skeena have both made more money this year than we paid for them. I would like very much to increase our plants by getting this one on the Naas. Of course, if the option is taken up on the 5th December, that settles it, but I have heard several times that they were hard up. I know they have been slow paying off fisherman, &c.

I fear I will not see you, as I hear you will be here in March, and I will not reach England until June at the earliest - perhaps I may be there when you return.

I have received very nice letters from both Mr. Jarvis and Mr. E. W. Rollins, and members of the Board here have also said some very nice things of me.

There is a great satisfaction in leaving the concern in such good shape, and I sincerely trust that it will continue to do as well in the future.

Thanking you for your kind wishes, and trusting your health is good,

I remain,

Yours sincerely,

William Henry Barker

W.H.B.

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

December 18th, 1911

Dear Mr. Jarvis :-

I beg to acknowledge your favor of the 13th instant, together with copy of letter from Mr. Balfour.

We should be pleased to obtain the Todd Canneries, and would be willing to pay therefor a pretty good price, as they would put us in excellent shape.

In the writer's opinion \$300,000.00 would be a fair price; we might possibly exceed this amount somewhat. However, we think nothing will come of this, as in the writer's opinion Mr. Todd would not sell at any price now. The past season has been a very good one, prospects are also good, and the "big year" in 1913.

As I wrote you some time ago, I made a trip to Victoria, had a long talk with Mr. Todd. He frankly told me that Mr. Helliwell had been there wanting to know if he would sell, and if so, to name a price, which he would be glad to work upon. Mr. Todd stated that he informed Mr. Helliwell that he did not wish to sell, but would consider any offer made to him. He absolutely refused to put a price upon his property, and stated most emphatically that he would not sell until after 1913.

Wishing you the Compliments of the Season,

I remain,

Yours respectfully,

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

William Henry Barker

W.H.B.

(Added) Perhaps when I am in London next summer I can see Mr. Balfour and talk this matter over with him.

E. E. Evans, Esq.
c/o Bank of Montreal, 47 Threadneedle Street,
London, Eng.

December 29th, 1911

Dear Mr. Evans :-

Yours undated was received on the 27th instant; also the Christmas card, for which I thank you.

With the former was a prospectus of the British Columbia Fisheries, Ltd., which the writer was shown by Mr. Sweeny about a month ago. We went over it, and Mr. Sweeny advised his Head Office not to allow their name to be used as Bankers on it. I notice that they now have the Canadian Bank of Commerce. The principal asset seems to be Simon Leiser's Clam Cannery, at which he has packed a few Salmon at different times, and his Oilery at Skidegate. This has not been operated for two or three years, and as far as I know, never at a profit.

Three or four years ago we needed Cohoes badly for our Canadian trade, and Simon Leiser tried to sell us a lot packed at Skidegate. However, they were of a light yellow color and peculiar looking, unlike anything the writer had ever seen in Salmon. We could not use them.

We do not think there is much of a supply of any kind of fish in their vicinity.

I notice in his estimate of profits, Mild Cured Salmon. You understand that Mild Cured Salmon are the finest of Spring Salmon. The German market will not take less than an 8 lb. side, which would require a 23 lb. fish. We can sell a few carloads in New York of 6 lb. sides which would take about a 20 lb. fish. These fish must be in prime condition. We can only use those caught in the early Spring, so we stop Mild Curing about the 20th July each year.

You will see that Mr. Leiser classes Springs, Humpbacks and Dog Salmon, which I'm sure he would have to use to get the quantity named - 1250 tierces. I am sure he could not sell Mild Cured Humpbacks or Dog Salmon at all; anyway, not at a profit.

You probably know more about dry salted herrings than the writer. In packing these, you come into direct competition with Japanese and Chinese, and the quantity is unknown at the locations mentioned in the prospectus. One of our Japanese fisherman from the Skeena River has licenses for the whole end of Morseby Island, which is said to be the best part of the Queen Charlotte Islands for Herring. He has fished there with seines for two or three years past. He cannot have made any money, as we had to loan him enough to carry him through the winter a few days ago.

I notice in the prospectus, the Doughty's receive 35,000 fully paid up shares and 5 % on all stock sold, besides travelling expenses, etc., and also 3,000 [British pounds] for their services in floating the Company.

The contract with Robt. Tweedy-Smith, of Marvis & Co., who holds 1000 shares and is to receive 250 [British pounds] for each machine to manufacture Flaked Fish, and also to receive 5 % royalty, payable by the Licensees on the retail price of this flaked fish, as the fish, (We have seen several samples of this flaked fish, as the same Mr. Smith wished to interest us to the extent of using his method of manufacturing same. It resembles bran in appearance and is very light with little or no flavor. Our Mr. Whitehead, Mr. Doucet, Mr. Ker and the writer, took packages home, which we used according to directions on the paper boxes containing same, and all agreed it was poor stuff, and we concluded that it was of very doubtful value, and in consequence, dropped it).

To conclude, I am of the opinion that it is another of those wild fish schemes, in which the promoters will probably make some money, and that do British Columbia a great deal of harm. From the tone of your letter I am sure that you think just as I do, and it would see that the Province should have a censor to whom schemes like the one mentioned should be submitted and passed upon.

The Directors are to receive a salary of 250. [British pounds] each with 500. [British pounds] to the Chairman. They are also empowered to vote a salary to one or more of their numbers, to be made Managing Director or Directors, so it would seem that they are taking good care of themselves.

Your letter of the 15th instant received; many thanks for same. I trust I shall be able to meet you in London in June.

I remain,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
c/o Brown, Shipley & Co., Founders Court,
Lothbury, London, E.C.

January 19th, 1912

Dear Mr. Jarvis:-

I thank you very much for your letter of the 29th ulto., and beg to say that I am sure there is a good deal of the milk of human kindness in business relations. I have certainly found it so, and I think that with our office force, the heads of different Canneries and net-men, there is a very friendly feeling and interest in the welfare of the Association, that is a big factor in its success.

As far as I am concerned, I have simply done the best I could. No one could be more pleased than myself that everything has turned out so well. For the coming year everything is in good shape - could hardly wish them better. With a reasonable pack, as good or better profit should be made, than was made last year.

Our Proforma Balance Sheet and Profit & Loss Statement are out, and are to be submitted to the Board this afternoon. After taking off \$48,682.57 depreciation we show a profit of \$433,455.99.

Pardon me if I mention profits since I took the management:-

1905 -	\$585,841.64
1906 -	116,675.72
1907 -	68,146.07
1908 -	100,020.25
1909 -	356,527.61
1910 -	308,778.54
1911 -	433,455.99

\$1,969,445.82

I have not the figures amounts taken off for depreciation, but it must be about \$340,000.00. Our interest and exchange was \$51,614.46 in 1903, and 1905, \$43,264.94; this year is only \$4,813.37.

Fire Insurance: I shall suggest to the Board putting aside about \$25,000.00 to be invested in something quickly convertible, bearing as good a rate of interest as possible to get, with gilt-edge securities, then add to it part of insurance paid for permanent insurance; then next, or the following year, carry our own Fire Insurance on buildings and machinery, etc., on which we carry \$415,700.00 insurance at \$1.55 net, which is an exceedingly low rate considering rates paid on Salmon Canneries and amounting to \$6,443.35, this amount paid into the fund would soon make our insurance fund quite large, and if we are as fortunate as we have been, would soon be a nice asset, and could be in nature of a reserve.

It seems to me we ought to do this, as we can now well afford to.

Regarding the management during my absence. As I have stated, everything is in good shape. I have done all I could; talked to Northern[sic] Managers, told them to do better this year just to show that they could get along without me. The Board decided, after talking it over fully with me, to let Mr. Ker and Mr. Whitehead manage affairs in my absence, and then I could if I wished to do so, take up the management again and assist them next year, which is the "big one" on the Fraser.

I am very much interested in the welfare of the Association, and will do all I possibly can for it, as my home is Vancouver.

I sail on the "Zealandia" from here on the 24th for Honolulu, and leave there for Yokohama on the "Korea" the 26th February, and will go on from Japan to the Old Country, and come back by the Atlantic, visiting Toronto and Montreal, and I hope I will be able to see you in Toronto on my way home.

I wish to take this chance to thank you for your uniform kindness to me and to the Board of Directors here; they have done everything possible to assist me, and never objected to anything done, and I repeat that the Company's success is my greatest desire.

Yours sincerely,

William Henry Barker

W.H.B.

H. R. Albee, Esq., General Agent,
North Western Mutual Life Insurance Co.,
Concord Building, Second & Stark Sts.,
Portland, Ore.

October 12th, 1912

Dear Sir:-

Upon my return from abroad I found yours of the 28th August last enclosing notice of dividend due on my policy #265749 awaiting me.

After reading over carefully, I have determined to accept your first option, viz., to withdraw \$1645.23 in cash and a paid up policy for \$5,000.00.

I do not know whether you require my policy, but suppose not. Anyway, it is in our safe at Astoria, and if you need it, I will have to send it to you later.

I enclose herewith receipt for \$1645.23 signed by myself and wife, who is the other party interested, and would thank you for a remittance of the above amount and the paid up policy.

Without going much into the matter, I might say that I am very well satisfied with the policy and your treatment.

Yours respectfully,

William Henry Barker

W.H.B.

A. W. Lobb, Esq.,
Co-operative Wholesale Society, Manchester,
England.

October 25th, 1912

Dear Sir :

We beg to acknowledge your favour of the 11th inst. regarding your contemplated purchase from us of 1913 pack.

The writer must crave your indulgence for not writing you before regarding this, but you are aware that business of such magnitude must have serious consideration.

The amount mentioned by your Committee was 100,000 cases - about half of which was to be halves. You now say 100,000 to 125,000 cases, and half from Northern Rivers - these latter we understand to be of Rivers Inlet Grade.

The average pack of Sockeyes on Rivers Inlet is less than 100,000 cases, of which we have about 35 %. We cannot safely count on over 30,000 c/s Sockeyes, and often get less. Skeena River Salmon grade is equal to Fraser and sell at the same price. Our Australian friends prefer it to Fraser.

We are prepared to negotiate with you for 100,000 cases Sockeyes, but cannot furnish half this quantity Rivers Inlet Grade, the runs there are too uncertain. If you would leave it to us, we would give you as large a proportion of that grade as possible.

We would have to have your specifications early, so to arrange our packing. In this connection, I might state confidentially, that Messrs. R.B. Green have bought from us this year 1500 cases of 1/2 Ovals and 500 c/s 1 lb. Ovals, and their man, Mr. Hawkins, was just in to say that shipment of these have been received overland. The quality was very satisfactory, and they would like us to sell them now 2000 cases 1/2 lb. Ovals next season's packing. As we only intend packing 3000 cases, I refused to sell that quantity, as we have other customers for this style.

Simpson Roberts, as well as R. B. Green and other customers, have bought steadily from us and seem satisfied, and wish to get from us large quantities the coming year.

We do not like the falling clause, as it is all on the buyers' side.

It is too early to name prices, but say March 1st, or earlier is conditions warrant, we can arrive at a satisfactory price.

We value your business, and beg to assure you that we will go out of our way to retain it.

Yours truly,
The B.C. Packers Association,
General Manager

William Henry Barker

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

November 1st, 1912

Dear Sir :-

The boat rating and limitation of Cannery Licenses by the Dominion and Provincial Governments have proved satisfactory in so far as it has stopped over fishing and allowed enough or more Salmon to get to the spawning grounds and hatcheries. It has also allowed all fishermen to make better catches and no dissatisfaction among or from them except what has been deliberately worked up.

While the rating was not fair or satisfactory to us, yet it was much better than none, and as the principal object was to keep us the supply, we in a measure were satisfied.

It was understood that no more licenses for Canneries or the number of boats were to be increased for five years.

A large Cold Storage plant has been built at Prince Rupert; we think it will prove a "white elephant", and have an idea that some of their Shareholders are beginning to think so too. They have received quite a large bonus from the Government already to help build it. We understand that Sir. William MacKenzie is heavily interested, and we are told that he has quite a lot of influence with the Dominion Government. To help out, they want now to build a very large Cannery (5 or 6 lines) on the Skeena River; it would be three times the size of our Balmoral Cannery, and could pack nearly all the fish caught on the Skeena.

The Provincial Government are extremely anxious that the boat-rating should remain as it is, so these people have gotten the people at Prince Rupert to insist that Cannery License be given them and that some provision be made for them to obtain Salmon to pack.

We have always given white fishermen the preference, and all other packers say they have never turned one away, and from the best information obtainable there were only twenty-four of them on the Skeena last year.

It would be an easy matter for anyone to get a large number of so called white fishermen, and could furnish them with boats and nets. It would take quite a large number to supply the big Cannery they intend putting up. The total number of these licenses issued to so called white fishermen would be deducted from the total - which is now 850. Say they issued 300 licenses, that would leave 550 for the balance of twelve Canneries- of which we would lose nearly a third.

Our nets have been ordered over two months. Our tin-plate to make cans also ordered, as have other supplies.

Besides this large Prince Rupert concern, there are two others on the Queen Charlotte Islands who, we understand, also want to get fish from the Skeena River.

One of which, Sir Edward Doughty is connected with is a worse proposition than the Prince Rupert one. We cannot see how they can ever succeed, even if they are permitted to fish the Skeena and ruin all the other plants there.

Our Mr. Ker was down at Ottawa with a delegation last Spring, and the Packers met Hon. W. J. Bowser the other day in Victoria. He and Mr. Cunningham go to Ottawa to settle the matter with Mr. Hazen - they leave here Sunday. Mr. H. Bell-Irving also leaves the same day for England. He asked if we had any objection to his calling on you to talk over the proposed change in regulations, which if made, will be disastrous to all our interests, and will also spread to all Northern rivers.

If you can bring any influence to bear on Mr. Hazen, please do so. We have done all we could here. We think Mr. Bowser understands the situation fairly well, but do not know what pressure is or will be brought to bear on him.

We have just learned that

Sir Richard McBride, Premier,
Hon. W. J. Bowser, Attorney General and Commissioner of
Fisheries,
Mr. McIntyre, Deputy Commissioner of Fisheries[sic],
Mr. F. H. Cunningham, Dominion Chief Inspector of

Fisheries,

leave here tomorrow night for Ottawa to settle this matter with Mr Hazen.

Yours respectfully,

The B. C. Packers' Association,
President

William Henry Barker

W.H.B.

Enclosed please find copies of
(illegible) letters, &c to & from
Messrs Bowser & Cunningham

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

November 1st, 1912

Dear Sir:-

Since writing you this morning I have carefully thought the matter of boat rating over and the letter written to you regarding same, and think perhaps we might be forced to accept a compromise allowing the Cold Storage at Prince Rupert a certain number of boats, say 50. If we could do that, we should then have the assistance of Sir Wm. McKenzie and his Company, as they would be as much interested as ourselves in limiting the licenses and boats.

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

William Henry Barker

W.H.B.

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

November 11th, 1912

Dear Sir :-

We beg to acknowledge your wire of today's date reading:-
"What day and train did Ker and Cunningham leave for
Ottawa",
also to confirm our reply to same:-
"Ker did not go to Ottawa, is here. Cunningham left with
Bowser on first".

The writer was at a loss to understand your wire until he looked up his letter of the 1st regarding same. He sees now that you misunderstood the paragraph "Our Mr. Ker was down at Ottawa with the Delegation last Spring, and the Packers met Hon. W.J. Bowser the other day in Victoria. He and Mr. Cunningham go to Ottawa to settle the matter with Mr. Hazen".

You must have understood from my letter that Mr. Ker would leave with Mr. Cunningham, when I meant that the Hon. Mr. Bowser left with Mr. Cunningham to settle the matter with Mr. Hazen. You will note that I mentioned the names of all the parties concerned at the end of the letter who were leaving for Ottawa.

We rather think that the Premier and Hon. W. J. Bowser will have the matter settled before this time, as they expect to leave Ottawa for the Coast early this week.

Yours respectively,
The B. C. Packers' Association,
President.

William Henry Barker

W.H.B.

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

November 11th, 1912

Dear Sir :-

I am in receipt of your favor of the 4th instant, and have shown same to Messrs Sweeny and Murray. They agree with the writer that it would be very inopportune to go to the British Columbia Legislature to increase our capital stock at this time.

From our various telegrams to and from you regarding the proposed change in regulations, we think it would be unwise to go to them to increase our capital stock.

It is not at all likely that any new places could be purchased for some time to come, as none would like to sell until after the expected "big year" on the Fraser, except at prices which we could not at all consider.

Regarding the two additional Directors, it is the opinion of the gentlemen mentioned, as well as the writer, that our Board is large enough; the two large Shareholders mentioned may transfer their stock at any time, but this is not of vital importance, and can be talked over with the Board at their next meeting.

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

William Henry Barker

W.H.B.

Messrs. AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

November 12th, 1912

Dear Sirs:

We are in receipt of your telegram reading:-

"Wire information re standing of Great West Fisheries,"

and confirm our reply:-

"Great West Fisheries, Projected Cannery Drury Inlet cheap fish proposition, think they have nothing of much value."

We enquired at the Banks, but they knew nothing about them

We know that a concern called The Great West Fisheries had an advertisement in the Vancouver World last July, and upon enquiry found it was a concern that owed us some \$300.00 for lumber gotten from our Alert Bay Saw Mills. Our lawyers have not been able to get anything as yet. We heard they were re-organized - had gotten in some English capital. They claim to have fish licenses around Kingcombe Inlet, also around Queen Charlotte Island. They intend building a Cannery on Drury Inlet, which is on the Mainland in the vicinity of Alert Bay and near Knight's Inlet. There are very few, if any, "Sockeyes" there, and not very many "Cohoes". Every other year there are a great many "Pinks" or "Humpbacks". There is little or no money in packing these cheap fish. We are under the impression that it is another of these wild cat promotion schemes that investors are more than likely to lose all they put in. These bogus schemes do the Canning business and Province a great injury.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

November 13th, 1912

Dear Sir:

We are receipt of your telegram of to-day, reading:
"How many boat licenses have we at each individual
point in District Number Two."

to which we made reply:-

"Balmoral one hundred fifteen, Cunningham sixty,
Dominion fifty-seven, Alexandra thirty-one. Total
Skeena River two sixty-three. Wadhams one hundred
thirty, Brunswick one hundred seven. Total Rivers
Inlet two thirty-seven. Naas Harbour sixty, total Naas
River sixty. Bella Coola seventy. Lowe Inlet thirteen seines."
which we now confirm.

The writer met Peter Wallace on the street to-day, and he said that he had from good authority that The Canadian Fish and Cold Storage Company, Limited (the large Cold Storage at Prince Rupert) are asking the Government to give them six boats on every Northern stream. We can hardly believe this, but if it is so, it would be very bad for us, as well as all others in the business. We furnish all the boats and nets, our fishermen are Whites, Indians and Japanese. If six licenses are granted to six white men - independent of any of the resident Cannerymen, but employed by the Cold Storage, it would be six fish buyers who would buy the fish caught with our nets and boats for the Prince Rupert Cold Storage, and would ruin all our Northern Canneries. The boats would be limited, but an outsider would be able to get all he wanted.

Your telegram made me think that perhaps there was something in the rumour. We sincerely hope there is not. We hardly believe that Mr. Bowser would agree to any such proposition.

Yours respectfully,

The B. C. Packers' Association,
President

William Henry Barker

W.H.B.

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

November 20th, 1912

Dear Sir :-

We beg to acknowledge your favor of the 14th inst., also your telegram of the 18th, giving us the new regulations which we had already seen in our local paper the day before. We confirm our reply of the 18th instant as per copy herewith.

You will have received our letters regarding this matter, and we have little more to add except to say that the decision of the Dominion and Provincial Fisheries Department is about as unsatisfactory as could possibly be, even worse than we had expected. We cannot say just what effect it will have, and we will do our very to meet the situation as it is. We are satisfied that it will have the effect of raising prices for raw fish on all streams, which seems to be one of the objects of the Government.

Of course all the boats that the other outside or new places get, will lessen our number just that much, making our packs smaller, which, of course, makes it more expensive, in addition to the increased cost of fish.

We are of the firm opinion that the whole matter was pre-arranged long before Mr. Bowser left here, and that it would have done no good to have had representatives on the ground.

As the writer has stated in previous letters, we would not have bothered you at all, feeling sure that even with your influence you could not accomplish anything, as they had already made up their minds to favor the Prince Rupert place, had not Mr. H. Bell-Irving insisted on seeing you, thinking perhaps you might be able to do something.

You can well understand that besides being unprofitable, it will make the men more independent and hard to manage by being able to sell their fish to the highest bidder.

We do not think the Cold Storage will make much money, at the same time, they will spoil the business of every other packing plant in the North.

As the writer has before stated, we will do our very best, but cannot tell at this writing just what the effect will be, as it depends so much on the actions of the other parties.

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

William Henry Barker

W.H.B.

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

December 4th, 1912

Dear Sir:-

We are in receipt of your favors of the 27th and 28th ulto., enclosing copy of letter from Mr. Hazen and copy of yours to him of the 28th ulto., all of which are carefully noted.

The packers met and made a protest to the Dominion and Provincial Governments, more to put us on record than for any good we thought it might do.

We cannot tell just what will be done towards getting out licenses for the white fishermen, as so much depends upon the Cold Storage, Doughty and others. We have heard that two Auditors are now up North going through the books of the Doughty concern to see what has become of the money. We have heard that both they and the Cold Storage are hard up. Of course we will get all the independent white fishermen that we possibly can, and have two men up North now.

Your reply to the Hon. J. D. Hazen is very good and puts the matter clearly before him.

We confirm our night letter answering your telegram of to-day, copy herewith.

Our Solicitor is getting out the resolution, which we will submit to you, and a meeting can be called at any time for the purpose of increasing the capital stock, and another meeting to confirm the action taken at the first meeting, then the Registrar of Joint Stock Companies simply has to be notified of the action taken at the two meetings. The "Special Act" incorporating our Company gives us this privilege.

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

William Henry Barker

W.H.B.

Enc:

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

December 5th, 1912

Dear Sir :-

Referring to ours of yesterday's date confirming our night letter, we beg to say that we are in receipt of a letter from our Attorney, and enclose copy herewith.

In yours of November 4th, you first mentioned the matter of increasing the capital stock. You say that you would suggest that we double our authorized capital and bring it up to \$5,000,000.

Our Authorized capital is \$4,000,000 - 15,000 shares of Preferred stock and 25,000 shares of Common stock. All of Series "B" have been redeemed and cancelled, and it is more than likely that Series "A" will be exchanged for Common stock in the near future. If we double the common stock, making the issue 5,000,000, we should have a capital of \$6,500,000.

As the writer understands it, we can, if necessary, re-issue redeemed Preferred stock.

Please think this over and give us your ideas, and a copy of the resolution you would suggest be introduced to a meeting of the Shareholders to consider the increased capital.

Upon receipt of this, we will call a meeting of the Board and order the meeting, so that you can send out the required notices.

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

William Henry Barker

W.H.B.

Enc.

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

December 17th, 1912

Dear Mr. Rollins :-

I thank you for your of the 10th instant. Glad to learn that you had arrived safely back and had enjoyed your trip abroad. Sorry to hear that you had bad weather, but pleased to know that you had a pleasant time.

Allow me to thank you for your kindness to my wife and self in entertaining us at your beautiful home, which we enjoyed very much indeed; also accept our thanks for 'phoning the Governor, your brother, who gave us his machine with a good guide, and showed us Boston and its beautiful suburbs.

Several of the Board of Directors passed through Toronto just before the writer arrived there, and had talked over Association matters with Mr. Jarvis. They agreed it was best to retire all Series "B" stock rather than increase the "Common" dividend.

Stocks of Canned Salmon in Packers' hands are larger than they have been for some years, owing to the high prices made this year. While stocks are light in Jobbers' hands, they are only buying from hand to mouth, as prices are declining and, of course, they [illegible] are anxious to realize. Next year you know is the "big" one on the Fraser when lower prices may be expected. At the same time, present stocks will be needed before the new pack is available. We have stocks unsold to the amount of \$500,000.

I think perhaps a conservative course would be the wisest regarding the purchase of stock, as the business is a hazardous one at the best. We are in first class shape, and will make an excellent showing when our books are closed on the 31st instant.

I will take pleasure in letting you know what we are doing from time to time, so that you will be advised as to the probable outcome.

Wishing you and yours a Merry Christmas and Prosperous New Year, and thanking you for your kind wishes,

I remain,
Yours sincerely,

William Henry Barker

W.H.B.

A. Oakley, Esq.,
Messrs AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

January 2nd, 1913

Dear Sir :-

I am in receipt of a letter from Mr. Jarvis under date of the 24th ulto., enclosing copy of a letter from Messrs Blake, Lash, Anglin & Cassels, regarding the suggested increase to our Capital stock.

As requested in the letter from Mr. Jarvis, I have wired him as per copy enclosed, and trust the night letter was received before Mr. Jarvis departed for Europe. I now beg to confirm the lettergram.

Mr. Jarvis' letter will be placed before our Board of Directors at their first meeting, which will be in a week or ten days, when they meet to consider the proforma balance sheet. In the meantime, some of the Directors have seen it and the others will be shown it as the writer happens to see them, so that they will have time to consider same before the meeting.

If our capital stock is to be increased, the idea of a holding Company is a good one for several reasons.

Our business is such a hazardous one that it is hard to say what we are likely to do. Change of Fishery Regulations in Northern B. C. is going to increase the cost of our pack considerably, owing to the Government wishing to have the white fishermen "independent" so that they can sell their fish to the highest bidder, will no doubt tend to raise prices all round. The prices for Canned Salmon the past season were altogether too high, which stopped the sale of our goods, leaving us with a large quantity - over \$500,000 unsold. Others are in the same fix; some of them have more, in proportion, than we have. The result is, that values have gone down and Buyers will not buy on a falling market until they must have the goods. Altogether, the situation is very uncertain.

We will again write you after the meeting of our Board.

Yours respectfully,

The B. C. Packers' Association,
President.

William Henry Barker

W.H.B.

Enc.

AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

January 22nd, 1913

Dear Sirs :-

We are in receipt of your night letter of the 21st instant and confirm our reply, copy herewith.

As intimated in our message, we are just closing our books, which have yet to be passed on by the Auditors, when we will hold a Board meeting to pass on the Balance Sheet.

Several of the Directors are already acquainted with Mr. Jarvis' idea of increasing the capital stock, and are thinking the matter over, and as stated, will pass on same at our meeting.

In regard to this we might say that the market is still very depressed with a lower tendency, and that we have stocks unsold to the value of over \$500,000.00. This will materially affect our profits, and the new regulations will certainly result in higher prices for raw fish in all Northern British Columbia, and the business will become very much demoralized. No one can foretell what the results of the season will be even with a fair fish supply.

The writer, after carefully considering the proposition, is firmly convinced that it will be much better not to increase the capital stock at this time, but wait until we have some assurance what the season is going to do for us. The business at best is a hazardous one, and we have no assurance of showing the profits made in the past three or four years.

Yours respectfully,

The B. C. Packers' Association,
President.

William Henry Barker

W.H.B.

Enc:

A. Oakley, Esq.,
Messrs AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

January 28th, 1913

Dear Sir :-

Referring to our telegram of the 22nd instant and letter confirming same, we beg to say that the Auditors have been delayed a little, so that we will not have our Board meeting for a day or two.

We wish, however, to give you a little information which, of course, will be laid before the Board at the meeting and may influence their decision in the stock matter.

On Saturday we received a telegram from the Skeena River informing us that our large Balmoral Cannery there was wrecked with ice. As we had some 15,000 cases of Salmon stored there we felt very much alarmed, and wired back for further information, and asking if any of the Salmon had been lost. On Sunday we were pleased to get the information that none of the Salmon had been lost but that the buildings and wharves were very badly damaged. We have sent the local manager up there to take charge of things and get the Cannery in shape for the coming season.

We have had a very stormy winter. Our Canneries on the Fraser River have suffered a good deal from the storms. These, and the losses by ice, are not covered by insurance, and could not, of course, be foreseen.

The City of New Westminster has informed us that they have cancelled the lease of the property on which our Cold Storage is built. They intend to make some extensions to the harbor facilities and require our property. This will necessitate us building an entire new place. Under the terms of the lease they have to reimburse us. We have given them figures, which they think too high and have asked us to appoint an Arbitrator which, of course, we will have to do.

We have also had an accident to our steamer "Roman" which was covered by insurance, but while she was laid up for repairs, we thought best to give her a thorough overhauling and install oil, which means an expenditure of several thousand dollars.

These matters, of course, will have a great deal of influence on the Board, especially taking into consideration the new regulations mentioned in previous letter, and the depressed state of the Salmon market, which is getting no better, owing to the anxiety shown by holders who wish to realize, to have money for the coming season's requirements.

Yours respectfully,

The B. C. Packers' Association,
President.

William Henry Barker

W.H.B.

A. Oakley, Esq.,
Messrs AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

January 30th, 1913

Dear Sir :-

We are in receipt of your telegram of the 29th inst. to which we have made reply as follows:-
"Delay in closing books. Directors meeting
Monday. See letter twenty-eighth"
which we now confirm.

The Auditors are now working on our books and expect to be through tomorrow. Saturday is a bad day to get the Board together, and we are hardly sure that we would be ready by then, so we have called a meeting for Monday. We think by that time you will have received our letter of the 28th instant, which places conditions before you that exist at present. We are very sorry that these conditions have come up at this time but have no control over them as you can well understand, and can only meet them as they come up.

We can assure you that the Board and the writer will do everything possible to concede to the wishes of Mr. Jarvis and the large Shareholders, at the same time, we are here on the ground and feel responsible for the welfare and future of the business, which we feel we must first consider.

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

William Henry Barker

W.H.B.

A.L. Russell, Esq.,

February 18th, 1913

Messrs Evans, Coleman & Evans, Ltd.,
Vancouver, B. C.

Dear Sir :-

I am in receipt of yours of the 17th instant regarding the S.S. "British Columbia".

I am pleased to note that you have offered the steamer for sale to Mr. Sylvester, of the Granby Consolidated Mining, Smelting & Power Co., Spokane, Wash.

I will show your letter to parties interested with me so that they will not offer the steamer to the same parties.

You understand that we have been trying to sell the steamer, and the offer you have made to the Granby people is subject to the boat being unsold at the time, or in other words, we have given you or no one an option, but will not offer the boat to these people ourselves.

Yours respectfully,

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 528

A. Oakley, Esq.,
Messrs AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

February 19th, 1913

Dear Sir :-

I thank you for the suggestion in yours of the 12th instant, but sorry to say that my reports were printed and sent out a few days ago. The same was passed on by the Board of Directors, and I think the good shewing of the Balance Sheet should offset anything said in the report.

Yours respectfully,

William Henry Barker

W.H.B.

Honourable J.D. Hazen
Minister of Marine and Fisheries, Ottawa

April 14th 1913

SIR:

We beg to acknowledge receipt of your favor of the 2nd instant, contents of which have been carefully noted.

We feel satisfied that your intention in changing the regulations was to encourage a desirable class of white fishermen in the District, but feel sure that conditions have not been properly stated to you, and that you are laboring under a misapprehension.

We have before stated and beg to state again, that we are trying to encourage a desirable class of white fishermen and have done a great deal towards that end.

We might state that this Company operates nine Canneries north of the Fraser River, three of which employ no Japanese fishermen at all, namely Alert Bay, Bella Coola and Lowe Inlet.

At our two Canneries on Rivers Inlet we employ a large number of white men - over 75. Last year 171 white fishermen fished at Rivers Inlet.

We also have quite a large number of white fishermen fishing for us at our Fraser River Canneries.

The reason why more white men do not engage in fishing for Salmon is, they can do much better in other vocations, that is, get steadier employment.

The primary object, we understand, for limiting the Canneries and boats in the North was, for the preservation of the fish, to stop over-fishing, and not for the benefit of the Canneries concerned.

To illustrate this, we beg to call your attention to the lack of regulations of this kind in the United States; while Canneries are licensed there, the numbers are not limited. One or two profitable seasons attracted capital, so that last year quite a large number of new Canneries were built, the result being that neither Canneries or fishermen made any money, and the Canned Salmon business has been disorganized. Quite a large quantity of American salmon has been marketed in the Dominion of Canada.

This Company also operates two steamers fishing for Halibut, and we are the pioneers in shipping fresh Halibut to the Eastern Canadian markets, yet the Government saw fit to bonus the Canadian Cold Storage Co. to erect a plant and compete with us in a business that we had established, and who were a going concern.

We beg to call your attention to the allotment of one of our Canneries on the Skeena River, namely the "Alexandra" which has a total of only 25 boats, yet the new concern is given 30 Indian boats, and they have the same privilege of bidding for the white fishermen that we and others have.

We understand that these "independent" boats are being built by the Cold Storage Co., and that also the nets have been purchased for them by the same Company for these "independent" fishermen, who we are sure will have to sign a contract to fish for this Company before they can get possession of this gear.

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

William Henry Barker

W.H.B.

Honourable J.D. Hazen
Minister of Marine and Fisheries, Ottawa

April 15, 1913

SIR:

We beg to hand you herewith the results of our Hatchery on the Nimpkish River, Vancouver Island.

We commenced to take eggs on the 7th October, and filled up our baskets on the 15th October, having taken

5,106,000 Eggs.

We commenced putting out strong swimming fry on the 19th March, 1913, and continued doing so until the 5th of April, putting out 4,981,000 strong swimming fry, having lost 125,000 eggs and young fish.

We have now operated this Hatchery continuously since 1902; previous to that date it was operated in a smaller way by Mr. Spencer, vendor to this Company.

Since 1906 we have nearly averaged 5,000,000 output, and have always filled our baskets in from one to two weeks, shewing that the supply was not limited.

The results as shown by our Sockeye pack at Alert Bay have not been at all satisfactory. The packs made there are as follows:-

1905 = 8,728 cases
1906 = 3,970 "
1907 = 4,135 "
1908 = 2,300 "
1909 = 4,364 "
1910 = 3,845 "
1911 = 3,085 "
1912 = 6,422 "

The difference in quantity packed is caused more by the conditions of the state of the river rather than a lack of fish. The Nimpkish is a small rapid stream with a short piece of beach at its mouth. Gill-nets cannot be used profitably, and the current is too swift generally to do very much with a drag-seine.

The writer has come to the conclusion that the best possible way to fish this location is by a pound-net or a trap, and would respectfully ask you to issue us licenses for two pound-nets in the vicinity of the Nimpkish River. We would not place the pound-nets in the River or directly at its mouth, but would leave ample room for boats of any description, and ample room for Salmon to get by at any stage of the tide.

There are no other Salmon Canneries or Fisheries that we would in any way interfere with, and we would undertake to see that enough Sockeye and other Salmon got by to properly seed the grounds, as well as give us 5,000,000 eggs at the Hatchery.

We might say that we have gone into this matter with the Inspector of the District, and explained the adverse conditions which we have at the Nimpkish. We think he has made investigations there.

We would thank you to give this matter your consideration, and beg to assure you that conditions are peculiar, and to remind you that we are the only Company operating a Salmon Hatchery in British Columbia, bearing the whole expense, and think we are entitled to some consideration.

Thanking you in advance for an early reply, We remain,

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

William Henry Barker

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

April 17th, 1913

Dear Mr. Jarvis:-

I was pleased to see by yours of the 11th instant that you were back from London.

We have succeeded in selling all our stocks of Sockeyes, and a portion of our other stock, at a little better price than they were taken to account.

Our stocks as shown by the Profit & Loss Statement December 31st were \$505, 928.11; our present stocks are less than half that amount in value.

We find great difficulty in getting our customers to take their Spring deliveries; most of the early April shipments are yet on hand.

Prices were too high last year - they are about \$2.00 per case lower now, and sales of the coming season's pack are still lower. These conditions are natural under the circumstances, and we simply have to make the best of them.

Regarding the licenses to independent white fishermen. Applications have been made for a little less than the number set aside.

We lose 50 boats on the Skeena River

27 " at Rivers Inlet

14 " at Bella Coola

10 " on the Naas

making a total of 101 boats. We will get some of the independent (?) white fishermen, just how many, we cannot say. The latest was that this Canadian Fish & Cold Storage Company of Prince Rupert asked for licenses for thirty Indian boats in order to get women to work into the Cannery. This last move on the part of Mackenzie & Mann outfit, was too much for our Provincial Government. Honourable Mr. Bowser - the Commissioner of Fisheries - will not agree, and says if these Indian licenses are granted, he will not grant a cannery license.

You will note by copies of letters to and from Honourable J. D. Hazen, that the licenses have been granted. We will see what Mr. Bowser will do.

Another matter I particularly wish to call your attention to is, that we own 124 acres of land at Quashela Creek, Smith's Inlet. It came to us with the Victoria Canning Co. (R. P. Rithet's) plants. This land was bought for the sole purpose of getting a piece of beach suitable for using a drag-seine. The fish are confined in a bay and wait for the tide to get up into the lakes. Between 1901 and 1902 the seining license was taken away through political influence and given to the Hickey Packing Co. (Robt. Kelly and Wn. Hickey); they were given exclusive fishing privileges for nine years, ending in 1911. In 1912 they sold out their Smith's Inlet Cannery to the Wallace Fisheries (McRae and Col. Davidson - another arm of the C.N. Railway) for \$325,000.00. Our Company used to get \$50.00 a year rent (the amount of taxes paid) for this property; the writer raised it to \$500.00, which amount has been paid by the Hickey Packing Co., also Wallace Fisheries last year.

Last October the writer made application to the Dominion and Provincial Fisheries Department for a seining license to fish on our own property. The writer went to Victoria to see Honourable Mr. Bowser. We were turned down by both Departments.

We think it an outrage that we are not allowed to fish our own property; possibly we might stop the other people from trespassing on our property. We are considering this.

These Canadian Northern people have great influence all the Governments - Dominion, Provincial and even City Government of Vancouver.

The exclusive seining license for Quashela Creek, Smith's Inlet, is very valuable, as can be judged by price paid by Wallace Fisheries. We might say it was offered us for \$300,000.00 but we considered the price too high, as we could not feel secure as the license might again be taken away.

Regarding prospects, the English market is in a fair healthy condition, although prices are much lower than last year caused largely by the anxiety of some packers to sell in view of the expected "big" run. If the supply is good we will make a good season.

In reference to the Auditors. I would say that although Mr. Helliwell was asked a few days before the Shareholders' Meeting to send in his tender for the auditing for the coming year, he did not

do so until the morning of the meeting, and the figure then asked by him was \$1300.00, a sum very much in excess of anything we have heretofore paid him. The last "big year" the amount was \$1000.00 and last year \$700.00.

The Shareholders considered the amount rather high and a resolution was passed authorizing the Directors to deal with the matter, and they directed that tenders be asked from a few of the principal firms. We therefore requested Marwick, Mitchell, Peat & Co., Price, Waterhouse & Co., and Butter & Chiens to give us quotations for the work. The latter firm refused to quote, so we asked another firm - Riddle, Stead, Hodges & Winter to tender, Mr. Hodges being formerly with Helliwell, and fully informed as to our work.

We have therefore tenders in hand from Marwick & Co., \$950.00 and Riddle & Co., \$1200.00. Price & Co. would not tender in a lump sum but only by the day, so they are out of it. It will therefore be between Helliwell, Marwick Peat & Co. and Riddle & Co., and their figures respectively are as follows:-

\$1300.00

950.00

1200.00

These tenders will be submitted to the Directors at their next meeting.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

May 9th, 1913

Dear Sir:-

I am in receipt of your favor of the 28th ulto., which has had careful attention.

The writer has had in mind for some time the employment of detective to see that licenses were not issued to any but bona fide independent white fishermen, and have gone so far as to send for a Pinkerton man, who is to be here in a day or two to talk the matter over with us. It will be rather a hard thing to do, as we are satisfied the Government officials are very friendly to the Canadian Fish & Cold Storage Co. of Prince Rupert.

As to getting the Canners together on any proposition, we find it almost impossible. Some of the Canners will not speak to us or have anything to do with our Association, so that it is hard to work together on any proposition.

We do not know what Mr. Bowser - who is Attorney General as well as Commissioner of Fisheries - will do regarding withholding the Cannery License from the Canadian Fish and Cold Co., as the Indian licenses have been allowed and will be issued by the Dominion Government. We are of the opinion, however, that he will issue the Cannery License.

Regarding the Seining License at Smith's Inlet. We have not yet just made up our minds what to do. We could probably keep them off our property, and have a perfect right to do so and may resort to this. However, before we would take that stand, the writer will probably see Macrae and Wallace and try to get a portion of the fish caught on that ground. We scarcely think they would stand for this, but we will probably make an effort.

Yours respectfully,

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

William Henry Barker

W.H.B.

Mr. M. K. Dickinson,
Balmoral Cannery, Skeena River, B. C.

May 12th, 1913

Private and Confidential.

Dear Sir:-

Enclosed please find copy of a letter we have given to a "Pinkerton" man, whom we are sending up, first to Prince Rupert to try and find out to whom licenses are issued and all about the Cold Storage there, then he will come to you and present the letter as per copy enclosed. You will furnish him with a small launch when he needs it, and he will look out for our nets and be under your directions.

We wish you to keep this entirely to yourself, not letting anyone know who this man is or what he is. You might say that he is working for us or anything you agree upon.

We talked the matter over with you regarding having a patrol to see if our men sold fish or others stole our nets.

Assist him in every way possible and keep this entirely to yourself. If you feel forced to talk it over with Mr. Buttimer then caution him not to mention it to anyone else.

We think this man should run the launch himself after he has been shown the River.

Yours truly,

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

William Henry Barker

W.H.B.

Enc:

Mr. M. K. Dickinson,
Balmoral Cannery, Skeena River, B. C.

May 26th, 1913

Private and confidential.

Dear Sir:-

We are in receipt of yours of the 21st instant, and note what you say regarding the patrol on the Skeena River. By all means keep the man you have. Probably the "Pinkerton" man will not call on you for some time to come, as he has some work to do at Prince Rupert. In speaking of this man, please mention him as "No.29" and not "Pinkerton".

We are pleased to note that Mr. Nelson - the good Spring fisherman - is to be up and that you will furnish him with a license. We are also pleased to know that you are getting your share of the independent white men, and trust you will get more of them, as we are anxious to pack all the "Mild Cured" we can get this year.

The samples of Springs are not yet to hand. We will examine them carefully and let you know as soon as they are received.

We are also glad to note that the can-making machinery is now working satisfactorily.

You state that some of the cans sent were tested by a 50 lb. pressure. Is not this excessive? The pressure on the "McDonald Air Tester" the writer understands is 15 lbs. not 50.

Yours truly,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

May 31st, 1913

Dear Mr. Jarvis:-

I am in receipt of your favor of the 26th instant and thank you for your promise to do what you can for Mr. Harvey regarding the bonds, and feel satisfied that if you cannot sell at this time, no one else can.

Regarding the outlook in the North. It is a little early to say, but things do not look at all well in that direction. The Packers on Rivers Inlet have failed to come to any agreement owing to differences of opinion. We will still make an effort to get them together, and trust we will be able to do so.

The Draney Fish Co. of Nanu - some 45 or 50 miles away - are furnishing boats and nets to independent fishermen and have offered them 20 cents a fish already. (The price last year to Cannery boats was 12 1/2 cents). The fisherman made good wages, and we have before informed you, there were over 170 white men fishing on this River, who are all anxious to go back, only a few of them taking out independent licenses, preferring to fish the Cannery boats as heretofore. We might say that at our Wadhams Cannery we have no "independent" boats, and we had in the neighbourhood of 70 white fishermen fishing there last year.

On the Skeena River Spring fishing has been very slight to date. We are packing Mild Cured Springs and have shipped one car to Germany and expect to make another shipment in a day or two. As suggested in a previous letter of yours, we have engaged a man to watch proceedings at Prince Rupert and have his daily reports.

All the "independent" fishermen engaged by the Canadian Fish & Cold Storage Co. at Prince Rupert, as far as we can learn, expect to be furnished with boats and nets by the Cold Storage Co., and we feel satisfied that in many instances attempts will be made to transfer the licenses from the parties who have made application for them to others. However, it will be hard to fasten anything, as it will be a matter of fighting the Government.

We will continue to inform ourselves, and we can then judge whether it would be wise to do anything more.

The writer fears the result at Rivers Inlet more than on the Skeena, as the former place has been a money maker to us and it will be too bad to spoil it to no purpose.

The markets continue to be inactive through the unsettled conditions and the anxiety shown by Packers to sell present stocks of cheaper goods at below cost, and also to sell "futures" at 30% to 40% below last year's prices. This [sic] think the situation will mend and trust that it will. You can depend upon it that we will do the best we can.

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

William Henry Barker

W.H.B.

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

June 11th, 1913

Dear Sir:-

I am in receipt of your favor of June 5th, and beg to state that we still have the man at Prince Rupert, who is giving us all information possible regarding those " independent" fishermen and the method used to obtain same, and how the licenses are secured.

I enclose herewith copies one or two reports made by this man.

I might state that we have daily reports which we receive two or three times a week.

We have written asking that if possible he get hold of one or more licenses, so that we would have a concrete case to use if we see fit. There is no doubt but that this "independent fishermen" is all a farce, and think the nets and boats will run (illegible). . . gear as ours are.

We hope that we will have something more substantial than reports, but these go a long way towards showing what is being done.

Yours truly,

B. C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

Encs:

Philip K. Ahearn, Esq.
411 - 412 Alaska Building, Seattle, Wash.

June 12th, 1913

Dear Sir:-

We are in receipt of reports from No. 29 June 1st to 5th inclusive.

In his report of June 3rd he states that our Manager, Mr. Dickinson, had received a telegram on the 19th May reading,

"Will be in Rupert again Tuesday and will meet you there. Signed Campbell." Mr. Dickinson telegraphed back, "Will meet you at Central Hotel, Saturday". Mr. Dickinson went to Prince Rupert on Saturday, but could not find anyone by that name or anyone making enquiries for himself. Not finding this party or knowing anyone by this name, he is rather puzzled over the matter."

As we have nothing from our Mr. Dickinson regarding this matter, it puzzles us.

We would like to know if your man had telegraphed. We presume not by the report; or whether you think anyone has gotten on to the fact that we have someone up there. You might inquire from your man what he thinks about the case.

Yours truly,

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 549

Philip K. Ahearn, Esq.
411 - 412 Alaska Building, Seattle, Wash.

June 23rd, 1913

Dear Sir:-

The writer omitted to put the name of No.29 down when given to him by your goodself when here last week. As he expects to go North on the 3rd of July or before, would you kindly give him the name of your representative.

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

William Henry Barker

W.H.B.

Philip K. Ahearn, Esq.
411 - 412 Alaska Building, Seattle, Wash.

July 3rd, 1913

Dear Sir;-

Referring to last reports of No. 29 - particularly the special report - regarding our Mr. Dickinson sending for your man to look after some stolen boats and nets, we might say this is one of the reasons for wanting your man up there. His work at Prince Rupert is pretty well along, and there may not be a great deal of need for more work in that direction, but we are not sure of this at this writing.

We feared the result of these "independent" fishermen would be that they would steal our nets whenever they lost or "snagged" away their own, and as there has been a scarcity of nets, they may not be able to procure all they need, so feared they might help themselves to our nets.

Most of our nets (B. C. Packers) have one red or green strand and are easily seen and detected. We do not sell any of this marked thread.

Of course your man could only do what he could, but we thought he might detect or put us in the way of catching these net thieves, and it was our idea to use him for a month on the River for this purpose.

Will you kindly instruct your man so that when the writer meets him he will understand the situation.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

July 31st, 1913

Dear Sir:-

Our Mr. Ker received a wire asking him to telegraph you every three days conditions. He is sending you a night-lettergram tonight and will continue them every three or four days.

The pack in the North is most disappointing. The run on the Skeena and the Naas Rivers, and at Lowe Inlet and Bella Coola show no improvement. They are fully 60% short of last year even dates. Rivers Inlet has picked up some, but is about 50% short of last year (which was above the average) Alert Bay is a little ahead of last year. Packing on the Fraser is much better than it was four years ago this date, and there are quite a number of fish on the lower Sound and in the Straits of Juan de Fuca, but it is too early to judge what we will do yet. We ought to be busy next week.

We were somewhat surprised this morning to get notifications from the Banks of Montreal and the Canadian Bank of Commerce that after the 31st inst. (today) the rate of interest would be 7% instead of 6%. As you are aware, the writer is a shareholder and Director of the Columbia River Packers' Ass'n. a concern something like our Company. They have been selling their paper through brokers for a year or two, and last year got \$280,000 at 4 1/4%. I got in touch with these brokers, gave them a copy of our last statement, which pleased them very much and they called on us (this was some time ago) and said they felt sure they could sell a considerable amount of our paper (six months) at 5% or less. I took this up with the Directors. Mr. Sweeny objected to it, saying that the Banks had arranged with us for our needs, as given by the writer \$1400, 000.00 between the two Banks, and that they were giving it to us at 6%, and that in all probability money would be scarcer and the money brokers would not be able to sell our paper, so we dropped it, and Burr's man was very much disappointed. Since that time my partner - Mr. George, has sold through them \$100,000 worth of notes at 5% and 5 1/4%. Of course he could not do it now. I must say that Mr. Murray was in favor of us obtaining some money in this manner, but as Mr. Sweeny objected, we dropped it. Mr. Sweeny is away, but we do not think the Banks are treating us right in raising the rate of interest at this time, and felt that you ought to know of it and might do something with the Head Offices. We owe them \$1,114,519.89 and will probably increase this considerable before it gets less.

Yours very truly,

William Henry Barker

W.H.B/E.

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

August 7th, 1913

Dear Mr. Jarvis:-

I am in receipt of yours of the 1st instant enclosing copy of a letter which you intend sending to the Hon. Mr. Hazen when he returns from his visit to the Coast.

The writer has been unable to see Mr. Hazen, but will endeavor to see him before he leaves for the East. Just at present he is North somewhere. As you are aware, the Member for that District does not seem to be friendly to us. We think there are some substantial reasons for his not being so.

I have read over carefully the draft of your letter which is alright except that the second paragraph on page three might be made stronger.

The licenses that were held back for the "independent" white fishermen and the thirty licenses which were granted to the Indian fishermen and were not used, were given back to the Canneries prorata from whose allotment they were taken, but too late to be of any service, as it was impossible after the season started to get good fishermen. We did try to man some of the boats with inexperienced men, the result being heavy loss of gear with very poor catches. We are sure that every packer on the Skeena will this year lose money, caused by the small amount of gear fished at some of the Canneries, together with the poor run, which gave us a very small catch.

I think perhaps you might mention the Quashela Creek (Smith's Inlet) license. Our Company own 120 acres on which there is a seining beach. This land was bought thirty-eight years ago for this beach, and was fished until 1902, when the license was taken away and exclusive privileges granted to the Hickey Packing Co. for nine years; this exclusive privilege expired in 1911. We applied for the license to fish this ground last year but were refused and the license given to the Wallace Fisheries who had bought out the Hickey Packing Co. Both the Hickey Packing Co. and Wallace Fisheries recognize our right to the ownership of the property, and have paid us a small sum - \$500.00 - for the past three or four years until this year, when we refused to rent it on these terms, and asked for one-third of the fish, we to pay one-third of the expenses. This they would not agree to do, so we fenced them off, as we could not keep men there to watch them. We fell (sic) satisfied they trespassed. Of course we could put up a substantial fence, but it is only right and simply justice that we should be allowed to put our property to the use for which it was purchased.

As before stated, the writer will try to see Mr. Hazen and put this and other matters before him. He seems to be surrounded all the time by local Members of Parliament and it looks as if he were making a political tour, and that "politics" is to interfere with our business as it has in the past. It certainly is very discouraging to all connected with the business, especially with the management, to be handicapped by the Governments - both Provincial and Dominion - the way we have been the last few years.

The "run" on the Fraser has started well and the Canneries are packing to their capacity, that is, as far as we are supplied with help. If the "run" continues (which it should) for ten days or more, we will make a good pack on the Fraser. The "run" is over at Rivers Inlet, and some of the Canneries are closed, the pack being less than 50% of last year. It is even worse than this on the Skeena and Lowe Inlet, however, they are still fishing and it is possible for the "run" to improve although we hardly expect it.

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

William Henry Barker

W.H.B.

P.S. We have mentioned the Member for the Northern District - Mr. Clements - We also wish to mention particularly that Mr. F. H. Cunningham - the Chief Inspector of Fisheries, representative of the Dominion Government here on the Coast - is a long time friend and acquaintance of Mr. Clements, and works hand in glove with him. Both he and Mr. Clements are accompanying Mr. Hazen on his

Northern trip, and we fear Mr. Hazen will only hear one side of the question. Mr. Cunningham is no friend of the Cannors, at least that is our opinion.

"W.H.B."

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

August 14th, 1913

Dear Sir:-

We are mailing you today copy of the "Western Call" which you will see is edited by Mr. Stevens, who is Member of Parliament for this District.

The paper was left at the writer's house, as they evidently wished him to see what they had said about the B. C. Fisheries.

You will notice that Mr. Stevens makes the statement that the "B. C. Packers Common stock is all water". This, of course, is libelous, and the writer thought it best to send it to you to see if you wish to take any steps in the matter. We will show it to some of our Directors, but do nothing until we hear from you.

It is too bad that our business is made a "cats-paw" by the Politicians to gain the votes of a few irresponsible men. We know of no other business that is hampered and harassed as is ours, and it is disheartening to try and manage a business which is made the "butt" of the Politicians.

Yours respectfully,

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

William Henry Barker

W.H.B.

Philip K. Ahearn, Esq.
411 - 412 Alaska Building, Seattle, Wash.

August 15th, 1913

Dear Sir:-

Replying to yours of the 14th instant regarding No. 29. The writer has been very busy as this is our busy season, and has had very little time for office work or would have written you regarding this matter.

The season on the Skeena has been almost a failure, and your man has done very well; he has kept us well informed.

Dr. Bell-Irving suggested to the writer some little time ago that he had accomplished all that he could this season and we might ask you to re-call him. I thought we had better put it up to our Manager on the Skeena, and he informed me that No.29 was to leave on the "Princess Mary", as we informed you on the 13th instant.

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

William Henry Barker

W.H.B.

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

August 19th, 1913

Dear Mr. Jarvis:-

I am in receipt of your favors (2), one of them addressed private to the writer. The latter will have consideration and the writer will talk it over with the Directors as he happens to meet them.

In this connection I might say that the Hon. J.D.Hazen is now in the City, and the writer, with Mr. H.O. and Dr. Bell-Irving, called on him this morning at the Hotel Vancouver by appointment. Mr. F.H. Cunningham - Chief Inspector of Fisheries was present during the interview. As the writer has before intimated, this gentleman is very much of a politician, and we fear, not very friendly to the Cannerymen.

The few members of the Fraser Rivers Cannerymen's Association could not agree on a memorial to be presented to the Honourable Minister of Marine & Fisheries. We enclose herewith copies of memorials presented to the Minister, one by the Board of Trade - of which Mr. H.O. Bell-Irving is Chairman of the Fisheries Committee - and the memorial gotten up by him. He wanted to incorporate his memorial into the one from the Fraser River Cannerymen's Association, which the writer objected to for several reasons, among them, first, we did not think it "politic" to ask that traps and purse-seines be allowed generally in British Columbia, as both Governments have been against them, and we were turned down a short time ago when we asked for one on the Nimpkish River, where it is about the only successful method of fishing. Another reason we objected to it was, that he admits in the memorial that they pack fresher and better fish on Puget Sound than we do in British Columbia, which we did not want to admit, nor do we think is a fact. The longer memorial was written by the writer.

Regarding pack. Up to last night we had about 177,000 cases packed on the Fraser River with fish enough on the floors of our different Canneries to make 10,000 cases more. In the North, all kinds, we have about 114,000 cases packed, which would make a total of 291,000 cases packed up to date without today's packing. This is about what we packed last "big year", and from now on it will be in excess of the pack in 1909. The cost of packing will be considerably higher than in that year, but we are getting better prices for our Salmon. Besides the cost of packing, our interest account will be much heavier owing to the large carry-over of stocks from last year and the purchase of the balance of "B" Preferred; nevertheless, we ought to make a fair showing.

From information we have confidentially received, we expect the Alaska Packers and the principal Puget Sound Packers to make prices about the end of the week, so that the jobbers will have them on their desks on Monday morning next.

To avoid making mistakes we have deferred making our prices until that time or after Alaska and Puget prices are made for the Canadian and Australian markets, and in a measure, for the U.K. market, although we have sold some considerable quantity and have already made some deliveries to there, so we cannot at this time say with any surety just what the outcome will be, but will repeat that we should make a fair showing.

Our Mr. Ker is sending you a night letter tonight telling you that fishing in the North is about done, that the "run" of fish on the Fraser is fair, and that they are still making good catches on the Sound.

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

William Henry Barker

W.H.B.

J.O. Hanthorn, Esq.
318 Twentieth St., Portland Ore.

October 3rd, 1913

Dear Mr. Hanthorn:-

Your favor of the 29th ulto. received. The two sample cans also came to hand yesterday. I have not examined them as yet as I am waiting for an English buyer who might probably take them, as the price asked seems to the writer very low. I might say, however, that the English people do not care for the lighter colored Chinooks. Formerly they used to take the whole pack of the Columbia River, but now they want the higher colored Sockeyes, which also shew more oil. I scarcely think we can do anything with the parcel on this account. However, if anything should turn up I will take pleasure in either wiring or again writing you.

Yours truly,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 6th, 1913

Dear Sir,

I am in receipt of yours of the 30th ult. and note that you are thinking of making a trip to the coast with Sir Henry Pellatt in the near future, and ask me to wire you when we can tell approximately the result of the year's business.

We are to have a Board meeting to-morrow, and I will wait until after the meeting before wiring you, but can say at this writing that we have had a very poor season in the North. The Government regulations, together with a short run, will cause all packers to lose money at most every Cannery in Northern B. C.

We were shown a copy of a cable sent by Mr. Henry Bell-Irving to his principals in England, stating that their Company would lose \$108,000.00 in Northern British Columbia, and expecting to make not more than \$40,000.00 on the Fraser. We do not know how they have arrived at these figures, or how they can tell just how they will come out, before their books are closed, and some of their canneries are scarcely through packing yet.

Our pack will be close on 400,000 Cases. It has been an expensive one on the Fraser River owing to competition for raw fish by packers who had no gear or boats but obtained their supply from the boats of Packers who have made advances to fishermen.

Mr. McIntyre, the Provincial Deputy Fish Commissioner, and Mr. Babcock, assistant to the Provincial Fish Commissioner, have made a trip up the Fraser to see how the Sockeyes were getting to the hatcheries and the spawning grounds, and found that very few have reached either the spawning grounds or hatcheries. Looking for the cause they found millions of fish just below the Skuzzy Rapids which are three miles above Hells Gate, which is also, as its name implies, a rapid and has been hard for the fish to get past. At the Skuzzy Rapids there are quite a number of eddies in which the fish would rest, dropping down from the rapid water and then go on. The Canadian Northern have been blasting their road bed right here, and have sent thousands of tons of rock and filled up these eddies so that the fish have had no resting place and have been unable to get by. A great many thousands have died worn out, being unable to get up. Mr. Babcock got powder from the Railway contractors and got their assistance, and has blown out some of the rock, and we understand that fish are now getting up. Just what effect this will have on our future big years we cannot tell, but we are inclined to think the situation rather serious.

Our Interest charges this year will be very heavy as our debit at the Banks has been the heaviest during the writer's experience. The borrowing the money to buy "Series B" stock made us start in with quite a heavy overdraft. We had quite a lot of extraordinary expenses caused by damage by ice in the North and wash outs on the Fraser River, and as before stated, our cost of pack will be quite high on the Fraser, besides which, prices have been very much lower than heretofore, and lower than necessary.

A number of the Packers on the Fraser River showed extreme anxiety to sell their pack long before it was made. This anxiety was taken advantage of by the buyers, the result being, that we had to wait until all these small packers were sold out before we could sell out pack.

Mr. Henry Bell-Irving of the A.B.C. Co. has also been a "Cutter" this year and caused us to make lower prices than we should have done had we been able to work with all the larger Packers.

The principal business before the Board tomorrow will be considering the building of a new Cold Storage plant. The estimate of our engineer is \$185,000.00. We are about ready to ask for tenders. Our Cold Storage at Westminster is on property leased from the City. They are doing some extensive harbour improvements and have cancelled our lease. Part of the plant, however, is on property released from the C.P.R. to whom we have been paying rent. They received our rent until the 30th of June last, but allowed their lease with the City of Westminster to lapse in 1911; in consequence we will be unable to be reimbursed by the City for that part of the building on the re-leased property.

The writer has tried to place matters before you so that you can understand the situation fully. With the regulations in the North, which makes profitable packing there very doubtful, the necessity for a new Cold Storage and other large expenditures, we rather think there will be no necessity for

increasing the Capital or any possibility of a large dividend being paid.

Yours truly,

The B.C. Packers Association,
General Manager.

William Henry Barker

W.H.B./R.

The information regarding the Sockeyes getting up the river is not ...(illegible).

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 18th, 1913

Dear Mr. Jarvis,

I am in receipt of your favour of the 13th inst. and note contents. It is not my desire to hold back any information that I can give you, but the results of the season's operations, particularly in the North, are such that I cannot even make a guess. There will be little or no profit at most of the places in the North. To illustrate I will give you an extract from a letter received from Mr. Todd a day or two ago, referring to the meeting that the Salmon Packers had with the Provincial Government. The writer fully intended to be present, and to help put up as strong a cause as possible with the rest of the Packers, but unfortunately he had to attend the funeral of his life long friend and partner with whom he had been associated some thirty two years, so could not be present. However I wrote Mr. Bowser a letter giving him my ideas.

Mr. Todd replies: -

"The letter you wrote to Mr. Bowser is a very good one indeed, and is very much along the lines of argument we all made.

The writer presented some figures to Mr. Bowser as to our interests in Inverness Cannery, Skeena River, which will show a loss, when the accounts are made up; of fully \$30,000.00 this year, and in addition other charges might be reasonably added as to cost of management, interest on capital invested, and interest on advances through the season, of which we make no note, as we are running our own business."

In a previous letter the writer informed you what Mr. Bell-Irving had stated their losses would be in the North. We hardly think that we will make so bad a showing.

The writer has not fully gone into the reports of the meeting held with the Provincial Government, but Mr. Bowser that the Dominion Government's ideas were to increase the number of boats reserved for independent white fishermen on all Norther Rivers. Naas River increase from 40 to 50; Skeena River 175; Rivers Inlet 200; Bella Coola 20. That if these allowances were not taken up by white fishermen they were to be cancelled. That no Affidavit would be required from the Fishermen regarding boats and nets. In other words the regulations were to be more onerous than those enforced this year.

We have gone out of our way to get white fishermen, and have quite a number of good ones - all we could get; in getting these good ones we have of a necessity taken a great many poor ones, the result being heavy loss through their catching no fish and destroying or losing our gear.

I was not able before to tell you where we propose to build our Cold Storage Plant. We should have liked very much to have built it in Vancouver, but we are unable to get a location except at a very excessive cost. We have decided to build it at Steveston on the site of the old London Cannery, which, you will remember, is just West of our Imperial Cannery, the end of a road only dividing the properties

We have not yet asked for tenders, but our intention is to build an up-to-date plant as economically as possible, which in the engineer's estimate, as before stated, will cost \$185,000.00.

You do not mention when you are coming out, but we shall be glad to see you at any time.

Yours respectfully,

William Henry Barker

W.H.B./R.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 30th, 1913

Dear Mr. Jarvis:-

I am in receipt of your favor of the 22nd instant and have seen one of same date addressed to our Secretary, Mr. Ker. Mr. W.B. Ferrie, of the Canada Life Insurance Co., called to see the writer, and shewed him two letters he had received from his principals in Toronto, whom you must have seen regarding the matter.

We had a Directors' Meeting yesterday, copy of minutes of which will be sent you in which you will note that the matter was brought before the Board of Directors and the writer instructed to enquire further into it and report at the next meeting. The letters Mr. Ferrie shewed the writer mentioned the amount of \$100,000.00; the amount you mentioned to Mr. Ker was half that amount or \$50,000.00. Mr. Ferrie could not give us the cost. As near as he could tell for \$100,000.00 insurance the premium would be \$4,320.00, which seems a large amount of money. Perhaps you could do better in Toronto.

Yours respectfully,

William Henry Barker

W.H.B.

I might say that I was sixty years of age on the 24th July last.

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

October 30th, 1913

Dear Sir:-

We are in receipt of yours of the 25th instant together with clipping from the "Toronto Globe". As far as our information goes their account is not at all exaggerated. It seems that these obstructions were first seen by the Fishery Officer of the Provincial Government, and when he with the help of the contractors had removed some of the obstructions it temporarily helped the situation. However, in a week or two's time the river had fallen and the fish were again unable to get up. In the meantime, the attention of the Dominion Fisheries Office (Mr. Cunningham) was called to it. It seems that he had not even heard of the obstructions and said at once it was a canard gotten up by the Provincial Government. After that, however, they sent a couple of men and found out that the obstructions were there and that the fish were then unable to get up by reason of the rivers falling aforementioned. This goes to shew that the Fisheries Department is being handled at too long a range; there is entirely too much "red tape". What could two men do to remove obstructions? they were simply doing nothing. The Provincial Authorities immediately sent ten men up who began to remove the obstructions, so that we are now told the Salmon are getting up; at least, the few that were left, as many thousands have died.

As you well state in your letter, the Government seem to ready to hamper the industry but seldom do anything to help it. It is disheartening to be harassed continually by the Government and get so little help from them.

The suggestion made to you by a grocer that goods specially packed would find sale, we are compelled to say that the grocer probably does not know that we do specially pack these goods which find ready sale in England, but have been unable to sell any in Canada owing to the price asked. One of our large customers, who does an \$8,000,000.00 business, happened to be in the office this morning. The writer shewed him the 1/2 lb. Oval can, which contains one slice of choice Salmon; he said he could not sell it owing to the high price asked.

Regarding your suggestion that the Packers get together, we are sorry to have to say that we see no likelihood of our getting together; we are getting further apart all the time. The Fraser River Cannery Association which has been in existence for a number of years will disorganize with this year; there are more Packers out than in, leaving the A.B.C. Co. - managed by Mr. Henry Bell-Irving - ourselves and one or two small packers. The writer simply cannot get along with Mr. Henry Bell-Irving, as he is arrogant and must have his way all the time or is most disagreeable. We find it impossible to get along with him.

The extract of a letter from the Toronto Stock Exchange regarding dividends received. The writer has thought for some time that our balance sheet is misleading, as it shews all the redeemed "B" stock as a surplus, which many of the stockholders think we have in cash. You will remember that the writer expressed himself to you in Toronto that same would be misunderstood. While the shareholders think we have a large surplus in cash, we are owing the Banks a very large amount of money and our interest account will be exceedingly heavy.

The Northern cannery books are being slowly closed. Three of the Canneries on the Skeena River shew quite a heavy loss, and others very little profit. If we come out even in the North (and the writer thinks we will do that, or a little better) we will be very lucky.

We cannot tell with any accuracy as to what our "probable" profit will be, but the writer told the Board they would be safe in making the dividend yesterday, which was accordingly done.

You will note by the minutes also that the management was given permission to purchase another Halibut boat for our Cold Storage department, not to exceed 8,000 (English pounds). Changes will have to be made on the boat which can be done cheaper in England, to cost probably three or four thousand dollars more; then it will cost about ten thousand dollars to bring her to the Coast. This money should come out of any surplus we might have should we be fortunate enough to have it, and not start the year owing money to the Banks.

We know of no deputation going to Ottawa or anything to go for. We saw and talked to the

Minister when here this summer.

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

William Henry Barker

W.H.B.

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

November 12th, 1913

Dear Mr. Rollins:-

Your favor of the 6th instant received, and regarding same, the writer is not in a position to give you an idea as to the outcome of this season.

While we have made a pack of nearly 400,000 cases, still our Northern canneries have made no profit; in fact, six of the nine will shew a loss. This is owing principally to the short fish supply and somewhat to the new regulations made by the Government forcing us to use white fishermen which were not available.

I might say that as far as we have heard others will lose heavier than ourselves which, of course, is not much satisfaction.

We should make fair returns on the Fraser River although the reaction occasioned by the extremely high prices last year made the margin smaller than it should be.

Perhaps it would be as well to wait until our books are closed before making any prediction, as that would be the safer plan.

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

William Henry Barker

W.H.B.

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

November 18th, 1913

Dear Mr. Jarvis:-

Replying to yours of the 10th instant marked "private and confidential", we regret to have to say that Mr. Ker has informed us that he will leave the Company at the end of this year. While Mr. Ker's health is no better than it has been - and perhaps a little worse - still he is not as you say, losing his energy. However, the writer thinks that he is fairly well fixed and is entitled to a long holiday, so that perhaps he can go to a warmer climate. While we are sorry to lose Mr. Ker, still, there will be little change in the office, as the writer has suggested to the Board that Mr. Whitehead will come next, and probably our Mr. Doucet - the Auditor who has been with the firm since its start - will take many of the duties that Mr. Ker has had in the past. One of our book-keepers will probably take Mr. Doucet's place in the office, so that there will be very little change.

Regarding the writer having an assistant, unless the right one was found, he would not amount to anything, and for the present we think we will get along very well. As you say, we have all kinds of men to get along with. The writer thinks he fully understands and knows them, so as to get the very best out of them.

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

William Henry Barker

W.H.B.

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

November 18th, 1913

Dear Mr. Jarvis:-

I am in receipt of your favor of the 6th instant and note contents.

Regarding the Commercial Life Insurance on the life of the writer, same will be put before the Board at their next meeting.

I note that you had met Mr. Henry Bell-Irving at his request and had had some talk with him.

In your letter of a later date you mention that Mr. Bell-Irving had stated that their loss in the North would be between twenty-five and thirty thousand dollars. A day or two ago Dr. Bell-Irving was in the office and stated to the writer that their losses in the North were:-

One of their Canneries on the Naas \$19,000: the other \$18,000;

The B.A. Cannery, Skeena River 38,500:

North Pacific Cannery " " 28,500:

Good Hope Cannery, Rivers Inlet 4,000:

They have two other Canneries in British Columbia, the books of which are not yet closed. Both of these Canneries will make a loss. The total agrees with what Dr. Bell-Irving had given the writer some time ago, \$108,000.00, with Knights Inlet and Seymour Inlet yet to hear from.

Mr. Henry Bell-Irving is very erratic, going from one extreme to the other; last year he would not sell when prices were extremely high, carrying the good over till this year and losing in the neighbourhood of \$3.00 per can on all that were so carried over. This year he has gone to the other extreme and is partly responsible for the low prices received.

They have Canneries on Puget Sound and sold their pack there at an average of 50 cents a case less than that realized by the other Cannerns.

We mention these facts so as to acquaint you with the conditions we have here and as you have seen Mr. Bell-Irving and had a talk with him.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

November 19th, 1913

Dear Mr. Jarvis:-

I am in receipt of your favor of the 13th instant, and have read with interest extracts of letter from Mr. H. Bell-Irving.

As I informed you, we cannot get along with that gentleman. He is dictatorial, conceited and extremely arbitrary. He has driven most of the Packers out of our B. C. Cannery Association. The writer prevailed on Mr. Todd to re-join it after resigning once, but again left after a few months, solely on Mr. H. Bell-Irving's account.

For the general good to be obtained by co-operation the writer has stood abuse time and again until it has become unbearable. I enclose herewith copy of letter received from him and will explain the circumstances connected therewith.

You understand that in the "big year" all the Canneries are operated. Quite a few have no boats or nets and get their supply of fish from the fishermen of others who have furnished the nets, boats, houses to live in, storage for their gear in the winter, and have also advanced money for licenses and kept their families for the winter, their debt averaging nearly \$300.00 per boat. For these people without fishermen or gear to get fish, they have to pay a little higher price and pay cash. Owing to these conditions, it was the judgement of the writer (after talking it over with Mr. Todd and others), that we pay as high a price as possible to start with when the fish were scarce, which would have a twofold purpose. First, to attract fishermen from other work and then to get them started right, giving us their catch. We thought 25 cents would be a price that these outsiders would hardly like to raise, being fully as much as we could afford to pay. Mr. Bell-Irving, as usual, did not agree with us, but advocated a 20 cents price. A meeting was called. The writer told the Secretary that he could not attend as he would be out of town that day, but probably our Mr. Ker might go. It seems that Mr. Bell-Irving was not informed of the writer's not being present. Mr. Ker, knowing there would be a difference of opinion regarding the matter, refused to attend the meeting, which was adjourned until the following Monday, when the writer attended and stated his ideas in a courteous manner, and a 25 cent price was agreed upon. The next day, the letter (copy herewith) was received by the writer.

Regarding his proposals. The demand three years out of four exceeds the supply, which last year caused abnormally high prices to be asked, making sellers who carried over stocks, heavy losers.

It is not necessary to spend much money advertising.

Regarding a selling agreement. We are quite positive that someone should have charge of their selling. They are most erratic - either too high or too low. This year they are "cutters" and have lost fully \$100,000.00 on Puget Sound and in B. C. They sold their entire pack on Puget Sound for 40 cents . . . (illegible). They started selling in Eastern Canada very early at fully 50 cents per case below the market, and forced us to meet their price. In Australia, Mr. Bell-Irving Jr. told our customers that we were responsible for the high prices named last year, and that they were coerced into naming the same prices. We received a long letter from our Agent, and another from our largest customer, complaining of our "holding them up". The facts were, that Mr. Bell-Irving insisted on the high prices, which were higher than those asked by Puget Sound packers. When our people wished to lower the prices (the writer was away), Mr. Bell-Irving objected but finally did so.

Regarding the salaries paid our white men. We are the best judges, and also regarding the number we need.

Advances to Chinese and fishermen. These are having our attention and will be much curtailed if not stopped.

Time of starting fishing on the Skeena. This is a matter of judgment. We have made a success of Mild Curing and A.B.C. Co. have not done so. We know we need no advice regarding that.

Regarding the serious competition in Canada. "In which we suffer most". For years he has been selling below our prices and has refused Todd and ourselves in making and maintaining them. He has for several years cut our price 25 cents or more per case.

Todd and ourselves have brands that have the call in Eastern Canada, and we rather think that

they, Bell-Irving, would like to divide up with us. If the industry is in a bad way, he more than anyone else is responsible for it after the "Government".

Regarding traps and seines. Just at present the Government do not allow their general use. If the traps were allowed as they are on the other side, we are sure that quite a lot of money would be lost before good locations were secured, as they are expensive things to experiment with.

Mr. Bell-Irving's Company has a plant at Anacortes on Puget Sound which has some fine trap locations that should be a gold mine.

As we wrote you yesterday, Dr. Bell-Irving informed us they would lose \$108,000.00 in Northern B. C., and only make part of that up by their Fraser River Canneries. If it were not for their Puget Sound plant, they would hardly be able to do a profitable business.

The writer is of the opinion that the only way to agree with Mr. H. Bell-Irving is to let him have his own way.

Yours very truly,
The B. C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

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

November 21st, 1913

Dear Mr. Jarvis:-

Referring to our letter of the 19th instant, which we wrote you at some length, we did not reply to a part of your letter of the 10th instant and again taken up in that of the 13th.

We beg to assure you that we are on very good terms with all the Packers, including the A.B.C. Co. with the exception of Mr. H.Bell-Irving, whom no one seems to be able to get along with. The Doctor is a fine fellow and seems to get along pretty well with all of us.

We have had several little meetings with the larger Packers, including Todd, Wallace, and the Dawson & Buttimer people, regarding getting together for mutual interests, particularly in Northern B. C. This is rather hard to do, as many of the Packers go away for the winter, some at one time and some another, so that it is very hard to get together. However, the hard season in the North last year (when most Packers, if not all, lost money) of a necessity brings us together and we are sanguine of good results.

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

William Henry Barker

W.H.B.

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

January 5th, 1914

Dear Mr. Rollins:-

I am in receipt of your favor of the 30th ulto. and beg to say in reply that the election of Mr. Whitehead as Secretary, and Mr. Doucet as Treasurer of our Company, has no special significance, as both these gentlemen have been with the Association since its start. Mr. Ker's health had been failing for some time and it was absolutely necessary for him to take a rest; we sincerely trust that he will benefit by same.

We hope soon to be able to send you copy of the Balance Sheet and Profit and Loss Statement as our books are about closed.

In Northern British Columbia most of our Canneries actually lost money, but we hope to come out nearly even in the North.

On the Fraser we made very good packs and fairly good profits. On the whole we will make a very fair showing.

The contract for the new Cold Storage at Steveston - just west of our Imperial Cannery - has been let, and work advancing very well for the time of the year. We will have a very fine plant.

A steamer has been purchased in England - the "Onward Ho" for 7900.0.0 English Pounds. We expect she will leave for the Coast early next month, so as to help supply our growing market for Halibut.

These large expenditures were absolutely necessary as the City of New Westminster had cancelled our lease on which our present Cold Storage is built, and ordered us to vacate. The new steamer was also necessary, as we had to charter one last year which was not very satisfactory.

We have a considerable quantity of goods unsold amounting to over \$300,000.00, and are carrying quite a large quantity of goods sold but not delivered, so that our Bank account is not as low as we could have wished, and our interest charges for the year will be quite heavy owing to the large stocks carried over from last year.

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

William Henry Barker

W.H.B.

Fred Barker, Esq.
Messrs Columbia River Packers' Association,
Astoria, Ore.

January 23rd, 1914

Dear Fred:-

I thank you for your of the 20th instant regarding the man for "Mild-curing" at our Balmoral Cannery, Skeena River. The wages the man, Pete Hansen, wants, namely \$1600.00 is nearly twice as much as we paid Peterson. We only require a man for six months - possibly less. We found Peterson a very good man: if we can get one as good we shall be well satisfied.

I note what you say about your having written Mr. Cornish that you cannot furnish him any Red Alaskas the coming year.

From information received from various sources, I have come to the conclusion that little or no money was made in Alaska last year, and of a necessity higher prices must prevail, as there will be no Puget Sound to help out. I have written the George & Barker Co. to get out a statement regarding the cans and any monies they may owe you and there is no reason why they should not make settlement.

I mentioned to you in a previous letter the faulty Tall cans that were furnished last year, and that we had to overhaul the pack to pick these out, clean off the cans and mend and reprocess quite a large quantity. We did not care to sell these, and have kept them in our Cannery, watching them carefully, and I understand from Mr. Teller that they are alright. However, the cost will be considerable, and the bill will be sent you by our people at the Point.

Regarding our having sold out to Messrs Libby, McNeill & Libby, this certainly is very premature. We have not sold out and the writer thinks that we will not do so. In any event, all contracts made will be fully taken care of.

Do not go to too much trouble regarding the man for mild-curing. We thought perhaps you might know of someone, but you are very busy and we do not wish to bother you too much.

Yours sincerely,

William Henry Barker

W.H.B.

Frank Patton, Esq.
Astoria Savings Bank, Astoria, Ore.

January 31st, 1914

Dear Mr. Patton:-

I am in receipt of your night letter of the 30th and also your telegram of the 31st instant, which was received first by me, owing to your not addressing me properly:-

Wm. H. Barker,
c/o B. C. Packers' Association,

Vancouver.

I confirm my telegram of even date reading:-

"Night letter and telegram received. Confirm hundred and fifty thousand. Writing."

As stated in my letter to you of the 29th instant, a resolution was passed at our meeting authorizing me to sell out the properties of the George & Barker Co., and I wrote Mr. Fulton (Mrs. George's Attorney) the same day I wrote you, giving him all particulars and asking him to see you, and if he was sure that Libby would not pay the \$160,000.00 authorized him to tell you that we would accept the price offered, namely \$150,000.00.

I enclose herewith a condensed statement of our balance sheet as shown at the closing of our books December 31st. This will confirm the information given you in my letter of the 29th instant.

It is almost a crime to sell this property at this price, but the writer is influenced by Mrs. George's idea of wanting to get out of active business.

You must understand by my letter of the 29th that this price does not include any materials of any name or nature such as stocks in store, labels, canning or trap materials, or Canned Salmon. We can probably sell balance of Canned Salmon by the time the option expires. Anyway, the market is getting firmer all the time, and prices getting better, so there will be no trouble regarding this.

I should think that the option given Mr. Larmon, which expires on the 4th of March, would give him ample time to make any investigations necessary. Two or three days at Point Roberts is fully enough for this, and their Mr. Branch can get to Point Roberts quite easily from Seattle.

It is also understood that all contracts of every name and nature will be taken up by the purchaser.

Regarding payments. This can be taken up later, yet at the same time we would want some considerable cash payment and interest on balance due.

I feel satisfied that both Marian and Teller at Point Roberts will be very much disappointed, as they are more than sure they can make money any and every year. We were never in a better position to do so.

Yours respectfully,

William Henry Barker

W.H.B.

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

February 13th, 1914

Dear Sir:-

We confirm our night letter of the 12th instant, and beg to acknowledge your telegram of even date, and confirm our reply to same - copies herewith.

We trust that our telegram will make everything clear to you, that the net profits are \$363,228.72, but no provision for depreciation.

The amount spent on renewals, additions and machinery was excessive this year and caused us to put it in our night letter to you. \$72,000.00 of the \$138,000.00 spent we thought should be charged to "capital account", the balance to "cost of pack". We did not think it right to charge the whole amount to "cost of pack", at the same time, dislike very much to add to our "capital account".

You will remember the writer mentioned to you in Toronto that prices were entirely too high and that a reaction must come. We did not anticipate, however, so heavy a drop as \$3.25 per case. We thought we had taken this salmon to account at low enough values, but find there is a difference of \$37,899.66; this amount we have deducted from the "surplus".

We received information yesterday from the North that the roof of our new warehouse at the Balmoral Cannery, Skeena River, had been crushed in by the heavy snow followed by heavy rain. We do not know the extent of the damage. This winter the Fraser River has washed out the foundation another of our Canneries; most of the buildings had to be torn down, necessitating considerable cost.

We mention these things to shew you the expenditures on which we cannot figure, and would seem that they are almost unavoidable.

As we mentioned in our night letter, the Auditors are not yet through and have delayed us considerably through sickness. They promise us, however, that the man who has charge of our work will be in to-day, if not, another man would come and finish up the business. Just as soon as the Auditors have passed the balance sheet we will send you a copy.

You mentioned that you would probably be out here before the balance sheet was passed, and also that you would like to say something about depreciation.

We are of the opinion that notwithstanding the large amount spent for up-keep which has been charged to "cost of pack" still some depreciation should be taken off. We await your ideas regarding this and other matters, and would ask you to let us know if you will be here so that a meeting of the Board can be called to pass the balance sheet so that same can be printed and sent out to the Shareholders for their consideration in ample time before the Annual Meeting which occurs the latter part of March.

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

William Henry Barker

W.H.B.

Encs:

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

February 26th, 1914

Dear Sir:-

Referring to the resolution passed at a recent Directors' Meeting regarding the formation of a Holding Company to take over all the stock of the B. C. Packers' Association, and to issue therefore other stock in proportion two to one, we understand you are taking up the matter with Messrs Blake, Lash, Anglin & Cassels.

In thinking the matter over we thought that most likely authority for this would have to come from the share holders at an extraordinary meeting called for this purpose, or perhaps it might be mention in the call for the Annual Meeting as being special business at that meeting.

Will you kindly let us know about this, and if such is the case, in sending out notices to the shareholders you could please mention this in the call for the meeting if it is necessary to do so.

Regarding the George & Barker Co. Mr. Philip Larmon, the representative of Messrs Libby, McNeill & Libby, has been down to Point Roberts and looked over the properties, also looked into the principal accounts, and seemed fairly satisfied. He has gone back to Chicago, or rather, will leave for there tomorrow, and should be in Chicago on the 3rd of March. He informed the writer that he would have to call a meeting of the Directors and they would pass on his report, and the writer agreed to give him a couple of days, which would make the 7th for their decision. We will let you know promptly what is done in the matter.

Regarding the Pittsburgh Terminal Warehouse & Cold Storage Co. We are getting particulars from our Cold Storage Department as to stocks unsold. As soon as we are in receipt of them we will write these people to see if they cannot use some present stock and with a view to future business.

Yours respectfully,

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

William Henry Barker

W.H.B.

Messrs Hadley & Hadley
Bellingham, Wash.

March 9th, 1914

Dear Sirs:-

The B.C. Packers' Association have agreed to purchase the property of the George & Barker Company providing there are no legal restrictions to their holding stock in an American Company.

It is proposed to bond the Company, the B. C. Packers Association to guarantee the bonds and eventually to own all the stock.

Will you kindly let us know if there is anything which would endanger the B. C. Packers' Association, a British Company, owning stock of the George & Barker Co., jeopardizing their ownership in traps or subsidiary Companies now owned by the George & Barker Co.

The George & Barker Co. own three licenses; the Point Roberts Fishing & Canning Co. own three licenses, and all the stock of the latter Company is owned by the George & Barker Co. They also own 75% of the Decatur Fishing Co.

Of course their interests in these several Companies are well known to your goodselves, as you are fully conversant with their affairs, having acted for them since the formation of their Company.

If anything else occurs to you why the B. C. Packers' Association cannot safely take over the property and all the traps now owned by the George & Barker Co., please let us know.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

March 9th, 1914

Dear Sir:-

I beg to confirm night letter of this date as per copy herewith.

Originally I gave Mr. Larmon - Libby's Superintendent - an option to March 5th, which was extended to the 7th. On the 2nd inst. I received a wire from him reading as follows:-

"Find myself detained here. Intend reporting favorably upon your property, so will you please extend option to March 15th."

to which I replied:-

"Cannot extend option beyond 7th; have promised other parties definite answer that date".

On the 3rd instant I received a 'phone message from Mr. Larmon asking me to re-consider and extend the option to the 15th, which I again refused to do; in consequence, they have declined to take the property.

I have written Messrs Hadley & Hadley - the best Attorneys in Bellingham - and who do the business of all the large Packers there - as per copy herewith.

The writer feels satisfied that there is nothing to stop our Company from owning stock in an American Company, as the A.B.C. Company own all the stock in the Fidalgo Island Packing Co., who have two Canneries on Puget Sound and two in Alaska.

Our understanding here is, that bonds be issued for the George & Barker properties - \$150,000.00 - same to be guaranteed by the B. C. Packers' Association, and one-tenth to be retired each year, and this Company to own all the stock in the Company.

The properties are in first class condition; over \$30,000 was spent on them last year; all preparations have been made to operate the coming season and the bulk of the pack is already sold subject to prices being satisfactory. The same men are in charge who have operated the Cannery for a number of years past and are under contract for the coming season.

It is understood, of course, that all contracts be taken over and materials purchased at invoice prices, freight added.

Just as soon as we hear from Messrs Hadley & Hadley we will let you know what they say.

Yours respectfully,

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

William Henry Barker

W.H.B.

Enc:

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

March 14th, 1914

Dear Sir:-

We are in receipt of your night letters of the 9th and 11th inst., and note that it is not necessary to call special Shareholders' meeting regarding the Holding Company.

Yours of the 11th instant regarding proposed purchase of the George & Barker properties received. The writer sent you a copy of letter written to reliable Attorneys at Bellingham, who represent most of the large Salmon packers there. We have a letter from them but do not enclose copy of same with this, preferring to await another letter they have promised to write us on Monday, when we will send you a copy of both. We might say, however, that there are some legal impediments which possibly can be gotten over. They, and our Attorneys here agree that it would be very unwise to re-incorporate a new Company providing the purchase is made.

In the first place, the name of the George & Barker Company is a valuable asset, as they have been in business since 1885, and are well and favorably known all over the United States. Then it would be unwise to change by transfer the trap and fishing licenses unless there is some decided advantage in doing so. Why could not the stock of the Company be purchased leaving the same officers as at present, which are - the writer being President of the company, and the foreman and book-keeper - one being Vice-President and the other Secretary-Treasurer?

The only By-Laws our Company (The B. C. Packers' Association) have are, copies of the Private Bill of 1910. We are enclosing you herewith three copies with all amendments inserted.

Regarding the George & Barker Co. Since writing the above the writer has received a letter from them with information that you asked for when here:-

	Profit	Loss	Inventory
1905	\$66,405.38		\$174,942.34
1906	6,055.85		160,148.46
1907	17,111.39		195,514.19
1908		\$3,644.61	155,304.91
1909	61,186.35		185,628.72
1910	10,362.89		155,743.48
1911	70,192.97		214,640.78
1912		25,104.57	195,930.05
1913	96,946.06		297,167.96

Regarding the losses in 1908 - that year we lost \$24,000 or \$25,000 in traps, putting in several new ones, which entailed a heavy loss. In 1912 there were also some more trap losses and over valuation of cheap grades of salmon carried over from 1911, when you will see the profits were over \$70,000.

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

William Henry Barker

W.H.B.

Encs:

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

March 20th, 1914

Dear Sir:-

We are in receipt of your favor of the 11th instant, also your night letter of the 18th. We did not reply to either as we were expecting to hear further from the Attorneys at Bellingham on the legal rights of aliens to own real estate in the State of Washington, and other matters pertaining to the transfer.

Yesterday we received a letter from Bellingham which goes into the matter fully and suggests a way to get around these prohibitions. We understand the reasons for this law were, to prohibit Asiatics from owning . . . (illegible) case of foreigners acquiring large acreage to be used for farms and shooting preserves. Their suggestion that the realty be placed in the name of the writer or other American citizens, is feasible, we think, and a lease say for ten or twenty years, which would be renewable, would get over this.

We have submitted the letters of Hadley, Hadley & Abbott, (as per copies enclosed herewith) to Mr. Bodwell for his opinion. The writer will see him this afternoon, but scarcely expects to get an opinion from him so quickly. From a talk he has had with Mr. Lawson - Mr. Bodwell's partner - we think that they are of the same opinion as the writer, that there will be no trouble at all getting round the objections, and that they are not material. However, we will submit their opinion after they have gone carefully into the matter. In the meantime you can see what Blake, Lash, Anglin & Cassel's think about it.

We will send you a night letter tonight after the writer has seen Mr. Bodwell.

Both Messrs Hadley and Mr. Lawson - Mr. Bodwell's partner - think, however, it would be a mistake to use any other name than that of the George & Barker Company, for reasons set forth in our letter of the 14th instant, which you must have received by this time. The firm name is well and favorably known all over the United States, and they have a large trade.

Then even if a new Company were organized - say under the laws of the State of Maine or New Jersey, it would be as well to use the old name so that the licenses can be retained, and there would be less cause for comment in this respect, although you will note that Mr. Hadley states there is nothing to stop an alien corporation from owning fish licenses which, after all, are the most valuable part of the property.

If, after getting the opinion of your Attorneys and Messrs Bodwell & Lawson, you see fit to go ahead and take over the properties, the matter of forming a new Company either under the laws of the State of Maine or New Jersey can be arranged by your goodself through Messrs Blake, Lash, Anglin & Cassels, and all the other details attended to by you, so they can be done properly and to your satisfaction.

The reason we mention Maine is, that the laws of the State of New Jersey have a corporation tax, which we think they have not at present in the State of Maine.

The A.B.C. Co. (Bell-Irving's) have two Canneries on Puget Sound and some very valuable trap licenses; in fact, both Henry and Dr. Bell-Irving have told the writer several times that their properties in the United States have been much more remunerative than all their Canneries in British Columbia. All their stock is owned by British shareholders.

Yours respectfully,

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

William Henry Barker

W.H.B.

Encs:

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

March 21st, 1914

Dear Sir:-

We confirm our night letter of yesterday (copy herewith) after seeing Mr. Bodwell, of Bodwell, Lawson & Lane.

Mr. Bodwell seemed to understand the situation as he had gone into it before. He did not give us any written opinion, simply stating that as the writer had sent you the letters of Messrs Hadley, Hadley & Abbott, he felt positive that Messrs Blake, Lash, Anglin & Cassels would find a way to get around the State of Washington laws. Mr. Bodwell confirmed what Messrs Hadley had said, that in any event, proceedings against any Alien or Alien Company would have to be commenced by the Attorney-General and could not come from a private individual or corporation. He stated that quite a number of Companies and Aliens were holding realty and doing business in Washington contrary to the statutes. He felt sure, however, that they could be got around if it was thought necessary, in the manner mentioned in our previous letters.

Yours respectfully,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

March 26th, 1914

Dear Sir:-

We are in receipt of yours of the 18th instant and telegram of same date, and beg to confirm our wire of today's date as per copy herewith.

It was very stupid of the writer to get the Holding Company and the George & Barker Co. mixed, as he must confess he has done.

On re-reading your letter of the 18th and telegram of same date we see you plainly state that the papers are waiting for a name for the new Dominion Company. It must have been that you mentioned in the same telegram the George & Barker bonds, which made the writer think that you are meaning the new Company, which you said it was necessary for them to organize.

Regarding the names which you suggested in your night letter of the 11th inst., The Dominion Fish & Packing Co. Ltd. There is one, and we think, two Dominion Fish Companies. Regarding the B. C. Fish & Packing Co. Ltd., we have here, The B. C. Canning Co. also the B. C. Fisheries, which would conflict with the second name you mention.

After thinking the matter over carefully, we think the shorter name we wired to-day - Dominion Packers Limited - would be a good name. We scarcely think that it would conflict with the Dominion Cannery, who operate vegetable and fruit canneries in Eastern Canada. We do not think, however, that it is very material - the name - but the writer always favors as short a name as possible.

We forwarded letters from Messrs Hadley, Hadley & Abbott, and also gave you the verbal opinion as given to us by Mr. Bodwell. The writer has since conferred with Mr. Bodwell's partner - Mr. Lawson - and he confirms what we have already written you. However, it would be better to wait for Messrs Blake, Lash & Cassel's opinion after reading the opinions of the Bellingham Lawyers and our letters, and if you think it safe to take over the properties (and the writer feels satisfied that it is) it might be as well to organize a Company in either the State of Maine or New Jersey under the name of the George & Barker Co., keeping the same officers as at present. These, of course could be changed at the next Annual Meeting or at any time.

Messrs Bodwell & Lawson are our Attorneys; we mention this as you mentioned Messrs Davis, Marshall & McNeill.

Regarding your opinion that the Cold Storage Company should operate under a separate Company and be bonded for cost of same. We will take this up with the Board of Directors and place your suggestion before them.

Regarding insurance on the life of the writer. We might mention that the examination by the Doctors was not satisfactory.

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

William Henry Barker

W.H.B.

Enc.

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

April 11th, 1914

Dear Sir:-

We are in receipt of your night letter of the 7th instant, contents noted, and which has been shown to the Directors as the writer happened to see them, and we await arrival of the copies of the proposed circular to the Shareholders, when a meeting of the Board will be called and same considered.

The copy of the letter of Messrs Blake, Lash, Anglin & Cassels to Messrs Hadley, Hadley & Abbott was received about the 2nd instant. We only heard from the Bellingham Lawyers on the 9th instant. They sent us copy of a night letter sent the previous day to the Toronto Attorneys. This morning we are in receipt of a copy of letter sent to the same Attorneys in Toronto under date of the 9th instant.

These letters, both from your Attorneys those from Bellingham are complicated and rather confusing to the ordinary person; have to be read over several times to thoroughly understand them: However, we get from them that there is a probability of the transfer being made, and if, after due consideration, your Attorneys recommend that same is safe, we wish you would look after printing of bonds and everything towards transfer, advising the writer so that he can have Messrs Hadley, Hadley & Abbott prepare deeds, transfer of licenses, trade marks, etc. etc.

We enclose herewith copy of a letter received from Messrs Bodwell, Lawson & Lane of Vancouver, our Attorneys here, to whom we submitted copy of the Bellingham Lawyers' opinions. This confirms the verbal report given the writer by Mr. Bodwell.

Yours respectfully,

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

William Henry Barker

W.H.B.

Enc:

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

April 15th, 1914

Dear Sir:-

I beg to acknowledge receipt of your telegram of the 7th instant and your letter of the 6th, enclosing copy of proposed letter from the Board of Directors to the Shareholders; also copy of letter of instructions regarding the disposal of the B. C. Packers stock for shares in the new Company, and application for exchange of shares.

At a Board Meeting held yesterday afternoon, same were read and endorsed, as also were the Articles of Incorporation, copies of which you forwarded to the writer some time ago.

Messrs Bodwell & Lawson state that we will have to pay to the Registrar as license fees, on the total amount of capital viz: \$5,000,000 - and the fees will amount to about \$1500.00.

Regarding the incorporation of the new Cold Storage plant under the name of the "Columbia Cold Storage" and bonding same for cost, the same was discussed but no definite motion taken. We might say that the Directors - particularly the Bankers - did not look with much favor on bonding this property, as it might possibly impair the borrowing ability of our Company at some future time.

We are pleased to say that the Banks have favorably considered our request to give us money at the old rate, viz: 6%.

We note that you have matters in hand organizing the new Company, and are pleased to note that the writer's signature will be lithographed, so that it will not be necessary to send the stock books here for his signature.

You will see by copy of minutes sent you of meeting of Board held yesterday, that a dividend of 3 1/2% on both Common and Preferred stock was ordered payable the usual time - the 20th of May.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

April 23rd, 1914

Dear Mr. Jarvis:-

I am in receipt of your letters of the 16th and 17th instant.

The first one, marked personal, and regarding the Sardine business at St. Andrews, N.B., about which you spoke to me when on the Coast. As yet I have not received your telegram - perhaps you have been delayed and it will probably come in a day or two. In the meantime I beg to say that I hardly think it possible my brother could be induced to go East and take charge of the plant. While he thoroughly understands the salmon packing business, I think in all its details, he knows absolutely nothing about packing sardines, (which is a business in itself) or the markets.

It is certainly very flattering to the writer for you to offer this position, not having seen my brother and knowing nothing of him. As yet I have not mentioned to matter to him as I feel satisfied it will do no good. He is at present under contract with the Columbia River Packers' Association as General Manager, and I feel satisfied, would not think of changing. However, I will think the matter over carefully and let you know further.

Regarding the George & Barker business. The writer was down at Bellingham yesterday talking over matters with Messrs Hadley, Hadley & Abbot, as they had received instructions from Messrs Blake, Lash, Anglin & Cassels to prepare all papers and transfers.

They have decided to incorporate two new Companies in the State of Washington, the first to be named, "George & Barker Packing Co.," - Capital \$25,000.00. This Company will take over all the assets of the old George & Barker Co., and will proceed to issue bonds to the amount of \$150,000.00. The same officers will act, which includes the writer, the present Manager, Mr. Teller, and Secretary-Treasurer, Mr. Marien; they will act as incorporators and officers of the Company.

Another Company under the name of the "Boundary Investment Co." will be organized - Capital \$20,000.00. The officers of this Company will be the writer, Mr. Hadley and Mr. Marien. This Company will take over the stock of the new operating Company, and will then get the B. C. Packers' Association to guarantee the bonds of the George & Barker Packing Co., giving them for the guarantee all the stock of the operating Company. In this manner the B. C. Packers' Association will become owners of the operating Company (The George & Barker Packing Co.) and the Boundary Investment Co.

It is understood - and the writer so instructed Messrs Hadley - that this \$150,000.00 is to be paid over to the George & Barker Co. for all its physical assets, including real estate, buildings, machinery, boats, scows, etc., trap licenses and stock in other Fishing Companies that hold trap licenses, but all stocks of materials will be paid for in cash.

As the salmon season is coming on, it has been necessary to make advances to fishermen, also to purchasing supplies of trap materials and packing materials. Considerable money has been spent and, of course, would have to be paid back to us.

I am in receipt of a letter this morning from AEmilius Jarvis & Co. asking me to get the earnings of the George & Barker Co. for the past ten years, together with number of cases packed for the same period, and also amount of capital in the business at these periods. I have sent the George & Barker Co. a copy of the letter, asking them to send this information direct, and I have also communicated with them over the 'phone. The information asked for will probably be sent before the receipt of my letter.

Yours very truly,
The B. C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 616

AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

April 27th, 1914

Dear Sirs:-

Referring to your request of the 17th instant, that we procure from the George & Barker Co. the earnings for each year, shown separately, for the past ten years and also the amount of capital in the business at the same periods, we beg to say that we enclose herewith a statement received from them this morning. As the statement did not show the profits as given in a letter to Mr. AEmilius Jarvis of the 14th March last, we had them typewritten on their statement.

There is a slight discrepancy between the capital used and the value and the amount of profits shown, which must be owing to depreciation.

If there is any further information you require we shall be glad to get it for you.

Yours respectfully,

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

William Henry Barker

W.H.B.

E.W. Rollins Esq.
Messrs. E.H. Rollins & Sons,
First National Bank Building,
San Francisco, Cal.

April 30th, 1914

Dear Mr. Rollins:-

Replying to your favor of the 27th instant regarding the formation of the "British Columbia Fishing & Packing Co. Ltd." This was ordered by the Board of Directors, Mr. Jarvis being present. In fact, it was really done after he had stated that a number of the larger Shareholders had fully gone into the matter and thought it best for the interests of the Company that a "holding company" be organized to take over the assets of our Company. After hearing Mr. Jarvis, the Board acquiesced to the wishes of Mr. Jarvis and the large Shareholders he represented and he was instructed to proceed with the formation of the above named Company.

With the dividend notices which will be sent out at the usual dividend date - the 20th of May next, there will also be sent a circular letter to the Shareholders, informing them of the formation of the "holding company", also instructions as to exchanging their stock certificates - two in the new Company for one in the old.

The idea is that all the stock of the B. C. Packers' Association will be held by the "holding company", and ultimately all the assets too, but for the present, the B. C. Packers' Association will operate as usual. Their profits will be turned over to the "holding company", who will declare dividends if they can do so.

It was thought that two shares of the "holding company" would be of more value than one in the old or present Company. It was also thought best not to publish our profits.

There were more arguments in favor of formation of the "holding company", and as above stated, it was so ordered.

A Dominion Charter has been granted and the Company formed, stocks certificates engraved, etc.

The writer rather expected to get away in February or March, but owing to the building of a new Cold Storage and other matters that needed his attention, he thought best not to, and could not possibly get away now as our season is fast approaching.

We rather understood that you intended coming this way on your way home, and will be much disappointed if you have concluded not to do so.

Our new Cold Storage at Steveston is about completed, and arrangements made for operating all our places in the North and six Canneries on the Fraser River. Everything depends on the supply. The market is in fairly good shape.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

May 6th, 1914

Dear Mr. Jarvis:-

I beg to acknowledge your favor of the 27th ulto., and to say that same was very interesting.

It certainly would be a pleasure to manage such an up-to-date place; at the same time, one would be very apt to see the unnecessary outlay, one might say waste. Also in a way the upkeep would be more than a less extravagantly built place.

While I actually do not know much about packing sardines, yet my understanding is, that those put up on the American Continent are much inferior to those packed in France, Norway and even Portugal. I have been led to believe that those in Maine and N.B. are mostly small herrings; even in Norway they are not the same as in France, and Mr. Angus Watson, who has spent an immense amount of money advertising "Skipper" sardines has been enjoined from selling them as "Sardines" and fined for doing so. So there might be some trouble marketing a large pack as "Sardines", as the parties interested have stopped Mr. Angus Watson and other Norwegian packers from using the name "Sardines" will look out for others too.

Our Mr. Henry has written O'Connor Bros. and I believe sent you a copy of the letter. We thank you for sending their name to him.

The Canned Salmon market is strengthening all the time and it looks as if high prices would be paid. We have sold about 30% of our expected pack and helped along better prices. There is fear of prices again being too high, as the supply will not be up to the demand.

Referring again to the Sardine proposition. I wrote my brother, and he confirms what I wrote you, saying, "Even if I understood the sardine business, I could not leave the Coast now. It is up to me to make good where I am, and sometimes think it will take me all my time". He wished me to thank you for the offer, and I can say again that it certainly is paying me a double compliment, which I can assure you I fully appreciate.

In the meantime I will keep my eyes open, and if I should think of anyone I could recommend, I will write or wire you.

Yours respectfully,

William Henry Barker

W.H.B.

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

May 19th, 1914

Dear Sir:-

Your favors of the 7th and 11th instant received, also the book of photos showing the Canadian Sardine Co's. plant, which are very interesting. We are also in receipt of the two cans of sardines. The writer saved them until one of our large English Buyers - who handle a large quantity of these goods, came in. We found the oil first class as was also the general appearance. The fish, however, were a little large, the ones under the "Empress" brand being the smaller, and the only criticism that could be made was the fish were a little too soft.

After having shown these to Mr. Cornish - who represent Messrs Simpson, Roberts & Co. of Liverpool - we feel satisfied that there would be no difficulty at all in marketing the pack if they are like samples received.

The plant must be a very fine one, and as the writer stated before, it would be a pleasure to operate such a plant. There should be no trouble in making reasonable return on the investment.

The writer is going to Portland tomorrow, and if he has time, will run down to Astoria and will take your book of photographs with him and show them to his brother, and will return same to you just as soon as he gets back.

If there is anything the writer can do towards interesting the larger houses who deal with us in Canned Salmon, he will be only too glad to do it, but he does not wish to be meddlesome or to interfere.

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

William Henry Barker

W.H.B.

[Handwritten note:] We know the firm of Powell Bros. very well do business with them - Mr. Weston is their London man - member of the firm - but their head office is in Liverpool.

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

May 26th, 1914

Dear Sir:-

We are in receipt of yours of the 19th instant and note contents.

Regarding the obstructions in the Fraser which caused quite a little uneasiness, we are pleased to state that good work is being done by the contractors in removing the debris. Between Mr. Babcock and the Dominion Fishery Officers there is quite a feeling, one being very pessimistic and the other just as optimistic. Mr. Babcock returned a short time ago from a trip to the Provincial Hatchery and the vicinity of the slides where the work is being carried on, and stated that he was very much pleased with the conditions at both places. The young fish had turned out most satisfactory, and he was amazed at the amount of work accomplished by the contractors removing the slides, and felt satisfied there would be no difficulty in the salmon getting up this season if nothing more occurs.

The writer has returned from Portland. Took the book of views of the sardine plant with him which he showed to his brother, who was very much interested and promised to mail same to you. Trust it has been ... (illegible) received.

In looking over the copy of ours of the 19th inst. we find a typographical error which was not noticed until this morning. The writer said that the only criticism on the two cans of sardines examined was, the fish were a little soft; he should have said "salt". We were more than pleased with the appearance of these fish, as the oil was particularly good, as all the American and Canadian sardines we have seen up to this time have been packed in ... (illegible) oil, which would ruin anything. We feel sure there would be no trouble in marketing them, and if there should be another shortage as there was last year prices would be high.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

June 1st, 1914

Dear Sir:-

I am in receipt of yours of the 26th ulto. regarding the Canadian Sardine Co's plans.

I can assure that it will be a pleasure to me to do all I can with our English Buyers with the pack of this plant. However, I should like a few samples - perhaps a small case would be well to have. I only showed the two sample cans to one Buyer - who is a large one - and feel satisfied that others would be very much interested in the goods, as there is quite a large demand for good packed sardines, and the writer thinks that the Canadian sardines have been very poorly handled.

Regarding labels. You understand that the English trade nearly always use their own labels. For instance, Messrs Simpson, Roberts & Co., to whose representative the writer showed the two cans sent here, have the same label on their best Salmon, Sardines and other goods, which is the "Exhibition" brand. These are sold here in Vancouver and we presume all over the world.

Mr. Angus Watson, who owns the "Skipper" brand, has Canneries in Norway, and we think, providing the Canadian Sardine Co.'s plant were run one or two years, same could be sold at a good profit to this gentleman, or a large part of the pack sold to him for his own brand.

The brand with the C.P.R. flag the writer thinks would be a good one to retain, and personally he likes the way the goods were labelled, but whether it would be wise to adopt label and force the buyer to accept and use them, or to sell unlabelled, would have to be carefully considered, as advertising is very expensive and quite an art, and must be constantly followed up.

Yours respectfully,

William Henry Barker

W.H.B.

Messrs. AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

June 10th, 1914

Dear Sirs:-

We are in receipt of your favor of the 2nd instant and note contents; the Board of Directors met and same was read to them; the matter of your commission of 4% seemed excessive. We understand, however, that there will be considerable expense attached to the sale of these bonds, and that your commission will cover all expenses. We trust you will be able to sell the bonds to good advantage.

We are in receipt of a 'phone message from Messrs Hadley, Hadley & Abbott, stating that they have received a telegram from Messrs Blake, Lash, Anglin & Cassels stating that the temporary bond for \$150,000.00 forwarded by Messrs Hadley to them was satisfactory, and a resolution prepared by Messrs Hadley, Hadley & Abbott guaranteeing the bonds, was duly passed by the Board, authorizing the President and Secretary to sign same under seal of the Association.

We presume that you will arrange for money on this bond to pay the George & Barker Co., as everything will be closed up early next week.

Yours very truly,

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

William Henry Barker

W.H.B.

Messrs AEmilius Jarvis & Co.,
Jarvis Building, Toronto, Ont.

June 16th, 1914

Dear Sirs:-

We enclose herewith, under registered cover, "temporary" bond for \$150,000.00, of the George & Barker Salmon Packing Co., guaranteed by the British Columbia Packers' Association, as per resolution passed by the Board of Directors at a meeting held on the 10th June.

Messrs Hadley, Hadley & Abbott will have informed Messrs Blake, Lash, Anglin & Cassels that all transfers have been made and that mortgage has been sent to the Prudential Trust Co. for its signature.

Mr. Hadley is to-day in Seattle getting the transfers of trap and fishing licenses recorded by the Fisheries Department of the State of Washington, also by the Engineer of the War Department, resident in Seattle.

All deeds, papers, etc., will be kept by Messrs Hadley, Hadley & Abbott until the money - \$150,000.00 - is deposited with the Canadian Bank of Commerce in Toronto. You will kindly drop us a wire when same has been done, so that all papers can be transferred to this office.

Yours respectfully,

B. C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

Enc:

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

July 2nd, 1914

Dear Mr. Rollins:-

I am in receipt of your favor of the 22nd ulto., together with copy of letter addressed to Mr. AEmilius Jarvis, Toronto.

I am extremely sorry that you did not return East by way of Vancouver, as this matter of formation of the new Company I would like to have talked over with you. No doubt Mr. Jarvis will give you all the particulars.

The idea of forming a "Holding" Company originated in the East with Mr. Jarvis and the large shareholders there; it had been talked over for some time.

As you are aware, we have been increasing our properties, having recently built a fine new Cold Storage at Steveston (which was compulsory owing to our lease being taken away from us by the City of New Westminster). The cost of the new plant will probably exceed \$200,000, and is a very fine plant indeed - built on our own property. We have also bought a new Halibut ship, which we expect here at the end of this month. You can understand that we must either go forward or backward - we cannot stand still. Altogether our plants are in fine shape - new machinery and additions being made constantly. Then the taking over of the George & Barker properties at Point Roberts, which the writer thinks a very good move for the Company, providing the supply continues, - These conditions all tend to strengthen the idea of the Eastern shareholders to form the new Company, and in that way increase the capital stock. Perhaps the idea that two shares were of more value than one also had a good deal to do with it. Another argument is, that we have been unable to conceal the amount of profits made, which causes dissatisfaction with our customers in the East, and also makes the business look attractive to outside investors.

Prospects for the coming season are good providing the supply is anywhere near ample. We have just commenced fishing in the North with a little better prospects than last year in some places. Nothing will be done on the Fraser for a week or ten days yet. Prices are good and we have sold about 30% of our "expected" pack.

The writer expects to make his annual trip North in a few days.

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

William Henry Barker

W.H.B.

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

July 2nd, 1914.

Dear Mr. Jarvis:-

I am in receipt of a short letter from Mr. Rollins in which he encloses copy of a letter addressed to you regarding the formation of the new Company. He takes me to task for not expressing any opinion when asked to do so in a former letter, hence the long letter to him, copy herewith.

Please let me know what you think of this.

Yours respectfully,

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

William Henry Barker

W.H.B.

Enc:

AEmilius Jarvis, Esq., Vice-President, B.C.
Packers' Ass'n.
Jarvis Building, Toronto, Ont.

July 13th, 1914

Dear Mr. Jarvis:-

I am in receipt of your night letter of the 10th instant, received the morning of the 11th - copy herewith. That being Saturday, I was unable to see Mr. Sweeny, but called on him this morning and showed him the telegram. Mr. Sweeny would like more information regarding the new Company, as to what has been done, and would also like us to see our Lawyers regarding same.

On the 18th of March last you wrote us, enclosing Articles as gotten out by Messrs Blake, Lash, Anglin & Cassels. We have not seen any by-laws; they must have been framed in order to get the Company incorporated.

We think the Articles enclosed with yours of the 18th March is the only information we have regarding the new Company, except that same has been incorporated, stock certificates printed, and a considerable quantity exchanged for B. C. Packers stock.

If by-laws have been framed, would you kindly forward us copy of same and any other information regarding the Company that you may have.

We would like to know just how much B. C. Packers stock has been changed for the new Company's stock.

As you are aware, Mr. Murray is in Europe, Mr. Braid is also away, so that of the five Directors elected before the provisional ones resigned, there are only three here - Mr. Sweeny, Mr. Kelly and the writer.

Mr. Sweeny is extremely conscientious and declines to act as a Director in the new Company until he knows more about it, the by-laws which are to govern it, etc.

Will you kindly let us know just what has been done and what shape the new Company is in. We can then submit the Articles we have, together with the by-laws and other information, to our Lawyers, and organize in proper shape.

Yours respectfully,

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

William Henry Barker

W.H.B.

P.S. If the Articles of Incorporation and by-laws (if framed) are not printed, will you kindly send us certified copies.

Enc.

Barker Letter Book

Volume 1

Page(s) 634

The Manager, First National Bank,
Bellingham, Wash.

July 13th, 1914

Dear Sir:-

We have to-day asked the Canadian Bank of Commerce to forward you \$5,000.00 to place to the credit of George & Barker Salmon Packing Co., and would ask you to kindly honor the cheques of that Company signed by Mr. Henry Teller, as Vice-President or Mr. J. B. Marien as Secretary, or the writer as President of said Company.

Yours respectfully,
George & Barker Salmon Packing Co.,
President.

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

July 25th, 1914

Dear Sir,

Upon the writer's return from his northern trip he found your night letter of the 16th, and your letter of same date confirming same.

We confirm our night letter of today's date, herewith.

"Referring your night letter sixteen and telegram today" understand that purchase of preferred stock Nineteen twelve anticipated necessary purchase Nineteen Thirteen. Absolutely no funds to buy now. Banks will not recommend Head Office give special credit for same. Feel sure would object our getting funds elsewhere. Pack in North continues fair. Fraser and Sound poor but improving."

You are aware Mr. Murray is in Europe, so the writer took it up with Mr. Sweeney and he objects strongly to purchase of preferred stock now. We are trying very hard to keep within the credit given us by both Banks, by making early shipments, etc. We may be able to do this and possibly may have to ask for a further credit for the season's operations, as there have been a number of extraordinary expenses which the writer could not well figure on with any degree of accuracy. Mr. Sweeney agrees with the writer that our understanding is that in buying the large block of Series "B" preferred stock, namely \$310,000 and 25% of the net profits after paying dividends for 1912 and 1913 amounted to \$184,455.61. It would seem that it would be good business to have purchased this stock when we had funds to do so, so as to enable us to use any surplus we might have for extension of our business which has been necessary later. Any way we have no funds for the purchase, and as stated in our night letter, the banks will not ask their Head Office to give us a special credit for this purpose. The writer agrees with them in this, as it might be necessary to go to them for more money to get through the season, which we will try to avoid if possible.

We found conditions in the North, considering the bad weather they are having, fairly satisfactory. Our canneries are in excellent shape, and doing better than our neighbors in the same localities, which is very satisfactory. From Queen Charlotte Sound, north, it rained steadily all the time when the writer was there, which interfered very much with fishing, particularly at Rivers Inlet. We feel sure that if the weather had been at all good that our pack would have been a large one at all the northern points. We have news this morning from Puget Sound that they are beginning to get fish in their traps. Fraser River canneries report much better catches last night. We trust that they will continue to improve, and that we will yet make a fair pack on the Fraser.

Yours respectfully,

B.C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

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

July 27th, 1914

Dear Mr. Jarvis,

We are in receipt of your of the 21st instant, and note that Mr. Lash has promised to send us copies of bye laws and minutes of the meeting held of the new Company. We are pleased to know that there is no hurry about the election of the Directors here, as so many are away. If you should think it necessary for us to organize here you might send us a wire and we would call the members of the Board together that are here.

Our latest advices from the North are that fish are slowly improving and more have shown up on Puget Sound, and we are expecting an improvement on the Fraser this week.

The new halibut steamer, "Onward Ho" has arrived. We are not sure if we informed you of her stranding at Montevideo. She has been on the ways and surveyed by Lloyd's surveyor and the insurance representative, contract has let to remove some plates and replace them, which will take some eight or ten days. We were unable to get insurance except at exorbitant rates without taking a portion of it ourselves. We insured the boat for 9000 English pounds, carrying 2000 English pounds of same ourselves, so that we are liable for 2/9 of any repairs. Both Lloyd's surveyor and the insurance adjustors report her a very fine vessel.

The cost of this ship and the additions which have come in (illegible) in the opening new plants, are taking quite a sum out of the credit we asked for from our Banks, and will pinch us rather to keep within the amount asked for. Anyway if we make a pack we think we will have no trouble in getting sufficient money, but our interest charges will be heavier than we would like.

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

William Henry Barker

W.H.B.

Wm. Murray, Esq.
c/o Canadian Bank of Commerce, 1, Lombard
Street, London, Eng.

August 5th, 1914

Dear Mr. Murray:-

Some time ago I promised Mr. Hamilton that I would drop you a line and let you know how things were going along here.

I have not written before for several reasons, the principal one being that I wanted to be able to give you some fairly decent news regarding our pack.

I made my usual trip North in July and had fair weather as far as Queen Charlotte Sound. It rained steadily North of there and had been raining for some two weeks and still raining when I left. This, of course, interfered very much with the fishing. If had not been for the dirty weather we would have made a very good season at Rivers Inlet. As it is, the pack is a fair one North. That, together with the higher prices we will get and have sold at, should make a profitable season.

On the Skeena River we had a pack on the 1st of August of 36,000 cases, 28,000 cases of which were Sockeye, and fish were then running well. On the Naas they are making the usual pack; had about 5,000 cases of Sockeye on the 1st of August. Lowe Inlet nearly 6,000 cases; Bella Coola had a pack of 12,631 cases, half of which were Sockeye. Rivers Inlet gave us on the 1st August, about 27,500 cases, 26,000 cases of which were Sockeye.

The Fraser River has done very well this week; our six canneries up to to-day will have about 34,000 or 35,000 cases, which is not bad for an "off year".

We have packed over 900 tierces of Mild Cured, which is all sold. The present trouble in Europe, however, has interfered very seriously with our business in the way of shipment of goods. For instance - last Friday we had two carloads of Mild Cured examined and passed by the buyer, aboard cars, and just ready to pull out, when we received a telegram that the "Vaterland" had been called off, and we had to discharge them from the cars and put them back into cold storage. Fortunately we are storing these in our own place at Steveston, so that we will not have to pay the heavy storage charges, which are \$1.25 per tierce per month. We do not know when we can commence shipping again to Hamburg or in what shape our Buyer will be when these troublous times are over.

The Harrison and Blue Funnel boats have been withdrawn; it is impossible to make shipments to Europe. The Banks will not buy our exchange, so that everything as far as shipments go is at a standstill.

There should be no trouble with the Banks furnishing us money providing we get a good pack.

We had counted on proceeds of these shipments to help out our arrangements for money, and it may make us a little short.

So far our pack is nearly all Sockeye and aggregates over 125,000 cases.

The new Halibut boat has gotten out but stranded at Montevideo (sic) on the way. She is now being over-hauled in Victoria by the Insurance Underwriters and should be ready for business in a week or so.

Transferring from the old Cold Storage at New Westminster to ours at Steveston has put us out a great deal and disarranged our business very much. Fortunately, the demand for Fresh and Frozen Halibut has not been very brisk, so that we will not suffer so much as we might have done.

As our products are all food, it is not likely that values will be less, and possibly might be more. This, of course, will be offset by interest, storage and higher rate of insurance where we deliver C.I.F.

Regarding the purchase of the George & Barker properties, as you are aware, Mr. Jarvis was to sell bonds to pay for same. The bonds were received, signed and sent to them, but as far as we have heard they are not yet sold. However, they borrowed \$130,000.00 and paid us that on account. I fear that it may be some time before the bonds are sold. The Cannery down at Point Roberts is doing fairly well, but hardly as good as four years ago this date. They had about 7000 cases packed this morning and fish enough to run the day. The traps which belong to the place have about paid for themselves in fish so far, so that that Cannery should show some profit this year.

I trust that you were not on the Continent when war was declared, as it might inconvenience you a great deal, particularly with Mrs. and Miss Murray. In the British Isles you would be alright, and I

think perhaps you have been far-sighted enough to be in a good safe place when the trouble broke out.

I sincerely hope that your health is better and that Mrs. Murray and your daughter also keep well. Also hope that the trouble will soon be over and that we will come out on top.

Yours sincerely,

William Henry Barker

W.H.B.

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

August 25th, 1914

Dear Fred:-

I am in receipt of yours of the 19th instant enclosing copy of a circular letter from Frank B. Peterson & Co., which I return herewith.

I was pleased to have the information that Tom Hootton had gotten through Unimak Pass on the 17th, and trust he will soon arrive safe in Astoria. He has made a good pack, as I understand from you it was over 62,000 cases. Also pleased to get the information that Capt. Osmond had made a better pack than last year at Chignik. From what you say I understand that he is still packing.

I note that you have made larger deliveries of Columbia River pack than were made last year; that the Corby Commission Co. had bought practically all your "Bluebacks" that were in Halves. This will probably interfere with the "Bumble Bee" they had ordered from Point Roberts. Like yourself, we do not think much of the Corby Commission Co. now they are controlled by Kelley-Clarke Co.

We scarcely think you will have any trouble regarding finances. You have the "stuff" and can certainly get money on it particularly when it is landed and in warehouse. Anyway, you will soon commence shipping, as prices, I understand, are to be made this week end.

Mr. E. O. Cornish bought Frozen Steelheads for the Hamburg market, and of course, with the rest of us, is shut out. England does not buy or use Frozen Salmon in any large quantities.

Mr. McFarland - of Cook, McFarland Co. - to whom you sell for Los Angeles, was here yesterday. He has spent some considerable time with Mr. E.M. Deming at Bellingham, and confidentially gave me Deming's ideas as to prices; at least, what Mr. Deming had told him. He says he feels positive that "Red Alaskas" will not be less than \$1.50 per dozen and perhaps more. He did not name the price of Halves and Flats. He thinks the price of Puget Sound Sockeye will be \$1.35 for 1/2 Flats, \$2.00 for Flats, and \$1.95 for Talls. We think there must be some mistake about Flats, as \$2.10 would be little enough compared with the price of 1/2 lbs.

At his suggestion, our Mr. Marien will call Mr. Deming up on Wednesday (tomorrow) and try to get from him his ideas of prices. Marien will tell Mr. Deming that we are about to make shipments, and do not wish to make too low a price or to interfere in any way with prices that are to be made, and to let him know (in confidence) what the prices will be.

We have not yet made prices for Eastern Canada; expect to make them the end of the week, but would like to know very much the prices made for "Red Alaska" and Sockeyes on Puget Sound.

I forgot to say that Mr. McFarland thought the price of Pinks would be 87 1/2 cents per dozen.

These prices Mr. McFarland wishes us to keep confidential; anyway, not to mention his name, so if you have occasion to use them, please remember this.

We note that the price of Salmon Twine is advanced 10 cents per lb. on your side; with us, all gill-netting has advanced 25 cents per lb. We cannot understand the difference. Perhaps part of the flax to be put into your twine is grown in the United States, while ours is all from Scotland and Ireland.

Mr. McColl was certainly drawing the long bow when he stated that we intended to use his "key" cans at Point Roberts. Up to this time we have not thought of them.

Yours sincerely,

William Henry Barker

W.H.B.

Enc.

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

September 1st, 1914

Dear Mr. Jarvis:-

I am in receipt of your night letter of the 31st ulto. asking me to write you regarding the operations of the season about closed.

We prepared for a pack of 260,000 cases, and operated six Canneries on the Fraser River and ten in the North. Our pack to the 31st August on the Fraser, and the last dates from the Canneries still operating in the North, amounted to 223,000 cases; about 170,000 cases of these are Sockeyes, the balance being made up of Springs, Cohoes and other "off" fish. Five of our Canneries on the Fraser are still running in a slack kind of way. Sockeyes are done; a few Cohoes and other cheap fish are beginning to shew up.

We were through packing at Rivers Inlet early in August, and are not doing very much anywhere in the North with the exception of Bella Coola and Alert Bay, where we expect to pack Cohoes and Pinks. Three of the Canneries on the Skeena River have closed down, and Naas Harbour, Lowe Inlet, are doing very little but may possibly catch a few cheaper fish.

Taking everything into consideration we consider we have done fairly well.

We "mild cured" on the Skeena 912 tierses of Red Salmon and 124 tierses of Whites. These were all large Springs and sold to German Buyers. We have only shipped five cars of these - just when, if ever, we can ship the balance, we do not know. We are extremely sorry about this, as we would have made a very nice profit from these fish, as they were sold at a good price and quality accepted by Buyer of cars taken, and two cars that were loaded and just pulling out when war was declared. We have these stored in our new Cold Storage which saves \$1.25 per tierce per month charged in the public Cold Storage here, besides we are getting better care which relieves us very much.

As is our custom, to sell when we can sell, we have sold in the neighbourhood of 90,000 cases for the United Kingdom, mostly Sockeyes, and mostly in 1/2 Flats, Ovals, 1/2 Ovals and Flats, which bring the highest prices. So far we have been able to ship but very little; in fact, only one shipment of 1600 cases has gone forward. We are endeavoring to commence shipping again, and have four cars loaded for overland shipment to Liverpool, but have not been able to get a satisfactory Bill of Lading up to this time.

Our inability to ship both Mild Cured and Canned Salmon to Europe has disorganized our finances very much, as we had counted on the proceeds from these shipments. When the writer saw we were going to be put to this delay and inconvenience, he wrote to the Managers of the Bank of Montreal and Canadian Bank of Commerce, asking them for a further credit of \$100,000 each, in case we should need it owing to our inability to make shipments. They have both replied granting this additional credit, which is very good of them and makes us feel easy on this score.

On Friday night last we sent out night letters making prices for Eastern Canada, and telegrams are being received of sales made at our prices, some of them for immediate shipment, which will help us out a great deal. Prices made for Canada are:-

\$8.25	per case for	Sockeye	Talls	
8.75	"	"	"	Flats
10.25	"	"	"	1/2 Flats (8 doz.)
6.50	"	"	"	Spring Talls
8.50	"	"	"	1/2 Flats (8 doz.)
4.75	"	"	"	Cohoe Talls
6.25	"	"	"	Flats
3.50	"	"	"	Pink Talls
4.50	"	"	"	1/2 Flats (8 doz.)

Considering that prices of all food products have advanced very much, we think these prices are reasonable and that the trade should take them readily. We are of the opinion, however, that the trade is depressed by the war, and perhaps through their inability to extend credits, in some cases, will only

buy for actual needs. Our stock is not excessive, and we think we will have no trouble in disposing of our entire pack.

Prices on the other side were made about the same time that we made our Canadian prices, and we think will range a little higher than our prices on the whole.

The English sales which we made some time ago the prices ranged from:-

\$9.50 to \$10.25 per case	for 1/2 Flats	Sockeye
8.00 "	8.50 "	" " Flats "
3.00	"	" " Pinks

These goods for shipment to the Old Country are nearly all F.O.B. here and unlabelled. The saving in labelling and exchange makes the prices more favorable than the same would be to our Canadian trade.

The George & Barker Salmon Packing Co. made a pack of
12,873 Halves (4 doz.) Sockeyes 6437 cases (8 doz.)
3,177 Flats
6 Talls

and about 100 cases of other goods, making a pack of about 10,000 full cases. For some reason or other, the best trap did not do as well this year as expected, but the other traps operated and owned by the Company will show a profit, so on a whole their traps will show some profit as well as furnish the fish.

Our packs all over, both in the North, Fraser River and Puget Sound will compare favorably with our competitors, and we feel satisfied that we have done our full share.

Our interest account will be very large, as we owe the Banks on the 1st (illegible) -day about one million dollars. This is owing somewhat to a carry-over account from last year caused by our having to borrow money to buy the "B" stock. We hope to clean this up entirely before the end of the year, perhaps earlier.

Regarding the George & Barker Salmon Packing Co., we have heard nothing from you regarding the sale of bonds; suppose that not much has been done with them owing to the financial unrest previous to and caused by the present war.

We will hold a Directors' meeting this afternoon, there being just enough Directors here to make a quorum. We will organize the new Company, elect Directors and Officers, as you will see by copy of minutes which will be sent you as usual.

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

William Henry Barker

W.H.B.

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

October 15th, 1914

Dear Sir:-

We are in receipt of your night letter of the 14th inst. and confirm our reply to the same, copies herewith.

The Directors met on the 13th instant, that being our quarterly meeting date. The matter of dividend was discussed. Messrs Sweeny and Murray, of the Banks, stated it would be necessary for them to apply to their Head Offices before they could furnish us the money with which to pay the dividend, so the matter was deferred. Both gentlemen wired their Head Offices recommending that the money be furnished as they felt satisfied that the season has been a profitable one, as we had salmon packed which would show a balance of half a million dollars after paying the Banks and other liabilities. The Bank of Commerce agreed to furnish the money, but the Bank of Montreal thought it not wise to pay a dividend at this date owing to the abnormal conditions, so we asked you in our night letter to see them. In the meantime we have not sent out copies of the minutes to your goodself or any of the other Directors, waiting to hear the final decision of the Banks, and expect to have something further from the Bank of Montreal tomorrow.

Our total pack will be about 280,000 cases. We have not the boxed up count in yet. 56,000 cases of these, however, are unsold; the value of these will be in the neighbourhood of \$250,000.00.

We have disposed of a portion of our Mild Cured Salmon and think we will be able to sell two or three hundred tierces more, and will, of course, do our best to market it all, but the buyers are few for this, as the Germans had quite a monopoly on this Mild Cured Salmon.

Then there is the money we had you borrow on account of the George & Barker purchase. We do not know just how much is still owing on this account, but from what we have learned from you, it must be in the neighbourhood of \$100,000.00 or more. There is still \$20,000.00 due to the vendors.

We were delayed very much making prices to Australia and New Zealand owing to the war, as we could not get a freight rate from the Steamship Companies nor a rate for war risk. These had to be figured in as our prices are made C.I.F. As we send our bills for collection, we will have no returns from Australia until well on in the New Year.

Then again, some of our Canadian customers are a little slow about taking deliveries owing to the unsettled state of affairs. There are more Spring shipments than usual.

We assure you that we have considered the serious part of not making our dividend on usual date, but extraordinary conditions face us.

Yours respectfully,

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

William Henry Barker

W.H.B.

Encs:

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

October 28th, 1914

Dear Mr. Jarvis:-

We are in receipt of your favor of the 22nd instant and have carefully noted contents.

Regarding your statement as to disposition of this year's earnings, we beg to remind you that most, if not all of it has already been used.

We were compelled to build a new Cold Storage through the City of New Westminster cancelling our lease and condemning our old one. In building a new place, of a necessity we had to think of the future and improve on the old one.

Then there is the purchase of the steamer "Onward Ho" which was also necessary, as we were handicapped by having only one boat to supply the trade regularly with fresh fish. These two will take in the neighbourhood of \$275,000.00.

The expenditures in keeping up the plants and installing new machinery absolutely necessary, has been quite heavy, so that we will not be bothered with any surplus. It looks as if our interest account would be very high again next year.

We note the amount of loan on the George & Barker bonds is \$105,957.63. There does not appear to be much chance of reducing this from sale of bonds. How about this loan - are they likely to call for it?

Regarding the sale to the French Government. It is hardly customary where a commission is to be paid, to pay any charges in connection with sales.

Referring again to the Cold Storage. It is hardly yet complete, but so far is very satisfactory and we have a very fine plant. The "Onward Ho" too is a boat similar to the "Roman" - a little faster, and satisfactory in every respect.

Yours respectfully,

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

William Henry Barker

W.H.B.

P.S. Regarding the interest on the George & Barker bonds already sold, we presume this will have to be paid East - either Montreal or Toronto. Will you please let us know as to this and the exact amount.

"W.H.B."

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

October 31st, 1914

Dear Mr. Jarvis:-

The formation of the British Columbia Fishing & Packing Co. and the transfer of the stock has allowed the writer and our Mr. Whitehead, and perhaps other of the Directors to rather muddle things up.

Without thinking, we sent our B. C. Packers stock and had same exchanged for shares in the British Columbia Fishing & Packing Co., so are not Shareholders and at the same time are acting as Directors.

This will have to be remedied, as the meeting held declaring a dividend would hardly be a legal one if anyone saw fit to question same, which we hardly think likely.

This probably can be remedied by our getting stock in the B. C., Packers' Association, say a share each, having same dated previous to the date of holding the meeting, which was on the 23rd instant.

We are sorry that we overlooked this matter, but think perhaps it can be arranged so that it will be alright.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Vice-President, B.C.P.A.
Jarvis Building, Toronto, Ont.

November 10th, 1914

Dear Mr. Jarvis,

You will have heard of the death of Mr. Murray, it came so sudden and unexpected that we are dazed yet.

He came in my office a week ago today, and I remarked to him how much better he looked. He stated that he felt better, and thought he was beginning to feel the benefit of his trip, and here in one short week we are attending his funeral. I understand that he was at the bank on Friday, but did not sleep well that night and decided not to go down that morning. Mrs. Murray could not have been alarmed as she was down town shopping. It seems that he had been given sleeping powders, and may have taken too much; anyway on Mrs. Murray's return she found him unconscious and called up the doctor, and also Doctor Bell-Irving, but he was too far gone and died shortly after their arrival. It is needless to say that Mr. Murray was an excellent member of our Directory and we will miss him very much.

What are your ideas as to his successor? Our Board is large enough - was increased to put in Sir Henry M. Pellatt.

I think likely The Canadian Bank of Commerce would like to be represented. There is no hurry about it, but the question might and probably will come up. It is too bad, as Mr. Murray was a good banker, a man of good judgment and to the writer a very good friend from his start with our Association. Undoubtedly he will be very much missed.

Yours sincerely,

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

William Henry Barker

W.H.B.

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

November 18th, 1914

Dear Sir:-

I am in receipt of yours of the 10th instant, and also one from your Company enclosing five Certificates of Stock, which we are to-day returning under registered cover, duly endorsed.

We thank you very much for your thoughtfulness in issuing this stock to us, so as to make our position as Directors and Officers of the Company secure.

The reference to the late Mr. Murray and his successor was gone into by the writer in a letter which crossed yours. There is no hurry in appointing his successor, and it perhaps might be as well to wait and see who takes his place in the Bank. We are rather of the opinion that the Bank would like to be represented on the Board, particularly these times.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

December 7th, 1914

Dear Sir:-

I am in receipt of your letters of the 23rd and 26th ulto, contents of which have been carefully noted.

Regarding the successor to Mr. Murray on our Board of Directors, we note that the President and General Manager of the Canadian Bank of Commerce do not care particularly to be represented.

Mr. Sweeny is Superintendent of B. C for the Bank of Montreal and has his office over the Bank.

We give both the Bank of Montreal and the Canadian Bank of Commerce a rough estimate of stock each month. The writer has always been careful to give both Banks the same information at the same time.

Regarding the amount of indebtedness at the end of the year. I think we will owe them about the same as last year, which was \$431,658.21 - perhaps a little less - owing to whether we can make shipments of goods which should be taken this month. We are owing the two Banks at present \$495,000.00, not much else, but there are expenditures for next year and some few bills to pay.

We have paid out for the steamer "Onward Ho" \$77,552.97 and still have to pay \$2,427.80, so she stands as \$79,970.77 or say \$80,000.00 and I think she is worth it.

For the Cold Storage we have paid out \$188,271.23 and have to pay the Architect and Refrigerating Engineer 4 1/2% on cost, \$6,472.20, making cost \$196,743.43. We have an excellent plant, well worth the money, built on our own property - adjoining our Imperial Cannery.

We can safely say that the cost of the two will be \$280,000.00.

As previously stated, this expenditure could not be avoided, and is a necessary and valuable addition to our assets. I think it most fortunate for us that we will be able to get these properties without bonding or issuing new stock.

Regarding the setting aside of 25% of our net earnings for redemption of the old Preferred Stock. I beg to repeat what I stated in a former letter, that we anticipated this when we purchased all the "B" stock - it will take us some time to catch up.

Regarding the George & Barker Salmon Packing Co. Bonds. Perhaps it would be just as well to have our Banks put up the money and cancel the unsold Bonds. There is still \$20,000.00 due the George & Barker Co. I have told the parties interested that they were getting 6% interest, and they seemed satisfied and not particularly anxious for the money.

SALES - We are getting in an order once in a while, mostly to fill out other orders, but do not expect to do much selling for a couple of months. I am of the opinion that prices will be maintained.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

December 21st 1914

Dear Mr. Jarvis: -

Your letter of the 12th instant received and contents noted.

The vacancy on the Board of Directors had better stand for awhile. The death of Mrs. Sweeny, after a long illness, has been very hard on Mr. Sweeny; he looks all broken up and possibly may retire soon. This is only an idea as it strikes me, and I have no other reason for thinking same.

I did not state value of stock on hand because I could not give you the exact quantity at the time.

Our pack of 281,356 cases is made up of twenty-eight different sizes, kinds and qualities.

We have on hand sold and unsold, 116,935 cases - value \$659,783.82. Of this quantity there are 40,599 cases sold but not yet shipped - value \$246,033.48. Our Mild Cured Salmon is all sold, but 245 tierces are not yet shipped - value about \$20,000. We have about \$60,000.00 stock in our Cold Storage.

We have drafts out for collection in Australia to the amount of \$121,284.84. These will commence to come in after the middle of January.

Our inventories will be a little less than last year but not much.

We have outstanding accounts for about \$60,000.00 and have made advances account of next season about \$10,000.00.

We owe the Bank of Commerce \$220,000.00 and the Bank of Montreal \$200,000.00. Mrs. Murray (on deposit) \$28,600.00. Outstanding accounts say about \$50,000.00 making a total of \$500,000.00. To offset this we will have stock, etc. as aforesaid aggregating \$1,190,000.00 which, making allowance for depreciation will leave us in liquid assets a balance of over \$600,000.00.

Our Cannery books are all audited except the Cold Storage and the George & Barker Salmon Packing Co. The latter will not be audited until the middle of January. Shipments there have been delayed fully as much, if not more than here. They have 25% to 30% of their last year's pack unsold. I will let you know what they have made as soon as possible.

Regarding the vendors taking bonds for balance of purchase money due them; I scarcely think they would care to do this, but I will put it up to them.

Taking it altogether we have done very well the past season. Our Cold Storage is all paid for; with that and the new ship bought we have added considerable to our assets.

As the writer stated on a previous occasion, our interest charge will be very heavy this year owing to our starting in the year with an overdraft of \$430,000.00. We would like very much to clean up our Bank Account every year, but we have not been able to accomplish this. Hope to do better in the future.

Wishing you the Compliments of the Season, and trusting that next year will be a more prosperous one than we have reason to expect from present appearances.

I remain,

Yours very truly,

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 666

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

January 12th, 1915

Dear Mr. Jarvis,

Replying to yours of the 7th instant marked personal, I beg to say that my brother is engaged by the Columbia River Packing Association as General Manager.

I might mention that he has done remarkably well the past season, in fact it has been the best year the Columbia Packers' have had. They have increased his salary, and re-engaged him for a year, so there is no possibility of doing as you suggest.

Yours very truly,

The B. C. Packers' Association,
General Manager

William Henry Barker

W.H.B.

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

January 12th, 1915

Dear Mr. Jarvis,

I am in receipt of your favor of the 7th instant. When Mr. Evans called to say goodbye, he mentioned that he had written you. It is always nice to be able to make satisfactory reports.

Regarding our sending you a transcript of our books before we close them, it would disarrange the writer's plans if we do that. I have been trying to get away for a month or so - in fact I feel that I must do so. I am waiting until the books are closed, the balance sheet, profit and loss statement passed on by the Board of Directors before I go. As it is, I will be delayed in getting away, as I must be back early in March. Unless I hear from you we will proceed to close up and have the Board pass on balance sheet. We will send you a copy and think same will be satisfactory.

Regarding our setting aside 25% of our net earnings to retire preferred stock - this can be done - but we would not have the money, unless we realize on stocks which is hardly likely, or borrow from the banks. We may have to pay off the money borrowed to pay the George & Barker Company, unless you are fortunate enough to sell balance of the bonds. We owe the Banks \$335,000.00 and have sold recently salmon amounting to about \$60,000.00 added to sales previously made, but not shipped, and amount due from Australia would be enough to pay off the banks. Unfortunately many of these sales are for spring shipment, in the meantime supplies are coming in for this year's business and will have to be paid for.

Already the banks are asking for our money requirements. I have put them off until the books are closed and passed upon, so you can see that we would have no funds with which to buy preferred stock. We must have working capital. You will pardon me for saying that we were a little quick in retiring the big lot of "B" stock. Before we retire any more, money will have to be provided. You can only sell goods when people want to buy them. We are doing our best to sell, others are in the same fix. It would be ruinous to try to force sales, so we cannot say when we will sell balance still unsold, but you can rely on it that we are giving it every attention. Canned salmon is not money and we must be in a position to hold until we can sell advantageously.

I thank you very much for your congratulations. You can rely on us all here doing our best all the time.

Yours very truly,
The B. C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

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

August 13th, 1915

Dear Mr. Jarvis:-

I am in receipt of your favor of the 7th instant which was received yesterday. This morning we are in receipt of a letter written by your firm to the B.C. Fishing & Packing Co., under date of the 6th inst. We have requested them to either address the B.C. Fishing & Packing Co., care of the B.C. Packers' Association, or else give our street address, - 517 Granville Street - as this letter was delivered to the B. C. Fisheries Ltd., and opened and brought to us by them.

We note by the letter from your firm that the B. C. Fishing & Packing Co.'s statement was not satisfactory to the Montreal Stock Exchange. They now request that we lease all the properties of the B. C. Packers' Association to the B. C. Fishing & Packing Co. What do you think about this? and what affect would it have on the B. C. Packers' Association? Would we have to do business under the name of the B. C. Fishing & Packing Co., or could we retain our old name of the B. C. Packers' Association?

Perhaps you do not realize the value of the B. C. Packers Association's name as an asset; they have established a reputation which is a valuable one. The writer was told in England by some of our largest customers, that our reputation as packers was among the best, if not the best, that goods were re-sold to people who wished them for fancy trade, as being packed by the B. C. Packers. Frequently local people here who represent large English firms, will come in with cables to us, asking for prices on certain goods, which states specifically "B.C.Packers". Besides which we have numerous brands and labels well known in Canada, Australia and New Zealand. Of course these are brands, but still a good part of the label is the fact that it is packed by the B. C. Packers' Association.

It would be too bad to lose this valuable asset. Then there would be all our stationery and everything else. We dislike very much to see the change, not so much for sentimental reasons but we actually think it would be a great loss.

Is it not sufficient that your firm write us they now have a majority of shareholders who have transferred their stock to the B. C. Fishing & Packing Co., so that a majority would rule and give it these things if it were necessary? Is that not enough for the Stock Exchange without making the lease?

Fishing on the Fraser River has been almost a failure this year. We are, however, doing our share; in fact, we are doing better than they are on Puget Sound. For once, Puget Sound has not packed as much as the Fraser River, notwithstanding the fact that they are fishing harder than they have ever fished before. There are several new Canneries on the Sound this year, and more gear for catching the fish, yet they have done little or nothing so far in Sockeye, and their season is about over.

In Northern British Columbia we have done very well. Rivers Inlet has made a full pack; the Naas and Skeena will do very well, but a large part of their pack is "off" grades, in which there is not so much profit.

There is yet time to pick up a little on the Fraser River, but in any event the pack will be a short one.

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

William Henry Barker

W.H.B.

P.S. In looking over the letter I find I omitted to mention our relationship to the Banks. If the B. C. Fishing & Packing Co. were operating the plants, having leased the properties from the B.C. Packers' Association, they would have to obtain money with which to operate. As the B. C. Fishing & Packing Co. would only be working under a lease, it would be necessary for the amount to be guaranteed by the B. C. Packers' Association, which is to say the least, would be a complication, perhaps one of many, if present conditions were disturbed.

"W.H.B."

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

October 8th, 1915

Dear Mr. Jarvis:-

I am in receipt of your telegrams (2) of the 7th instant, and confirm my night letter of today's date, copies herewith.

As stated in my lettergram, our pack is about equal to that of last year. We are still trying to pack a few Cohoes at two of our Fraser River Canneries. The plants up North are all closed down; most of them packed all they prepared for, and some of them more, as we had to send further quantities of cans to them. It is very fortunate that the Northern plants did well as the pack on the Fraser was very poor, particularly in Sockeyes, in consequence, the prices paid for the raw fish were the highest ever known, namely 50 cents each for Sockeyes, which, plus the cost of collection, made the margin very small, if any. We succeeded, however, in packing a great deal more on the Fraser River (illegible) all the Canneries on Puget Sound. There were 21 Canneries (illegible) Fraser and 39 Canneries on Puget Sound.

While our pack is equal to last year's and may exceed it a little, yet the proportion of cheaper grades, particularly Pinks, is very much greater. These lower grades, as you are aware, show little or no profit, so we cannot expect to make as good a showing as last year.

We feel satisfied, however, that we will earn enough to pay a dividend and absorb the expense of a lot of improvements and betterments made to our Canneries. Regarding this, we have equipped a can-making plant for the new style of packing at our Imperial Cannery, at which all cans used on the Fraser River were and will be made. This is our second unit. We will put in a third and last unit at the Rivers Inlet District next Spring, making all cans there for the Inlet, Bella Coola and Alert Bay. We will also have to complete the new Cannery at Alert Bay, part of which was built two year's ago.

All our plants are in fine shape as we have been constantly adding and re-building them, and besides, putting in new and better machinery.

Puget Sound has been disappointing. We are sure we have done much better at Point Roberts than most of the Canneries on Puget Sound, but we are afraid we will show some loss, as the cost of putting in traps and having steamers and tenders to operate same is just as heavy in a poor season as in a good one, if anything, a little more so.

Regarding the markets, the English market for high class goods is active and prices high; we rather think too high. In Eastern Canada our sales have been very disappointing; Australia not as good as expected either, in consequence, we have unsold at this time about 60,000 cases of salmon, mostly Pinks. We feel satisfied that we will be able to market some of these before Spring, perhaps all of them.

MILD CURED: We have only made a two-thirds pack on the Skeena this year, as the run of Springs was not as good as usual and we made no effort to get more, owing to our market being limited on account of the war. Most of our mild-cured previously were marketed in Germany.

All of our pack, about 300 tons Red Springs and 70 tons of White Springs are sold and mostly delivered to the New York market.

COLD STORAGE: Halibut has been scarce yet the market has been well supplied, so while the cost has been greater than usual the prices has not been commensurate with same. We fear that little or no profit will be shown at the Cold Storage. It has proved an excellent plant, and our Halibut steamers are working well and doing fully as much as our competitors.

If we could get space on steamers we probably could sell considerable quantities in England. It is almost impossible to ship, and the rates are so high that it interferes with doing a profitable business.

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

William Henry Barker

W.H.B.
Encs:

Barker Letter Book

Volume 1

Page(s) 675

AEmilius Jarvis
Jarvis Building, Toronto, Ont.

October 8th, 1915

Packing about finished total packed to-date two hundred eighty-one thousand cases about half sockeyes proportion lower grades larger than usual. Puget Sound very bad no profit there. Cold Storage not good either. English market for high grades good all other markets very poor. Expect to earn enough for usual dividend.

B. C. Packers' Association

William Henry Barker

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 21st, 1915

Dear Mr. Jarvis:-

Your letter of the 14th instant received the day of our Directors' Meeting. I showed it to Mr. Evans and all the other Directors present. Mr. Sweeny is still in Europe.

All members of the Board, including the writer, would be very much pleased to increase the dividend, but it was thought best not to do it at this time. After the books are closed, our Profit & Loss Statement and Balance Sheet passed on by the Auditors, was thought would be the proper time to decide the amount of dividend to be paid.

Some years ago it was decided that we should keep a Working Capital of \$500,000.00. From experience we find it small enough. We are facing abnormal times, and must in a measure be prepared for new and extraordinary conditions.

For the information of the Directors, we prepared a statement of stocks on hand, sold and unsold.

Our total pack to 18th October was 282,915 cases; the final boxed up count should show a little more. Of this, we have

On hand	-	193,230 cases	-	value about	\$1,212,039.00
Sold, not delivered-	139,241	"	"	"	946,841.00
Unsold	"	53,989	"	"	265,198.00

We have:-

Canned Salmon.	\$1,212,039.00
Mild-cured (sold)	6,280.00
Cold Storage (mostly sold).	140,837.00
Equity in Australia	21,126.87
Inventories (estimated)	240,000.00

	\$1,620,282.87

On the 18th instant we owed the Banks	\$735,628.94
The dividend payable 20th November	75,124.00
We estimate it will take to carry us to end of year	\$200,000.00

	\$1,010,752.94

This was only an estimate to give the Board some idea as to how we stand. There will be a lot of fishermen's accounts and a few other bills receivable. The final showing may look very different.

Regarding the Cold Storage. The building of the large plant at Prince Rupert has, of course, had quite an affect on this branch of our business, as it put another fleet of fishing vessels to divide up the supply, which is limited. Then of course they have to sell - they again compete with us - so it costs more to get the fish, we cannot get much more, if any, for them.

The writer does not know, but feels pretty sure that no dividends have been paid by the large Prince Rupert concern.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

November 5th, 1915.

Dear Mr. Jarvis:-

Your letter of the 28th ulto. received and contents carefully noted.

I am sorry to see that you are not satisfied with the action of the Board of Directors in the matter of dividends.

I also note that you seem to be under a misapprehension regarding the affect of the war on our business, as you state these "abnormal times" have brought us high prices and good sales.

It is true prices realized from England are good, but are no higher than they have been; freights are double, both water and overland, rates of exchange are fearfully low; we scarcely know where we are at; then the trouble in the Panama Canal; altogether, business with the Old Country is at a standstill.

Business in Eastern Canada is very bad; prices there are seventy-five cents a case less than in 1912, and less than those of last year in some grades and no higher in any. Our business is less than half in Eastern Canada than the average of several years.

In Australasia high freight rates and the low rate of exchange and other economic reasons have interfered seriously with business there.

However, I am not surprised that you seem to think that we were benefited by these "abnormal times" when it is just the reverse.

The fine weather in Northern B. C. enabled us to make a fairly good pack up there, while the scarcity of fish on the Fraser made the season unprofitable, consequently, the Fraser Cannery who have no places in Northern B. C. are anxious to go up there, and are trying in every way to get licenses and overdo the business there as has been done on the Fraser.

An increase of dividends by our Company at this time would cause much comment from Packers who have not been so fortunate, and possibly from the Government who might ask us to divide up what they might think were "Extra War Profits", when I can assure you they do not exist.

We are fast closing our different Cannery books. We will not make as much as last year, while our pack is slightly larger - 286, 519 cases against 281,367 cases last year.

From the way shipments are being delayed it looks as if we would not clean up our Bank account. Our interest account will again be high.

Regarding the George & Barker Bonds, this stands as an advance on our books to the George & Barker Salmon Packing Co. The bonds are cancelled except some \$41,000.00 outstanding. We would like very much to be able to cancel these, so there would be no mortgages or bonds against any of our properties, and would be an excellent reason for the new Company with the larger capital as our assets have increased.

The Banks had nothing to do with the decision of the Board.

In conclusion I beg to say that the Board, and the writer in particular, would be delighted to increase the dividends as we feel it would rebound to our individual credit, but we are firmly convinced that it is much more to the Association's interest to maintain the rate of dividend with some reasonable idea of continuing same. We cannot be sure of the future, and can only take advantage of conditions.

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

William Henry Barker

W.H.B.

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

November 16th, 1915

Dear Mr. Jarvis:-

We are in receipt of your telegrams (2) of the 15th instant, and confirm our night lettergram of today's date, copy herewith.

The Cannery mentioned (Scottish Canadian) is right at the mouth of the main Fraser River on leased land. The Cannery is built on piles on tideland, and has had some trouble washing away, as it is very much exposed.

The location is a good one and the Cannery fairly good size and well equipped, with quite a few outbuildings, such as fishermen's houses, etc.

For some reason or other it has never been successful. The parties who operated this year were J.W.Windsor, of Montreal, who had had some trouble with the Company who previously owned the place, and which had gotten into the Court, the property being mortgaged for something like \$25,000.00. The Mortgagee foreclosed and the property was sold for the amount of mortgage, which with interest added, amounted to somewhere near \$30,000.00.

Mr. Graham, we understand, advanced \$10,000.00, which we understand is all the money that has been paid on the Cannery, the holder of the old mortgage still holding a mortgage of \$22,000.00 against the property.

We understand they packed this year a little over 16,000 cases, most of it being cheap fish, as they only had 3374 cases of Sockeyes. Quite a few of the cheap fish were of very poor quality. We understand that some of them have been turned down in Toronto and an allowance of 50 cents a case made before the buyer would accept them.

From enquiries we have made, most of the goods have left the Cannery. Whether they have been sold or not we do not know. One parcel of Sockeye was rejected by an English buyer on account of quality, but may have been sold later to someone else.

Windsor and his former connections have rather a hard name here - quite a number of people not caring to deal with them at all.

The writer went to the Court House on the day of the advertised sale by the Mortgagee, but the sale was postponed. The writer, however, heard that the Mortgagee was going to bid the full amount of his mortgage and interest, which amounted to a little over \$30,000.00, and was more than the writer would care to pay for the property for this Company, owing to the uncertainty of the future supply of Sockeyes on the River, and as we have so many Canneries idle three years out of four.

We are somewhat surprised at the amount asked for the property, viz: \$65,000.00, and the writer feels satisfied that we could use that amount of money to much better advantage elsewhere by watching our chances.

From the wording of your telegrams we rather think that Mr. Graham is trying to dispose of his half interest, and are inclined to think that is the only way he will make any money on it.

It would be very hard indeed to make anyone here believe that they made anything like \$22,000.00 the past year. We feel sure that if they came out even they would do very well.

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

William Henry Barker

W.H.B.

Mr. C.F. Todd also looked at the property and would not pay \$27,500.00 for it. He understanding that it could be bought for that amount.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

November 23rd, 1915.

Dear Mr. Jarvis:-

I am in receipt of yours of the 17th instant, and think perhaps you expected a wire from me in answer to your wire of the same date. However, you will have received my letter of confirmation, from which you would understand that we did not care particularly for the place at any price, as we had so many Canneries on the Fraser laid up.

Regarding the statement of assets and liabilities, also list of pack made at the Scottish Canadian Canneries the past season, the prices mentioned as having been received, or at which the pack is valued, are extremely high, and the writer feels sure were never realized. For instance - the 1/2 lb. Pinks and White Spring Halves, the values are put at \$5.00 per case when \$4.00 would be a very good average price.

We obtained for a few parcels of Choice Fraser River Sockey Halves \$10.50 per case, but know for a certainty that 1500 cases of the Scottish Canadian pack were rejected on account of quality. We have also heard from a reliable source that a carload of the Pink Talls sold to Toronto were rejected on account of quality, and an allowance made of 50 cents per case on same.

As the writer stated in a previous letter, we doubt very much if these people made anything at all. In fact, we feel sure they did not.

The writer was informed by the Manager of the British Columbia Canning Co. who made a pack nearly the same size on the Fraser River, that they lost \$15,000.00 this season.

We have not yet closed the books at our Fraser River Canneries, but think we will come out without loss and perhaps may make a little.

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 687

C. Grange Holt, Esq. Manager,
Canadian Bank of Commerce, Vancouver, B.
C.

November 25th, 1915.

Dear Mr. Holt:-

Referring to the Canadian War Fund Loan to which the writer subscribed yesterday, he forgot to mention to you that in case anything should happen him before the time for the next payment, for you to take same from his Savings Account.

Perhaps it is just as well to have this in writing.

Yours respectfully,

William Henry Barker

W.H.B.

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

January 5th, 1916.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 28th ulto.

We will, as you request, send a "Proforma" Balance Sheet and Profit & Loss Statement as soon as they are gotten out, and before they are passed by the Board.

Mr. Evans left here this morning for England via. Toronto, where he will stop and see you. He called on us yesterday afternoon but we could not give him anything definite, as our Cold Storage books are not yet closed, stocks on the different wharves are not taken, so it will be the end of the month before the Balance Sheet will be ready. I think we will do fully as well as last year - perhaps better.

We have spent a good deal of money for betterments, all of which was necessary, and have to spend more; all of which Mr. Evans can explain.

We are mindful of the fact that you are very anxious to pay a larger dividend on the new stock. I can assure you that we would be delighted to see it done, but once raised, it must be kept up. In order to be sure of that, we should have a reserve, as our business at best is a hazardous one and dependent on the supply. We have been fortunate both in supply and the market for some time past, and these conditions cannot always continue, and we ought to have something to fall back upon.

I have always tried to manage the affairs of the Company in a conservative manner and be in shape to withstand a poor season when one should come.

I would have liked very much to clean up our Bank Account once a year. We have been unable to do this now for three years' past. In consequence, our interest account has been large.

You can rest assured that we all here would like nothing better than to be able to pay a good fair dividend and to continue doing so, but think it very unwise to change the dividend without feeling absolutely sure of being able to maintain it.

Thanking you for your kind wishes, I remain,

Yours respectfully,

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

William Henry Barker

W.H.B.

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

February 21st, 1916.

Dear Mr. Jarvis:-

We are in receipt of your night lettergram of the 18th instant, and confirm our reply to same as per copy herewith.

It was hardly necessary perhaps to mention the last clause in our lettergram, asking you to take into consideration the probability of new additional taxes.

We trust the Government will not make the new war taxes retroactive.

The Vancouver Board of Trade has telegraphed the Minister of Finance, and the writer will try and get the Cannery Association to also wire him, protesting against making these taxes retroactive. We know of no business in Vancouver that has made any money out of the war. Our prices are no higher than they were before the war, and most all materials are considerably higher, in fact, nearly everything. Nets have advanced 50% to 60%; metals of all kinds are higher, so that the cost of pack has been considerably increased.

The reason we mention anything regarding the war tax was, that we thought perhaps you might wish to make our balance sheet look as attractive as possible, in fact, "too attractive".

We scarcely think that you or any of the rest of the larger Shareholders or Directors would in any way want to shirk in doing our part to pay for this dreadful war; at the same time we fear that many others will do it, but as before stated, we scarcely think the Government should go back as far as 1914. This money has been spent in improvements, etc. It is alright to go back to 1915 business as a basis.

We confirm our lettergram of to-day - copy herewith. You are aware that we have some \$26,000.00 in our Insurance Reserve Account which is invested in good bonds, we think, bought by your Firm for us. We have not invested anything, however, since 1912, and there is something over \$11,000.00 to the credit of that Account, and we thought best to wire you, asking you to buy bonds for us as we now have the money in hand. We hope you can get us good bonds which will pay 6% at par or better.

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

William Henry Barker

W.H.B.

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

February 24th, 1916.

Dear Sir:-

We are in receipt of your night lettergrams of the 21st and 23rd instant and have noted contents.

We have instructed the Auditors to change the Balance Sheet as you suggest; we think the more condensed the better.

Our Lawyer tells us that we are not compelled to send out a copy of the Balance Sheet to each Shareholder, although it is generally done. The Board meet tomorrow to pass on it, and it will then be decided about sending a copy of same to the Shareholders, which will not be done unless you later on consider it advisable to do so.

We have set aside for redemption of Series "A" stock, enough to redeem the 809 shares at 115, which will bring the amount set aside to \$93,035.00, the amount set aside this year \$25,208.00.

Your lettergrams and correspondence will be laid before the Board at their meeting, and the results of the meeting will be sent you as usual with the revised Balance Sheet with Auditors' certification.

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

William Henry Barker

W.H.B.

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

March 4th, 1916.

Dear Mr. Jarvis:-

I am in receipt of yours of the 22nd and 24th inst. also your night lettergram of the 25th, in accordance with which we postponed our Board Meeting until yesterday, when both of your letters, together with the resolutions as drafted out by you - 1 and 2 for the B. C. Packers' Association and 3, for the B. C. Fishing and Packing Co. Ltd., were read at the meeting of the respective Boards and passed.

Copies of minutes will be forwarded to you as usual. You will note by the minutes that the B. C. Fishing & Packing Co. Ltd., also declared a dividend of 4% per annum (2% for the half year), and will leave the Prudential Trust Co. to send out the notices.

We will also send you Balance Sheet attested to by the Auditors. This was finished before we had your letter asking us to leave off the goodwill as one of the assets. This should have been done, and was an oversight, but it will be eliminated hereafter.

You will also note by the minutes that we are requesting Stock Exchanges of Toronto and Montreal to discontinue quoting B. C. Packers' Shares.

Notices to the holders of Preferred "A" Stock will be sent out by the Trust Company as well as all the other notices.

Regarding our Annual Meeting, which will be held the fourth Tuesday of this month, if you desire any changes in the Board, I would thank you to let us know in time. Mr. Sweeny has been absent now for some fourteen or fifteen months, and unless we have another Vancouver member of the Board, it is very hard at times to get a quorum. We do not have many Board meetings, but it may be necessary to have one. There are so few resident members of the Board that perhaps it might be as well to make our Secretary-Treasurer - Mr. Doucet - a member of the Board.

I take this opportunity to thank you for your appreciation, and can assure you that we hope the operations of the Company will be as successful in the future as they have been in the past.

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

William Henry Barker

W.H.B.

Barker Letter Book

Volume 1

Page(s) 696

Henri Bergeron, Esq.
c/o Saguenay Lumber Co., Escoumains P.Q.,
Saguenay Co., Canada

March 30th, 1916

Dear Sir:-

Replying to yours of the 18th instant (written in French) which we have had translated, we beg to say that it is our judgment that the quantity of fish available is too small to profitably operate any salmon cannery. The price you would have to pay for same is also too high - 8 cents per pound.

We would advise you to use the fish fresh in the nearest available market - Quebec or Montreal. However, if you think differently, we feel satisfied that you will in the end, lose your money and have a plant on your hands.

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

William Henry Barker

W.H.B.

E.W. Rollins Esq.
c/o Messrs E.H. Rollins & Sons, 204 Security
Building,
Los Angeles, Cal.

March 30th, 1916

Dear Mr. Rollins:-

I am receipt of yours of the 23rd instant, and note that the circular letters sent out to the Shareholders have reached you. We also sent a copy of the Balance Sheet (typewritten) which may have reached you before this time. This was sent to your Boston Office.

Copies of minutes of our Meetings held on the 28th instant have been sent you, and the writer instructed our Secretary to send you another printed Balance Sheet.

At Mr. Jarvis' advice, we are not sending out this printed Balance Sheet owing to the abnormal conditions which exist in Canada at present.

You will note that we made a fairly good showing, and trust that we will be able to do as well this year, although we can hardly expect to do so, but it all depends upon our supply.

We have made quite a good many sales for export at good prices, and if we get a good supply at our various Northern plants, and as good or better on the Fraser, we should make a good showing again.

We were very much pained to hear of your brother (the Governor's) death, but did not know that you had taken up his duties, and we think the Company is fortunate in having someone as well able to do so.

The writer had not been able to get away this year, and the season is coming along so that he cannot do so. We had hoped to be able to see you here again, but suppose it is out of the question.

Thanks for your good wishes, and with highest regards, I remain,

Yours sincerely,

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

William Henry Barker

W.H.B.

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

April 14th, 1916.

Dear Mr. Jarvis:-

Yours acknowledging receipt of minutes of Shareholders' and Directors' Meetings recently held, addressed to our Mr. Doucet, received.

I beg to thank you for the substantial expression of confidence shown the writer expressed in same.

Regarding the letter which should have been sent by Messrs Kelly and Braid, the writer was much surprised to find out that same had not been sent, as the gentlemen could not agree on the form of the letter.

I think, however, you should know that the matter was brought up by Mr. Kelly, and afterwards, Mr. Braid, with the writer, who stated that before any action was taken, that the Directors not present, who also were large Shareholders, should have their say in the matter.

Everything is going along satisfactorily, and we can, with the usual supply, make another good showing.

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

William Henry Barker

W.H.B.

Wm. Braid, Esq.,
c/o Vancouver Financial Corporation, Ltd.,
626 Pender St., W., City.

April 18th, 1916.

Dear Mr. Braid:-

Regarding the joint letter that Mr. Kelly and yourself were to write to Mr. Jarvis, and mentioned in the minutes of the last Board Meeting, I might say that some time ago our Secretary, Mr. Doucet, received a letter from Mr. Jarvis stating that he had not received the letter but was expecting same.

Today I am in receipt of a letter from Mr. Jarvis dated the 13th instant, in which he states that he has not yet received the letter, but was expecting to, and thinks the delay may be caused by some of the absentee Directors not having given their views on same, and asking Mr. Doucet to find out and let him know.

I would suggest that you each write an individual letter, as it is necessary that same be sent, having been mentioned in the minutes.

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

William Henry Barker

W.H.B.

Robt. Kelly Esq.,
Messrs Kelly-Douglas&Co., Vancouver, B. C.

April 18th, 1916.

Dear Mr. Kelly:-

A few days ago our Secretary, Mr. Doucet, received a letter from Mr. AEmilius Jarvis, our Vice-President, acknowledging receipt of the minutes of the last Directors' Meeting, and stating that up to that time he had not received the joint letter which was mentioned as coming from yourself as Mover of the resolution, and Mr. Braid as Seconder.

Today the writer has a letter from Mr. Jarvis under date of the 13th instant, in which he states:-

"I am glad to see the Board recognizes your value to us.

I have not heard from the Mover and Seconder of the resolution which is to be expected. It may be that some of the other absentee Directors have not expressed their views. Awaiting this letter, I would suggest your asking Mr. Doucet to find out if they have or not".

It would seem from the above that the letter has not been received, and may not have been written, as the writer incidentally heard there was some difference of opinion as to the form of the letter.

As same is mentioned in the minutes of the meeting, I think it is up to you to write, and would suggest that you each write an individual letter.

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

William Henry Barker

W.H.B.

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

May 8th, 1916.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 26th ulto. and 1st instant, also your telegram of this morning replying to ours of the 6th inst.

The writer has just come from Mr. Braid, who is at a private hospital here, and he expects to get out in a day or two. There is no certainty about this, however, but he is improving slowly, and just as soon as he gets out he promises to endorse his stock and send it to you. The writer informed him that of course the Common stock would be held by you until his Preferred stock was received properly endorsed.

Regarding yours of the 26th ulto. referring to the remuneration of the writer, think as this matter has been passed upon by the Board, it had better be left as it is.

We trust the proceeds of our Company will continue to be satisfactory.

Regarding yours of the 1st instant referring to the transfer of the assets of the B. C. Packers' Association to the new Company, my letter referring to this was caused by a letter from your goodself which stated - as near as the writer can remember without referring to same - that Messrs Blake, Lash, Anglin & Cassels had stated that it would be best, and almost necessary, that the assets of the B. C. Packers' Association be transferred to the new Company at as early a date as possible.

As it was necessary to get some stationery and cheques printed, and as we have been in the habit of getting a large enough quantity to last us for a couple of years, as it was more economical to get it in quantities, our Secretary has written you asking the same question, as to whether we shall order the usual quantities or have any printed at all.

For many reasons we prefer very much to continue business in the old Company's name. The cost of the transfer would be larger than thought at first, as the registration of all the various properties of the concern would be quite large, then there are the trademarks, brands, etc. which are registered in Australia, New Zealand, the Old Country, as well as Canada. A transfer of each brand would have to be re-registered separately just the same as parcels of property, so we are pleased to note by yours of the 1st instant that there is no immediate intention of making any transfer.

We are very much pleased to hear that there are only 5 shares of Preferred stock and 551 of Common, making a total of 556 of B. C. Packers' Stock still outstanding except the holdings of the B.C. Fishing & Packing Co. Ltd., which is certainly very satisfactory.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

May 27th, 1916.

Dear Mr. Jarvis:-

I am just in receipt of yours of the 22nd instant, which acknowledges copy of letter sent you, with my letter of the 16th instant, from the Deputy Ministry of Fisheries.

I am hastening to reply to your letter thinking perhaps this may reach you before you see the Hon. Mr. Hazen.

The writer has never thought for a moment that the Department could be induced to re-call licenses already issued. Our idea was, that you being largely interested, together with Sir Henry M. Pellatt and Mr. Forget of Montreal, could bring some influence to bear on the Fisheries Department to stop them from unfairly discriminating against us.

We have been under the impression for some time that they have considered our Company a monopoly. It is a fact that we are stronger than we were some time ago through purchases, etc. but we have in no wise tried to monopolize anything. All our actions will prove that they have been for the benefit of the industry as a whole, and that we have helped in every way to maintain and increase the fish supply of British Columbia. We are the only Company that operate and maintain a Hatchery at our own expense, having put out an average of five million fry per year at our Hatchery for a number of years past.

We also wish to impress upon you, and which the Department cannot deny, that it is through no fault of ours that licenses which should have been given to us - namely, at Rivers Inlet and Smiths Inlet - have been given to other parties, simply because they thought that the "B.C. Packers had enough".

No doubt this will continue. For a long time past they have been taking a little from us here, and a little from us there, as they have always thought we had too much. They do not seem to consider the fact that we purchased a large number of places that were doing unprofitable business, re-organized them and put them on a paying basis.

The idea of the Department seems to be to cater to the fishermen's vote. As a matter of fact, nearly all these fishermen are of foreign birth, Swedes, Scandinavians, Russian Fins (sic), Germans, Austrians, etc., and nearly all are Pro-German. There are localities that are being specially catered to where not a man has gone to the front.

We think you understand all this, but the object of writing this letter is, that we do not expect for a moment that we will be able to get the Cannery Licences issued, cancelled; that is done. What we want now, is to stop any further discrimination against our Company.

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

William Henry Barker

W.H.B.

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

June 28th, 1916.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 22nd instant and see that you are under a misapprehension regarding the Wallace Fisheries, Ltd., which you call, Wallace Cannery.

When you were in Northern B.C., Wallace Bros. owned the Claxton Cannery on the Skeena River. A few years ago they sold out, Mr. Peter Wallace retaining an interest. The purchasers were parties connected with the Canadian Northern Railway, among them Colonel A. D. Macrae, Colonel Davidson and others. They purchased other plants and built two new ones. Their Canneries are:-

Purchased from Wallace Bros., (Claxton) - Skeena River
" " Bain, Wilson & Co., (Strathcona) - Rivers Inlet
" " Hickey, Kelly & Co., Smith Inlet
" " Dawson, (Alberni) - Alberni Canal

They built new Canneries at Naden Harbour, Graham Island, and one on Quatsino Sound, Vancouver Island, making six Canneries.

Their total pack last year, all kinds, was 107,463 cases, 78,736 cases of which were Sockeyes. Just for comparison - our pack was 286,094 cases, all kinds, Sockeyes 165,301 cases, besides our Mild-cured, Frozen Fish, etc.

I do not know what they paid Wallace Bros., but understand it was a high figure. They paid Bain, Wilson & Co. \$135,000.00 for the Strathcona Cannery, and Hickey & Kelly for Smiths Inlet, \$325,000. They built a new Cannery and Cold Storage on the Alberni Canal replacing the Dawson Cannery there at Uchuklesit, and as before stated, new Canneries at Quatsino Sound and Naden Harbour. These two latter places have never made any money, as they are cheap fish propositions. Neither of them were operated last year, but we understand both will be this year.

Like all Canadian Northern concerns, the Wallace Fisheries Ltd. is over capitalized. We do not know what amount of stock they have, but could find out if you wish to know. They have both debentures and stock. I understand that they have never paid any dividends on stock but have paid interest on their debentures.

Mr. Peter Wallace I think is President of the Company. His son-in-law - Mr. F. E. Burke - (an American) is General Manager. He came out, I understand, for the Swift Co. of Chicago, who I think are in some way interested in the Wallace Fisheries. He has not much practical knowledge of the business, but I believe is a fair business man. A short time ago he made a trip East (as he told the writer, to see Swifts people and others), and may have tried to dispose of the properties.

The Libby people, who are connected with the Swifts, are largely interested in Alaska. They recently bought out the North Alaska Salmon Co., who had four Canneries there; price said to be \$750,000.00. Before this purchase they had a number of Canneries in Alaska, so they are third in importance there now.

The Booth Fisheries, of which Mr. Ames is President - who I think is the gentleman you met in Toronto - are largely interested in Alaska, having bought out the North Western Fisheries and Gorman, and also have Canneries at Puget Sound and on the Columbia River.

As I have before stated, if you wish to know the capital stock of the Wallace Fisheries, Ltd., and also the amount of their bonded indebtedness, we think we can get this information from the Registrar of Joint Stock Companies, Victoria. We feel satisfied, however, that their capital stock is very large, and fear that anything they would ask or take for their properties would not be attractive to us or anyone with any knowledge of the business.

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

July 17th, 1916.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 3rd and 10th inst., the latter enclosing copy of your letter to Honorable Mr. Hazen.

This particular case is only one of many, and nearly so important as many others.

You will pardon me if I say that I think you hardly realize conditions under which we are working, which to say the least are most unsatisfactory.

We are told by the Member for District No.2, Mr. Clements, that our Company is looked upon as a monopoly and that it is useless for us to ask for any more licenses - - either for canneries, seine or fishing. We are led to expect that it will be hard for us to hold those we now have. We seem to be operating under sufferance, as if we were not doing a legitimate business. Perhaps we have been too prosperous.

It might be just as well to see what we have done since the formation of our Company. You know more about its start than the writer.

In 1902 the Association was formed by taking some 42 or 43 canning establishments, most of whom were not doing a profitable business and were more or less run down. For economical reasons, and because the fish supply was insufficient, half of the canneries purchased were closed up and most of them dismantled. Where we could do so, we packed the fish which had been packed by the closed places, at the nearest operating cannery, but on the Fraser River, and at Rivers Inlet and at other points other canneries (not ours) profited by this closing up as much as we.

In 1902 on Rivers Inlet when we closed the Wonnock and Green's Canneries there were only two other places operating besides our Wadhams and Brunswick.

In 1906 there was some increase in the fish supply: three new canneries were built - - the "Beaver" by J.H.Todd & Sons, the "Strathcona" by Bain & Company and the "Kildala" by Dawson & Buttimer. The last two being built by money paid to them by this Association as we had bought them out, and they evaded their agreement not to engage in the business again by forming new companies.

The "Green" Cannery we have kept in fairly good condition, as we expected to pack there again when the fish supply warranted.

In 1907 a commission was appointed to investigate the B. C. Fisheries, and a year or two later reported. Their report was adopted and new regulations made, which included the limitation of fishing boats and also the number of canneries on all Northern rivers and inlets, where same were being then fished. At first the canneries divided between themselves the allotted number of boats; later one fisheries office of the Dominion and one for the Province were appointed to allot the boats to various canneries. While their allotment was not entirely satisfactory, particularly to ourselves, we accepted and accustomed ourselves to it.

The limitation of canneries, and fishing boats and nets proved satisfactory as both fishermen and canneries made more money than formerly, and the supply of salmon increased. In consequence there was a desire from those not having licenses, for them, - both for fishing and for canneries.

The granting of more licenses was of course left to the Dominion Fisheries Department, it being understood that no more would be granted until the fish supply warranted it.

The writer, seeing that the Sockeye supply was increasing at Rivers Inlet and Smith's Inlet, made application for licenses to operate the two Canneries we had laid up at Rivers Inlet, and for one on a location we owned at Smith's Inlet. These applications have been made for a number of years past.

This year a license was granted for a new Cannery at Rivers Inlet to Mr. R. Johnson, an employee of Todd, and another license for Smith's Inlet to Mr. R Chambers, one of our Managers.

At Smith's Inlet, as stated, we own a site where there had been a cannery, but which had been burned down. After the fish were taken to the "Wonnock" Cannery, Rivers Inlet. Near the Cannery site there is a fine seining beach, where a drag-seine caught the fish for the Cannery. This property has been owned by our Company and the other vendors to it, for over 30 years. The year it was sold to us by the Victoria Canning Company (R.P. Rithet) the drag-seine license was taken away purely for political purposes and given to the Hickey Packing Company, who also were given exclusive fishing

privileges for 9 years for all of Smith's Inlet. In 1907 the writer took it up with the Minister of Marine and Fisheries, Mr. Brodeau, who said he could do nothing until the time of exclusive privilege expired - - 1911. Since 1912 we have consistently applied for the drag-seine license to fish on our own ground.

The supply of Sockeyes increased at Smith's Inlet very materially as shown by packs made there. Large quantities were also sent to other points to be packed, yet we were not allowed to use our own property for the purpose for which it was purchased.

The Wallace Fisheries paid \$325,000 for the Smith's Inlet Cannery. The value of buildings, plant, etc., did not exceed \$25,000.

I might say that when I took charge of the Company's affairs the Hickey Packing Company paid us \$50 a year rent for the seining ground, later I raised the rent to \$500 and afterwards to \$1000, which amount the Wallace Fisheries are paying us now.

At Alert Bay the supply of salmon is very limited. We have to help out with cheaper fish from small streams and bays in the vicinity. At Hardy Bay, about twenty miles North, a man named Lyons held a license. He salted a few salmon. Every second year there was quite a run of Pinks (Humpback Salmon) there. We paid Lyons \$600 to allow us to fish for the Pinks, and \$150 for the other year we did not fish.

Two or three years ago a concern called the Golitas Packing Company operated by the Pacific Dredging Company, a Canadian Northern affair, built a cannery at Shushaitee Bay, twenty miles north of Hardy Bay. The fish supply there is very limited. They tried to purchase the Hardy Bay license from Lyons, who would do nothing until he saw us. We offered him more than the Golitas Packing Company. He told them that he had agreed to sell to us. The Inspector of Fisheries told Lyon to sell to the Golitas people or he would have nothing to sell, so the license was issued to the Golitas Packing Company this year.

As I have tried to show you, we are simply operating under sufferance. The Fisheries Department officials act as if the fishing privileges were theirs to give to their friends for political and other purposes. Both Messrs. Desbarats and Found, Mr. Hazen's deputies are said to be Socialistically inclined and seem to think that anything done detrimental to our interests is for the public good.

I will repeat that Mr. Clements, M.P. for the Northern District, told our Mr. Whitehead a few days ago that the B. C. Packers were entitled to the licenses for both Smith's Inlet and Rivers Inlet but it was no use, as they were looked upon as a monopoly and would get no more.

We have in no way tried to monopolize anything, but have done a great deal for the industry in many ways. Our every effort has been for better packing - - cleaner and better canneries, and all the time for the conservation of the salmon.

We own and operate at our own expense a salmon hatchery on the Nimpkish River, where we turn out 5,000,000 young salmon every year. We have given two sites for hospitals; one at Green's, Rivers Inlet, the other at Alert Bay, and we help to maintain the hospitals. Our canneries are the best in B. C. The fishermen get higher prices for their fish and make far more than they used to. There is absolutely no reason to think of us as a monopoly, except perhaps the jealousy of some of our competitors who want something we have, and perhaps the desire of the politicians to use the fisheries for political purposes.

We must either go ahead or backward. I think that I have demonstrated that I can manage the business fairly well, but I cannot manipulate the Government. You or someone else must do that. To tell the truth I am beginning to feel discouraged.

Yours very truly,
The B. C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

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

August 1st, 1916

Dear Mr. Jarvis:-

Yours of the 18th ulto. enclosing copy of letter from Mr. G. J. Desbarats received. We have delayed answering this until Mr. E.E. Evans arrived and the writer had had a chance to talk the matter over with him. He called in last Thursday for a few minutes, but has not been in since. Thinking that perhaps that the matter might be again brought up upon the return of the Minister, we might give you what information we have regarding same.

Mr. Desbarats letter shews the feeling of the Department towards our Company, as the writer had sent you his ideas in a long letter some little time ago, which you must have received. He speaks of our having thirteen Drag-seine Licenses at our Lowe Inlet Cannery. From the small packs made there, we have not enough and should have more, as we expect our Canneries to do a profitable business. This year we have only packed about 40% of the pack made there last year, even dates, and unless the fish are unusually late, we will do a very poor business at our Lowe Inlet Cannery.

The two concerns that are bothering us most at Lowe Inlet, or the licenses we hold for that Cannery, are Gosse-Millard Co., Bella Bella, and Mr. John Wallace at Butedale.

As the writer has stated in previous letters, we purchased a Cannery at Princess Royal Island, and as same could not be operated profitably, we dismantled same, took the machinery, etc., to Lowe Inlet, fishing the grounds covered by licenses there also, and as I have repeatedly stated, we do not get enough from the combined fishing grounds of both Canneries to make any decent reasonable pack.

We scarcely think that the Fisheries Department are going to cut out our licenses so that it would be impossible for us to operate profitably, so there is nothing to the argument of Mr. Desbarats that we have thirteen licenses, "which is a great many".

Referring again to the people who are trying to get some of our licenses away, Capt. Gosse, of the Gosse-Millard Co., is the worst. He is somewhat of a speculator. He is a Newfoundlander and an old employee of J. H. Todd & Sons. They, Gosse-Millard Co., have three Canneries on the Fraser River, one on the Skeena River and one at Bella Bella. They built a Cannery at Knights Inlet, and used every effort on a couple of favorable years, to make a good shewing. Sold out to H. Bell-Irving & Co. for some \$55,000.00 thereby making a nice profit on their investment. The Cannery has been run at a loss ever since and is of very doubtful value.

We feel satisfied that it is Gosse's intention to do the same at East Bella Bella. He poaches on our and other seining grounds and is doing everything possible to make a favorable shewing so as to sell out the first opportunity.

Mr. John Wallace, of Butedale, sold his Cannery on the Naas also to H. Bell-Irving & Co. (A.B.C. Co.), and built at Butedale, (Wauk Island), where he has a nice water power, and has built a Cold Storage in connection with this Cannery, expecting to get his fish supply mainly from Gardner's Inlet.

We have exploited Gardner's Inlet and fished thirty boats there for some time; gave it up, as the fish were of poor quality and the supply very limited. He finds the supply of good fish exceedingly scarce, and is trying in every way to help out by getting licenses or fish that we or others now have.

We have at Lowe Inlet a very careful and competent man, who has been there for nearly twenty years, and understands the Northern country around there perhaps better than any man we have. He is a hard conscientious worker, and impressed with the idea of building up the small streams from which we get our supply and not over-fishing, which could easily be done and the small streams be fished out.

We use nearly altogether Indian labor in fishing these streams, and largely Indian labor in our Cannery, so we are helping out the Indian Department very much by the operation of the Lowe Inlet Cannery. We have a fast steamboat there which travels 200 to 240 miles every twenty-four hours, in order to make the small pack we put up there.

The season has been an exceedingly poor one to date. Naas River will probably make a fair pack. Skeena so far is only about 50% of pack made to 1st August last year. Lowe Inlet, as stated, is only

40% of pack made last year. Bella Coola, very small pack of Sockeyes, but packing quite a few Pinks. Rivers Inlet only 25% of last year's pack to date, and the season is about over there. Alert Bay is still worse, having only packing some 1400 cases there against 7000 cases this time last year. The Fraser River has done nothing to date, but we still have time to make a small average pack.

You can see that things do not look at all good to us here, and can understand that we are in no shape to have any more trouble put on us by the Government.

Yours respectfully,

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

William Henry Barker

W.H.B.

AEmilius Jarvis, Esq., Vice-President, B.C.
Packers' Ass'n.
Jarvis Building, Toronto, Ont.

August 9th, 1916.

Dear Mr. Jarvis:-

I am in receipt of yours of the 2nd instant enclosing copy of draft of a letter you propose sending to the Deputy Commissioner of Marine & Fisheries. We enclose herewith two copies re-written, and trust they will meet with your approval.

I have read this over carefully and find that on page two, the paragraph in the centre of the page commencing with "This Association", is hardly correct, as it implies that we closed up Canneries after the Fishery Regulations were made, when they were actually closed up in 1902, or prior to the writer's taking charge. The writer, in 1904, when inspecting the properties of the Association, thought it was a mistake closing up these Canneries, as it simply invited others to build, which turned out to be the case.

The date of the appointment of the Commission was 1905 and they reported in 1907, two years later. Between the date of the appointment of the Commission and making the new Regulations, three Canneries were built at Rivers Inlet, namely, in 1906.

The writer thought best also to eliminate the last paragraph on page three, putting the facts in a little different manner. The last part of the last paragraph we copied exactly as you had it, although it does not read exactly right to me, where you commence, "but I think you will realize that interests in British Columbia".

Regarding your confidential letter to the writer, I will be governed by same. I might say in this connection that we have been asked to assist the present Government, which we thought best to do, as the Premier is also acting as Commissioner of Fisheries, and has a fairly good knowledge of the business and seems friendly to us. However, we will be governed by your wishes in the matter.

We are in receipt of a wire from your office asking us to advise how the fish run is, to which we have made reply as per copy herewith. We were very sorry to have to make this reply, but could only state facts as they are. We are hoping almost against hope that the fish are unusually late and that we may yet make a decent shewing. We cannot expect to do very much.

The cheaper fish are running better; prices for all grades are good, but our pack of first grade goods which shew us the best profit, will be exceedingly short.

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

William Henry Barker

W.H.B.

Encs:

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

August 28th, 1916.

Dear Mr. Jarvis:-

We are in receipt of your of the 22nd and 23rd instant, the latter enclosing a letter of the Department of Naval Service from Mr. Desbarats, which we return herewith.

In a previous letter you mentioned this gentleman's name as being rather socialistically inclined. We rather think that Mr. W. A. Found is more to blame for what this Association has suffered from the Department, as that gentleman has been out here for two or three season's past.

Regarding the reply of Mr. Desbarats, in a general way he is right in his statements.

The fact remains that this Company did make application for a license for Rivers Inlet before Mr. Johnson, who received one last year, and also made application for a Seining License for Smiths Inlet before Mr. Chambers applied for a Cannery License there. Neither of these parties - Mr. Chambers or Mr. Johnson - are in a position to build or operate a Cannery, as they are simply employees - the former of ours and the latter of Messrs J. H. Todd & Sons, Victoria.

We scarcely see the Government's right to select and give licenses to whom they choose, instead of giving them to the first reliable applicant.

Our closing up more than half of the Canneries purchased was primarily to stop over fishing, and everyone in the business benefited as much by it as ourselves. The result was, that the runs of fish increased in the localities where we stopped this over fishing, so that others went into the business until the Government began to license Canneries. We than [sic] made application for licenses to re-open some of the Canneries closed up, and as we have stated, our applications were before those made by the parties who received the licenses.

The fact is, there are too many Canneries for the fish supply, and unless the Government see fit to restrict the Cannery licenses the business will soon be as it was before the formation of this Company, and we would have to again buy out Canneries and close them up, or do what the Government should do themselves by regulations.

While Cannery licenses were not granted until the last year for Rivers Inlet, Skeena River and Smiths Inlet, still they were given to other points where there was a very limited fish supply, and they were forced to go to Rivers Inlet, Smiths Inlet and other points to get fish, which properly belonged to the Canneries at these points. The results are, fish buying from Cannery gear by these outside parties and the business made unprofitable, so that the assets of the Dominion are being used up without any profit.

We should think that the Government would want to foster industries so that all concerned in business could do a profitable business, instead of going out of their way to make it unprofitable.

The whole Fisheries Department is run for political purposes, so as to be able to get as many votes as possible for the parties in power.

Japanese fishermen - who are British subjects - are being forced out, and we are told by the Department that it is the intention to force them out entirely. The Japanese fishermen thoroughly understand the business, and work conscientiously and hard, fish or no fish. The Department's excuse or reason for forcing out these Japanese fishermen is said to encourage white permanent settlers along the Coast. White men can do very much better than fish, as we cannot pay any price asked which would afford them as good a livelihood as they can get in other directions.

On the Skeena River, and Fraser River also, the Japanese fishermen average four to five times as many fish as the Whites. Of course there are some few White men who do equally as well, if not better, than the Japanese, but the majority take to it as a temporary employment, and make nothing themselves, and just simply use up and waste our gear.

You should personally be well aware that along the Coast there is very little show for White fishermen to establish homes and use up the greater part of the year when not engaged in fishing, in agriculture. There is very little tillable land along the Coast and as we have stated, White men can do so much better in other lines, and they only fish when they can get nothing else to do. In other words, they are not at all reliable.

Regarding your first letter of the 22nd instant, the writer will be governed thereby.

The run of fish has not improved, in fact, it is worse on the Fraser this morning and it looks as if it were gradually petering out. Skeena River has not improved. It is now so late that we can scarcely expect much more.

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

William Henry Barker

W.H.B.

Enc:

[handwritten note] This year when fish are scarce - nearly all the White fishermen quit on the Skeena, Rivers Inlet & the Fraser River. A large proportion of the fishermen are foreign born. Many being Austrian, Swedes, Russian Finns and many of them are .. [illegible].

Barker Letter Book

Volume 1

Page(s) 730

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

August 28th, 1916.

Dear Mr. Jarvis:-

Since writing you this morning the writer has re-read the letter from Mr. Desbarats, Deputy Minister of the Naval Service, and on page 2 he states that "No limitation of boats was made in the new regulations in 1907."

He is mistaken. The new regulations limiting the number of boats were made in 1907, when the report of the Fisheries Commission was acted upon, but the allotment by the Dominion and Prov. Government representation of the limited number of boats to the Canneries at Rivers Inlet, Skeena, Naas and other Rivers, was made in 1910, as he states.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

October 2nd, 1916.

Dear Mr. Jarvis:-

I am in receipt of your confidential letter of the 29th ulto, together with copies of letter from Mr. Desbarats and your reply to him.

I did not expect anything but a denial from the Department regarding the reactions of the Chief Inspector of Fisheries. The fact remains that the Goletas Packing Co. got the license, and that we offered Lyons \$600.00 more than he stated he received for same, and that speaks for itself. To confirm, however, the writer asked our Mr. Chambers, of Alert Bay if Lyons had mentioned to him what the Chief Inspector had stated to the writer, and he said that he had practically told him the same.

Regarding your postscript to the writer's views how much to subscribe, he is compelled to state that he have to leave that matter entirely in your hands, as he would be worth but little, if anything, regarding same pleased to know, however, that you feel that we will get at least a fair show in the future.

We are about through packing. There are little or no fish on the Fraser River, and extremely high prices are being paid for same for the fresh fish market, so we have closed down on the Fraser, North, one or two places are just finishing up. We expect all will be closed down in a few days. Our total pack is about 182,000 cases, two-thirds of which will be other than Sockeye. We expect, however, that the high prices received for same will help matters very much.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

November 6th, 1916.

Dear Sir:-

We have just held our Directors' Meeting, and the usual dividend has been declared, the Secretary being instructed to wire the Transfer Agents so that the books can be closed at the regular time. The dividend is the usual one, viz: at the rate of 8% per annum on the B. C. Packers Stock, and 4% per annum on the B.C.Fishing & Packing Co. Stock.

Our pack last year was 193,956 cases, of which 59,900 cases were Sockeyes. Every Cannery operated on the Fraser River (6) will lose money this year, as our total pack at the six Canneries only amounted to 27,662 cases, of which only 12,236 cases were Sockeyes.

We are fast closing up the books of our Northern Canneries and they are being audited as fast as closed.

We think there is no doubt but what we will make fully enough to pay the dividend and a little more.

The figures given above will show that the pack of Sockeyes was very disappointing, and as the writer has previously informed you, most of our profits are made from the higher grade goods. Considering everything, we think we have done very well, and better than it looked we might do a little while ago.

Our Canneries are all in fine shape, still they will require considerable expenditure to fit them for next season's work, like new boilers and necessary machinery. Two large launches will have to be built to re-place old steamers. Many of these expenditures we have been putting off from year to year, and only make them when we are actually forced to do so.

Miss Helen Whitehead, about whom the writer wrote you some time ago has not received any letter regarding an appointment for nurse from the Doctor. She, however, is a very determined girl, and has made up her mind to go, and leaves here in a day or two for England via. Toronto. The writer is taking the liberty of giving her a letter to you, as she will have a day or two in Toronto, and if you think you can do any good towards getting her an appointment as a nurse, it would be duly appreciated by both the writer and her father. I have no hesitation at all in saying that I am satisfied she is fully capable in every respect and would do very good service.

Yours respectfully,

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

William Henry Barker

W.H.B.

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

November 14th, 1916.

Dear Mr. Jarvis:-

We have just heard from a reliable source that there are three applications in for a Cannery License at Bella Coola. If another license is granted for Bella Coola it will stop us from doing a profitable business at that point.

We only packed 2864 cases of Sockeye there, but we made a large pack of the cheaper varieties such as Cohos, Pinks, Chums, etc., which were quite plentiful at Bella Coola this year. We made a total pack of 38,988 cases, which will show us a very nice profit, as prices are good. Usually the lower grades of fish are sold with little or no profit, so that year in and year out with a short Sockeye pack it is hard to make enough at Bella Coola. With another Cannery there, both would lose money three years out of four, as evidenced by Kimsquit, where Robt. Draney did a profitable business for a number of years until Messrs Dawson & Buttimer built there. Since that time, both have lost money three years out of four and the waters have been over-fished.

We trust that you can influence the Government to stop the issuance of any more Cannery licenses at Bella Coola as we are well able to take care of all the fish there.

The past year the fishermen have done very well indeed. Notwithstanding the fact that we are alone at Bella Coola, the men get exactly the same price as they obtain at Rivers Inlet and the Skeena River, where there is keen competition for fish and where there are too many Canneries.

I might add that some time ago a man named Jakobsen - a resident of Bella Coola - interested some people in Victoria named Field Bros. who agreed to finance him for a Cannery providing he could get a license. One was promised to him for political reasons, but after hard work we stopped its issuance, and afterwards, one of the Field Bros. came to the office and thanked the writer, stating that after thoroughly investigating the matter he found that he would have made a heavy loss if the license had been granted and he had gone into the business. He stated that we had saved him at least \$25,000.00.

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

William Henry Barker

W.H.B.

Bella Coola is at the head of the Burke Channel. Kimsquit is near being at the head of the Dean Channel.

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

November 21st, 1916.

Dear Mr. Jarvis:-

We are in receipt of your night lettergram of the 20th instant and confirm ours of even date.

We do not think it a good idea to have anyone examine our books unless we are compelled to do so, for they get information which might be valuable to them.

It is currently reported that some of the Fishery Officers are interested in Canneries. We do not know whether this is so or not; anyway, we do not see any necessity for examining our books, and any statements we make we would be prepared to make under oath if necessary.

You may have seen by Press notices that we have again been unfortunate regarding our fishing steamers. Last Saturday we had a telegram from the North stating that the "Roman" had run on a rock, slipped off, and sank in twenty fathoms of water. Fortunately there was no loss of life. The crew (31 of them) will be landed in Seattle to-day by the "Admiral Evans" and will come right through here. The Captain and Chief Engineer will be down on a later boat. The Mate, at the suggestion of the Underwriters, has been instructed to stay up there until they and we decide whether the vessel can be raised.

It is most unfortunate, as we had, we feel sure, the two best boats on the Coast, and to lose both of them in a year. The worst part of it is, that it interferes most seriously with the supply for Cold Storage, as frozen fish are in great demand and have been very scarce. We do not know just what we will do yet.

After the loss of the "Onward Ho" last January we purchased three gasoline boats and used them until the weather got too rough. We have not decided yet just what to do in the matter, but will decide later.

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

William Henry Barker

W.H.B.

Insurance rates are high 9% and only a limited amount could be obtained - we had \$40,000 on the Roman and had to carry 20% number (?) so the net amount carried loss \$22,000.

Messrs J.H. Todd & Sons
P.O. Drawer 661, Victoria, B. C.

November 22nd, 1916.

Dear Sirs:-

Yours of the 21st instant addressed to the writer and marked "Confidential" received, and I thank you for the confidence shown; you can rely on us keeping the matter to ourselves.

The writer suspected this after the talk he had with Mr. Johnson, and our Mr. Inrig also said that if your firm was not going into this Cannery, he felt sure that your son - Mr. Will Todd - was. I rather suspect that others are of the same opinion although I have not talked to anyone about it at all.

Mr. Woods, however, called on us regarding another matter and brought the matter up of allotment of boats to Johnson, and seemed favorable about it. The writer did not express himself in any way, preferring to wait until the Canners met.

I think it best for all of us that you are interested rather than Johnson himself having some outsiders with him, as they would be only interested in their own place and might do any unreasonable thing. At the same time, I feel satisfied there are too many Canneries and that our Company has been very much ill-treated by not getting a license, as we had voluntarily closed up two Canneries on the Inlet.

I take this occasion to tell you that we have nothing to do with the license granted to Mr. Chambers at Smiths Inlet. He notified us some time ago that he was going to build and leave our employ; we do not know who is furnishing the money - our Company has nothing to do with it.

Yours sincerely,

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

William Henry Barker

W.H.B.

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

December 4th, 1916.

Dear Mr. Jarvis:-

I beg to acknowledge receipt of your favor of the 27th ulto., and what you say regarding the loss of our steamer "Roman".

Yes! the net insurance carried on same - \$32,000.00 was very light, but was all we could get at the rate charged, 9%, as much as 11% being charged for fishing and other vessels in Northern B. C. waters. However, she only stood on our inventory at \$39,900.00, but was, we think, fully worth \$75,000.00 and cannot be replaced now.

We are forwarding to you under another cover, Report of the Provincial Fisheries, which has a very interesting article on Halibut of the Pacific Coast. We are under the impression that we sent you last year's Report, in which this Report, on the Halibut business was started.

You will note from the enclosed Report that the Halibut of the Pacific are liable to be fished out; in fact, they are pretty well fished out in Canadian waters, vessels having to go to Alaska for their catch. We came to the conclusion after the loss of our first vessel that such was the case, and we bought three small vessels with gasoline engines, and have made up our minds to continue same, as fish caught by the smaller vessels were cheaper than those caught by the "Roman".

We scarcely think that any engaged in catching and shipping Halibut - fresh or frozen - have made any money for the past three years. The large plant at Prince Rupert - The Canadian Fish & Cold Storage Co. - \$50,000.00 worth of their stock was offered here at 25 cents on the dollar a short time ago.

There are too many in the business; too many to catch the few fish, and too many to sell them after they are caught.

We cannot say at this writing how our Cold Storage will come out this year, as their books will not be closed until shortly after the New Year.

Yours sincerely,

B.C. Packers' Association,
General Manager.

William Henry Barker

W.H.B.

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

December 20th, 1916

Dear Mr. Jarvis:-

Enclosed herewith copy of a letter we have written the Minister of Marine & Fisheries.

The immediate cause for writing this letter was that one of the applicants for a license to build and operate a Cannery at Bella Coola has been interviewing people of means here and Victoria trying to get them to finance a Cannery at Bella Coola, and making extravagant assertions regarding profits, etc., but so far has been unable to get anyone to back him. If he succeeds in getting a license, however, we think he will also succeed in getting someone to furnish the money to build and operate a Cannery, as he could enlist one of the many promoters, who seem to have no difficulty in obtaining money for anything of this kind.

You will note that there is also an applicant for a license to build and operate a Cannery on the Naas; in fact, there are applicants for Canneries at most all other places in the North.

It would be too bad to spoil our Bella Coola place, as we have for the past few years, made more profit there than most anywhere else. We are enlarging the Cannery this year so as to be absolutely sure of taking care of all the fish that are offered.

We cannot understand why the Government should work at cross purposes, as the Minister of Finance, and Sir Geo. E. Foster, both preach conserving industries and to avoid all waste, and there certainly is no economy in having two Canneries to do the work of one.

We have been informed by Mr. Breadnor, in charge of the Extra War Fund, that we are to pay the Government from our profits of 1915 something over \$34,000.00.

These small new Canneries if given a license and are built, would contribute nothing, as they would be under the \$50,000.00 capital; anyway, they would make little or no profit.

I take the present opportunity to wish you the Compliments of the Season, and trust that the New Year may bring honorable peace as well as good results from our business.

Yours respectfully,

The B. C. Packers' Association,

General Manager.

William Henry Barker

W.H.B.

Enc:

[handwritten note] Messrs Bell-Irving - Wallace Fisheries and other leading packers are writing the Minister similar letters.

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

January 27th, 1917.

Dear Mr. Jarvis:-

We enclose herewith copy of Balance Sheet attested to by the Auditors, and also copy of our Profit & Loss Account up to the end of the year.

Considering the fact that our Fraser River Canneries packed without profit, and that our Cold Storage - owing to the loss of the two vessels during the year - made another loss, we think the shewing a fairly good one, and is as much as we expected, being \$257,808.38 gross.

We re-built our Alert Bay Cannery during the year at a cost of about \$10,000.00 and have kept up and improved our places where necessary. It seems necessary to spend quite a large amount every year in doing these things, and this year we have to provide boats to take the place of the two large fishing vessels lost.

Referring again to the Cold Storage, if it had not been for the loss of the vessels, we would have shown a profit of some \$7200.00, and it looks as if we might expect a profitable season providing the supplies are at all good. Of course in our business everything depends on that.

We expect to operate this year all our Northern plants and ten Canneries on the Fraser River, leaving four idle, which we thought best to do, as the other Canneries are all equipped with modern machinery, and should be fully able to take care of any supplies we may get.

The supply for the Fraser River is bothering us a good deal owing to the obstructions in the River put there by the Canadian Northern Railway at the very worst place, which stopped hundreds of thousands of fish getting up to the spawning grounds. It is just a question as to how much damage was done.

Owing to the very good profits made in the cheaper grades of fish, there are many applicants for licenses for all the Northern streams. For some reason or other, the Dominion Government Fisheries Department seems to favor issuing new licenses, when as a matter of fact these streams are all fished to their full capacity at present, and many of them are over fished. If licenses are granted on these old fishing streams, it means the ruination of our business, as there is competition enough now for what fish are available.

We trust that you have been able to get some influence to bear on the Department to stop them from issuing another license at Bella Coola. We are well able to take care of all the fish that are offered there, and it was our most profitable place last year. We are putting in additional machinery and adding to the buildings, so as to be able to take care of any greater quantity of fish being offered than we have received up to this time.

Again referring to our Cold Storage and the loss of the steamers "ONWARD HO" and "ROMAN". You will have noted by the Report of the Fisheries Department that the Halibut Banks are being fished out, and fishing vessels have to go much further North to get their fish, which makes the trip a long one, particularly so when bad weather interferes with the fishing. These larger steamers fish twelve dories and have a crew of thirty-six men, who must be paid from the catch made. We have decided that smaller gasoline boats, using three men, can fish nearer here and make weekly deliveries, which brings the fish in better condition to us and more profitable to the few men employed, so we have purchased and built some ten gasoline boats averaging about 65 ft. in length, 15 ft. beam and about 50 H.P. engines. Some of these boats are already fishing, and considering the season, doing fairly well.

We will call a Directors' Meeting to pass upon the Balance Sheet, as we scarcely think there will be any change necessary, as it is very similar to the one gotten out last year.

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

WHB.
Encs:

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

February 2nd, 1917.

Dear Mr. Jarvis:-

We have given a letter to Mr. W. Hamer-Greenwood, copy herewith.

Mr. Greenwood, we understand, is a journalist, a man of fair address, and has some knowledge of the fishing business and its requirements. He has not been doing very much here, and we are inclined to think that he would stay in the East if he can arrange matters to do so.

We have asked your assistance with the Fisheries Department, and we have done this with a good deal of misgiving and reluctance, as we knew that you were very busy, particularly at this time, as you are giving so much of your time to National affairs.

The writer has come to the conclusion that Mr. Greenwood could be of considerable assistance to us if he makes us his mind to locate at Ottawa, and we have made a proposition to him for him to enter our service at \$100.00 per month for one year, providing he can arrange his affairs so as to remain in Ottawa.

The writer has talked the matter over with him and made the proposition to him, which he has not yet accepted, but in case he does accept (and we think he will), he is to get acquainted and get into the good graces of the Fisheries Department, so that if we need any assistance, or want anything special, he can try and help us to get it.

Mr. Greenwood would be on our pay-roll like one of our office staff, and we are under no obligation for anything beyond one year.

After you have had a talk with him, and if you think we are mistaken, please drop us a wire, and no harm will be done as no definite arrangements have been made.

Yours respectfully,

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

William Henry Barker

WHB.

Enc:

[handwritten note] Mr. Greenwood is a brother of Hamer-Greenwood M.P. - and we understand has considerable acquaintance in Eastern Canada.

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

February 8th, 1917.

Dear Mr. Jarvis:-

We are in receipt of your lettergrams (2) of the 7th instant, and confirm our night letters of today's date as per copies herewith.

We were somewhat surprised to hear that the agreement with the Montreal Stock Exchange made it necessary to send to every Shareholder of the B. C. Fishing & Packing Co. a B. C. Packers statement, as the writer understood that one of the reasons for forming the Fishing Company was, to avoid giving these statements to the Shareholders. However, if it is necessary, it would be better for you to have the Balance Sheets printed there, and sent out with those of the Fishing Company at the same time you send the notices of the meeting.

We shall need proxies for the B. C. Fishing & Packing Co. for the Shareholders' Meeting, which will be held here the same date as the Shareholders' Meeting of the B. C. Packers' Association. The Directors of the B. C. Fishing & Packing Co. will instruct one of its number to vote the stock at the B. C. Packers' Association's Annual Meeting.

Yours respectfully,

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

William Henry Barker

WHB.

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

February 8th, 1917.

Dear Mr Jarvis:-

Referring to your letter of the 3rd instant, we beg to enclose you herewith statement of details of the amount of War Tax paid to the Government for Season 1915. The writer took up with the Official appointed by the Government to look after this special War Tax Fund, and tried to convince him that the B. C. Fishing & Packing Co. -who were actually paying the dividend - should be taxed, but he could not see it, and said the Operating Company, viz: The B. C. Packers' Association - were the proper ones.

COLD STORAGE: Regarding the loss of the Halibut Steamers "Onward Ho" and "Roman". These boats were insured for as much as the Insurance Companies would take on them, viz: \$40,000.00 each, and we were compelled to take 20% of this ourselves and become co-insurers; the cost then was 9%.

"ONWARD HO" -

Original Cost and Additions	-	\$83,537.08
Less Depreciation	-	10,715.51
		72,821.57
Less amount of Insurance		
received	-	32,000.00
Loss - \$40,821.57		

"ROMAN" -

Original Cost and Additions	-	\$62,547.12
Less Depreciation	-	13,075.92
		49,471.20
Less amount of Insurance		
received	-	32,000.00
Loss - \$17,471.20		
Making a loss for both boats of	-	\$58,292.77

Besides this, there was on board both streamers a large quantity of gear - dories, supplies (including bait), large quantity of oil, provisions, etc., as each boat carried a crew of 36 men and always carried a large quantity of provisions. All these supplies were charged up to the Cold Storage and amounted to about \$23,000.00.

We repeat what we stated in a former letter, that if it had not been for the loss of these boats, the Cold Storage would have shown a profit of \$7200.00, but if we had been able to get the expected supply of fish from the "Onward Ho" and "Roman", we would have had the profit on the fish they caught, which would have increased our profits very much indeed. It is hard to say what the loss of these two boats is to the Company - well over \$100,000.00.

We scarcely think any Cold Storage business has made any money the last two or three years, if so, very little indeed. The fact is, this too is overdone. The Government saw fit to bonus the Canadian Fish & Cold Storage Co. at Prince Rupert to the amount of \$105,000.00 which caused the halibut banks to be over fished and the market for a time over done, making low prices, so that they, nor anyone else in the business, have made any money for the past two or three years.

Regarding the George & Barker business. Owing to the very poor run of Sockeyes on Puget Sound and the Fraser River, the pack made there was a very small one, and as the place is a big one and the cost of running same rather heavy, we again made a loss there of \$10,495.00. We did fully as well as any of our competitors, and better than most of them, but this is little satisfaction.

Regarding your request for a copy of Plant Account since the inception of the Company, we understand from this that you wish value of all our plants as shown by our books, showing additions and those acquired. This will take some time, and we will send it to you as soon as we get it out.

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

William Henry Barker

WHB.

DETAILS OF AMOUNT PAID DOMINION GOVERNMENT
ACCOUNT

BUSINESS PROFIT WAR TAX 1915.

Profit as per Balance Sheet December 31st, 1915.	\$ 475,747.37
Less Depreciation,	\$ 76,921.09
Less Donation to War Fund 1,500.00	78,421.09
	397,326.28
Less 7% allowed on Capital employed as follows:-	
Capital Stock as at January 1, 1915	\$ 2,146,400.00
Surplus as at January 1st, 1915.	856,599.02
Reserve Account, Preferred Shares Purchased as at January 1st, 1915.	635,000.00
Preferred Shares Redemption Fund as at January 1st 1915	67,827.00
Contingent Reserve January 1st, 1915	10,000.00
Sinking Fund Reserve - George & Barker Salmon Packing Co.,	5,833.33
\$3,721,659.35	- 260,516.15
	\$136,810.13
1/4 of above --	\$34,202.53

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

February 8th, 1917.

Dear Mr. Jarvis:-

Regarding your night letter referring to the Department of Fisheries, we beg to say that this is a little bit contradictory, as you will note that you say the Department is going to discontinue the boat ratings and the issuance of attached licenses, and in the latter part of your message you say they have decided to withdraw two attached licenses from each Cannery and give them to the new Canneries, together with 56 Indian licenses.

Our local paper this morning had a telegram from Mr. Clements, the Member for the District, giving somewhat the same information.

We are of the firm opinion that the Department thinks we are not doing a legitimate business, but that they - the Fisheries Department - have been fostering a monopoly to the detriment of fishermen and others.

There are altogether too many Canneries in the North - on the Naas River, Skeena and Rivers Inlet, still it seems that more wish to build there - perhaps because they found it difficult or impossible to get licenses to do so. Very few Canneries in B. C. ever get a full day's work, and it surely is not economy to have two or three Canneries to do the work of one.

For several years after the regulations were put into force - recommended by the Fisheries Commission which met in 1907 - things ran smoothly with the Fisheries. Both fishermen and Cannerymen made money, and the supply was gaining a little - certainly not getting any less - but as we have previously stated, the Department seems to have got under the impression that we have gotten something at the expense of someone else and it is up to them to make a change.

There can be no doubt that if more Canneries are built, it is sure to make the business unprofitable for all, and the result will be that conditions will be as they were before the formation of the B. C. Packers' Association.

We heard, in a round about way, that another license has been granted on the Naas River, one more on the Skeena, another - making two - at Rivers Inlet, and others that we have not heard of. We hope that have not given anyone a license for Bella Coola.

Regarding motor boats for fishing. You can well understand that a boat provided with a motor will have a decided advantage over a boat propelled by oars or a sail. We figure that one motor boat is fully equal to two ordinary fishing boats. We understand the Department also came to this conclusion, and in the interests of conservation, refused to allow them to be used in the North. We figure there are about 2000 fishing boats in Northern B. C. It would not be practicable to put gasoline motors into the old boats. This we have found from experience on the Fraser River. To build a new boat and equip it with a 5 H.P. engine would cost at least \$500.00, perhaps more, and if it is done by one or two Packers (and we fear that it will be), all will have to follow suit. We figure that it would cost our Company at least \$250,000.00 to make the change, which is altogether unnecessary, particularly at this time. Then, the Indians, Japanese, and the kind of white men we use in the North for fishing, know little or nothing about a gasoline engine and would be in trouble all the time. It would mean a machine-shop at each Cannery. The cost of gasoline too would be quite heavy and all add to the cost of packing.

The bulk of the \$1,000,000.00 which the change would cost, would go to the United States where all the small gasoline engines are made; the hardwood and hardware for the boats also come from there. We were under the impression that the Government were trying in every way to keep money in the Country - stop all extravagancies or unnecessary expense, but it seems not.

The writer has come to the conclusion that the Department of Fisheries is used very much for the Members of the District in which they are located for political purposes.

As we have before informed you, the bulk of the so called white fishermen in Northern B. C. are of foreign birth, a very large part of them Pro-German in their sympathies, and pronounced so, being Germans, Austrians, Greeks, Swedes, Russian Fins (sic), etc. Very very few have gone to the front or into the Navy for which they are well fitted, and have ridiculed people who have tried to get them to

do so. Most of the men from the North that have enlisted were Cannery Employees and British or Canadian born. We have lost a great many valuable employees. However, we will try to hold our own, but fear the Department will make it very difficult for us to do a profitable business hereafter.

We scarcely think any new Cannery will be able to do much this year, as it will be impossible for them to get supplies, principally tin to make cans, and nets or twine to make them with.

Yours respectfully,

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

William Henry Barker

WHB.

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

February 10th, 1917.

Dear Mr. Jarvis:-

Referring to the new regulations made by the Fisheries Department, thinking that perhaps you might think best to make a protest, after considering the matter we think something specific would be in order.

The Department have (sic) seen fit to grant new licenses in the North.

RIVERS INLET: Our Company, in the interests of conserving the fish supply, laid up two Canneries there. (This was done before the writer took charge). We have consistently made application for license to operate one or both of these Canneries at Rivers Inlet, but the Department have discriminated against us and granted licenses to other people. We cannot see where they should be allowed to shew such discrimination.

SMITH'S INLET: We have applied for a license to use our own ground there for seining purposes, and have been forced to rent same to competitors on which to fish, or otherwise have nothing coming in from property on which we are paying taxes.

These are two specific charges against the Department which we think they will have hard work to controvert. There are other instances which are not quite so clear, but which we are very sure of.

Yours respectfully,

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

William Henry Barker

WHB.

(Handwritten Note): We receive \$1000.00 a year for the Wallace Fisheries rent for ground - on which they use a drag-seine. We have been refused a license to seine on our own land - also have been refused a license to build a Cannery there, one built on our ground was burned down - a Cannery license was granted at Smith's Inlet last year to another party.

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

February 10th, 1917.

Dear Mr. Jarvis:-

We enclose herewith statements you asked for regarding our Plant Account.

The first sheet will give you the items that make up the amount under heading "Real Estate, Buildings, etc." The second sheet shews the cost of Canneries bought and additions made, such as new Cold Storage and improvements to buildings, machinery, etc., aggregating over a \$1,000,000.00.

This, of course, has come out of the profits, and shews what we have been doing with the money.

Trusting this is what you asked for and plain enough. We remain,

Yours respectfully,

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

WHB.

Encs:

THE BRITISH COLUMBIA PACKERS' ASSOCIATION

PARTICULARS OF AMOUNTS IN BALANCE SHEET DECEMBER 31,1916
UNDER HEADING "REAL ESTATE, BUILDINGS, &c.,\$2,782,823.16"

.....
Real Estate, Buildings, Cannery and Cold Storage Plants,
Hatchery, Saw Mills, Brands, etc., less depreciation:-

B.C.Traps.	\$	892.30
Boats.		76,079.01
Buildings.		630,155.00
Columbia Cold Storage.		228,995.53
Furniture at Canneries.		13,307.47
Fittings.		13,630.35
Mess House Utensils.		2,512.22
Machinery.		461,209.79
Pile Driver		918.10
Real Estate, etc.		1,664,719.36
Tools.		11,791.15
Port Essington Water Co.		2,361.78
Office Furniture.		3,510.47
Nimpkish Hatchery.		7,000.00
Alert Bay Saw Mills		17,748.63
	
		\$3,134,831.16
Less Depreciation		352,008.00
	
		\$2,782,823.16

THE BRITISH COLUMBIA PACKERS' ASSOCIATION
ADDITIONS TO CANNERY PLANTS,BUILDING,MACHINERY, &c
AS AT DECEMBER 31ST, 1916.
.....

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

February 16th, 1917.

Dear Mr. Jarvis:-

You will have noticed by the minutes of Meetings mailed you yesterday that the Balance Sheets of the B. C. Packers Ass'n. and of the B. C. Fishing & Packing Co., Ltd., were passed as read, and as per copies which have been received by you. The Report of the writer was also ordered printed, and you will please send same out with the Balance Sheets of the two Companies when you send the call for the Annual Meeting.

The B. C. Cannery Association met and were fairly represented at the meeting as will be seen by the enclosed copies of protest sent to the Dominion Department of Marine & Fisheries. We scarcely think this will amount to much unless it is backed up by all influential means that we can get to help us. We have spoken to the Local Manager of the Bank of Commerce, and will see the Manager of the Bank of Montreal. They will write their Head Offices, but we think if you could bring similar influence to bear on the General Managers or Presidents of these large Banks, they certainly would have some influence on the Government, who seemed disposed to make our business unprofitable and look upon us as a menace. Mr. W.A. Found we have always understood is socialistic and believes in small individual canneries, and looks upon Corporations who make fairly good returns for their Shareholders, as rather a detriment to the country than otherwise. In the United States the larger concerns are taking the business entirely into their own hands. The Alaska Packers' Association pack upwards of a million cases a year. Libby, McNeill & Libby are continually buying out canneries, and the Booth Fisheries are adding to their large number year by year, so that the smaller concerns will not be able to manufacture or sell profitably to compete with these larger institutions.

We have a letter from Mr. Hamer-Greenwood dated the 10th of February, in which he states that he saw you for a few moments, and says that he saw Mr. Hazen before he left for Europe, and the tone of his letter is rather encouraging, as he feels satisfied that he will be able to do something for us. We feel sure that he will be able to do so, if he gets some assistance from the Shareholders who have large interests in the Company and whose money is at stake.

We were much pleased to receive the copy of your letter to Mr. Desbarats. This was to the point and will make that gentleman think, particularly if followed up.

We are very sorry to have to ask your assistance at this time, but feel we are only doing our duty in doing so, and think perhaps that if we do not accomplish much in stopping the regulations made, going into effect, they will think before they take anything more from us.

In yours of the 8th instant you mentioned the matter of Traps. Mr. H. Bell-Irving has been a great advocate for traps, and has some very good ones on the other side. The Government have given him a license for a trap in the Portland Canal. We suppose that he has looked the ground over carefully and will build a trap, if not for this year's work, for next. The experiences of our Company in British Columbia, and also on Puget Sound, are enough to make us careful regarding fish traps, as they are very expensive, and the expenses must be made before anything comes from them. A great deal of money has been lost in fish traps. Mr. Todd told the writer that his four traps in the Straits of Juan de Fuca cost him \$75,000.00 a year to put in and operate. These are very good traps and makes some money for him, but our experiences in the Straits and elsewhere, as we have before stated, have not been successful, and it behooves us to take great care before we spend much money on traps.

Regarding Alaska. No doubt there are some locations not yet taken up, as it is a vast Coast line - some 3,400 miles. However, most of the good locations were taken up years ago. The larger Companies are buying out the smaller ones and paying them good prices, so that if this Company wishes to go to Alaska, they would have to be prepared to pay a good price for a good cannery, or take a chance on locating and spending a lot of money in building a new location. The Alaska business is an expensive one.

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

William Henry Barker

WHB.

Enc.

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

March 2nd, 1917.

Dear Mr. Jarvis:-

We are in receipt of your night lettergram of the 28th ulto. as per copy herewith. We did not wire you in reply as we scarcely know what to say that could be said in a telegram.

We scarcely think you understand the situation here as it is. It would be impossible for us to do as you request or as you possibly think we could do. There are so many interests in the B. C. Canners' Association, in fact, nearly as many interests as there are members, that it would be impossible to get a unanimous opinion on anything.

Regarding ourselves. We have sold (presumably for export) 195,500 cases of salmon, mostly Sockeyes, at fairly good prices. These goods are sold ex warehouse here, cash against delivery order. We fully expect that most of these will be taken by the purchasers when ready. The prevailing opinion here is that the Imperial Government will favor Canadian packed salmon. Over 2,800,000 cases of salmon were exported to Great Britain last year, of which less than 600,000 cases were from Canada. Anyway, packers here do not seem to be much concerned regarding the matter, nor do we ourselves to tell the truth; we are more concerned in the supply.

Your idea of sending a strong Committee to Ottawa upon the return of the Premier and the Minister of Marine & Fisheries is a good one, and has been discussed for some time past by the packers. This will probably be done. There again, there may be trouble, as to the opinions of the Committee themselves going, as to what is needed most.

We have several letter (sic) from Mr. W. Hamer-Greenwood, the last one from Toronto dated the 24th ulto, in which he stated that he was to see you upon your return to the City and discuss matters generally.

Our ideas of what Mr. Greenwood should do for us are, that we would not expect him to try to do too much; more to keep us posted as to what was going on, and if there was anything we wanted badly, like stopping the issuance of new Cannery Licenses at Bella Coola (for which there are several applicants, and which, as we have written you the Government are now considering). If another Cannery is built at Bella Coola it will interfere very much with our place there, which has been our best paying plant the past two years. This Bella Coola matter came up again the other day. The writer talked with the Chief Inspector of Fisheries, Mr. F. H. Cunningham, and he led us to believe that he was reporting adversely on another application for a Cannery License there. However, we do not trust Mr. Cunningham very much - he has fooled us too often. We enclose herewith copy of a letter which we wrote at his request.

We think if Mr. Greenwood would ingratiate himself with the Members of the Fisheries Board in Ottawa, and try and keep posted as to what is going on, that would interest us, he might at times be of great service to us, but we fear he may be too ambitious and want to do something "big". What we really wanted, was someone on the ground that we could go to when needed. However, we think you understand us regarding Mr. Greenwood, but that gentleman intimated to us after the short conversation he had with you, that probably he would do something more ambitious than he had discussed with the writer.

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

William Henry Barker

WHB.
Encs.

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

March 6th, 1917.

Dear Mr. Jarvis:-

We are in receipt of yours of the 13th February, or rather, copy of a letter of that date received from the Deputy Minister of Marine & Fisheries - Mr. Desbarats - and also copy of your telegram, which has had acknowledgment.

We are in receipt of your telegram of the 5th instant, and will not reply to this until we receive your letter, but beg to confirm what we have already stated, that it is a very hard matter to get the B.C. Cannery Association to agree to any proposition - there are so many diverse interests. We feel satisfied that we could not get them to retain at Ottawa a representative, and we are still under the impression that the writer's idea of retaining Mr. Greenwood for a nominal sum to represent our own Company and our own interests would be very much better for us. We enclose herewith copy of a letter written to Mr. Greenwood to-day.

We are afraid that Mr. Greenwood may be too ambitious and undertake too much, like the disposing to the Government of part of our pack.

As we wrote you, we immediately sent a copy of your telegram to Mr. H. Bell-Irving and also a copy to Mr. C. F. Todd. We can get nothing from either of them yet regarding same, but are satisfied that they would not pool their pack, but would prefer to handle it themselves. Our position is explained in our letter to you of the 2nd instant, and again in our letter to Mr. Greenwood written to-day.

Regarding the letter of Mr. Desbarats to yourself explaining new regulations, you will note that they give capital invested very slight consideration, as they say it matters little to them whether one Cannery or four do the work of one. They care very little whether we make any money or not. What we would like to know is, if they have the right to discriminate as to who shall have the licenses when more are issued; they seem to ignore our applications entirely.

We think that if we devote our attention to the appointment of a loyal Commission of independent business men to take up the salmon industry, who could get the Government to withhold the regulations made until such time as the Commission reports, it is all we could do, and we would be doing a great deal at that.

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

William Henry Barker

WHB.

Enc.

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

March 8th, 1917.

Dear Mr. Jarvis:-

We are in receipt of yours of the 2nd instant together with copy of your most excellent letter to Mr. Desbarats under same date.

We already written you regarding your idea of marketing that portion of salmon that we are unable to ship to the United Kingdom if the embargo in enforced against British Columbia salmon. There is little to add to this except that it is the general opinion here that such embargo will not embarrass us very much, if at all.

While most of the salmon packers of B. C. belong to the B.C.Canners Association, yet all do not belong to it, and the Association is kept together by the most careful management, as the interests of the packers are so diversified, and are in such competition with each other to get the supply of fish, that there are clashes all the time. For instance - Messrs J.H.Todd & Sons have resigned several times, and at present are not members of the Association. Yesterday, Mr. H. Bell-Irving informed the writer that he was going to resign from the B. C. Canners' Association because we did not agree with him regarding advances made to fishermen, etc; in fact, we fear that the Association may break up at this time. We have been accused over and over again of running the Association, and perhaps have had a great deal to do with it, but we have always endeavored that our efforts should be for the business as a whole.

We feel satisfied that time would be wasted trying to get the Canners together to pool their pack or any part of it to sell to the Government or anyone else, also sure that we could not get the Association to engage Mr. Greenwood as its representative or president.

Regarding our getting interested in Alaska, this of course could be done, but we think the present rather an inopportune time to do it, as the larger concerns, like Libby, McNeill & Libby, the Booth Fisheries (which we think includes Armour & Co.,) and the Pacific American Fisheries, have been buying out plants and paying big prices for them. We think, however, that opportunities may occur when a place could be picked up, but it would have to be carefully done, as we do not wish any poor place unloaded on to us.

We are in receipt of a night lettergram this morning from the Secretary of the Canadian Fisheries Association, copy herewith. As we advised you, we sent a copy of the protest to them, also one to the Manufacturers Association, but have not heard from the latter as yet.

The new Premier for British Columbia interested in the salmon business, and is taking advice from the best legal authorities as to the Dominion's right to license salmon canneries in British Columbia, stating that it belongs entirely to the Province, as after the fish are caught the Dominion should have no say as to who should or how they are canned. We are inclined to think that this is well taken, and if so, the licensing of the Canneries would be taken out of the hands of the Dominion Government entirely, which would be a good thing, as we are fully satisfied that they have trafficked in that. Licenses are promised to parties for next year for Rivers Inlet and other points.

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

William Henry Barker

WHB.

Enc.

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

March 14th, 1917.

Dear Mr. Jarvis:-

We are in receipt of copies of your letters to Mr. G.J.Desbarats and Sir Thos. White, dated March 6th, both of which are most excellent letters, and we think should do some good.

The writer is under the impression that most of our trouble and the new regulations are caused by Mr. W. A. Found who, we are inclined to believe, is a good deal of a Socialist and an Anti-monopolist, and we think he has firmly made up his mind to get the salmon business out of the hands of the big Companies, which we scarcely think he can do, as the trend of all business is for more consolidation.

We enclose herewith copy of a letter from the Department to the B. C. Cannery Association which, while signed by Mr. Desbarats, was no doubt written by Mr. Found.

Referring to this letter and our protest, to which this is a reply, we beg to say that we are assured by the Chief Inspector of Fisheries - Mr. Cunningham - and also Mr. McIntyre - the Provincial Member of the Advisory Board - that there were to be no changes of any importance made this year, nor did we know they were going with Mr. Clements - Member for the District - East, via Prince Rupert, where they held a meeting, and it seems a delegation were appointed and sent by the City of Prince Rupert to Ottawa, to lay their claims before the Advisory Board and the Fisheries Officials. One of their members, Editor of a paper at Prince Rupert, was put on the Advisory Board. The office of the Inspector of Fisheries was moved from Port Essington to Prince Rupert. There are twelve Canneries actually located on the Skeena River, and to have to go to Prince Rupert for licenses or anything necessary, is a hardship on the Canneries. There is only one Cannery located near Prince Rupert, which is owned by the Canadian Fish and Cold Storage Co.

From your letters of the 5th and 6th instant to Mr. Desbarats, you seem to have a good understanding of the situation.

It is hardly necessary to answer their letter in detail, which might look alright in theory, but does not work out practically. The fact remains, that there are too many Canneries in the North, and to keep adding to them, will certainly make all unprofitable.

Just at present we are obtaining good prices for our product, and are paying heavily for all supplies, including the fish themselves. We supply all the nets and boats; the nets are more than double what they were two years ago. We are also paying the fishermen about 40% more for their fish than they got last year. It is hard to get these prices down again, and we fear with normal times and a short supply, and with the increased number of Canneries, there can be nothing but a heavy loss to all.

We would again call your attention to the Department's interest in so-called "independent white fishermen". Seeing that you are very much interested in recruiting for the Navy, it would look as if a good many of these men should have gone to the Navy. Personally, we know of none that have gone, and think that very few, if any, of these so-called "independent white fishermen" have gone to the Navy. Most of them are of foreign birth and outspoken Pro-Germans.

Quite a large proportion of our Cannery help have gone to the front - many of our best men, and they are still going, which bothers us a good deal and interferes with our economical packing, while these fishermen, who the Fisheries Department seems to care so much for, are against us.

We are pleased to see that so far no additional license has been granted for Bella Coola, and we feel satisfied that what you have done and said, has probably has some affect on the Department not granting an additional license there.

Regarding the B. C. Cannery Association. This Association is not in very good shape. Just because Mr. H. Bell-Irving could not have his own way in something, he has resigned from the Association, also Mr. Mess, of Findlay, Durham & Brodie. Bell - Irving & Co. represent some twelve Canneries and Mr. Mess' Company four. We are afraid the Association may go to pieces - perhaps not.

Yours respectfully,

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

Since writing this letter and reading it over, and again referring to the so-called "independent white fishermen", this legislation has all been caused by our employment of Japanese fishermen, who catch nearly all our fish and are very much our best men, in fact, without them we could not operate on the Fraser River or the Skeena, and would be severely handicapped in other places. The Department is trying in every way to oust the Japanese fisherman, simply because he has no vote, although British Subjects. Two hundred Japanese - mostly fishermen - have gone to the front, and many more would go but they will not enlist them in British Columbia. One of our Japanese fisherman has been killed, and a Japanese from Vancouver has been given the Victoria Cross. The Japanese ships are patrolling the Pacific and the waters of the Orient, while these Swedes, Russian Fins, Austrians, and German fishermen are being petted and legislated for by the Government, simply because they are voters, or the Members think they are.

Yours respectfully,

William Henry Barker

WHB.

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

March 22nd, 1917.

Dear Mr. Jarvis:-

We are receipt of yours of the 13th instant and note contents; also received copy of a letter from Mr. Desbarats to yourself dated March 12th.

Mr. W. Hamer-Greenwood got back here last Sunday, and the writer showed him the copy of Desbarats' letter, and talked the matter over with him, and he has written you a letter which he thinks will do for a reply to Mr. Desbarats, which will probably be mailed to-day. The writer thinks it rather long, unnecessarily so. There is some repetition, particularly where he speaks of the advisability of a Commission. No doubt you will, after reading the letter over, re-arrange it and cut some of this out. The principal idea in the letter is, that the Department has very little practical idea of the workings of the fisheries business here. It is all theory with them, which seldom works out in practice.

We understand that Mr. Gosse has become very friendly with Mr. Found of the Fisheries Department, by agreeing to go into other fishing than for Salmon, and also to start a fertilizer plant on the Skeena River. We might say for your information, that we have had this under consideration for some time past, and have about made up our minds to erect a fertilizing plant there. We had our Manager look for a locality, but owing to the War, we have delayed the matter some, and also because we have had heavy expenditures in other directions, but our principal reason for not going too fast in this is, that we are not quite sure as to the best method of getting the most out of this by-product. There are several new establishments of this kind started on the Coast, and they have not yet been entirely successful. In starting a place of this kind it is absolutely necessary that we start right, and we only mention this so that in talking over the matter with the Department, you can give them to understand that we have this and other matters pertaining to our business in mind.

Using this salmon offal as a by-product has not been very successful up to date, perhaps owing to the short season and it being necessary to have a large plant which would only be in operation for a short time - anyway, at its maximum.

Regarding Mr. Greenwood. You state in your last letter that you think the remuneration for Mr. Greenwood might be insufficient. The writer's idea regarding Mr. Greenwood was, that he understood from him that he expected to stay in the East, most likely in Ottawa, and be engaged in the newspaper or journalistic business. That being the case, the writer at once thought he might be of some service to us in keeping us posted as to what was going on in the Fisheries Department, and also to get well acquainted with the Department, and be able to do something for us if we thought it necessary. We did not expect, nor do we think now it necessary that Mr. Greenwood should devote all his time in our interests. He cannot be of much value here in Vancouver.

We would like to have your idea as to what remuneration you think we should make Mr. Greenwood. Feeling satisfied that he was not over supplied with funds, having just returned from the East, we gave him \$300.00 on account yesterday. The only understanding we have had with him was, that we were to pay him \$100 a month or \$1200 for the year, and if this is not changed, he has been paid for three months.

Regarding the embargo on British Columbia Canned Salmon. As we have previously written you, we sent copies of your letter referring to same to Mr. H. Bell - Irving and also to Mr. C.F. Todd. They did not see fit to even answer our letter, which accompanied a copy of yours, and the writer took it up with them. They felt satisfied that there would be no need of anything of the kind, and would not entertain any proposition regarding same.

We enclose herewith clipping from one of our local papers of the morning referring to this. Of course, the available tonnage will have something to do with the shipment of salmon, but we feel fully satisfied that the Government will require and need all the Canned Salmon they can get, and if any embargo is made, that British Columbia Salmon will have preference.

Sales to U.K. have been made since this embargo was put on, in fact, we ourselves have made sales for English account, delivery ex warehouse here.

Referring to other Cannery properties, particularly in Alaska. The writer has had in mind any property which he thought would be a bargain, and if anything should turn up he will take it up with you immediately.

Regarding the B. C. Premier's contention that the Dominion Government have (sic) no right to license salmon canneries located in British Columbia it would seem that the Department must have some similar feeling, as they have repeatedly stated in their letters to you that they were not concerned what happened to the salmon after they were once caught, as to how and who packed them.

Yours respectfully,

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

William Henry Barker

WHB.

Enc.

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

April 19th, 1917.

Dear Mr. Jarvis:-

We are in receipt of yours of the 13th instant enclosing copy of letter received from the Deputy Minister of Marine & Fisheries - Mr. Desbarats. We beg to say regarding same, we feel certain that after your reading the letter you must think it is contradictory and at variance with the facts in general, and for the Department to state that they are better able to judge the needs of the business and know more about the canning business than do those actually engaged in same, who put all their time and thought on the business and their efforts to make it profitable, is absurd. It is also absurd to say that the Fisheries Officers who are engaged in Departmental work largely, and not to say politically, are in touch with the practical workings of the salmon packing business. That we who have a large amount of capital permanently invested in the business are not interested as much as they in the conservation of fish to make our investments safe, cannot be believed.

Mr. Desbarats in previous letters has stated directly that once the fish were out of the water they had very little interest in same, and it was not any concern of theirs as to whether the fish were to be canned in one Cannery or in several.

The fact that economy is being studied and preached throughout all parts of the Empire, we should think it would be considerable concern to them to know that the salmon business was being conducted on a safe and permanent basis, and that the salmon were being canned with as much economy as possible, not only to make the business profitable, but to give this article of food to the consumer at as cheap a price as possible. If there are three or four Canneries to do the work of one, it means three or four times the expense of packing.

We have all our white help, taxes, steamboats, insurance, etc., etc., which are to be divided up by the amount of work done, so that the cost per case varies very much with the pack. Nearly everything enters into this cost and the amount packed. Every practical Canner agrees that a reasonable pack of salmon sufficient to insure, in normal times, a profit to the operator, should be about 20,000 cases per Cannery.

There are 13 Canneries on the Skeena River which packed last year 223,158 cases. Last year we think will compare favorably in size of pack with past years. At Rivers Inlet there was packed last year at seven Canneries 85,383 cases. At both these points licenses for new Canneries have been given, which will further divide up the pack. Many of our best white help men have left these Canneries for the front, making this class of help very scarce and higher paid.

In the 2nd. paragraph on page 2, Mr. Desbarats states that District No. 2 is only a portion of British Columbia. This is a fact, but it is the portion of British Columbia where the run of fish is not interfered with by the American fisherman and trapper, as is the case with all fish entering the Fraser River. Doing away with the boat rating in this District practically takes the fishermen out of the hands of the Canneries. Many of these fishermen are Indians, Japanese, and irresponsible white men who seek fishing for a temporary employment. They are without capital and even their licenses have to be paid for by the Canneries. To give these licenses individually, would place them out of the Packers' hands, so that they would not be sure of even getting back their license money as well as other advances. Boats, nets, houses, hospitals, and even churches are supplied the Indians and other help at the individual Canneries in the North.

The idea of the Department seems to be to cause competition between the Packers for the fish of the fishermen, so that the fishermen will get the highest possible price for their fish. We might say that the Department's efforts in this direction are already bearing fruit, as the prices of raw salmon have been increased materially and we are satisfied will cost us at least 30% more than last year.

The 3rd. paragraph on page 2. This is so self evident that it hardly needs mentioning, the fact that the curtailment of a market for a product will not affect the price for same. However, our packs are so short - the supply being less than the demand - that the marketing of our goods does not bother us a great deal at this time.

4th. paragraph. The contention that a motor boat will not catch more than a fishing boat

propelled by oars and sails. We think the Department realizes this fully, as they prohibited the use of motors in fishing boats for this very reason. From experience on the Fraser River, Columbia River, and other streams in the United States, it is recognized by all Cannerymen & fishermen that a motor boat used by a skillful man is fully as good as two boats used by the same skilled person propelled by oars or a sail. It is true that gillnets drift with the tide, and it is also true that the man cannot pull against this tide to get back to make another drift except when he has a favorable wind to sail.

The next paragraph, in which they again infer that the salmon fishing boats could be used for inshore deep sea fishing, we referred to this in a former letter, and would again state that the motor engines used in a salmon fishing boat are from 6 to 8 H.P. and those used for Halibut are from 20 to 80 H.P., the latter being the most used, and would be generally used were it not for the large amount of fuel oil they burn.

The whole letter shows the absolute need of the Department being fully informed of the practical side of the business.

We are still of the firm opinion that the policy of the Department is dictated largely by the Member for the District, and that his chief job is, political standing and other personal interests.

We might say that the Pacific Dredging Co. (who are somewhat akin to the Canadian Northern Railway) and that the Hon. R. Rogers, is said to be very much interested in this Pacific Dredging Co. and are getting quite a hold here on the salmon business, and seem to be in favor with the Department. They are the ones that obtained the license at Hardy Bay from our Alert Bay Cannery, and we fear further encroachments from this Company.

We feel satisfied that if you had not become interested and taken up the matter, at the writer's instance, regarding Bella Coola, that another license would have been issued for that point, and while we may not do very much with changing the regulations made, still we have accomplished something, by keeping out, even for a short time, another Cannery at Bella Coola.

Yours respectfully,

The B. C. Packers' Association.

General Manager.

William Henry Barker

WHB.

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

May 2nd, 1917.

Dear Mr. Jarvis:-

We are in receipt of the enclosed copy of Order-in-Council giving the changes and the new British Columbia Fisheries Regulations. It would seem that our efforts have been of very little avail, as the regulations are about as recommended by the Advisory Board. They do not mention the change in issuance of licenses, which perhaps they did not think necessary, that is, the abolishing of the attached licences to the Canneries.

We heard incidentally yesterday that a man named Jakobsen, who lives at Bella Coola, and who has been trying for some time to obtain a license to build a Cannery there, had placed an order with a Saw Mill at Rivers Inlet for lumber to build a Cannery; that they would not take his order until he could show them that he could pay for same. He stated that R.V.Winch & Co. of Vancouver, were to furnish the means to build and operate the Cannery. He also volunteered the assertion that he had no license as yet, but that one was promised him.

We had hoped that we had forestalled this giving of another license at Bella Coola, which will ruin our property there. Perhaps you can stop it yet, as the license is not yet issued. This means a good deal to us, and we trust that you will bring influence to bear on the Department to stop giving a license there, which will ruin our property and be very little good to the parties to whom it is given.

Yours respectfully,

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

William Henry Barker

WHB.

Enc:

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

May 8th, 1917.

Dear Mr. Jarvis:-

I am in receipt of yours of the 30th ulto., together with extract from the Financial News Agencies.

Referring to the first paragraph in your letter, we might say that we do all agree regarding the appointment of a Commission, and nothing on our part will stop us from working to that sole end, but only gave you information regarding Mr. H. Bell-Irving and others, to show you how hard it was to get anything done, as there were so many different opinions, which the holders of same considered preeminent.

Regarding the article of the Financial News Agencies, which goes back to the starting of our Company, the writer is satisfied that same is from the pen of Mr. W.A. Found, and probably caused by articles written by Mr. W. Hamar-Greenwood combating the new regulations and asking for a Commission. The information we think, and feel sure, (although we have no proof), was obtained from Mr. Henry Doyle by Mr. Cunningham - Chief Inspector of Fisheries at New Westminster. Mr. Doyle lives at New Westminster, and is a member of the same Club as Mr. Cunningham, and very friendly with him. He also is strong on "statistics" and keeps them filed. We don't know of anyone who has the figures from the early start of our Company except he, and from the general tone of the article we feel satisfied that it is as we have stated.

The profits made are nearly correct, except that in 1904 our Balance Sheet showed that instead of making a profit of \$44,419.70, the profit was only \$2,457.21.

To put the matter clearly and squarely before you, it will be necessary to do as they have done, and go back to the formation of our Company, and as conditions were at that time.

Previous to 1902, salmon packers had a hard time all over the Coast. On the Fraser River and some other parts of British Columbia, there were more Canneries than necessary. This Company bought out something like 46 Packers - many of them as you are aware were in financial difficulties. They saw fit to close up about half of these plants, which reduced the number of packing establishments just that much, but the most important of all, it placed the selling of the pack in one hand instead of having 46 sellers as heretofore.

When the writer took charge in the Fall of 1904, the salmon packing business showed some signs of improvement, owing to the times generally being better at that time. There was a Selling Committee of the Fraser Rivers Cannery Association to stabilize prices. Our Company had a two-third vote of this Selling Committee owing to the number of Canneries it operated. The writer took advantage of this condition and insisted on, first withdrawing entirely from the market to strengthen it. (Many of the Packers had already sold in England). Then, when prices were named about the 1st of July, we named a much higher price than had been received and which the majority of the Packers thought they were able to get. These prices, we raised again on the 31st of July, and again it was hard work doing it. The consequence was that the goods were all marketed at very good prices, and all Packers on the Fraser River and in British Columbia made money. The result was, that several of the parties whom we had bought out built new Canneries in British Columbia, notably Dawson & Buttimer, who sold their holdings on the Fraser River and Rivers Inlet to us - built Canneries on the Fraser River, Rivers Inlet, Skeena River, and Kinsquit, and others, among them McPherson, Geo. Alexander, Bain, and G. I. Wilson, built Canneries also with monies received for plants sold to this Company.

Shortly after that time, we were able to get the Government to limit the Canneries as they were limiting the number of fishing boats, and to put a license on the Canneries. This stopped the building of Canneries in certain Districts, but they were built in many others where there were no restrictions, so that last year there were 73 Canneries operated in British Columbia, of which our Company only operated 16.

While the business was poor as in 1902, we having bought out more than half the Canneries in British Columbia managed to pack over 43% of the pack, which as Canneries were being built, our

percentage was gradually reduced. Perhaps we have not kept up with the procession, but we were not allowed to do so by the Government, as we have asked for licenses for Canneries already built, that had been operated and owned by us, and we were refused licenses both for Canneries and fishing privileges.

To show that the larger packs are not always the most profitable ones, we beg to submit the following statement taken from the Balance Sheets as published by The A.B.C. Co. (Bell-Irving) and our own:-

A.B.C. Packing Co. -	[in Pounds]	Reduced to Dollars
1912 - 255,461 cases - Profit,	12,848.8.II	\$61,672.60
1913 - 347,925 " "	14,412.3.5	\$69,129.60
1914 - 332,055 " "	51,245.15.6	\$245,381.80
1915 - 345,400 " "	35,736.3.II	\$171,532.80
1,280,841		\$548,316.80
B C. Packers Assn.		
1912 - 250,624 cases - Profit -- -- -- --		\$437,493.39
1913 - 399,486 " " -- -- -- --		429,568.28
1914 - 281,356 " " -- -- -- --		364,143.62
1915 - 286,519 " " -- -- -- --		398,826.28
1,217,985		\$1,630,031.57

You will note that while we packed 62,856 cases less than the A.B.C. Co., our profits show nearly three times the amount of theirs or \$1,630,031.57 against their profit of \$548,316.80.

This is shown in no bragging way, but simply to show that while they packed more fish in the four years mentioned, they make a great deal less money. Our idea has been all the time to do a profitable business.

The first paragraph in the article shows the malice, as it states there was a depreciation of \$352,000.08 on Real Estate, Buildings, Plant, etc. We don't know where they got this, but the intent was, we think, to show that we were trying to defraud the Government out of the War Tax.

The second paragraph states that in addition to that depreciation, we again depreciated \$78991.79, which was the actual amount of our depreciation as shown by our Balance Sheet.

The third paragraph is along the same lines, although it brings in the loss of the "Onward Ho" and the "Roman", in which they hint that the loss shown and charged up against "Surplus Account", namely, \$58,292.77, was about the total loss on these vessels.

The amounts were given to you in a letter of ours dated February 8th, and were as follows:-

The "Onward Ho" originally cost \$83,537.08, but stood on our books at the time of her loss, \$72,821.57.

The "Roman" originally cost \$62,547.12, but stood on our books at the time of her loss, \$39,922.00.

Besides the original cost of these vessels, they both had been changed to oil burners at a large cost, and had on board when lost a large supply of fishing gear, stocks of oil, provisions, in all amounting to \$23,000.00 which amount was charged to the operating expenses of the Cold Storage for 1916. These vessels were easily worth \$100,000.00 each. Besides the loss of the vessels we lost their catches, the "Onward Ho" for the year, and the amount of fish she might have had when lost, and the catch of the balance of the year of the "Roman".

The fourth paragraph to the writer shows more that the article had been written by Mr. Found as above stated, and also that the figures, etc., were given by Mr. Henry Doyle, probably to Mr. Cunningham at New Westminster.

Of course the writer is "obsessed" with the idea that the salmon canning industry should have more consideration from the Fisheries Department than any other part of the fishing business, as the returns from it are so much in excess of any other part of the fishing business on the Pacific Coast. We know that Mr. Found and others of the Fisheries Department think the deep sea fisheries should have more consideration than the salmon canning industry. They also mention figures that were given by you to the Fisheries Department in this paragraph, which also shows that they had a great deal to do with getting up the article.

The fifth paragraph also corroborates what we have said regarding the fourth paragraph.

The sixth paragraph also shows the Department's feelings toward our Company, in stating that we had enjoyed a practical monopoly, which is contradicted by their whole statement as shown

by it, as they state that at the commencement of the Company we packed over 40% of the total, whereas now we only have 19 1/2% of the total.

The seventh paragraph is already replied to, by the writer showing that where any business has been successful and money made by those in it, other parties wishing to get into the business can always find capital to do so.

We have no apologies[sic] to make for our conservative management, and think that the Canneries we have operated have done as well, if not better than most of them operated by others. We have never considered that we had a monopoly, and have always combatted that statement when insinuated by others, including the Fishery Officers.

We have the best equipped and cleanest Canneries in British Columbia, and our goods stand as high, if not higher than any packed. We have raised the standard of canned salmon as packed in British Columbia, and have helped others to pack better goods than they were doing formerly.

We wish to call your attention to something that might be mentioned when you see the Fishery Officers. The writer stated to you, which you gave the Department, that we had \$100,000.00 invested in boats to take the place of the "Onward Ho" and the "Roman". Some time after this letter was written by you to the Department, we received a letter from the Inspector of Fisheries at New Westminster, asking the number, size and value of our boats at our Cold Storage. Same were given by our Mr. Cassady, and amounted to some seventy odd thousand dollars. It was shown the writer, and he did not change it, for he thought same might be used against us for taxing purposes. However, the boats are fully worth \$100,000.00, as many of them were bought at a bargain and for less than their value, as we know by having to build several new ones.

Yours respectfully,

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

William Henry Barker

WHB.

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

May 8th, 1917.

Dear Mr. Jarvis:-

Referring to yours of the 30th ulto. asking us how we are getting along with Mr. Hamer Greenwood, Mr. Greenwood comes to see us quite often, and as you requested, I showed him the article from the Financial News Bureau. He may write you regarding same.

Mr. Greenwood is anxious to get up a trade paper, and is trying to interest all salmon packers in it. He came to the writer some ten days ago, and we asked him just what he wanted from us. He stated about a total of \$2200.00. The writer told him to go and see the other packers, as we did not care to take any interest in a newspaper as it was outside of our business, but that we would do our share providing he could interest the others. He claims to have interested several other Packers, but we have done nothing with him so far. All the money he has received from us is \$300.00. If we take any interest in his paper it will be in lieu of the amount promised him, namely \$1200.00 for the year.

Mr. Burke, of the Wallace Fisheries, told the writer that he had paid him \$500.00, and that he was willing and would recommend to his Directors to help Greenwood's paper to the amount of \$125.00 to \$150.00 a month for a year.

As we stated in our letter to you to-day, we feel satisfied that this article, copy sent us, was caused by Mr. Greenwood's articles.

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

P.S. Since writing the long letter to you to-day, we have looked up our Balance Sheet and find that the large amount of depreciation they mentioned - \$352,008.00 is the total amount of depreciation on our books reducing our assets that much, and not the depreciation for one year.

William Henry Barker

WHB.

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

May 10th, 1917.

Dear Mr. Jarvis:-

I am in receipt of your favors (2) of the 5th instant, also your telegram of today's date. We were very sorry to receive the latter, although we kind of expected it, as we understood the license for another Cannery at Bella Coola had been promised to this man Jakobsen, in fact, he had his order in for lumber to build a Cannery.

This looks as if the Department were trying to make good their threat in the article, copy of which was sent us, and to which we replied at some length yesterday, in which they state that we are likely to make a smaller percentage of the pack this year than last. It is evident they will do all in their power to that end.

You will pardon me if I again try to explain some of the reasons for our apparent short percentage of pack.

The total pack of British Columbia was, 995,065 cases

Our total pack was 193,946 " To which should be added for account

of salmon shipped fresh and

mild-cured, at least 12,000 "

Which would make our pack 205,946 cases There were 73 Canneries

operated in British Columbia, of which we operated 16, which would be 22% of the whole, while our percentage of pack was only 20-6/10ths. One of the reasons for this was the failure of Sockeyes to run on the Fraser River, where 22 Canneries were operated, we operating 6 of the 22. The pack of Sockeyes on the Fraser River made at these 22 Canneries was only 27,394 cases, of which we packed 11,717 or 43%. The total pack on the Fraser River, (all kinds) was 106,440 cases, of which we packed 27,664 cases or 26%.

In 1916, a number of Canneries both in Northern B. C. and on the Fraser River, ran very late and packed a large quantity of very inferior fish, which should not have been packed. Our packs at all our Canneries were prime fish. Among the Canneries packing these inferior fish were the Bella Bella Packing Co., the Namu Packing Co., Kincolith Fisheries, and Gosse-Millerd of the Fraser River. This latter Company also own the Bella Bella Packing Co.

We note what you say regarding our Mr. E.E. Evans meeting the Minister on his return from abroad, and we think with you that he would be a very good man were he conversant with the fisheries as they are at present, which he is not. Mr. Evans is at present out of the City, we think in California. He pays very little attention to business now, and we hardly think he would care to meet the Minister, and if he did, could hardly do us justice, as he has been away from British Columbia and business so long. We note you have written Mr. Evans regarding this matter, and shall be interested to know what he says in reply.

Regarding the salmon industry having a representative of its own in Parliament, we are satisfied it would be just what we need and perhaps the salvation of the business, as the Members for the Districts in which Canneries are located, seem to dictate the policy of the Department; in other words, they are willing to sacrifice any and all interests for politics.

The confidential letter written to the writer regarding the action of the Banks in this matter - we beg to say that Mr. Clarke - the Superintendent of the Banks of Montreal in British Columbia - is at present in the East. The writer had a few minutes conversation with him on the street regarding this matter in which Mr. Clarke stated that he had a letter from you and also one from the General Manager - Sir Frederick Taylor - and that he was coming to see me about it, which he did not do.

Mr. Morris, of the Bank of Commerce was in to see us, and we talked the matter over with him at some length, and he promised to write his Principals a good strong letter, which we feel satisfied that he has done. Mr. Clarke is apparently a new man here, and perhaps has not taken our interests so seriously as the case would warrant, but we think he is a good man, and if he realized the seriousness of the situation, would do all he possibly could for our interests.

The writer has not seen Mr. Sweeny for some little time as he has been out of town too, but will see him and talk the matter over with him as soon as possible, and we think that is the best way to post Mr. Clarke.

Again reverting to the telegram received, we are very sorry indeed that our plant at Bella Coola will be made unprofitable, or nearly so, by the building of another Cannery there. The fact that without getting their fishing license or additional boats, it will divide up the few boats between us and cause undue competition for what few salmon there are there.

We have written the Department direct, and also to the Chief Inspector of Fisheries at New Westminster, that we had guaranteed to take every fish fit to pack from the fishermen this year. We spent over \$4,000.00 enlarging the buildings and putting in additional machinery to do it; thus our Cannery will be enlarged and no need of it, and all this at a time when the Government should study economy, so as to make our business with others more profitable instead of less so.

Yours respectfully,

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

William Henry Barker

WHB.

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

May 11th, 1917.

Dear Mr. Jarvis:-

When writing you yesterday, I omitted to mention the fact that Mr. F. E. Burke - General Manager of the Wallace Fisheries Ltd., - is also in the East, and told the writer that he was going to see the Department to personally protest against the enforcement of the new regulations made by recent Order-in-Council

We believe we have mentioned before that the Wallace Fisheries are closely related to the Canadian Northern Railway.

We asked Mr. Burke to call on you if he was in Toronto. You are away so much, however, that it is likely that you might not see him.

We have also taken the matter up with Mr. C. F. Todd, but doubt whether he or any other of the Packers could be induced to make the trip to Ottawa at this time of the year.

Referring again to the Wallace Fisheries, these people have branched out considerably since they took over the Peter Wallace property on the Skeena River. They also bought out Dawson, who had a small place at Alberni, which they enlarged very much and built a cold storage. They built a place at Quatsino and Naden Harbour. They also bought out the "Strathcona" (Bain and G. I. Wilson's cannery at Rivers Inlet) and the Kelly-Hickey plant on Smiths Inlet. They paid for the "Strathcona" \$135,000 and for the Smiths Inlet plant \$325,000. Mr. Burke has repeatedly told the writer they have lost heavily at Naden Harbour and at Quatsino, and will be a long time making the money they have spent at Alberni.

We just mention these matters to post you regarding people who have branched out without carefully considering the matter.

We don't know whether you are aware of the fact, but we offered \$125,000 for the Bain-Wilson place (the Strathcona at Rivers Inlet), and refused to pay \$300,000 for the Smiths Inlet Cannery which was offered to us by Mr. Kelly.

The Company we fear most now is the Western Fisheries Ltd., which is also closely allined [sic] to the Canadian Northern people. They have bought out John Wallace at Wauke Island, paying \$100,000, which is a great deal more than the property is worth, and we fear they will try and get some of the licenses now held by our Lowe Inlet Cannery, in whose neighbourhood they are. They also own the Goletas Packing Co. at Shushartie Bay, who, as we informed you, got away from us the Hardy Bay license. They also control the new Cannery built at Smiths Inlet, the license for which was gotten by Mr. Clements for Mr. Chambers, who worked for us for a good many years.

As we have before informed you, we think, but have no proof that Mr. Clements, also Mr. Cunningham, are interested with these people, who are also known as the Pacific Dredging Co. We believe that Mr. Stewart Cameron, Mr. Davidson, and the Hon. Robert Rogers, are very much interested in the Pacific Dredging Co. and the above mentioned allied Companies.

Yours respectfully,

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

William Henry Barker

WHB.

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

May 19th, 1917.

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 18th instant and confirm our reply to same, copies herewith.

Immediately upon receipt of your telegram, we called up Mr. Burdis, of the B. C. Canners' Association, and had him see the principal Packers here. Mr. Todd had been in town the day before and the writer had taken the matter up with him. He stated that it would be impossible for him to go at this time. Mr. Bell-Irving told Mr. Burdis that he would never go to Ottawa with a delegation again; that Mr. Hazen had insulted him when he was there, and had kept them there seven days waiting for an interview.

All the Packers here, including Dawson & Buttimer, and Mr. B. C. Mess, of Findlay, Durham & Brodie, stated they could not go, and the writer made up the telegram, as per copy herewith, which they thought satisfactory.

We might again state that the Packers are a unit in protesting against the regulations as made by Order-in-Council to go into effect next year with only one exception, and that is from Henry Doyle, who has a minor interest in the Namu Packing Co. and the Kincolith Co., and he only objects to the part referring to motor boats, as he seems to be in favor of that.

We feel sure the Department will not rescind the licenses granted for Bella Coola, Rivers Inlet, Skeena River, and the Naas River. The former, of course, only concerns our Company, and will very seriously affect our profits at that point. The Department has deceived us regarding Bella Coola, as we had heard several times that no license would be granted, and they have practically encouraged us to spend a great deal of money there enlarging our plant which, of course, is now all wasted. The fact that no fishing privileges are given to the new cannery makes it all the worse for us, as we fear that it will be hard for us to get more than half the fishermen, viz: 35 boats, as the fishermen at this point are Scandinavians and Indians, and the man to whom the license has been given is a Scandinavian and has lived at Bella Coola for a number of years, and will, if he has to, make it a co-operative cannery.

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

(handwritten)

Your letter of the 14th inst. - enclosing copies of your letter to (illegible) & Mr. Desbarats & his reply (illegible) - - nothing has gone out of this office - no one has seen copies of your letters to that gentleman so the information as to what you said to him must have come from them.

William Henry Barker

WHB.

Encs:

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

May 21st, 1917.

Dear Mr. Jarvis:-

We are in receipt of your wire of the 19th instant, and confirm our reply to same - copies herewith.

This message was received late Saturday afternoon by the writer at his house, and early this morning he took the matter up with Mr. C. F. Todd, Victoria, Mr. B. C. Mess, of Findlay, Durham & Brodie, also of Victoria, and got in touch with Mr. Buttimer here, and had Mr. Burdis go out to the A. B. C. Co., and also to see Mr. DesBrisay.

Mr. Todd has a brother - Dr. Todd - who is in the Government service, we think at Ottawa, but it may be in Montreal. Mr. Todd promised to wire his brother fully as to what he wished him to do, and also to get in touch with you, and asked his brother also to represent their Company in protesting against the new regulations, and asking for a Commission to consider same before they try to enforce them; also for the prohibition of salmon for export for canning purposes.

Mr. B. C. Mess was the only Canner who seemed at all willing to go to Ottawa, but does not care to go alone.

We trust that with the strong efforts you are making, backed up by the Bankers, whose independent action will no doubt have more force than if they were part of a delegation.

Yours respectfully,

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

William Henry Barker

WHB.

Encs:

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

May 28th, 1917.

Dear Mr. Jarvis:-

We confirm our night lettergram of to-day. We addressed it to you or Mr. F. E. Burke, not being sure that you would be at Ottawa. We received copy of a telegram from Mr. Todd, copy herewith, which gave us the information that Major Todd would meet Mr. Burke in Ottawa on Monday, and expected to see the Minister on Tuesday.

This morning, Mr. Sweeny and Mr. E. E. Evans called in the office to talk over matters with the writer. We had previously given Mr. Evans all the correspondence between yourself and the writer regarding these new regulations, and correspondence you had had with the Department regarding same. After talking matters over the writer suggested the telegram, copy herewith.

Yours respectfully,

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

William Henry Barker

WHB.

Enc:

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

May 30th, 1917.

Dear Mr. Jarvis:-

We are in receipt of your night lettergram of the 19th instant, and confirm our reply to same - copies herewith. We also enclose copy of a telegram sent you yesterday, and one sent to Mr. Clements and one to the Minister regarding Bella Coola.

As stated in our telegram, we are very sorry to hear that you are afraid nothing will be done regarding Bella Coola. We were led to believe that no other Cannery License would be given there this year, and to avoid anything being said regarding our not being able to take care of all the fish offered us, we enlarged our Cannery, spent considerable money (about \$7000 in all), and guaranteed to take all the fish offered. We informed the Chief Inspector here (Mr. Cunningham) of this, and were much surprised and disappointed when we heard that a license had been given to this man Jakobsen, who has turned the license over to R. V. Winch, who operates one Cannery at Namu, another at Naas River, and one at Kinsquit, as well as one he originally had on the Skeena River. Three of the places mentioned were run by a Company controlled by Henry Doyle. They were in debt very much and were due to be foreclosed. To avoid this, they gave Winch 52% of the stock, and he paid off the mortgages and guaranteed the other debts, and as we have before stated, is operating the Canneries.

This man Jakobsen is a Scandinavian, and as the settlers of Bella Coola are Norwegians and Swedes, he did not have much trouble in getting most of the boats that have been fishing for us and who were well satisfied with our treatment, to leave us and go to the new Cannery.

As we stated in our telegram, it is almost impossible to successfully operate a Cannery with 35 boats. A small pack means a dear pack.

We also enclose herewith copy of a telegram from Major Todd of Ottawa, and copy of a reply from Mr. C. F. Todd, Victoria. We also send you a copy of a confidential letter from Mr. C. F. Todd with copy of a letter from Mr. H. Bell-Irving to Mr. Todd. (This is also confidential). We enclose this letter to shew what affect a large delegation would have had if we had been able to get one to go to Ottawa, and how Packers feel.

In your letter to Mr. Evans, which he has shewn me, you seem to think that the writer is at "outs" with the Packers, and thereby hurting this Company and all concerned in the business, which we wish to correct, as we thought you had a better opinion of the writer than to think that he would be so small. We don't consider personal feelings or anything else; it is always to the best interests of the business which has been our sole consideration. We have hated to bother you when we knew you were so busy with your own and National affairs, but we still think the need was so great, affecting the welfare of our Company that we could not do otherwise. No doubt both Mr. Sweeny and Mr. Evans have written you regarding affairs here.

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

William Henry Barker

WHB.

Encs:

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

May 31st, 1917.

Dear Mr. Jarvis:-

I am in receipt of copies of letters from Mr. Desbarats to yourself, and copy of your reply to same.

In this connection I might say that we had occasion to go to Mr. F.H. Cunningham - Chief Inspector of Fisheries, regarding a Seining License for our Bella Coola Cannery, which we had not received although had a tentative promise for same. We were much pleased to get the information from him that the license had been granted to us. He took occasion then to mention to the writer that you had accused him of sending information given in the article published in the "Financial News Bureau". He said a copy of the article had been sent to him, and that he knew nothing at all about it, and he seemed to feel badly that he should be accused of sending out the information. This rather embarrassed the writer, as we feel we must keep on good terms with the Fishery Officers here, otherwise they may annoy us in very many ways, and also withhold or report adversely on applications made by us for licenses and renewals of same, etc. Both Messrs Sweeny and Evans gave us their opinion that the author of the article (at least as far as information regarding this Company's affairs in its earliest stages was concerned) must have come from Mr. Doyle. They also thought the phraseology was his, as the article also contained the facts only known to the Department citing information given in letters from yourself to them, and the writer feels satisfied that Mr. Doyle had given the information, but the article had added to by Mr. W. A. Found.

Regarding personnel of the commission and the names suggested by yourself. Sir Chas. Hibbert Tupper is in politics here; while he is a very good man, still we would like to see our business entirely separate from politics. Mr. Sanford Evans while being a National character, we know nothing about him. We understand he lives in Winnipeg, which is some distance from here, and he could have no knowledge of fishery matters or our interests. Mr. D. Munn is a shareholder in our Company, and we know little of his ability or judgement. We would like very much to see Mr. Sweeny a member of the Commission, as he was a member of the former one, and we feel satisfied that he would be an excellent member for all concerned, giving the conservation of the fish first consideration. Mr. Wm. Farrell, of Vancouver, is a broad minded man, and not at all financially interested in fisheries. Years ago, however, he was engaged in the fisheries, and is very much interested in its welfare. Mr. Flummerfelt, of Victoria, is also interested in the fisheries, but not financially so, and is a public spirited, and we understand, a broad minded citizen. We understood that the Commission was to be a small one, of three. No doubt the Dominion Government would have someone there in an advisory capacity, and probably the Provincial Government would also be so represented.

Yours sincerely,

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

William Henry Barker

WHB.

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

June 4th, 1917.

Dear Mr. Jarvis:-

We beg to acknowledge your telegram of the 2nd instant, which is very satisfactory, and we wish to compliment you on the success you have had with the Department regarding a Commission which will be appointed.

We suppose the Evans mentioned is Mr. Sanford Evans, of Winnipeg. We don't know anything about that gentleman, but think it would have been better to have had someone here or in Victoria. However, the other two names are excellent and could not be improved upon, but as we have before stated, we would like to see Mr. Flummerfelt's name instead of Mr. Sanford Evans.

Mr. Sweeny will be glad to act on the Commission. We do not know anything about Mr. Farrell, as we have not spoken to him about it, neither have we spoken to anybody regarding the Commission except Mr. Todd and Mr. Buttimer, and have asked them to say little about it until the confirmation came from the Department, particularly as we had nothing certain regarding the appointment of a Commission until the receipt of your telegram of the 2nd instant.

We were pleased to hear that Sir Chas. Hibbert Tupper had refused the Chairmanship of the Committee. While he is an excellent gentleman, still he is in politics, and we would like very much to see our business kept out of politics if it is possible to do so.

In a recent letter from Mr. Todd, he suggests that W. Hamar-Greenwood be appointed as Secretary if it is possible for us to get the Commission to appoint him. This, we suppose, would have to be left to the Commission. We forgot to mention that we have talked this Commission over with Mr. Greenwood as he happened to come in, but also asked him to say nothing about it, and not to give it publicity until we were surer of the Commission being appointed.

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

William Henry Barker

WHB.

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

June 6th, 1917.

Dear Mr. Jarvis:-

We beg to acknowledge receipt of yours of the 30th ulto. together with copy of joint letter from yourself, Major Todd, and Mr. Burke to the Fisheries Department, all of which has had our careful attention.

From the tone of your letter, we think that Mr. Found must have noticed the way the wind is blowing and trimmed his sails accordingly.

We trust that the Commission will be a small one and non-political, and consist of the names given us yesterday in a telegram which has had our acknowledgement. The writer has shewn it to Mr. Sweeny, and he trusts that he will be made one of the Commission, and as we have before stated, we are satisfied he will make a good member.

This morning we are in receipt of copy of your letter to the Minister regarding Bella Coola. We enclose herewith a list of the packs from 1907 as made at our Bella Coola Cannery, which average 17,631 cases per year, all kinds. You will notice that last year was an abnormally big year owing to the heavy run of Pinks. Sometimes this happens in the fish business once in a long time, and was the occasion of our being blocked up one or two days, not to exceed the latter, when we could not pack all the fish that were offered us. As we have previously written you, we have taken this up with the Chief Inspector of Fisheries here, and written to him, guaranteeing to take every fish offered us, which we could well do and not lose a fish. You will notice by the figures given, that if these are divided into two, it will make very expensive packs.

We are also in receipt of a letter from Mr. H. S. Clements, M. P., and have been shewed another letter which he has written to Mr. Kelly, something similar, except that he says in the letter to Mr. Kelly:- "My view of the matter is that this Government or any other Government has not the right to refuse the privilege of putting up a Cannery, whether it is a fish Cannery or otherwise, where no concessions are being asked".

This is a queer view of the situation when the Government has seen fit to "limit" and to "license" the Canneries. If there are no grounds for refusing Canneries where there are plenty to do the work, then why limit or license them?

I beg to repeat that one of the strong points to be brought before the Commission is, "Should the Department have the right to pick and choose as to whom they give licenses and privileges, not giving them to the first reliable applicants"? We have been repeatedly turned down, and other applicants given licenses who came after us.

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

SALMON PACKS OF BELLA COOLA CANNERY

	Sockeyes	Springs	Cohoes	Pinks	Chums	Total
1907	3,693	1,940	4,965	1,540	----	12,238
1908	4,932	1,603	5,394	820	----	12,749
1909	4,755	1,678	6,428	-----	-----	12,856
1910	8,065	1,709	5,609	-----	-----	15,383
1911	3,625	1,706	7,754	894	2,800	16,779
1912	3,249	1,592	9,538	3,007	-----	17,386
1913	3,065	1,100	5,116	546	-----	9,825
1914	4,612	1,508	7,168	8,244	-----	21,532
1915	4,507	1,600	9,386	4,846	-----	20,339
1916	2,864	2,184	11,220	17,738	3,217	37,223

43,565 16,620 72,578 37,615 6,017 176,310

Average Sockeyes - 4,356
" Springs - 1,662
" Cohoes - 7,257
" Pinks - 3,761
" Chums - 602

Total average pack - - - - - 17,631 cases

William Henry Barker

WHB.

Enc:

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

June 11th, 1917.

Dear Mr. Jarvis:-

We are in receipt of yours of the 5th instant (2) together with copies of letters to and from Mr. Desbarats, all of which have had our attention.

The writer has seen Mr. Burke for a short time to-day for the first time since he returned here, and hopes to see him again shortly and have more detailed account of what you have been doing.

We are also in receipt of your night letter of the 9th instant, and confirm our reply to same - copies herewith.

It looks to the writer as if the Department were trying to get control of the Commission that is to be appointed; that is, to have their men appointed, so that their new regulations would be endorsed.

It is useless for the writer to say anything regarding Mr. Sweeny, as you probably know him better than the writer does. There could be no better man for the Commission than Mr. Sweeny, and as we stated in our night letter to you, any little financial interest he may have in our Company would rather be against us than for us. His having been on the former Fish Commission, and his great interest in the fishing industry, coupled with the broader interest he has in the Dominion and the Empire, would make him a most desirable member of the Commission.

Mr. Farrell owns some stock in the Evans, Coleman & Evans Co., who do sell, among other things, Tinplate. It would be hard to get a business man in Vancouver who does not sell some of the Canners something, as the fishing business is a very large part of Vancouver's trade, and we scarcely think the Department realizes this.

Because Mr. Flummerfelt happened to be in Ottawa and introduced the deputation, as we understand he did, is no good reason why he would not make another good member of the Commission, as he also is very much interested in the fishing industry.

We trust that one or two of the three can be put on the Commission; if not, then Mr. Sanford Evans, who we understand is a very good man, or Mr. H. H. Morris, Superintendent of the Canadian Banks of Commerce, of British Columbia, or Mr. Clarke, in a similar position for the Bank of Montreal, Mr. P.G. Shallcross, Vice-President of the Board of Trade here, a reputable business man, or the President of the Victoria Board of Trade whom Mr. Todd recommends. Anyway, we do not want any politicians on the Board. What we asked for was a small Board composed of reputable business men, who were also practical men, who would go into the matter thoroughly.

The Fisheries Department are certainly acting very queerly considering the times. We understand that conditions in Eastern Canada are very much as they are here, that is, there is a shortage of labor all round, largely owing to the men who have gone to the front, whose places are very hard to fill. Conscription is talked of and we trust will be enforced. Just where we are going to get labor to operate saw mills, logging camps, mines, as well as our fisheries, we do not know. Japanese fishermen are said to be 30% to 40% short; Chinese labor for the inside of Canneries are fully as short if not more so. They are being picked up by the Can. Pac. Ry. and other Railroads and shipped East at \$2.75 to \$3.00 per day. All mills and logging camps are suffering for the lack of labor, yet the Fisheries Department are giving licenses for new Canneries which take labor to build and operate them, when the men at none of the Canneries are working half the time, yet they must be there to take care of fish that may possibly come.

Owing to this scarcity of labor, fishermen and Cannery help prices have advanced very much, and the cost of packing will be very much greater, yet the Government is wondering at the high cost of living.

Your remarks regarding the Chief Inspector of Fisheries here - Mr. F. H. Cunningham - have been read with interest, and the writer fully agrees with you as to this gentleman. We are pleased to hear from you that you did not accuse Mr. Cunningham of having anything to do with

writing the article or the "Financial News Bureau". We enclose herewith a sheet of our local Saturday evening paper which might shew that this correspondent might be the correspondent of that paper.

Referring again to the night letter sent you, I might say that I have taken this matter up with most of the Packers here, and also 'phoned Mr. Todd at Victoria who concur in same.

Yours respectfully,

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

William Henry Barker

WHB.

Encs:

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

June 25th, 1917.

Dear Mr. Jarvis:-

We have delayed answering yours of the 13th instant on account of your absence at Halifax.

On Friday last, the 22nd instant, Mr. Todd informed us that he had received a telegram from his brother - Major Todd - stating that the Commission had been appointed, consisting of Messrs Sanford Evans, F. T. James of Toronto, and H. B. Thompson of Victoria. This is confirmed by our local papers of Saturday evening and yesterday. Considering everything, the Commission is not a bad one.

The writer saw Mr. Hamar-Greenwood immediately after he got word from Mr. Todd, and advised him that the Commission had been appointed and of the personnel. We also stated to him that we would like to see him Secretary of same. Mr. Greenwood said he knew Mr. Sanford Evans very well, and thought he could get the appointment as Secretary. We hope that he can.

The writer's ideas are, to go before the Commission and ask that the new regulations which would come into effect in 1918, be not be put into effect until the Commission reports. We do not know when the Commission will meet; perhaps it would be as well for them not to meet until the fishing season is over, as the run this season on the Fraser, also in Northern B. C., may make considerable difference in our ideas.

It looks as if we could not expect to get any more licenses for Bella Coola. We will do the best we can there. We have made a fair start with the Springs, and as our man there is a good one, we feel sure that he will do fully his share.

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

P.S. Since writing the above, Mr. Burdis - Secretary of the Cannery Association - has received word from Mr. F. H. Cunningham, - Chief Inspector of Fisheries - that he had received a wire from Ottawa stating that the Commission had been appointed as named above, and that they would meet in Vancouver about the 9th of July, and that he (Mr. Cunningham) was to accompany the Commission.

We would like very much to have Mr. Greenwood as Secretary to this Commission, and don't know whether you could do anything in this direction, or whether it would be wise for you to try, but just mention him.

" W. H. B. "

William Henry Barker

WHB.

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

June 27th, 1917.

Dear Mr. Jarvis:-

This morning we are in receipt of a letter from Mr. Holt, Manager of the Canadian Bank of Commerce here - copy herewith. We have paid Mr. Holt the amount asked for, viz; \$344.05, and stated to him we had no advices from your goodself regarding our paying this bill, but feel satisfied that you must have advised Mr. Holt that we would take care of it, or he would not have so stated. We understand that Mr. Holt mentioned the name of Mr. H. B. Thompson, and no doubt did good service towards getting the Commission appointed.

The B. C. Cannery Association Executive Committee, of which the writer is a member, meet this morning to discuss what matters shall be brought up before the Commission, which we understand are to meet on the 9th proximo.

We enclose herewith copy of a telegram sent by Mr. Sanford Evans to Mr. Burdis - Secretary of the Cannery Ass'n.

We are going to suggest that the Commission investigate the Salmon Fisheries in Northern B. C. at various Rivers, and also on Puget Sound and the Fraser River. It will give them a more intelligent idea of the needs and requirements, and as to the over fishing and the claim we will make that there are too many Canneries on these Northern Rivers, as will be shewn by the catches there.

We also enclose copy of a telegram as sent to Mr. F. H. Cunningham to Mr. Burdis regarding the said Commission.

We simply enclose these to let you know what is going on, and to give you our ideas regarding what should come up before the Commission.

The writer's ideas personally are -

- (1st) The conservation of the fish - to maintain and increase the supply of same.
- (2nd) Protection of the invested rights of Cannerymen, so that regulations will not be constantly changed to harass and jeopardize investments.

We shall lay great stress on the retention of the attached licenses, and also try to get the regulations allowing motor boats, rescinded.

We cannot see why we should shew our books and profits made, as that has very little to do with the regulations that we can see, but we suppose we cannot object too strongly to this if the Commission insists upon it.

Since commencing this letter, we have a letter from Mr. C. F. Todd, of Victoria, who has had a talk with Mr. Thompson regarding the Commission. It seems that the notification from the Department asking him to serve on the Commission, stated that he was to investigate fishing conditions in District No.2.

We think the investigation should include the salmon fishing of British Columbia, as District Nos. 1 and 3 certainly need some attention, No.1 being the District of Fraser River, and No.3 the middle or District which includes Alert Bay and Vancouver Island.

We trust that instructions to the Commission will be given so that they will include all Districts in British Columbia.

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

William Henry Barker

WHB.
Encs:

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

June 30th, 1917.

Dear Mr. Jarvis:-

I beg to acknowledge yours of the 25th instant and note contents.

As we have previously written you, we think the personnel of the Commission is alright, and probably better than could have been expected.

Now, the Department seems to restrict the scope of the said Commission. After a good deal of telegraphing, we have gotten word from the Department by night letter yesterday, as per copy herewith.

It would seem that they are to restrict the inquiry of the Commission to District No. 2. If they do this, they cannot do anything towards the embargo on fresh Salmon for canning as no fresh salmon for canning purposes is shipped out of the Country from District No. 2, but is shipped from the Fraser River - which is District No. 1, and Vancouver Island - which is District No. 3.

There are many things to be brought up regarding District No. 1, and perhaps No. 3, and since the Commission is appointed, it should have full enquiry into the whole of the Salmon fishing of British Columbia.

The writer is Chairman of the Fisheries Commission of the Board of Trade, and got the Board of Trade to send a strong telegram yesterday, and Mr. Todd got the Victoria Board of Trade to do the same. We also wired the Canadian Fisheries Association of Montreal, asking their assistance also in this direction. We trust our combined efforts will result in more scope being given to the Commission, although we are a little doubtful of the Department doing so, as they seem in every way adverse to this Commission, and seem to wish to restrict its scope as much as possible.

We would like to see Mr. Hamar Greenwood, Secretary of this Commission, and advised him to apply for same, which he has done to all the members appointed. We understand that Mr. Clements, the Member for the District, has gotten busy and asked that Mr. Nelson, of Prince Rupert, a newspaperman, and we think an agitator - be appointed as Secretary of the Commission. We also understand that Mr. Found is to accompany the Commission, and he also will bring as much pressure to bear as he possibly can in every way to have the regulations made, endorsed.

We trust that we will be able to keep politics out, but it will be a hard fight to do so.

Yours respectfully,

The B. C. Packers' Association,
General Manager

C O P Y

Ottawa Ont., June 29th, 1917.

W. D. Burdis,
Secy., B. C. Salmon Cannery Assn.,
Vancouver, B. C.

Commission was asked for on account of changes in regulations and policy affecting number two district only. What is urgently needed is decision on whether such changes should become effective and understanding with delegation representing canners was that investigation would examine into these particular matters and should not occupy more than three or four weeks. To widen scope as suggested would greatly delay completion investigations and this is not desirable at present time.

(Sgd) J. D. Hazen.

William Henry Barker

WHB.
Enc:

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

July 13, 1917.

Dear Mr. Jarvis:-

We have delayed answering yours of the 27th and 29th ulto. before now, as we had little of interest to report, and wanted to wait until the Commission arrived here and we had a chance to size them up. They have had several Sessions here, and leave to-night for the North. The writer is better pleased with the Commission after having seen them, and we think they will make a fair report, although you cannot always tell. Mr. Found, Professor Prince, and the Fishery Inspectors have been sticking pretty close to them, but we scarcely believe they will have any influence over them, and that they will abide by evidence submitted.

We enclose herewith our answers to the questions as made by Order-in-Council. The writer has given evidence once or twice, and we enclose herewith extract from our local morning paper which gives part of his evidence, but the main evidence will be given after the Commission return from the North.

We also enclose herewith a condensed copy of the profits for seven years which they asked for, with copy of our letter to Mr. Sanford Evans enclosing same. They also asked for copies of our Balance Sheets, which we also submitted for seven years.

The writer explained to the Commission that the profits as shewn in the Balance Sheet included trading profits, such as large quantities of salmon which were bought by the writer for our trading and sold at a profit. We did not care to mention this in evidence, as we did not want the other Packers to know that we were buyers of salmon, or we would find it difficult to make future purchases: It also includes profit of Saw Mill, Cold Storage, and our numerous stores.

In arriving at the profits as shewn by statement, we took off depreciation, Head Office expenses, and all we could conscientiously do, still the shewing is not a very bad one, but we impressed upon the Commission, as you advised, that the business was a most hazardous one, and we think we convinced them.

The season has opened in the North, and our Mr. Whitehead is now up there. We had a strike of the fishermen at Rivers Inlet which lasted some ten days, but as the season was cold and wet, we do not think we lost very much. We are doing about as usual, and think with fine weather, we may make the usual packs up North.

Fish are shewing up on Puget Sound, and we have just commenced fishing on the Fraser. Nothing has been done yet to speak of, but indications are that we may have a fair season.

Since starting this letter, the writer has come across yours of the 3rd instant, which he had mislaid, and note what you say regarding Mr. Holt's (the Manager of the Bank of Commerce here) expenses to Ottawa, which we have paid. The writer has seen Mr. Bell-Irving a good many times the last two or three days, but he has said nothing to him regarding the matter, and we would like to have Mr. Bell-Irving mention it. If he does not, we will bring the matter up.

Yours respectfully,

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

P.S. Profits as shewn for the Commission by list enclosed do not include Mild-cured Salmon on the Skeena River.

William Henry Barker

WHB.

Encs:

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

July 19th, 1917.

Dear Mr. Jarvis:-

We received a telegram yesterday from Sir Henry M. Pellatt, copy herewith, and confirm our night lettergram to you of same date as per copy enclosed.

We suppose Sir Henry Pellatt wants this information for stock purposes, to buy or sell as the run may warrant; anyway, we want you to be advised as to what we are doing and what information we are giving him. If you object to us giving him information, we trust you will wire us promptly as we will forget to give it.

We also enclose copy of a letter confirming our wire to Sir Henry Pellatt.

Sockeyes have shown up fairly well in the Straits of Juan de Fuca, fully as good as they were four years ago at this time. However, they are not quite so good on the River, as we were packing four years ago 2000 to 2500 cases a day; just now we are not doing anything; with one or two good days we could easily catch up.

Owing to a strike of steamboat men, we have had very little word from Rivers Inlet since the men started fishing there. They, the fishermen, were striking some ten days.

On Skeena River the pack has been fair; Naas, Bella Coola, Lowe Inlet and Alert Bay, not very good; still there is time for these places to pick up; we trust with better weather they will do so.

Yours respectfully,

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

William Henry Barker

WHB.

Encs:

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

July 25th, 1917.

Dear Mr. Jarvis:-

We are in receipt of your favor of the 19th instant and note contents.

The Fisheries Commission are North, and have made stops at Rivers Inlet, Lowe Inlet, the Skeena River, and we understand were in session yesterday at Prince Rupert. We have Mr. Greenwood up there with them taking notes of evidence given, so that we can refute same if it is found necessary and we can do so. Our men at Lowe Inlet and on the Skeena gave very good evidence; we had instructed them by letter what points to bring out, particularly the scarcity of fish and the capacity of our plants, also the necessity of retaining the attached licenses, and for them to bring out everything possible against the use of motor boats. Our managers write that all the evidence given by the packers, and nearly all the fishermen, was against the use of motor boats. We understood from our manager at Rivers Inlet that the fishermen were almost a unit there in their opposition to the use of motor boats being allowed. The only packer or anyone connected with the Canneries who wishes to have motor boats allowed seems to be Mr. Henry Doyle. We scarcely think that anything he might say could stand against the universal opposition to their being allowed.

Regarding the profits as shown by statement which we have given the Department, the writer took occasion to talk about same to Mr. Evans, and also Mr. Thompson, of the Commission and explained to them that much of our profits were made through trading, as we have been buying for a number of years past quite a large amount of salmon from our competitors through Brokers, and selling same at a profit from 75 cents to \$1.50 per case, sometimes even more. We explained to them the reason we did not wish to give this in as evidence was, that we did not want our competitors to know that we were buying salmon from them, as we were able to market same when they did not seem to be able to do so. We also told them that we had a Saw Mill, and quite a good many stores from which we obtained quite a profit, in fact, there were various ways of swelling our profits other than from Canned Salmon.

Regarding the season's prospects. We have been disappointed in reports from the North; we have not been able to get these even as regularly as formerly owing to a strike of the steamboat deckhands, firemen, etc., which has interfered with communication with these isolated plants, such as Rivers Inlet, Lowe Inlet, etc. Notwithstanding the fine weather, the catches at these points have been very disappointing. It is just possible that we may be able to make an average pack, but we cannot expect more. On the Fraser, the fish have not reached us as yet. In this we are also disappointed, as large quantities of fish were being caught by the traps in the Straits of Juan de Fuca and some of the traps on the lower Sound. They are still shewing up in fairly good quantities, although not as good as they were a week ago. However, it is early yet and there is plenty of time to make a good pack on the Fraser, and we hope that we will be able to make a better report regarding this.

The report in the "News-Advertiser" as to evidence given by the writer, was distorted. The \$240,000.00 owed by fishermen is a Company in which the writer is interested on the Columbia River, and was so stated and understood by the Commission.

The point the writer tried to make was, that the United States Government gave licenses to anyone applying for same, both Canneries and fishermen; the result was, that on the Columbia River, where large packs were made, there were too many fishermen and too many canneries, in consequence, the fishermen found it easy to get advances and get into debt, and the canneries paid a great deal for fish than they could afford, and notwithstanding the high prices they obtained for their canned salmon, they made little or no profit, so that a large business was done without profit to anyone, and we asked the Fish Commission if they thought this was desirable for this Province; that what we wanted was a good supply at reasonable prices, which was very much the best for the fishermen and canners alike.

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

William Henry Barker

WHB.

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

August 3rd, 1917.

Dear Mr. Jarvis:

We are in receipt of a telegram from Sir H. M. Pellatt, - copy herewith, also copy of our reply to same and copy of letter addressed to him confirming the telegram.

As stated to Mr. Pellatt, the pack for Northern, B. C. is disappointing; Rivers Inlet is about through with only half a pack, - on the Skeena and the Naas they have a longer season and it is quite possible they will make a fair showing yet, as it is on the Fraser.

Mr. Todd reported better fishing in the Straits to-day, which is good as the fish have to come that way and it is quite possible we may still make a 1909 pack on the Fraser and will be well pleased if we do.

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

William Henry Barker

WHB.

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

August 17th, 1917.

Dear Mr. Jarvis:-

The Fisheries Commission have been in session here for some time and finally adjourned to-day - at least we think they have finally adjourned; something may come up for them to give some person another hearing but we hardly think it likely. We do not know just when they will make their report.

I enclose herewith copy of my statement made to them, and also copy of the statement made and figures given that were asked for by the Commission from the B. C. Cannery Association. I do not know whether you care for all this or not, but send it to you as we have the copies.

I also enclose list of cost and licenses and taxes to us, and a statement of approximate values of our Canneries in the North and the amount of capital used for the season's business there. You will note that the foot up investment and capital used is \$2,000,000, and the amount of profits as shown by a previous statement (copy of which was sent you some time ago) averaged something over \$211,379.00 a year, which only shows a gross profit of a little over 10%.

Mr. Evans thought the value of the plants rather excessive, which the writer would not agree was the case; he stated that a Cannery could be built for \$30,000.00, and the writer said "Yes! but not these Canneries". We maintain that these values are not excessive, and cite what was paid by the Wallace Fisheries, namely:-

\$265,000.00 for the Claxton Plant
\$325,000.00 " Smiths Inlet "
\$135,000.00 " the "Strathcona" at Rivers Inlet.

For the latter place we offered Bain & Wilson \$125,000.00. We paid for the Naas Harbour Plant \$80,000.00 five years ago, and have spent on the place in permanent improvements over \$20,000.00 since that time.

The writer hardly thinks that he convinced Mr. Evans, who stated that he wanted nothing for goodwill, but actual values. We contended that values given were actual values, and that we would not sell our places for the prices mentioned.

A few days ago we received a letter from Sir Henry M. Pellatt, asking me to telegraph him as to how work was going on and what the run was at that time. I wired him as per copy enclosed. I did not think it worth while to write you at the time as there was nothing that he could use very well in the telegram.

The run on the Fraser River has been very disappointing and up to this time has been a failure; our pack to date at ten Canneries is only 30,550 cases. At Rivers Inlet we have about 21,000 cases packed, and at one Cannery still running we hope to pack a few thousand cases more there. At Bella Coola and the Skeena River we are having a fairly good run of Pinks, and will probably fill up at these places, at least we hope to do so, and may make fair packs at other points, although the Sockeye run has been very poor all over this year.

We have not made prices for Canada yet, as we do not know just what we will have to deliver or what it will cost us. A few days ago we got a telegram from Mr. Hanna - the Food Dictator- telling us not to make prices until we conferred with him regarding prices and styles. We can understand his request (or we might say instructions) regarding prices, but we cannot alter styles now. The Canadian trade want principally Tall cans; few of these have been packed. As you are aware, we usually fill our 1/2 lb. cans first, and when they are finished we pack in Talls. The run has been so poor that we have not nearly filled the Halves, so there will be very few Talls for our Canadian trade.

We have instructed our Mr. Robt. Henry, of Windsor, to meet Mr. Hanna, and have given him our ideas of prices, or what we can get for export. These prices are very much higher than we have ever received from Canada, but we believe we can market everything we have at them.

Our total pack to date should be running between 140,000 to 150,000 cases; we hope to get it up to 200,000; everything is so uncertain that we may pack more or we may not get that amount.

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

William Henry Barker

WHB.

Encs:

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

August 25th, 1917.

Dear Mr. Jarvis:-

I am in receipt of yours of the 20th instant enclosing me copy of telegram addressed to you by Mr. H. Bell-Irving, also copy of letter from yourself to the Minister of Marine & Fisheries and copy of your reply to Mr. Bell-Irving.

I am a little surprised that Mr. Bell-Irving should address you direct, as his telegram had been submitted to me asking me to endorse same. I stated that the telegram itself was alright, but to send the telegram direct to the Minister over the head of Mr. Found, who was in Vancouver, and without submitting it to the Commission, who were in session here, was hardly good form or politic, as I thought the matter first should be submitted to them, feeling that they could hardly help to endorse it. Mr. Bell-Irving, however, seemed determined to send the telegram direct, which he has done. He also got the Bankers' Association here to send a strong telegram endorsing same, the result was, as the writer expected, that his telegram was sent back to Mr. Found, and the Commission felt badly because they had not been consulted. Mr. Found was very indignant, and the result was, the Department turned down the request, which possibly may have been granted if it had been done as the writer wished. Other members of the B. C. Cannery Association think just exactly as does the writer.

The writer feels rather badly to think that Mr. Bell-Irving should address you after having seen the writer, and to say the least, it makes me feel small to think that you have acted on Mr. Bell-Irving's say so without getting my ideas.

Mr. Morris, of the Bankers' Association, feels badly about it, as he sent a telegram without seeing me, and the whole effort has been of no value, mostly owing to the way it was done. Besides, it puts the writer in a bad light with Mr. Found and the Department. We had gotten into the good graces of Mr. Found, and rather expected him to act favorably on a lot of matters that the Commission will report on soon, and I fear this whole thing may do considerable harm.

I might say that I took occasion to mention to Mr. Evans, of the Commission, that the telegram was sent without my knowledge and against my judgment, but now that you, for the B. C. Packers' Association, have endorsed it, it looks as if I had misrepresented or mis-stated the facts, both to Mr. Found and the Commission.

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

I think under the circumstances you had better get Mr. Bell-Irving to run this place. I'm through

William Henry Barker

WHB.

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

September 18th, 1917.

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 17th instant which was received this morning, and confirm our reply of today's date as per copy herewith.

There has been no late run of Sockeye on the Fraser this season; it is getting so late that we fear there will not be any. Pinks or Humpbacks have been running fairly well, but packers in their anxiety to get same, have been paying outrageous prices for them, leaving little or no margin of profit. American buyers are coming over here and are going still higher. As the fish are getting poor in quality, we did not think it advisable to pack many of them with little or no profit, as our customers are paying such high prices they ought to get something decent for their money.

The price of Sockeye - a few are still running - is 70 cents each; as it takes about thirteen to the case now, you can see what the raw fish would cost. Humpbacks which a few years ago were sold at 1 cent to 2 cents each are now up to 32 cents. It takes fifteen or more of these fish to the case, and as we have before stated, the quality is deteriorating very fast.

We have closed down four of our Canneries on the Fraser and will probably close the balance in a few days.

Our total pack is about 250,000 cases, or will be we think when we get the reports in from our different Canneries. Bella Coola is still running and we expect will pack two or three thousand cases more yet. Naas and two Canneries on the Skeena are doing very little. We are also packing a little at one Cannery at Rivers Inlet and at Alert Bay, but do not expect very much more.

Prices are extremely high. We sold quite a little of our pack very early at what we thought were then very good prices, but owing to the failure of the Sockeye run, and the great demand from all quarters, prices advanced very much, so that we are now getting prices never before heard of. We cannot tell just at this writing how we will come out, but feel sure that we will shew enough profit to at least make a dividend, and we may make a pretty fair shewing.

Some time ago Mr. Hanna wired us not to make prices for Canada until we had seen him. We instructed our Mr. Robt. Henry to meet Mr. Hanna (whom he knew personally) and talked the matter over with him. We gave Mr. Henry full particulars as to increased cost of packing and what the American prices were at that time. After seeing Mr. Hanna, Mr. Henry wired us that if we made prices near the American prices it would be alright, and to go ahead. Accordingly we made our prices very near the American prices, which had just been named - in some instances a little higher, but not much.

Our Canadian trade has taken all we have, but they are very much disappointed, as we are giving them prorata delivers on nearly every grade and style. On "Clover Leaf", "Maple Leaf" and all Sockeye grades, Springs and Cohoes, we are only giving a small percentage of delivery, running from 8% to 35%.

Since naming our Canadian prices, prices for export have advanced a dollar a case, and as we are using for our domestic trade about 100,000 cases, you can see what it cost us to protect our Canadian trade. Of course the average prices received from them would be in excess of those sold for export, as the quantities we were able to sell for export at the advanced prices were only small. Taking it altogether, the average prices we have received have been very good, and we think will compare very favorably with other packers.

The Fish Commission have not yet made a report, and as we have above stated, American Buyers are here buying notwithstanding the extreme high prices being paid by the local cannerys.

Yours respectfully,

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

William Henry Barker

WHB.
Encs:

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

September 24th, 1917.

Dear Mr. Jarvis:-

We beg to acknowledge your telegram of the 21st instant which was received Saturday the 22nd inst. As the writer was very busy Saturday, and that being a short day, we did not ask Mr. Greenwood for a copy of the letter sent to you. We did so this morning and immediately wired you as per enclosed copy.

Mr. Greenwood's letter is merely an estimate, and perhaps not very far out of the way as regard this year's pack. The total amount mentioned - 1,250,000 cases may be exceeded. The writer estimated some three or four weeks ago that the pack would be 1,200,000 cases. Mr. Greenwood's other figures, however, are not correct, and are copied from the Year Book of the "Pacific Fisherman" published last January, copy of which the writer sent you. These figures are given in detail and are not all correct. They have better facilities for getting these figures from the United States Customs than are we in Canada, as they are not obtainable here. For instance, he states that only 6% of the Canadian pack of 1913 was consumed in Canada, when we alone furnished 143,000 cases that year to our Canadian customers. We are of the opinion that we furnished about 50%, so that the amount consumed in Canada would run close to 300,000 cases instead of 81,039 cases, and be nearer 30 % than 6 %.

His statement that a late run of Sockeyes appeared on the Fraser about September 15th is also a mistake, as these fish always scatter along in proportion to the run, so that in the usual "big years" like 1905, 1909, 1913, the proportion of the late run was considerable in the aggregate, while this year the proportion is about the same as in former years but our pack being a small one - only a 150,000 cases - the quantity is in proportion to the small pack. They were a little better the latter part of last week, but as we stated to you in a letter written a few days ago, there has been no late run amounting to anything.

We received several telegrams and letters from our trade regarding this "reported late run", asking us to make offers on same. These enquiries have come from Montreal, Toronto, and other parts of Eastern Canada and also from the North West, so that any circular emanating from you or this Company would give us the lie, as we have stated to our trade that there has been no late run.

Our Canada trade has been growing very fast, owing to the high prices for meats and other canned foods they have increased their orders very much, and orders received from our Canadian trade amount to nearly 350,000 cases. We reserved several Canneries exclusively for our Canadian trade, several of them packing only in Tall cans, which style is used mostly by them. The run was so poor that we are only able to deliver on our orders:-

8%	on	Sockeye	Talls
20%	"	"	Flats
35%	"	"	1/2 Flats

We are only making full delivery on 1/2 lb. and 1 lb. Flat Pinks. On all other styles & grades we are making short delivery 10% to 50%.

Owing to the large demand our customers are very much disappointed with our deliveries.

We enclose herewith copy of a circular letter from the Groceries Ltd., of your City.

We think, if Mr. Greenwood's letter was circularized and became public property, it would re-open the matter with our customers and do our Company a great deal of harm, although at present our domestic, or Canadian trade, has been a drawback to us and will cost us from \$50,000 to \$75,000, as prices for export have advanced fully \$1.50 per case on Sockeye Halves, and from 75 cents to \$1.00 on all other grades and styles. Perhaps if we had thrown these 100,000 cases to the export trade, prices might not have advanced so much, but possibly they might, as the demand is abnormal, and they seem to want the goods and will pay almost any price asked for them.

We have sold recently some Sockeye Halves at \$15.50 per case unlabelled, cash against delivery order, Vancouver. Taking into consideration the cost of labelling, exchange and loss of interest, the difference will be \$1.75 per case higher than we are receiving from our Canadian customers. We have also sold Pink Talls at \$7.50 per case unlabelled, which is a difference of 75 cents per case.

We are under the impression that the less said about high prices to the trade and to the public generally the better, as it might cause investigation, and some of our plants will shew a very large profit even this "off" year.

Our pack to date is close to 260,000 cases; we prepared for a pack of 345,000 cases. We cannot say at this writing just how we will come out, but feel satisfied that our shewing will be a fairly good one.

Pardon the writer for saying that your correspondence with people here regarding the salmon canning business does not impress him at all favorably. We think we are better able to judge here regarding the business than any outsiders, particularly journalists like Mr. Greenwood, who has to get his facts from newspapers and packers generally.

Our shareholders should be well satisfied if they get their usual dividend and we are able to add something to our Reserve.

The extreme high prices paid for canned salmon, and the very high prices paid to fishermen for their fish in consequence of same, is putting the business in a very precarious condition, for when normal times come, it will be hard to get prices for raw salmon and labor down again.

This year has been a very trying one, as we have had our labor troubles and fishermen's strikes, trouble with getting transportation to and from the Canneries owing to strikes of longshoremen, deckhands, firemen, etc. on steamers, but we can stand all this if the results are satisfactory, but we still must look to the future, as the Company's investments are permanent and we are forced to keep our plants in first class shape.

The business the past few years has changed very much owing to the cheaper grades of fish being in demand. We have always looked for the higher grades where we made the most profit, still we have packed a fair proportion of the lower grades, and places which were of little or no value a few years ago are doing very well now, as they are able to pack large quantities of these cheaper grades.

The total packs of British Columbia since 1905 are as follows:-

1905 (Big Year)	-	1,167,460	cases
1906	-	629,460	"
1907	-	547,459	"
1908	-	542,689	"
1909 (Big Year)	-	967,920	"
1910	-	762,201	"
1911	-	948,965	"
1912	-	996,576	"
1913 (Big Year)	-	1,353,901	"
1914	-	1,111,039	"
1915	-	1,133,381	"
1916	-	995,065	"

and this year may possibly reach the figures of 1913.

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

We are sure that there are not 5000 & certainly not 10000 cases of Sockeye unsold in British Columbia.

William Henry Barker

WHB.

Enc:

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

September 26th, 1917.

Dear Mr. Jarvis:-

I am in receipt of your favor of the the 21st instant which has been replied to by mine of the 24th, which was mailed before receipt of yours of the 21st. There is little more to say to what has already been said in mine of the 24th inst.

Both Messrs Sweeny and Evans called in yesterday and to-day, and I shewed them your letters and mine to you. They seemed to think that I have gone into the matter quite fully and given you as much information as could be given at this time.

Your very kind letter of the 4th instant has not been acknowledged by myself, although I have had occasion to write you two or three times since its receipt. I have re-read it and took the liberty of shewing it to Mr. Sweeny and Mr. Evans; they agree with me that it is a very nice letter, and I thank you very much for its general tone. I wish to be thoroughly understood that anything said in my letter was occasioned for the good of the Company, and had nothing personal regarding the writer's feelings. I think you understand that my every thought and effort while with the Company is for the Company's good, and I do not let personal matters interfere in any way, shape or manner.

The suggestion of Mr. Bell-Irving that the Fraser River be closed for commercial fishing, - providing the waters of Puget Sound are also closed - for a period of three years will bear very serious consideration. You will remember that this was brought up in 1905. All of the Directors of the B. C. Packers' Association at that time were in favor of closing the River. The writer was not a member of the Board at that time, and had only been with the Company some few months. The difference of opinion between the Board and himself almost caused his resignation at that time, as he felt sure that it was wrong. Time has proven that the writer was right - that it would have been a mistake to close the Fraser at that time, as much money has been made, not only by our Company, but by others on Puget Sound as well as the Fraser River; in fact, we have never lost money packing on the Fraser River.

To close our fourteen plants for three years would disorganize our business very much; our fishermen's accounts would be wiped out; all our trusted and capable employees, which are without doubt a valuable asset to the Company, would have to seek employment elsewhere; the places would deteriorate very much while closed up perhaps more than if they were used. The expense of insurance and loss of capital account would be considerable, our business disorganized generally, as we would have no supplies for our customers, who would look to other kinds of goods which it might be hard to supplant. Taking a still broader view, would it be good for the world at large to lessen food supply by one million to one and a half million cases of salmon which have been and will be packed yearly on Puget Sound and the Fraser River? All branches of business on Puget Sound, Vancouver, New Westminster and other towns, would feel the effects of shutting up all the Canneries and stopping the salmon packing.

The writer fears that the people across the line would get the best of us. It is a fact that some of the leading packers over there who talked as if they favored the closing up of Fraser River and Puget Sound, insist that they be allowed to catch the Spring fish, and also the Pinks or Humpbacks. Now, Sockeyes run with both Springs and Pinks, and we think they would catch quite a number of Sockeyes even if they did shut up for the month of August. Personally, the writer thinks that the Fraser River could be re-stocked by less drastic measures; that there is a chance to make a lot of money in packing salmon on the Fraser even yet. After all, it is only a question of the survival of the fittest; if people cannot operate salmon canneries on Puget Sound and the Fraser River profitably, there is nothing to compel them to operate at all - let them close up.

The writer feels satisfied that to close all the Canneries on the Fraser River would depreciate the B. C. Packers stock more than anything else could do at this time.

Mr. H. Bell-Irving left here yesterday for the East; we think he has gone to Ottawa with a view to getting the Government to go into the matter of stopping fishing for three years on the Fraser providing the same is done on the Sound.

A telegram has been shown the writer from Mr. Thompson, of the Fish Commission, stating that a Biological Board or some other parties have been appointed as a Royal Commission to look into the matter and report.

Again referring to your very kind letter of the 4th instant, I can assure you that Mr. H. Bell-Irving nor anyone else could lessen the very high regard the writer has for your good self, and begs to say that he values your friendship and goodwill more than he can say.

Yours respectfully,

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

Since writing the above I hear that Mr. H. Bell-Irving has gone on a hunting trip with his son and expects to be gone two weeks. He has not gone East.

William Henry Barker

WHB.

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

October 2nd, 1917.

Dear Mr. Jarvis:-

I am in receipt of yours of the 26th ulto. enclosing copy of memorandum prepared by Sir Edmund Walker, which he will discuss with Professor McCallum with the idea of enlisting the Industrial & Civic Research Commission to investigate the Fraser River with a view to replenishing or increasing the Sockeye run.

The writer has taken this up to some extent in recent letters with your goodself, and there is little more to say.

As soon as we received your telegram, copy of which you enclosed, the writer took it up with the Secretary of the B. C. Cannery Association and Dr. Bell-Irving. Mr. Henry Bell-Irving has gone on a hunting trip and will not be back for a week or more.

Mr. Burdis has been preparing a memorial or letter to Dr. McCallum, which will be submitted to all the members of the B. C. Cannery Association, and probably to other Packers. A meeting will be called after same has been read, and then the Packers will act upon same, and perhaps it will be changed a little and sent forward. In the memorial we will not suggest any remedies, leaving that for the Commission after thorough investigation.

Some of the larger Packers on Puget Sound, and one or more on the Fraser (we scarcely think very many of them) are in favor of closing all the waters of Puget Sound and the Fraser for four years. The writer repeats that he is not in favor of such drastic measures, partly from a selfish motive, as he feels satisfied that it would hurt our Company very much. If all fishing for salmon were stopped until the 1st day of August, it would allow quite a large number of strong vigorous Sockeyes to get well up the higher reaches of the Fraser, and allow most of the Springs free access, as only a few of these are caught after that date. This will be a hard matter to get the Puget Sound or American Packers to agree to, as they would suffer more than we on the Fraser, as they get their fish earlier; in fact, the writer feels satisfied that it will be a very hard matter to get the United States to act at all, as it interferes with the States rights, which each and every State will combat before allowing the National Government to interfere.

The combined pack this year of Puget Sound and the Fraser River of all grades of salmon will exceed two million cases. This is a large quantity of food which is condensed and can be shipped anywhere and very much needed in Europe, as shown by the extreme high prices being paid for any and all grades. Should we at this time do anything to lessen the food supply by a million or more cases per year? I mention this again, as to the writer it is one of the most important things to consider.

If possible, I will enclose with this letter the proof of the memorial to Dr. McCallum. As I have before stated, this probably will be changed somewhat, as all Packers have their ideas, but I scarcely think there will be very much changed. If so, we will send you the proof as it will be sent to Dr. McCallum.

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

Since writing the above I have been shewn a newspaper clipping - which bears out the contention of the writer as regards the food supply - & how the fisheries are looked to, to do their part - one must look at all sides of the question. I enclose copy of same.

William Henry Barker

WHB.

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

October 24th, 1917.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 12th and 15th instant, the latter enclosing copy of a letter received from Mr. W. A. Found. As you state, we were pleased to receive this as it eliminates any ill feeling that may have been caused.

Regarding yours of the 12th instant, we note what you say regarding Sir Henry M. Pellatt, and will be governed accordingly. No doubt you will be able to give us some definite instructions regarding this gentleman before the new Board is elected at our next Annual Meeting.

We were not surprised at the last paragraph in your letter regarding the report of the Fisheries Commission which had been on the Minister's desk for some days without his having read it. We cannot be in a worse position with the new Minister, but trust that he will prove more energetic. The Canners' Association sent him a letter of congratulations upon hearing of his appointment, and in it stated that we trusted he would give the Report of the Royal Fisheries Commission his careful consideration.

We wish to call your attention to a matter which affects our Association a great deal. The Nimpkish River from where we get our fish supply for our Alert Bay Cannery is a rapid stream and fed by the Nimpkish Lake. It would seem that two Power Companies - White Bros. (an American Co.) and the Cox interests - both own large tracts of timber in the neighbourhood of the Nimpkish Lake, and wish to get that body of water to use for a pulp mill to be built some time in the future. They have asked permission to build a dam 85 ft. high at the head of the Lake, which would take more than 90% of the water and thus do away with the Nimpkish River and destroy our industry. We have had a Hatchery on the Nimpkish and have been putting into the water some five million young Sockeye for a number of years past and our own expense. The Fisheries Dept. at Ottawa granted permission for White Bros. Lumber Co. to build this dam "providing they put in a good and sufficient "fishway"; the Provincial Water Department have also given them this privilege. We have fought it, and our Attorneys have done, we think, everything possible to stop the putting in of the dam, or to at least have the Companies doing it, put up a good and sufficient bond that the fish would be able to get up the fishway, which we say is impossible. Anyway, Mr. Babcock before the Department here, stated that the fish could get up, and (which he thought possible providing money enough was spent on the fish ladder) there was no provision for the young fish to get down as they would follow the body of the water. We appealed from the decision of the Department, but have just been informed that our appeal has been dismissed.

This is certainly a hardship on our Company, as for the past five years (as the writer testified before the Minister of Public Works), our Company has made a profit of about \$35,000,000 a year and we would be put out of business by the proposed dam.

We do not know whether you can do anything in this manner or not, but it seems to us this ruling should be rescinded, as a probable or prospective business is allowed to put an established business, entirely out of business. We scarcely think this is British justice, and we feel that it should not be allowed.

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

We made enquiries regarding fish ladders or fishways on Salmon streams and (illegible handwritten note)

William Henry Barker

WHB.

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

October 29th, 1917.

Dear Mr. Jarvis:-

We are in receipt of your telegrams of the 27th and 29th instant as per copies herewith, and we confirm our replies to same as per enclosed copies.

In yours of the 12th instant you state that the Minister had informed you on the 3rd instant that the report of the Royal Fisheries Commission had been on his desk for several days but that he had not had time to read same. This must have been the interim report, copy of which we have had some days, which refers only to the asking for an embargo on fresh salmon for canning purposes to the United States. We understand that the full report of the Royal Fisheries Commission has not yet been submitted. Would it not be best for this report to be made before Mr. Greenwood should go East to interview the Minister? Perhaps it was your intention that he should go there and prepare the Minister before he should receive the report; of this we are not sure.

Regarding your second message as to whether the Dominion or Provincial Minister of Public Works granted permission to White Bros. Lumber Co. to dam the Nimpkish, we sent you copy of the ruling of the Provincial Minister of Lands & Public Works, in which you will note that he states the Pacific Coast Fisheries Advisory Board - which is a part of the Dominion Marine & Fisheries Department - granted permission to put in a dam providing a fish ladder was put in. Since we have received copy of this ruling, through our Attorneys, we are asking for permission to see the plans and specifications for the proposed fish ladder, before it is passed on by the Department.

We enclose herewith copy of reply from the Controller of Water Rights, Victoria, received by our Attorneys, also copy of our letter to the Chief Commissioner of Fisheries, New Westminster, regarding same.

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

(Illegible handwritten note.)

William Henry Barker

WHB.

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

November 3rd, 1917.

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 31st ulto. and confirm our reply of the 2nd instant - copies herewith.

After having received your telegram, the writer sent Mr. Burdis around to interview the principal packers. Mr. Todd happened to be in town from Victoria, and we placed before Messrs. Todd, Bell-Irving, Burke and Buttimer, your telegram, and same was discussed.

As stated in our wire to you, the general opinion seemed to be that it would hardly be wise to have anyone see the Minister until he had seen the report and had time to digest same. We feel fully confident that the Department will be very adverse to making any changes which may be suggested in the report of the Royal Commission; at the same time, the new Minister will undoubtedly confer and go into matters generally with the Department, and possibly resent any outside advice unless he asked for same. After we have seen the report and know what the Commission recommend, we could very well then try to influence the Minister. Anything that could be said or stated by Mr. Greenwood has been given to the Commission in evidence. When Mr. Todd suggested that as soon as he returned to Victoria he would wire his brother - Major Todd - to interview the Minister, we scarcely thought it necessary for anyone else to do anything at this time. A suggestion was made that we have the Board of Trade telegraph the Minister, which was done, as per copy herewith.

The writer is Chairman of the Fisheries Committee of the Board of Trade, and the telegram, copy enclosed, was written out by Mr. Henry Bell-Irving. The writer does not like it as well as one he suggested, but as it brought the matter before the Minister we thought that that was what was needed. Later we will follow it up by message from the Cannery Association.

The different Cannery books are being closed and audited; we are through with some nine or ten already. Results on whole are very satisfactory. We cannot however say what the result will be, but the showing will be considerably better than that of last year. We feel satisfied that only one of the ten Canneries operated on the Fraser River will show a loss. Besides this, we succeeded in collecting quite a large amount of fishermen's accounts. These will be very much less than last year.

Yours respectfully,

B.C. Packers' Association,
General Manager.

William Henry Barker

WHB.

Encs:

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

November 6th, 1917.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 1st instant, and yesterday received the copy of letter sent to the Hon. Mr. Ballantyne, Minister of Marine & Fisheries.

We think your letter an excellent one; it fully states our case regarding the Nimpkish. We informed you that we had asked the Chief Inspector of Fisheries, Mr. Cunningham, to let us know when the plans for the proposed fish ladder were received so that we could see them. We are in receipt of a letter from him this morning in which he states that we will have an opportunity of examining and discussing same with their resident engineer; he also says that we can rest assured that every means will be taken to protect our interests. However, we do not go too much on the promises of this Department, as they often ignore our requests or forget their promises.

We enclose herewith copy of a telegram that was sent by Mr. Todd to his brother, Major Todd. We will follow this up by another telegram from the B. C. Cannery Association in a day or two.

Trusting that the report of the Royal Commission will soon be made public. We remain,

Yours respectfully,

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

William Henry Barker

WHB.

Enc:

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

November 13th, 1917.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 5th and 7th instant, the latter enclosing copy of letter from your goodself to the Minister, the Hon. Mr. Ballantyne, and copy of his reply to same. Your letter to the Minister states the matter very well except that you mention the word "flume". In this connection we might state that we understand there are to be nine large pipes to carry the water to wheels which are to generate the electricity at the power station for the pulp mill some distance away. In this event, the small fry going through the power wheels will be destroyed as you state.

Regarding yours of the 5th instant; we are not satisfied that there was not some dirty work, as you state, in this Nimpkish dam matter; of course we know nothing about it, neither does our Attorney, but we expect that "influence" of some kind was used, as the Minister of Works here seemed to have his mind fully made up before any evidence was given to him in the appeal case, before which the writer appeared as a witness.

Referring to the personal note from your goodself regarding our cold storage management, we were a little surprised at the contents of same. The writer has paid a good deal of attention to the cold storage plant, and thought the manager - Mr. Cassady - was giving same his careful attention. He has been much exercised through the unprofitable shewing the last two or three years; this, the writer is satisfied is the experience of most of the cold storage plants in B. C. We were more surprised, however, at your stating of having heard that our fish were not in as good condition as those put out by Mr. Burke and others. We do not know just where you got this information, but please pardon the writer if he states that he hardly thinks this can be so. The writer has talked to purchasers from our cold storage, among them Mr. James of your City, Mr. Chesebro, of Chesebro Bros. New York, who are large buyers, and representatives of P. Burns & Co., who also are large buyers and all seemed anxious to get more of our goods. The supply here has interfered very much with the profitable working of this plant, as the supply being short, dealers bid up for the fish, and sales previously made had to be filled without profit by all concerned, including ourselves. This year we are working on a different basis, and feel satisfied that the shewing should be better.

The organization at our cold storage plant the writer thinks is a good one; many of the employees have been with us for years, and we consider first class men in every respect. It is a difficult matter to obtain and keep good men these times, as many of the younger men have gone to the front and others will have to go owing to this conscription. We have had no trouble at our cold storage, where the work is very disagreeable, men having to work in low temperatures, and are subject to suffer from colds and rheumatism by so doing.

Pardon me if I say that people who are apt to boost their own goods by pulling other down can rarely be relied upon. As our cold storage plant is a modern one, and the writer is absolutely sure that great care is taken in packing, we cannot but hold the opinion that our goods are at least as good as others of our competitors.

Regarding the quantities of the cheaper fish, such as Red Cod, etc., we received 265,000 lbs. - of this Red Cod, 253,000 lbs. of Ling and Grey Cod, and 127,000 lbs. of Black Cod. Of this quantity, Mr. James of your City takes all the Red Cod and 150,000 lbs. of the Ling and Grey Cod. P. Burns & Co. of Calgary take 100,000 lbs. of the Ling. The Black Cod is sold locally, most all of it, and a better price is realized. The price paid for the Red and Grey Cod by Mr. James is 4 cents per lb. f.o.b. Vancouver, and by P. Burns & Co. Calgary, 5 1/2 cents per lb. here, difference in price (illegible). The Black Cod sells here at 6 cents to 8 cents per lb. and all of the different varieties of the cheaper fish are sold.

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

William Henry Barker

WHB.

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

November 14th, 1917.

Dear Mr. Jarvis:-

Two-thirds of our Cannery books are closed and audited and we have the cost at Canneries. We can estimate the lighterage, insurance, interest and head office expenses. Most of our pack is sold although much of it is not yet shipped or paid for. Our Bank account is about \$500,000.00, but we should have more than enough to pay that off, as well as pay the dividend due in a few days. We will make a good showing - should be \$500,000.00 - perhaps a little more. It is a little better than the writer expected.

As you are aware, we have purchased for account of our Insurance Reserve Fund, bonds face value \$39,000.00 - cost to us \$37,095.43. We also have to credit of that fund interest amount of \$2,115.00; and premiums for insurance \$2,551.50; altogether we have \$9,801.53 to invest in Bonds or securities for that fund. We have not invested it before because we have had a debit at the Banks. We should invest this in Victory Bonds, and enough - say \$51,000.00 additional also in these War Bonds. This would give us \$100,000.00 in Bonds drawing interest as an insurance reserve. We could then credit that account with premiums of insurance and so build up a decent fund that would be an asset to the Company and make our credit gilt-edge.

The writer has talked this over with Mr. Sweeny, and he is strongly in favor of it. It has been the ambition of the writer for years to get a reserve that was one and not a book account, and a decent one at that. A double object would be served - a National duty, and a reserve that could not be taxed, and best of all, getting a good start on a decent insurance reserve.

Please give us your ideas on this.

Yours sincerely,

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

In case you think it advisable, and the Board of Directors do also, to buy the full amount of Victory Bonds, it would be very much best for the Association to purchase them here - we understand that no commission is allowed anyway.

William Henry Barker

WHB.

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

November 23rd, 1917.

Dear Mr. Jarvis:-

We are in receipt of your favor of the 17th instant enclosing copy of letter received from the Hon. C C Ballantyne, Minister of Marine and Fisheries. We are also in receipt of your telegram of the 20th instant, for which we thank you. In accordance with the latter, we called a meeting of the Board of Directors. No doubt you will have received copy of the minutes of same, which will tell you that we were authorized to purchase for account of our Insurance Fund, \$61,000.00 worth of "Victory Bonds". The writer was very much pleased to be allowed to do this, as he has previously stated, it gives us a very good start on our Insurance Reserve.

Referring to your letter of the 17th instant, there is one matter we would like to mention - as to whether it is advisable to take it up with the Minister at present or keep it for some other time; the writer will leave it to your good judgment.

You will remember that we asked the Commission to recommend the prohibition of export of salmon other than Sockeyes from British Columbia to Puget Sound for canning purposes. After the members of the Royal Commission got back to Ottawa it seems they conferred with Authorities of the United States, and deemed it would not be advisable to make the recommendation, but the Department made a ruling, which is in accord with their "peculiar" methods, and instead of stopping the export of salmon, they shortened our season by five days, making the close season on the 9th instead of the 15th of November. As this interfered with the fishermen on the Fraser River (some of whom are white men and voters), they protested strongly against this shortening of the season. The order was rescinded as regards the Fraser River only.

Fall salmon run differently in different localities; for instance - at Alert Bay there is a run of Chums or fall fish very late - they never come in before November, and there not being much money in packing this fish, we made no attempt to get any of this run. This year, however, when we had been importuned by the Government to "speed up" the fishing and pack everything possible, we reopened our Alert Bay Cannery about the 2nd or 3rd of November to get this run. They did not come in until about the 5th or 6th of the month, when we began to get them fairly well and filled what cans we had at the Cannery. Our manager telegraphed for more cans; we sent him up 2000 cases of cans which arrived there on Saturday the 10th instant. That same day we received a telegram from him stating that the Fishery Officer there had shut him down and declared all fishing must cease. He stated in his wire that the Straits were full of fish and that he could fill what cans we had sent him in four or five days. The writer received this wire about four o'clock on Saturday afternoon. He came down to the office and tried to get Mr. Cunningham - Chief Inspector of Fisheries - on the telephone, but did not succeed. He wired him at his residence asking for permission to continue fishing for four or five days. On Sunday the writer got a telegram from Mr. Cunningham stated that he could not do so, as he had no discretion in the matter. On Monday morning we again took it up with Mr. Cunningham over the 'phone. He stated then that he was sorry the season had been extended on the Fraser as the fish were in poor condition. The writer then stated that the fish at Alert Bay were in excellent condition, and Mr. Cunningham said that he had wired their Officer at Alert Bay who had replied that the fish were in excellent condition, fresh and bright and good in every particular. Mr. Cunningham promised the writer that he would wire Ottawa asking permission to allow us to keep on fishing for four days. On Wednesday we had a wire stating they had refused to allow us to do this. In the meantime they were still fishing on the Fraser River. A few days later Chief Inspector Cunningham stopped the fishing on the Fraser River.

This surely is discrimination against us, as the season had been extended where the fish were poor, and they refused to give us the same consideration where the fish were good and were needed.

Another matter regarding our Alert Bay Cannery. We applied for trap licenses to catch Pinks or the cheaper varieties of salmon for two locations near Alert Bay. Up to this time we have not received any reply as to whether these licenses will be granted or not. A short time ago the writer wrote to Mr. Cunningham regarding this, and he stated that he had heard nothing from the Department

but would make enquiries.

It is very necessary that we should know regarding these traps, as gear has to be supplied which has to come from the United States, and very hard to get.

A trap license right near Alert Bay was given to the Western Fisheries - the license being in the name of Mr. R. Chambers, a former employee of ours; the trap was operated this year. This is right in our neighbourhood.

We mention these matters so that you will have them before you, and you can use your own judgment as to placing them before the Minister or Department.

Yours respectfully,

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

William Henry Barker

WHB.

W.D. Chutter, Esq.,
Manager, Booth Fisheries Co., Seattle, Wash.

December 1st, 1917.

CONFIDENTIAL

Dear Chutter:-

I think you understand from conversations you have had with the writer, that our Cold Storage Department has not had the attention of the writer like the Salmon Canneries, which are more in his line. He would like very much to get rid of that part of our business, although he has not yet spoken to the Board of Directors regarding same.

We have a very fine plant at Steveston, built in 1914 - 15; we think it is built with the idea of economical operation, and the site is a particularly good one for getting salmon, particularly the fall salmon.

We have a number of halibut fishing boats, about 50 H. P. each - nearly all of them are new - and as your Company is interested in the Fraser River and do a large fresh fish and cold storage business, I thought perhaps they might entertain a proposition to take this property off our hands.

As I have previously stated, the matter has not been brought before our Board, but I feel satisfied that they would act on suggestions that I might make.

If you feel satisfied, after careful consideration, that your Company would not care to make the investment, do you know of anybody in the line that you think would? I think we could arrange that a fair commission could be paid providing a sale could be made.

If you are at all interested, you might drop up and we could look at the place and I could give you figures.

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

William Henry Barker

WHB.

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

December 12th, 1917

Dear Mr. Jarvis:-

Your letter of the 21st ultimo has not had reply; there was nothing special in it that the writer thought needed immediate attention, so had let it go until this time.

With regard to placing Mr. Workman on the Board of Directors, this will be done at the first meeting of the Board; they should meet shortly after the New Year to pass on the Profit & Loss Statement and Balance Sheet.

Regarding the other gentleman from Montreal - Mr. George Smithers - there would have to be a vacancy before he could be put on the Board, and perhaps this could be well left until the election of a new Board at our Annual Meeting.

Regarding the Cold Storage: I must confess that this branch of our business has caused the writer a great deal of concern, and he might say, distress. The plant is an elegant one, built when everything was at its lowest, and should consequently have shown good returns. The main cause for not making any money is that the supply has given out. Of this of course we had no control, and even could not tell at that time, that it would give out so quickly, as occasionally our vessels, with others, were making large deliveries. Perhaps the writer may be blamed for not being more conservative and spending less money in building the plant. We probably could have saved a little in this way.

Upon receipt of your first letter the writer looked into the Cold Storage a little closer, and even then thought that we would make some profit this year. He questioned the Local Manager, Mr. Cassady, regarding it, and the consequence has been, that in going over the books and our supplies, we find that through the excessive cost of fish and all supplies, we will again show a loss. The worst part, however, is that there is no immediate prospect of doing much better. We hardly know what to do, but have about decided to close up the Cold Storage for at least six months of the year, and not try to pack Halibut, which is too scarce, and accordingly very high in price. The every day expenses of a Cold Storage Plant must be met, and the only way it can be successfully operated is to keep it full or reasonably so. This we find we cannot do.

If it were possible to dispose of the plant for anything like its cost to us, I would recommend that it be done; in fact, the writer has already taken it up with the Booth Fisheries, who are the largest people in the fish business on the Coast, and seem to be branching out at this time. Their Manager at Seattle will look over the plant in the course of ten days or so, and we will sound him as to whether he would advise his Company to take it over. We scarcely think, however, that such a thing is likely, as he too must know the conditions as they exist.

Regarding your interview with Mr. James. There is very little to this, as he did ask that these cheap fish, Cod, etc., be packed in smaller boxes, but as most of these were packed, and shooks were ordered and on hand for the larger boxes, these cheap fish would not stand the proportionate larger expense of the smaller boxes, as they were being sold with very little profit.

We have only two more Fraser River Canneries to close up. The results of the season will be, the writer thinks, a little better than first advised. Everything else is turning out alright with the exception of our Cold Storage.

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

William Henry Barker

WHB.

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

January 14th, 1918

Dear Mr. Jarvis:-

We are in receipt of your favor of the 8th instant enclosing copy of a letter from Mr. W. Sanford Evans referring to the Fisheries Report; also copy of your letter to the Hon. A. C. Ballantyne.

You will pardon us for complimenting you on this letter for its clearness, which shows that you know the situation very well. Paragraph No. 3 on the second page however, where you mention that we applied for licenses granted American Companies, Nanaimo Canning Co., Sydney Canning & Packing Co., Lummi Bay Canning & Packing Co., Nootka Canning & Packing Co., we should have stated when we wrote you that we did not apply for Cannery licenses, but for fishing licenses to fish at Cowichan Bay, Courtenay and Qualicum. The Lummi Island Packing Co. have built a Cannery in the neighbourhood of Cowichan, and the Nanaimo Canning & Packing Co. receive fish from Courtenay and Qualicum. The two other places, the Nit-Nat also the Lummi Bay Packing Co. and Nootka Canning Co. are on the west coast of Vancouver Island and are new locations where the pack was nearly all Chums.

We hasten to give you this information so that if the Department comes back you will be able to make the corrections.

Your statement regarding the Alert Bay incident is correct in every particular. We have not yet received any word regarding the trap licenses for Alert Bay. We have, however, ordered the gear for these traps, which, if the licenses are not granted we will have on hand, as we were compelled to do so or else not put in the traps in case the licenses were granted us.

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

William Henry Barker

WHB.

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

January 16th, 1918

Dear Mr. Jarvis:-

I am in receipt of yours of the 10th instant enclosing copy of letter from the Hon. A.C. Ballantyne, Minister of Fisheries, which is very satisfactory.

The writer has had meetings with the Chief Inspector of Fisheries here - Mr. Cunningham - who seems disposed to accord us fair treatment; the writer has talked plainly to him, and unless he has some reason for changing his mind, or is deceiving us (which we scarcely think is the case), we think he will recommend the increase of boats at Bella Coola, and also recommend the issuance of trap licenses at Alert Bay which we have asked for, and a Seine License for our Naas Harbour Cannery. Perhaps the change of Ministers has had something to do with this.

Mr. Cunningham leaves here in a day or two with the Member for the District - Mr. Clements - for Ottawa, to take up with the Department the matter of licenses. He will wire us from there the decision regarding traps for Alert Bay, seine licenses, and additional boats for Bella Coola.

No doubt Mr. Cunningham is partly responsible for the trouble we have had with the Department regarding licenses etc., but the writer is still of the opinion that Mr. Found is Socialistically inclined, and consequently against the interests of corporations. From the talk the writer had with Mr. Cunningham, the Department seems to think they have all the say regarding the issuance of licenses and that they are entirely in their hands, to be given out as they think best, either for political favors or friends, and at this time they seem to favor the returned soldiers. As you will remember, the writer's contention before the Royal Commission was that the Fisheries Officers were simply servants of the people, and should be compelled to issue licenses available to the first bona fide applicants, taking into consideration the use of the licenses and the proper parties, who were able financially to make use of them; that they were not for barter or sale.

We sincerely trust that the investigations made or about to be made by the new Minister will not interfere in any way with the new licenses we are asking for.

Yours respectfully,

The B.C. Packers' Association
General Manager,

William Henry Barker

WHB.

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

January 24th, 1918.

Dear Mr. Jarvis:-

We beg to confirm our wire replying to yours of the 21st instant - copies herewith.

We were surprised to hear that there was anything International in the extension of the fishing season on the Fraser River to the 10th of November last. However, we made enquiries before sending you the telegram, and feel satisfied that there was absolutely nothing in that contention at this end. Authorities at Ottawa may have got something of the kind into their heads, but we doubt it very much and think it is a very lame excuse. Anyway, the facts remain the same. The fish were there in quantities in the vicinity of our Alert Bay Cannery, and were reported in excellent condition by the Fishery Officer there to the Chief Inspector here.

We are about through auditing our books, but some little matters yet remain to be arranged so that we cannot give you the result at this writing.

The packs on the Fraser and Puget Sound were small, which of course affects our George & Barker Cannery at Point Roberts. Their books have been audited, and their profits are something over \$61,000.00 the past season.

Regarding the Cold Storage, Messrs. Booth & Co. sent their engineer to inspect same, but their manager in Seattle is away at present on a vacation in California, so we have no word from him since their engineer made the inspection. We understand however, that he was very well pleased with the plant, at least he so stated to our men.

In a week or ten days at most we expect to send you a copy of our Balance Sheet and Profit & Loss Statement.

We are pleased to state that we have some \$100,000.00 in the Banks to our credit. Have paid for the Victory Bonds, and have made a good many advances for next season's account. It gives one a very comfortable feeling being in this state.

We enclose herewith copy of a letter that the writer has written in reply to your request from the Editor of the "Mail & Empire" for information regarding our Company and the business generally.

Regarding the price of Tinplate, we might say that the writer has taken this matter up with the United States Steel Products Co., with the Canadian Manufacturers' Association, and the Minister of Trade & Commerce at Ottawa, to try and get for us the same price on Tinplate as given the American customers, but so far without any success. We have recently again written to United States Steel Products Co., (copy herewith), and have not given up all hopes.

The other matter, regarding the Food Controller establishing prices for Canned Salmon, we understand that this is to be done by the American Food Controller, and as profits of all concerned in the business are interfered with seriously by the keen competition for fish, the supply being so scarce, we think it would very much in our interests for the Government to make prices for our fish particularly at this time.

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

William Henry Barker

WHB.

Encs:

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

January 29th, 1918.

Dear Mr. Jarvis:-

I am in receipt of your favors of the 21st and 22nd instant, the latter enclosing copy of letters from yourself to Mr. Ballantyne and his reply to same, all of which have been read with much interest

Regarding yours of the 21st instant, the writer has seen Mr. Greenwood and arranged with him to go East and use his best efforts with the Fisheries Department, - which no doubt will be seconded by Mr. H. B. Thompson who is now Food Controller and was a member of the Royal Fisheries Commission - to have the report of the Royal Fisheries Commission adopted by the Fisheries Department.

There are some other matters that we would like Mr. Greenwood to attend to, one of which is to see the Food Controller to find out if it is his intention to make a price on Canned Salmon as we understand is being done by Mr. Hoover in the United States. If such is his intention, then they must also regulate the price or name the price for raw salmon in the different districts in British Columbia. If it is their intention to do this, they should do it very soon, as the fishermen are getting quite restive and want to know what they are to get. Of course their ideas are "up".

We also mentioned to Mr. Greenwood that we would like him to take up with the Fisheries Department the matter of allowing people who enjoy exclusive privileges, and then to go some distance away as is done by the Namu Fisheries, who go to Rivers Inlet and buy our fish there, while we are not allowed to interfere with them at Namu.

No doubt Mr. Greenwood will see you and talk over these matters with you.

The writer has not seen many of the Packers, but those he has seen agree with you that someone should be on the ground at this time, and I think that Greenwood is the right man. Our ideas of payment are \$300.00 per month and expenses, to be borne by all the Packers interested, that is, A.B.C. Packing Co., Todd, Wallace Fisheries, Kildala Packing Co. and ourselves. Mr. Greenwood promised the writer that he would be able to start soon probably in a day or two.

Regarding yours of the 22nd instant about the Directorate the writer got a letter from Mr. E. W. Rollins a day or two ago, stating that you had written him saying that you wished to have put on the Board Mr. Flummerfelt, of Victoria, and Mr. Geo. H. Smithers, of Montreal and asking him if he was not keen on staying on the Board, to make room for one of these gentlemen. From Mr. Rollins' letter to the writer, he did not seem to appreciate your request for him to resign. We shall expect that you will do as you have in the past, send us a list of the Directors you wish named, and we will follow out your instructions in that matter as heretofore. We understand that Mr. Mark Workman, of Montreal, is to be elected a member of the Board at our next Board Meeting, (which should be early next week), to fill the place vacated by the late Mr. Wm. Murray. The writer understood from you some time ago that it was your intention to drop from the Board Sir Henry M. Pellatt and to put in his place Mr. Geo. H. Smithers of Montreal.

The writer knows Mr. Flummerfelt very well indeed, but begs to say that his influence at Victoria is very little. He was named as Minister of Finance by the late Government, but did not succeed in his election, being very badly beaten at the polls. Of course we do not know what influence he has in the East, but merely state what we think of his influence here.

While we are on this subject, the writer begs to suggest that the matter of remuneration of the Directorate might be taken into consideration. We think that for services rendered the Board would be well paid at \$500.00 per year, and that you as Vice-President should be very much better paid. You have the affairs of the Company at heart and in your mind all the time. We have asked you and you have rendered services which have been of great value to the Company and to the business generally, which has taken much of your valuable time and attention, and we think the same should be recognized by the Company, rather than paid to the Directors who only spend at most a few hours of their time during the year.

Mr. F. H. Cunningham, Chief Inspector of Fisheries, here, is in the East and we understand will be there some little time, and it is just as well that Mr. Greenwood should waste no time in

getting to Ottawa, so as to be on the ground to represent us and offset anything which might be contrary to our interests.

We are nearly through with the closing of our books and are almost ready to get out the Balance Sheet and Profit & Loss Statement, and we expect to be able to send copy of same to you early next week.

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

Regarding the report of the Royal Fisheries Commission we have only had an outline. The whole report has not yet been made public.

William Henry Barker

WHB.

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

February 6th, 1918.

Dear Mr. Jarvis:-

We enclose herewith copy of Balance Sheet and Profit and Loss Statement for 1917.

Had we followed the same procedure as last year, we could have made a much better showing, but we have made reservations, as you will note by the Profit & Loss Statement, for 1917 Provincial Taxes, accounts payable, reclamations for 1917 sales, Business Profit War Tax for 1917, and Canadian Patriotic Fund; these amount to \$72,044.85, and are included in the current accounts payable amounting to \$109,604.74 in our liabilities. The balance of \$38, 559.89 is mostly Agents' commissions and a few small items.

In our assets you will notice under the heading of "Investments, shares in and advances to other Companies" \$402,970.48. This is made up of - Packers Steamship Co., which includes all our vessels, launches, scows, etc., \$192,860.45 - George & Barker Salmon Packing Co., \$209,110.03.

We scarcely think that any other explanation is necessary as the Balance Sheet is clear.

You will notice that we have the liquid assest (sic) by themselves, and in amount \$1,036,791.58.

While we have not departed from the method of depreciation, still you will notice that it is much higher than last year, being \$95,151.19.

We have had in mind the payment of the war tax and Provincial taxes which we fear will be exceedingly heavy. By making allowances for this Business Profit War Tax, Provincial Tax, and the other items before mentioned, and putting these in to "Accounts Payable" on the face of our Balance Sheet, reduces our profits that much, but also reduces the amount of taxes we will have to pay, and we think they will be allowed by the Assessors - we hope so.

We trust that the showing is satisfactory. As we have before stated, it is a comfortable feeling to have money in the Savings Banks; we have \$125,000.00 in the Savings Banks and \$100,000.00 in bonds, all drawing interest, and our Bank statement shows that including money in open account and accounts for collection, a total of \$238,230.35 on the 4th instant; besides that, we have shipments of salmon to go forward, the buyers of which are paying us 6% interest, insurance and storage.

The gross profits made by the George & Barker Salmon Packing Co., \$60,799.79, the writer considers this a very good showing considering the small pack made there. If we had had the expected run, we should have made an excellent showing both on the Fraser and at our Point Roberts place. Of course this big "if" comes in pretty often and only results count.

Yours respectfully,

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

P.S. If you wish any change in the Balance Sheets please advise us by wire. These have been passed by the Auditors, although their signature is not attached to copy sent you. We will send you another copy duly signed by them.

"W.B.H."

Mr. Mark Workman was elected as a member of the Board of Directors to fill the vacancy caused by the death of Mr. Wm. Murray - Balance Sheet passed.

William Henry Barker

WHB.

Encs

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

February 8th, 1918.

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 6th instant, and confirm our reply of same date - copies herewith.

We had previously received a wire from Mr. Greenwood from Toronto in which he stated that he had seen you and been informed, and was leaving that night for Ottawa. We presume your telegram asks for information so that Mr. Greenwood can be furnished with the particulars of licenses we have asked for through your goodself.

We enclose herewith a list of packs made by our Company, and the total packs made on the Coast for years of 1902 to 1917 inclusive. You will note that in 1902 this Company operated thirty-two Canneries and packed 273,717 cases out of a total pack of 625,982 cases, making the percentage of 43.72. The business at that time was very unprofitable and no special effort was made for fish other than Sockeyes. You will note that in 1909 we have put in the list "Mild Cured"; these fish are mild-cured at our Balmoral Cannery, Skeena River, and were previously put into cans. However, we found it more profitable to mild-cure them, so the quantity of mild-cured should be added to our percentage.

Up to 1914 there was little profit made in the cheaper varieties of fish, such as Pinks and Chums (Dog Salmon). Since the war, the demand for these have been greater, and the Sockeyes becoming scarcer, better prices were realized, and packers who had Canneries that packed chiefly this class of fish but had made no profit in packing them, when prices were better, of course made special effort and made large packs.

Licenses were granted to some American packers where we and others had been refused, as you will see by the list also enclosed. This Company applied for licenses in 1905 for Cowichan Bay; in 1906 for Little Qualicum, and again applied for a license at that place in 1911 and for Cowichan Bay in 1912. We were told that no commercial fishing would be allowed at either of these places, but a year or two ago licenses were given to American packers who have packed large quantities of these cheap fish - Cohoes and Dog Salmon.

We also enclose herewith a list of the packs of the Coast since 1876, and since 1902 it shows a percentage of Sockeyes which you will note was 85% at that time, no one caring to pack the cheaper varieties because they usually lost money in so doing. You will note that in 1916 the percentage of Sockeyes was only 21% against 79% of the cheaper varieties. In 1917 this percentage was very much greater - we haven't it at hand at the moment. This list will confirm what we stated in our telegram that this Company never made 50%, and the reason for our not maintaining our proportion was, the large number of new Canneries owing to the business having become profitable. We probably could have built some of these Canneries, but as we have previously stated, we did not consider it good business at the time to build them - we will cite two instances. Mr. Kelly, one of our Directors, formed a Company and built a Cannery at Bella Bella - operated it two years - lost something like \$85,000.00 in these two years - afterwards, we are informed, sold out the place to Gosse-Millerd & Co., who have made large packs there of these cheap fish and we understand have done exceedingly well. Bell-Irving & Co. bought a place at Knights Inlet, (which was offered to us) and lost money for several years, but we think the last two years they have made some money there.

Regarding your request for a complete list of all licenses applied for by us and refused, we beg to say that we cannot give you a complete list, as some of these licenses were applied for on printed forms obtained from the Fisheries Department, of which no record was kept, and for later years, finding the Department adverse to giving this Company any additional licenses, we have had our managers apply for licenses in their own names and we are now using quite a number of these licenses.

We enclose herewith a list of applications we have made by letter, and date of same, but think this is only a partial list. We would like to emphasize the fact that we applied for licenses to operate Canneries already built at Rivers Inlet and the Skeena River, as you will notice on the

enclosed list. These Canneries were built and our Company stopped operating them before the writer took charge. When we understood that the Department intended giving other licenses in the North, we made application for these licenses, and stated in the letter that the Canneries were already built and that we had stopped operating them to allow the fish to increase, and that when the Department saw fit to issue more licenses, we thought our applications should be favorably considered and given the first chance.

We have been repeatedly told that this Company had enough and would get no more. They have not only told us, but have told our managers at our different Canneries this on several occasions. All this we have told you repeatedly in former letters and we have no doubt given you specific dates of our applications.

You will note that we applied for two trap licenses for Alert Bay April 13th, 1913, but did not receive them. Last year a trap license was given in the neighbourhood of Alert Bay to Mr. Robert Chambers, - formerly our manager at Alert Bay - and was fished for the Goletas Packing Co. or The Western Fisheries. We again made application for two trap licenses for Alert Bay early last year but have not received them as yet.

As this year is the year for a large run of Pinks at Alert Bay, we are extremely anxious to get these licenses and wired Mr. Greenwood yesterday to see the Fisheries Department and tell them we would like to have their decision as early as possible and get the licenses. We also took the matter up with Mr. Taylor, Fisheries Inspector for District No. 3, who promised to wire the Department, and who has recommended that the licenses be granted. We might say regarding this that we have ordered the gear for these two traps, and after a great deal of trouble we found what we thought a very good man to put in these traps, who is now offered another position, and we must let him know whether we want him or not right away. We are inclined to think that we will get these licenses without any trouble, as they have been promised to us by both Mr. Cunningham and the Inspector for the District, but we have not received them as yet.

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

Since writing the above I have rec'd the following telegram from Mr. Greenwood "Taylor wired Cunningham as he promised [saw ?] telegram. Found just returned today says he will give me a definite answer re traps on Saturday he must first see [Minister ?].

PARTICULARS RE APPLICATIONS FOR LICENSES

1902. Quashela Creek, Smith Inlet.
Seining ground sold to us R.P. Rithat & Co., just previous to sale - the seining license was taken away and given with exclusive fishing privileges to Hickey Packing Company for nine years - purely on political grounds. In 1907 the writer took the matter up with Mr. Brodeur - then Minister of Marine & Fisheries; he stated that nothing could be done until the exclusive privileges granted in 1902 expired.
- Feb. 4, 1913. Again applied for drag-seine license to fish on our own ground at Quashela Creek, Smiths Inlet
- Jan. 5, 1914. Repeated this application.
- Oct. 19, 1914. " " "
- Oct. 5, 1915. Applied again for this same license, also Cannery license.

July 29th, 1910. Applied for licenses for Canneries already built on Rivers Inlet - Green and Wonnock - also for Standard Cannery, Skeena River.

Apl. 14, 1916. Renewed application for these two Canneries on Rivers Inlet - Greens and Wonnock - and Standard on Skeena river.

Apl. 3, 1911. Applied for Seining License for Adams River. Advised August 15th that same had been granted Knights Inlet.

Aug. 21, 1911. Applied for Seining License for Hardy Bay - also Shushartie Bay. Some considerable time after granted to Goletas Packing Co.

Jan. 2, 1906. Applied for Seining License for Little Qualicum.

Nov. 27, 1911. Again applied for this license - was told no commercial fishing would be allowed there. Lately given to American Packers.

Dec. 6, 1911. Applied for license for Salting Station for Bute Inlet.

Dec. 14. 1905. Applied for Drag- Seine License Cowichan Bay.

Mar. 25, 1912. Again applied for this; was told that no commercial fishing would be allowed there. A year or two ago licenses were given to American Packers.

May 22, 1912. Applied for Purse-Seine license, Ramsay Arm, between Toba and Bute Inlet.

May 29, 1912. Applied for Purse-Seine license for Simpson Reef to Robson's Bight, for our Alert Bay Cannery.

Aug. 3, 1912. Applied for Cannery License for Barclay Sound, and for six purse-seine licenses to operate on Swiftsure Banks.

Apl. 13, 1913. Applied for two trap licenses for Alert Bay.

William Henry Barker

WHB.

Encs:

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

February 12th, 1918.

Dear Mr. Jarvis:-

We are in receipt of your favors of the 6th and 7th instint, the latter received this morning; that of the former enclosing copy of a letter received from Mr. Ballantyne, which, as you state, is not very reassuring.

We shall be delighted to see you at our Annual Meeting which is to be held on the last Tuesday in March, which will be the 26th. There are many things we could take up and talk over with you which cannot be so well given in letters.

Regarding the telegram sent you tonight, the writer heard from a reliable source that Mr. James had obtained seining licenses for Cowichan Lake or Bay. The writer was under the impression these licenses had been granted to the Lummi Island Packing Co. (American Company), who have a Cannery in that vicinity, but it seems that they have not licenses for the Bay or Lake, but for some adjoining districts very near there. We have applied for these licenses repeatedly, as you would see by the list sent you the other day. We think that Mr. James has seen our Cold Storage, but how well we do not know. The price mentioned in our telegram - \$200,000: should be a very good one as things are at present; it could not be built for \$300,000: if it could be built for that now. As we stated in the telegram, the Booth Fisheries have not turned this down, but their Seattle Manager - Mr. Chutter - has been in California for the past two months, but is expected home the latter part of this week. Their engineer inspected the plant and we understand was very much pleased with it.

We did not mention the boat rating in giving you the list of licenses applied for and not granted. The boat rating as established by the Dominion and Provincial Governments took away quite a number of our boats on both Rivers Inlet and the Skeena. Of course if there had been no limit to the number of boats fished, other Canneries would have increased theirs and perhaps forced us to do the same, which would have been expensive and the results would have been little or no larger packs made with a lower catch per boat, so that really we did not suffer very much by the boat rating.

One matter which we think you fully understand is, the manner in which license have been granted, that is, given as rewards for political favors or sold. Now, the disposition seems to be to give them to returned soldiers. One of the new Vancouver Members has made statements that he will see that the returned soldiers get a good share of the fishing licences. We hardly know what he means - whether they are to be taken away from parties now holding them or new ones to be granted.

Our Premier - Mr. Brewster - left for Ottawa a day or two ago. He is in the Cannery business and understands the business fairly well we think, although the writer does not know Mr. Brewster personally. He is said to be a very decent fair minded man and thoroughly reliable, and no doubt will have some influence with the Minister regarding the fishing industry.

Yours respectfully,

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

William Henry Barker

WHB.

Enc:

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

February 18th, 1918.

Dear Mr. Jarvis:-

We beg to acknowledge receipt of your telegram of the 18th instant in which you state that "James interested, would like to know capacity and see plans."

We think there are a set of blue-prints at the Cold Storage, but on the 13th instant we sent Mr. James fairly complete specifications of the Cold Storage, giving him capacity, details of all the machinery, size of buildings and construction. We have gotten this out for the Booth Fisheries people, and simply sent Mr. James a copy of what we had given them. He should receive it to-day or tomorrow at latest. We enclose copy of same herewith.

We hardly like to take away the blue-prints from the Cold Storage, and scarcely think it necessary to do so, as the information given to Mr. James was, we think, very full and complete. Anyway, if he needs anything further and asks for it, we will do all we possibly can to get it for him.

We enclose herewith copies of letters sent to Mr. Greenwood to-day. We are sending copies of all correspondence to you so that you will know just exactly what we say to him. You will understand the reason of our sending him separate letters for things pertaining solely to this Company's affairs, as you wish to show the correspondence regarding the matters which refer to the other packers, to the packers who are sharing his expenses, and we do not wish them to know too much about our business.

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

William Henry Barker

WHB.

Encs:

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

February 25th, 1918.

Dear Mr. Jarvis:-

I am in receipt of yours of the 15th, 18th and 19th instant, the former enclosing copy of a letter you had written to the Minister of Marine and Fisheries, which you state in yours of the 19th instant you decided not to send. We must say, however, that the letter was a good one; perhaps the information can be used at a later date.

The matter of remuneration for your goodself and other members of the Board can well be taken up when you are out here for the Annual Meeting. We trust that you will not see fit to change your mind regarding coming out here, as we should all be delighted to see you.

Regarding the offer of our Cold Storage to Mr. James for \$200,000.00, the writer feels that we would be in luck to get that amount for it, although to anyone with use for it, it is excellent value. The trouble is, the supply has given out, at least the writer thinks so - that is, for Halibut. It may be that these ground fish may help us out temporarily. We are now making a trawl and will see what can be done in that direction this summer along Vancouver Island, but we are not over sanguine regarding it.

Mr. Chutter, Manager of the Booth Fisheries Co. at Seattle only got back from California last week. The writer intends going down to Seattle in a few days and will try and see him. We scarcely think, however, that they would care to make this expenditure, as they should know all about our Halibut fishing.

Regarding the licenses that Mr. James has secured for Cowichan Bay, these would be entirely for salmon - largely Dog Salmon - although we understand that quite a number of Cohoes are caught there. As there has been no commercial fishing in the Bay, it is as yet an unknown quantity, and you no doubt are aware that the quantities of fish on given locations are nearly always very much exaggerated. We will make enquires and get what information we can as to what can be expected from that source.

The writer, however, would like very much to get rid of the plant at the price mentioned. This too can be talked over when you come out in March, as we scarcely think anything will be done before that time.

We enclose herewith copy of a letter received on Saturday from Mr. Greenwood.

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

William Henry Barker

WHB.

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

February 28th, 1918.

Dear Mr. Jarvis:-

Referring to our letter of the 26th instant in which we enclosed copy of letter from Mr. Desbarats (or Mr. Found) and copy of our reply to same, we beg to say that the Inspector of Fisheries here came to see us yesterday and stated that the Chief Inspector - Mr. Cunningham - wanted us to meet Mr. Winch and Mr. Henry Doyle (who is associated with him) to-day, to try and arrange a division of our attached boats which we have at Bella Coola. The writer told the Inspector - Mr. Williams - that he did not care to meet for this purpose until we had a reply to our letter, (of which you have a copy) , so that the matter is left in abeyance until we have time to hear from it.

We may wire you on Saturday and ask if you can do anything with the Department to enable us to keep the attached licenses this year at Bella Coola. This is most important. We have arranged for nets, cans, and even built new boats and purchased two launches so as to properly take care of that Cannery, and now if we are to have our boats taken away from us it will be a great hardship and interfere very much with the profits made at that point. The recommendation of the Royal Commission states that the attached licenses are to remain as they are for this year. Now the Department comes in and asks us to divide up.

Two other Cannery Licenses were given for the Naas River; we understand that Canneries are now building there. We also expect to be asked to divide our attached licenses at that point to supply these two new Canneries. Our Naas Harbour Cannery is less able to lose boats than our Bella Coola Cannery, as they only have 58 boats now, and if we are to be cut down to 40 or less, it will be almost putting us out of business there.

Last year when we learned that traps were to be allowed in District No. 2 for the cheaper fish, we applied for two trap licenses on Observatory Inlet. These licenses were not reported on favorably by the Inspector for some reason, and we were told that if we changed to a seine license we would probably get it. We accordingly applied for a seine license and understood all the time that we were to get this. (We had arranged for a seine and crew for this location). Yesterday we were informed that this or no other new licenses would be granted in the North except to Queen Charlotte Islands, and only there to returned soldiers.

The manner in which these licenses are handled by the Department is very discouraging to us and must be to other packers. We do not know where we are, and are entirely at the mercy of the Fisheries Department, who seem to take a special delight in holding you off and disappointing you whenever they can do so. It is getting unbearable, and the writer has had about all he cares for that kind of thing.

Bell-Irving was given two traps, which he fished last year for his Naas River Canneries, and the Kincolith Packing Co. in which Winch and Doyle are interested, have quite a number of seine licenses there. DesBrisay, at Wales Island (also the Naas) has several seine licenses, while we have none at our Naas Harbour Cannery and are refused the one we were promised.

We have not changed our minds regarding the source of our trouble, and think it mostly rests with Mr. Found. He seems to have it in for us for some reason.

We hate to trouble you, but hardly think Mr. Greenwood can make the Fishery Officers change their minds regarding these attached licenses, and feel sure that if pressure is not brought to bear, that boats will be taken away from us both at Bella Coola and Naas River.

We enclose herewith copy of letters from Mr. Greenwood, and copy of our reply to him to-day.

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

William Henry Barker

WHB.
Encs:

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

March 4th, 1918.

Dear Mr. Jarvis:-

We are in receipt of your wire of the 2nd instant, reading "Dont (sic) commit yourself re Cold Storage. Writing." and will act in accordance with same.

The writer expects to go to Seattle in a day or two, and intended seeing Mr. Chutter, Manager of the Booth Fisheries there, regarding the Cold Storage, but will not commit ourselves until we hear further from you.

This morning we are in receipt of your favor of the 25th ulto. and note that Mr. James was away but that you expected to see him on his return. Your telegram of the 2nd instant implies that you have seen him, and there may be some probability of doing something with him regarding our Cold Storage. We trust so.

We hope there is no doubt about your coming out here for our Annual Meeting at the end of this month. Both Sweeny and Evans are away in California, and we scarcely think will be at the meeting. It is sometimes hard to get a quorum for our Directors' Meetings, and they are not held very often.

We enclose herewith copy of telegrams and letters to and from Mr. Greenwood, just to keep you posted.

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

William Henry Barker

WHB.

Encs:

Hon. C. C. Ballantyne, Minister of Marine &
Fisheries,
Ottawa.

March 23rd, 1918.

Dear Sir:-

I received on Saturday your letter of the 15th instant replying to my letter of the 12th on the subject of Bella Coola.

I note with regret that you take umbrage at my remarks and apply them personally. I thought you understood thoroughly that I am fully aware that you personally are not responsible in any way for the horrible condition (no other words will express it) arising from the mismanagement and partisanship of the administration of the Fisheries Department in this Province, which wholly arises from the patronage system that this country has suffered under, and for which you and I and all others have stood for so long, only applied probably in a more aggravated form in British Columbia than in any other Province. Please therefore accept my statement that I in no way meant my remarks to be personal. I am sure you are broad minded enough not to resent personally my criticism of previous administration, and of a system that the country as a whole has risen up in revolt against, and which I feel it is the duty of every citizen to assist the Government in combatting and stamping out.

Your remark that I do not correctly state the case at Rivers Inlet and Bella Coola, I think arises from your placing an entirely different interpretation upon the words of my letter, and which I cannot read into it, but I will now try to make myself perfectly clear.

What I wanted to convey was, that the Department had changed the number of "independent" licenses at Rivers Inlet, making part of them attached for the benefit of the new canneries, and I saw no reason why you could not do the same at Rivers Inlet.

Since my arrival here I find that the fishermen at Bella Coola all own their own gear, and are nearly all Norwegians whose national characteristic is independence, and in this way only is the difference between the two places.

Learning this, and to assist in a solution of the Bella Coola problem, I wired you on the 19th instant as per confirmation enclosed, offering that in the event of the Tallyho Cannery not being able to secure enough of the "independent" fishermen, make up to them the same number of licenses that they had last year out of our attached licenses.

On Saturday last, our President received a letter from the Fishery Inspector proposing that the seining license that we enjoy at Bella Coola shall be taken from us, and that in addition, thirty of our licenses be given to the Tallyho. This we cannot agree to, as our Cannery there is much larger than the Tallyho, and can care for all of the fish that are offered, and such a course would interfere very very seriously with our investment at that point and might compel us to shut it. In short, it would mean that the ruling of the Department's representative here might put our Bella Coola Cannery out of business for the benefit of a new comer.

For your information I might say that since I came here I have met a great many of the canners, and the unrest and dissatisfaction at the system of the Fisheries Department here is far more aggravated than I had realized, and I make this positive statement, that if you expect the present incumbent to be able to adjudicate and unravel the tangle of years, you are expecting more from anyone other than a Solomon.

Feeling confident that you, and at least most of the present Ministers for the Union Government, wish to stamp out patronage, I have done my best to persuade those I have met of this, but I don't believe I have made any converts, as they first point out that the old regime are still in power and are still practicing their old methods, and cite the granting of the license at Cowichan Bay to Mr. James - one of the recent Commission - and certainly this is unfortunate at the present juncture. On the other hand, however, it does seem a shame that Cowichan Bay should never have been opened before. Our Company has made application, and I believe many others, but a deaf ear turned to all.

If the other canners here have lost confidence in the fair administration by the present incumbents, I don't blame them, as I acknowledge myself, where they have placed themselves in such relationship to canners that it would make it impossible for them to act judicially.

To my mind there is only one course to restore confidence, and that is, to place the

administration of the Fisheries of this Coast with a strong independent commission of three. It would not be fair to ask one man to pass judgment on the intricate and complicated questions that arise, and to resist the constant pressure of influence, that is, unless you can get a man far beyond calibre of anyone possible for the Government to employ.

If you wish, when I get back from the Coast, I will be willing to sit down with you for an hour and lift the veil on many things that cannot be revealed to you by anyone in your Department.

I am,

Yours faithfully,
(no signature)

P.S.

Since dictating my letter to you on Saturday, which I only signed this morning, I have your letter of March 18th.

Officers in your Department have knowledge already, and have had it for a long while, of indiscretions (to put it in the mildest form) of your Chief Inspector here, and I would refer you to Mr. Desbarats for a copy of his confidential letter to me last year explaining why a \$2000 promissory note, upon which Mr. Cunningham's name appeared, was taken up by one of the canners. It was the fact that I had this note in my pocket - which I communicated to Mr Desbarats - that I think was the chief factor in yielding to the canners demand for the commission.

As stated in the close of my previous letter, I will be very glad to assist you in every way possible, and will inform you immediately on my return.

To be perfectly just to the present incumbent, I have this feeling, that he is probably being forced by local Members of Parliament, into doing things that will not stand the light of day.

no signature

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

April 15th, 1918.

Dear Mr. Jarvis:-

We enclose herewith copy of a letter received from Mr. Greenwood this morning, and copies of letters we have this day written to Mr. H. B. Thomson - Food Controller - and to the Hon. Mr. Ballantyne - Minister of Naval affairs. We have sent copies of these letters to Mr. Greenwood.

A few days after you left here, Mr. Cunningham, Chief Inspector of Fisheries, came to see the writer, to be explicit it was on Good Friday. He brought with him a copy of your letter to the Minister, which you must have written from Toronto shortly before you left for the Coast. From the statements made in your letter you must have got things mixed, as the statements were not quite right. For instance, you stated that "we had applied for trap licenses for our Alert Bay Cannery but they had not been granted, but licenses for two traps were given to R. Chambers - an old employee of ours - who had put the traps in and had since offered to sell them to us, but that the Chief Inspector had stated, if he did sell them to us the licenses would be cancelled".

This is all wrong, as Mr. Chambers only obtained and put in one trap near our Alert Bay Cannery and never offered to sell it to us. We are, however, going to get the fish from it this year.

The letter also stated that the Chief Inspector had made statements, which he did not make, but were made by the Inspectors for the District to our Managers and not to the writer.

It would seem that the Minister sends all your correspondence to Chief Inspector Cunningham, and that everything you state the writer is blamed for, and as we must go to the Department for additional licenses and many other things, it is extremely necessary that we be on as good terms as possible or we are going to get hurt.

Owing to the new canneries for which licenses were granted last year, and which are being built and will operate this year, the Department has thought best to re-arrange the licenses, and in this re-arrangement we may again suffer very materially by the Fishery officials feeling hurt towards us on account of our or your going to the Department at this time.

Pardon the writer for writing this way, but it is all in the interest of our Company, and sometimes it is just as well not to relieve ones feelings and do ourselves harm instead of good. Is it not better to bide our time and act at a more favorable opportunity?

Yours respectfully,

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

William Henry Barker

WHB.

Encs:

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

April 19th, 1918.

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 16th instant and confirm ours of even date as per copy herewith.

We enclose herewith copy of letter to the Inspector of District No. 3, in which Cowichan Bay is located, and also copy of a letter to Chief Inspector Cunningham regarding same.

Among other applicants for this Cowichan Bay license was this man Sherman, of the Defiance Packing Co., who has made a bargain with the City authorities here to furnish fish at an absurdly cheap price. We understand that no quantities are named, so it would be very easy for him to furnish a very small amount at the price, as it would be impossible to furnish any quantity at the prices named, and we feel satisfied that this is one of his objects in stating that he wants this Cowichan Bay license so as to be able to furnish the public with cheap fish.

We are in receipt of yours of the 13th instant together with copy of a letter to the Minister, contents of which are noted.

Pleased to know that you had a pleasant visit with your relatives in San Francisco and Los Angeles, and arrived home safely.

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

William Henry Barker

WHB.

Encs:

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

April 25th, 1918.

Dear Mr. Jarvis:-

We are in receipt of yours of the 19th instant and note contents.

We received a letter from Mr. James a day or two before receipt of your letter, confirming the information which you gave us, that he had voluntarily surrendered the license for a drag-seine at Cowichan Bay. He stated in his letter also that he would be out here this summer, and would be pleased to know if we could supply him with a large quantity of frozen Chums or Qualla. We acknowledged Mr. James' letter, stating that we would be pleased to see him out here this summer, and that we applied for the drag-seine license at Cowichan Bay as soon as we heard that he had given it up, but that we did not expect to get it. We also stated that we had another source of supply in view and trusted that it would materialize so that we could supply his needs.

Regarding a cold storage in the North. Some time ago we had this in mind, but have changed our minds regarding same. The only place for a cold storage in the North is Prince Rupert where they have rail and water connection. The question of supply would not warrant any expenditure in this direction is the writer's judgment.

We have heard nothing from the Booth Fisheries. We wondered whether you had met Mr. Smithers in California; we suppose not or you would have mentioned it.

We are in receipt of a letter from Chief Inspector Cunningham in reply to our application for a drag-seine license at Cowichan Bay, stating that the Government had decided that no license for commercial fishing would be issued for Cowichan Bay so there is no prospect of our obtaining this drag-seine license.

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

William Henry Barker

WHB.

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

April 29th, 1918.

Dear Mr. Jarvis:-

We are in receipt of your favors of the 23rd and 24th instant. Regarding the latter, we think we mentioned in a letter to you that the writer had written Mr. James thanking him for the information, and stating that we would be glad to see him when he came out this summer.

Yours of the 23rd instant in which you enclose copy of your letter to the Minister, dated March 7th, received. The fourth paragraph on the second page refers to information received from the writer in a letter written February 28th. You specifically state in your letter to Mr. Ballantyne that "the Chief Fishery Inspector". In my letter I simply state "the Inspector", meaning the Inspector for the District, otherwise your information in this respect is correct. Chief Inspector Cunningham was here, and I was compelled to tell him that the information regarding the trap and seine licenses on Observatory Inlet was given to me by Inspector Williams of District No. 2, and not by himself.

The matter on the fifth page, however, was what he (Chief Inspector Cunningham) took particular umbrage to. This you have certainly got mixed up.

The license that was offered to us, or rather, offered to our Mr. Chambers some three years ago, was a seine license at Hardy Bay, and which the man offering the license told him that the Inspector had informed him that if he transferred the license to us, or sold it to us, it would be cancelled, and that he had better sell his license to the Goletas Packing Co., which is now the Western Fisheries - or he would have nothing to offer. Since that time, Mr. R. Chambers, our Manager at Alert Bay, had left our employ and got a license at Smiths Inlet to build a cannery, which he built. This cannery too was taken over by the Western Fisheries. Shortly after getting the license at Smiths Inlet, he obtained a trap license for Barnett Passage, which is a little south of our Alert Bay Cannery. This trap he operated last year. He never offered the license to us, and only had one trap license and only put in one trap. The Cannery at Smiths Inlet did not do as well as expected, and Mr. Chambers had trouble with the Western Fisheries and sold out to them, keeping the trap, which will fish for Alert Bay Cannery this year. We trust we have made this clear.

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

William Henry Barker

WHB.

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

May 17th, 1918.

Dear Mr. Jarvis:-

We are in receipt of your favor of the 7th instant and your telegram of the 16th, and we beg to confirm our wire of the 17th - copy herewith.

Regarding the fire at Steveston. This was quite a large fire, and occurred about nine o'clock in the morning. We got in touch with our Imperial Cannery and Cold Storage, and received 'phone messages every half hour. The fire lasted, burning very brisk, until about 12 o'clock, burning everything up to our Cold Storage. You will remember that there was a break of 100 feet on the west of our Cold Storage, which property we have under lease as fire protection, and is very handy for space to moor boats and discharging coal for our Cold Storage use. Our large pumps at the Cold Storage, and hydrants we had (having the fire risk in mind when we erected the plant) came in very handy, and as we have stated, we had no damage except to two or three Japanese fishermen's houses on the property behind the Cold Storage, which were covered by insurance.

Messrs Desbarats and Found left here last Monday for Ottawa after being on the International Commission. The writer is of the opinion that the United States had much stronger men as their representatives - Mr. Redfield, Secretary of Commerce, and his assistant - Mr. Sweet, and Dr. Smith of the United States Fish Commission. We do not know just what will be accomplished, but think perhaps the Americans may get a little the best of it as usual. We hardly think, however, that the Commission will recommend entire closing of the Fraser River, but may have a close season at the commencement of the fishing season, which in the writer's opinion is a good idea. The American packers which to make our close season five days later than theirs, or they to stop fishing from the 20th of July to the 1st day of August, we to commence on the 5th of August. This would close us down entirely, as we could not pack profitably commencing as late as the 5th of August. We did, however, agree to have the same close season as the Americans, from the 20th of July to the 1st day of August. This would not harm us a great deal. We trust that our representatives will stand behind us firm, and that we will get this same close season.

We hear that there is a little ill feeling between Mr. Desbarats and Mr. Found, owing to the duties of the Marine and Fisheries being divided and two departments made - one Marine and the other Fisheries, and that Mr. Found be given the duties of Minister of Fisheries. This, however, is only rumour and hearsay, and there may be nothing to it.

We are getting well along with can-making and are ready for fish, but it is a little early yet. We are just commencing spring fishing on the Naas - fish very scarce.

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

William Henry Barker

WHB.

Encs:

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

July 2nd, 1918.

Dear Mr. Jarvis:-

I am in receipt of yours of the 26th ulto., and looking back I find that I have not replied to yours of the 14th and 23rd of May.

There was nothing of consequence that required answering, and I was waiting for a start in fishing so as to be able to report something before replying to them.

Regarding the visit of Messrs. Desbarats and Found here, we are satisfied that it resulted in good to our Company. No doubt this was caused by your energetic going after the Department, which they did not like and of course wanted stopped.

Regarding Bella Coola. Mr. Found came to see the writer about this, and after quite a talk, decided to give the Tallyho Cannery 7 attached boats for this year. They and we were to get as many of the outside boats as possible. The result has been that we are fishing 50 or more boats out of the 70; we have done better than we did last year.

Regarding Rivers Inlet, no change was made there. Mr. Found we understand interviewed Mr. Winch, and informed him that he did not like his going to the Inlet and disturbing conditions there. Winch, however, came back and stated that he had tried to arrange with the packers at Rivers Inlet but he had been unable to do so. The fact is, he never tried to arrange anything at all - he simply sent men there to fish and is taking fish away from there, and of course is doing nothing contrary to law.

Sockeye fishing started on the 20th of June with mixed weather in the North. At Rivers Inlet the weather was fairly good; all the men are fishing there at our prices, which are about 50% higher than last year. Skeena - the weather was cold and bad, but fishing is about as last year - Springs perhaps a little better. We have shipped two carloads of mild-cured to New York, and trust with better weather we will have better fishing. At Bella Coola we have a little over 2000 cases packed, which is a little ahead of last year.

We are most anxious now regarding some provision being made for the export shipment of canned salmon to the U.K. We have sold a considerable quantity to our old customers, all of which has been sold ex warehouse, but if they are not able to ship, it would be a question as to whether they can pay for it. Previously we sold f.o.b. and could not collect until the salmon was either on board cars or steamer, but as we have before stated, our sales last year and this are all ex warehouse or wharf.

We have been assisting our buyers (who have representatives here) in every possible way for them to get space, without which the Railroads will not take it from here, as the warehouses at the Atlantic seaboard are all full. A license is necessary, and none will be given unless space is secured. There are, we think, about 100,000 cases of last year's goods here awaiting shipment, and much more on the American side. We think, however, that with the assistance of our customers in England, this matter will be straightened out and shipments will go forward in the usual manner early in the fall, as the English market is extremely bare of canned salmon, and prices are very high. Of a necessity our prices must be considerably higher than last year owing to the extreme cost of all materials and labour, but our high prices are very much increased by the very high rates of freight across the Atlantic. These high prices with the high cost of freight added, and the proportionate profit asked for by our European customers, make the cost of canned salmon extremely high in the Old Country, and we are afraid that something will be done in the way of legislation to stop this. We do not fear, however, any trouble in marketing our pack no matter what it is this year.

Regarding yours of the 26th ulto. enclosing the Orders-in-Council of March 23rd, 1918, January 19th, 1918, and April 14th, 1917, we cannot understand your legal friend stating that the Order-in-Council for motor boats has never been rescinded. The second paragraph in the extract from the "Gazette" of March 23rd, 1918 plainly states that the order rescinding prohibition of motor boats 30th March 1917 be rescinded, so that the old prohibition is now in force. At least that is the writer's opinion after carefully reading the different Orders-in-Council. Anyway, no motor boats are being

used for gill-net fishing in District No.2.

Yours sincerely,

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

P.S. Since writing the above, I have re-read your letter of the 23rd of May, and find that I did not answer a question which you asked in it regarding the insurance on our Cold Storage.

The Fire Insurance on the buildings is \$90,000 - on Machinery \$50,000: The stock of course is insured for about full value.

If our Cold Storage had burned, every Cannery at Steveston would have gone, as there was a strong wind blowing up the River. There is no doubt at all but that our Cold Storage and the water supply we get from it, saved it and the balance of the properties there.

W.H.B.

William Henry Barker

WHB.

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

July 19th, 1918.

Dear Mr. Jarvis:-

We are in receipt of your favor of the 8th instant which the writer found on his desk after his arrival from the North. He returned to the office this morning.

He is pleased to say that he found fishing fairly good at all the canneries. He was a little disappointed at the traps at Alert Bay. We will only be able to get one of the two in this year owing to the hard driving, stormy weather, and the shortage of labour, men continually quitting and changing so that we find it impossible to work steadily. This trap is not fishing as well as we expected. We are, however, doing very much better than this time last year, having packed about 5500 cases to yesterday. We feel satisfied that the traps can be made successful. In the writer's experience putting in traps is largely an experiment, and they often have to be changed when we see how they work. In this connection we might say that the A.B. C. Co. are attempting to put in two traps in this neighbourhood for their Knights Inlet Cannery, and we scarcely think they will be successful in getting them in at all. Their two traps at Naas Harbour are not doing well at all, and we scarcely think will be found profitable.

At Rivers Inlet the weather was fine and the run of Sockeyes increasing. Our manager there was feeling good and thought he would make a good pack. Bella Coola were ahead of last year, and have 48 boats against our competitor's 22. They have spend a lot of money and are putting in additional machinery, and we fear they will go to extreme measures to obtain a better proportion of the gear there. They might raise prices to do this. We trust not.

Lowe Inlet is also ahead of last year, also Skeena, where fishing was improving and the weather also good. We are ahead of last year on both Sockeyes and Red Springs. The Naas, although fairly good, was only a little ahead of last year, but the run was showing some improvement there also. We always get good fishing with good weather and light westerly wind. However, the wind changed to the south east, with heavy thunderstorms and rain, which we trust will only be temporary, and that fine weather and westerly winds will prevail. Having this we are sure of a fair pack in the North.

Nothing doing yet on the Fraser River. It is yet early, but still fish ought to be showing up. They are very scarce on Puget Sound. A few, however, have shown up in the Straits.

Cold Storage. The writer asked for a trial balance for six months ending June 30th, and found it on his desk upon his return. We had to spend a lot of money on our boats. The boiler of the "B.C.P." had to have considerable work done on it, and the boat generally overhauled; trawling gear bought, etc., so that the cost was \$5310.00. Many of the gas boats had to have their cylinders bored which, of course, is usual, but together with the present high price of things, we have spent more than usual. We show a loss for the first six months of \$3300.00. This we hope to wipe out and make a little profit for the balance of the year.

We have been doing fairly well with the trawler, and at present are doing very well with the small gasoline boats. The present showing, however, is very much better than closing up.

Regarding the quarterly payment of dividends. Our next payment comes August 20th, when we will necessarily be owing quite a large amount at the Banks, probably the peak. Owing to our inability to make shipments to the U. K., we cannot realize as in the past. As yet we have not made prices for Canada, nor could we ship very much if we had, so that it will bother us having to raise funds for payment of the dividend at this particular time. However, the dividend was passed by the Board and will be paid. One thing sure, we will have plenty of assets.

Yours respectfully,

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

William Henry Barker

WHB.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

August 8th, 1918.

Dear Sir:-

We are in receipt of your favors of the 15th and 25th ulto., which did not require any reply. We are in receipt of your telegram of today's date stating that your papers were reporting heavy runs and many canneries in the north had full packs, asking to wire answer. We confirm our telegram of today's date, copy herewith. We had received a telegram from Toronto from our Agent, Mr. Stewart Henry, stating that papers are reporting the heaviest salmon run for 20 years. We replied that the reports were absurd, that the run of Sockeyes was only fair in the north. At some points the run was over, and that there was a fair run of Pinks at one or two points in the north. We expect the run of Pinks to slack off with the tides which take off tomorrow. In the meantime we are taking every advantage of the run and packing everything possible. We should make a total pack of say 200,000 cases. The run on the Fraser and Puget Sound has been very disappointing and so far a failure. We are hoping that we will still get a few fish and be able at least to come out even.

We are much annoyed at these absurd reports which we think must come from Prince Rupert, which as you know is near the Skeena where they are having a fairly good run of Pinks.

We opened prices last Friday and our Agents are now busy getting contracts signed for our customers needs. As our prices are fairly high, some of them no doubt will be slow in signing contracts, until they hear whether there is anything in these reports of heavy packing.

Yours truly,

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

William Henry Barker

WHB.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

August 26th, 1918.

Dear Mr. Jarvis:

We beg to acknowledge your favor of the 20th inst., and note contents.

We are sorry that these rumors have affected the value of our stock, but have no control over them at all. We fear, however, that the embargo put on the shipment of canned salmon by the Food Administration might further affect these shares.

In receipt of your telegram of today's date, and confirm our reply, copy herewith.

This embargo came on us suddenly and unexpectedly. We immediately took it up with our Agents in Eastern Canada, asking them to call their Guilds together and make a vigorous protest against this embargo and declared intention of the Canadian Government to commander (sic) all of our salmon pack, or the greater part of same. It would seem that this embargo was caused by a suggestion of a Mr. W. P. Powell who used to be with Powell Bros., Salmon Dealers of Liverpool, but who for the last few years has been here with Messrs. Dodwell & Co., as a canned salmon broker, buying for Messrs. Powell Bros., and other large buyers of canned salmon in England. Early in the year an Allied Purchasing Committee was sent out from the Old Country to look after purchases for the Allied Governments. We made inquiries as to whether they would purchase for their Government canned salmon. A Mr. Mills wrote us that canned salmon was not on their list, but if they could secure a loan of, say, \$10,000,000 from the Dominion, with which to purchase canned salmon for the Imperial Government, they would consider it. If they could not secure this loan they would make their purchase as heretofore from the United States. No loan was made to purchase for the Imperial Government and other Allied Governments, as France, Italy, etc., so these purchases for these Governments, as well as for the United States, were made from the United States and a credit arranged for to pay for these supplies. Nearly all the pack of the United States (which will probably amount to some seven million or more cases) has been commanded (sic) by the United States for their and the Allied Countries needs. This commanding of the pack would leave the American market fairly badly off for salmon and there will be no canned salmon for the British Civilian trade.

Early in the spring the American Food Administration took up the matter of prices for nearly all commodities, including salmon. They began naming prices for raw salmon in all localities, different prices in different localities. They then stated they would make a price for canned salmon. We immediately took up with our Food Administration regarding their intention of making prices for canned salmon and if they intended to do so, they must do as the American authorities had done, begin at the beginning and make prices for raw salmon.

Nothing was done by the Food Administration. After considerable correspondence with them regarding the matter they passed it to the Fisheries Department and the Labor Department, but we insisted it belonged to the Food Administration, and they finally told us it was not their intention to name prices and refused to name prices for our salmon. In consequence, very much higher prices have maintained in British Columbia than in the United States for all grades of salmon, principally Pinks. In the United States this grade of fish is gotten mostly in South Eastern Alaska, and the price named for fish to the fishermen was four cents per fish, but as the fish are caught largely in traps they would not cost more than half this amount.

Nearly all our salmon are gotten by gill net and seines, only a few large traps being allowed, and they are an experiment. Our prices range for Pinks from 7 1/2 cents to 25 cents per fish, so that the cost of fish alone for Pinks would average us from 1.25 to 1.50 a case more than our American competitors.

Tin plate cost us nearly \$10.00 per box whereas the American Packer received his for about \$8.50 per box. All our supplies are much higher, as many of them come from the United States and all supplies and materials are subject to a 7 1/2% war tax.

Packs in Alaska will average over 50,000 cases per cannery. Ours will average only 20,000, if that, consequently our cost of packing is very much higher.

Now our pack will be commanded and arbitrary prices named, no doubt based on prices made by the American Government for their packs.

If our Government required this salmon for the Army and Navy, little could be said, but as it is for the civilian trade why cannot we be allowed to fill our contracts already made for long established brands, that have taken years to build up and that the Canadian trade want and the people call for. Our business will be seriously affected if people get off the habit of eating canned salmon, and losing track of our well known brands.

As stated in our telegram, there are no storage facilities here. All wharves and warehouses being full and no steamers will carry freight unless we can assure them of some place to store and take care of it. Owing to the congested state of our wharves and warehouses it is very hard to get Fire Insurance. It is the same at many of the canneries, for instance our Balmoral Cannery is limited to \$150,000 insurance, and we have some \$400,000 worth of goods stored there now and are unable to move any of it.

We shall be unable to pay the Banks until we can make shipments and get money for same. As there are 100,000 cases of 1917 pack held for England, some of it packed by ourselves, consisting mostly of Sockeye, that is the portion we packed still here, as no space for ocean shipment can be had and railways will not accept unless you can show them that you have space, as warehouses on the Eastern seaboard are also filled and they cannot or will not accept more unless for prompt shipment. We know of cases where salmon stored in New York costs in storage charges alone, \$1.00 per case before shipment was made.

To sum the matter up, it mean (sic) this, that the English buyer has lost heavily by not being able to obtain space for purchases made last year and forced to pay storage, insurance and interest. Now they have, through the Allied Purchasing Committee, prevailed upon our Government to commander the pack and force us to pay these carrying charges and hold the goods until shipment can be made.

Last year we sold and delivered to the Canadian trade 100,000 cases of canned salmon, only of a portion of their orders. After we had made prices and contracts, prices for export advanced \$2.00 per case, so that in supplying our Canadian trade we lost \$100,000. Possibly if we had not sold this 100,000 cases to Canada, prices might not have advanced so much, for export.

We might state that in naming prices for Canada this year we actually sold at a lower price than had been paid by English buyers. Now the Government is going to give the British civilian trade the salmon at lower prices and force us to carry them for an indefinite period.

Yours very truly,
The B. C. Packers' Association,
General Manager.

William Henry Barker

WHB.

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

September 24th, 1918.

Dear Mr. Jarvis:-

Referring to our letter of August 25th regarding the Government's action to divert about all of the good B. C. Salmon to England and thus take it away from our long established Canadian trade, we might say the B. C. Cannery Association received a telegram yesterday stating that it was the Government's intention to commandeer:-

100% of Sockeye and Red Spring

75% " Cohoes

70% " Pinks

leaving the balance, and all the Chums for Canadian use.

We enclose herewith copy of a letter the writer wrote to Mr. Thomson on the 18th instant, which must have been received before this, and copies of some of the telegrams to and from Mr. Thomson regarding this matter by the B. C. Cannery Association.

The Grocers Guilds, who got interested in the matter at once, have done everything possible, but have not been able to accomplish anything. In fact, many of their letters and telegrams to the different Ministers have never received a reply at all. They have been treated most discourteously by the Government.

We cannot see why our business should be picked on and persecuted in this manner, for it is persecution. Other goods that are commandeered are commandeered at full prices, while we have only asked, that if the Government take our goods they pay the price for which we have already sold and contracts signed, and which our customers are anxious and willing to pay for the goods, and which are in line with values of other food products and much lower than some.

The English and Scottish trade papers state that the supply of fresh fish in England and Scotland is greater than it has been for some time past, and that packers of pickled and canned herring have received licenses to export these goods to the neutral countries such as Spain, Denmark, etc.

The writer is very sorry that Mr. E. E. Evans - who left the latter part of last week for the East, and said he intended to see - did not come to see the writer before he left for the East, as we intended to take up this matter with him so that he might be of some assistance to this Company, and anyway, could acquaint you fully with the circumstances. He has taken very little interest in our business for the past few years, and his health has not been the best, so there is some excuse for his not coming to see us. However, we think the letter written by the writer to Mr. Thomson goes into the matter fully, and only states facts as they exist.

We have not yet heard of the goods being actually commandeered but expect to any moment. In the meantime we are very much embarrassed, as the embargo is still on, and nothing can be shipped except Chums and a few Pinks. These we cannot ship to our Canadian customers, as they are only part of their orders and it is hard to make up carloads of them.

We have been forced to go to the Banks and obtain additional credit, so that our interest, insurance and storage charges will be very excessive. The amount of advance which the Government wish to make us is the same as they make for the much inferior Alaska salmon, and with which the American Packers are very much dissatisfied, and have sent a delegation to Washington to see if they cannot do better.

We have written the above and sent you the enclosures merely to keep you posted, as we think we have everything possible with the Department that could have been done in almost every way. The Banks took it up early but did not accomplish anything, as the Department have told everybody they mean to feel fairly with the cannery.

We feel satisfied that the Government must have promised the British Food Board to do anything and everything for them, as Mr. Thomson says he is powerless in the matter.

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

William Henry Barker

WHB.

Encs:

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 10th, 1918.

Dear Sir:

We are in receipt of your favor of the 2nd inst., also your telegram of the 4th and 7th instant, the latter coming while the writer was south, and which have been replied to by our Mr. Whitehead. The information in your last telegram has been confirmed by confidential advices received from Mr. Burke. He will be back here on Saturday next.

The increase of \$2.00 advance only applies to Sockeye, and not the other grades, the amount advanced on these lower grades is less than cost. We are very sorry that Mr. Burke was not able to arrange with the Allied Purchasing Committee to make a definite price so that the transaction could be closed at once. We do not like these advances; however we will await Mr. Burke's return before commenting further.

Regarding your request that we give you an approximate idea of what our nets profits will be for this year. This is impossible. We are still packing and do not know the cost of pack, nor do we know what we are to get for our salmon, or how long we will have to carry it. We do know however, that the carrying charges will be excessive, and very much fear that we will not be given a price at which our pack has been sold, and for which contracts are all signed. The Allied Purchasing Committee, who are to get our salmon, insist that prices for B. C. salmon have always been based on American prices. This is not so, they have never been based on American prices. The American Government has regulated the cost of their pack to a great extent both in prices of materials and fish, while our Government has done nothing; consequently competition for fish caused by there being two or three times as many canneries as are necessary has raised the price of fish to two or three times the cost of the American fish, to what it should have been. If the Government arbitrarily takes our salmon, they should certainly pay us what we had already sold it for, if they do not, it looks like confiscation.

Our pack will probably reach 250,000 cases. We have been forced to go to the Banks for more accommodation, as we had figured on shipments going forward in the usual manner and thus avoid excessive borrowing, in consequence our interest, insurance and storage charges will be very heavy.

Most of our canneries have closed down and been paid off, but it will be sometime before we have all the books closed and know just where we are.

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

William Henry Barker

WHB/G.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 12th, 1918.

Dear Sir:

We beg to acknowledge receipt of your telegram of today's date and confirm our reply, as per copy herewith.

The prices mentioned as an advance to be made by the Allied Purchasing Committee are entirely inadequate and below cost of production. The writer took the matter up of prices being paid for American Salmon with his brother in Astoria last Monday at a very opportune time, as while we were talking Mr. F. M. Warren, a member of the U. S. Food Board, and also a large salmon packer, both on the Columbia River and in Alaska, phoned my brother and stated that he had just returned from Washington and that arrangements had been made with the Allied Purchasing Committee to pay the commercial price for all salmon they were to take for the use of the Allies, and that these prices are as follows. - -

Red Alaska Talls	\$9.40	per case
Cohoe	"	\$9.00 "
Pink	"	\$6.60 "
Chum	"	\$5.40 "

The Allied Purchasing Committee do not take any half lbs from the American packers at all. No price has been made for Puget Sound Sockeyes, but Mr. Warren stated that he felt satisfied they would pay the commercial price made for Columbia River salmon which are as follows:-

Columbia River Chinooks or Springs	1/2's	\$16.00	per case
Flats		13.00	"
Talls		12.90	"
Bluebacks (Sockeyes)	1/2s	16.00	"

He stated that it would not be possible to make a lower price than this for Puget Sound Sockeye, as these prices were lower than the cost of production. To suggest to us that price of advance be less than those paid for inferior goods is an outrage, we think.

Our Springs are fully as good as the Columbia River yet they wish to advance us \$7. per case for talls, \$7.50 for flats and \$8.50 for 1/2 lbs. The prices paid for materials and raw fish were regulated by the U. S. Government and much below the cost of ours. The price they wish to advance for Springs does not cover the cost of fish alone and the price for Cohoes is still worse, as we are at present paying for fish on the Fraser River seven dollars, the cost for the fish in some instances more than that.

At every point in British Columbia where Cohoes are packed they cost more than the Sockeyes. Skeena River as high as seventy cents were paid for Cohoes and they would run about ten to the case.

The prices advanced must necessarily have some bearing on the final prices we will receive. We do not know why the Government should pick on our industry and endeavor to put us out of business.

We have never been able to find out who this man Mills is, other than that he was a produce merchant in England and has been put on the Allied Purchasing Committee. He seems to have all the say as regards our salmon pack

If the Government want to force us to sell our salmon to others, after it has all been sold, they surely ought to give us the price at which we have already sold it.

Mr. Burke will be back tonight and we will try and see him on Monday, bur we shall certainly object to a (illegible) than Allied Purchasing Committee are paying for the American goods.

Yours respectfully,

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

William Henry Barker

WHB/G

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 21st, 1918.

Dear Sir:-

We are in receipt of your favor of the 16th and also a copy of your letter to Mr. D. R. Clark, Bank of Montreal, Montreal for which we thank you.

The writer will do as you suggest, see Mr. Burke and talk over with him the suggestion you make regarding a deputation going to Ottawa regarding the Fisheries Department. Regarding this matter however, we beg to say that in the United States it was the Food Controller who made prices on raw salmon and regulated their deliveries. They also named prices for canned salmon. The Government also regulated prices on tin plate and other materials which enter into the packing of canned salmon, so we can scarcely blame the Fisheries Department for not naming prices for raw fish.

We will get the B. C. Cannery Association to send a strong telegram to the War Purchasing Board, placing our case before them stating that we are entitled to prices as they were obtained six months ago, and the Canadian trade are anxious and willing to take the goods at these prices.

Mr. Henry LaPorte, of LaPorte, Martin & Co., Montreal, we understand is the Chairman of the War Purchasing Committee, and should be thoroughly conversant with these values.

You can rest assured that we will do everything possible to obtain as good prices for the quantity commandeered as possible.

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

William Henry Barker

WHB/G

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 22nd, 1918.

Dear Mr. Jarvis,

We enclose herewith copy of a telegram to Henry Laporte, Chairman of the War Purchasing Board. We understand that a Mr. Jones, President of the Cement Co., and Mr. G. Gault of Winnipeg are also members of this Board. From what we have written you, and the telegram itself, we think that you will understand the position fully. The telegram is meant to give a clear statement of facts.

Regarding the statement which has been repeatedly made by Mr. Mills of the Allied Purchasing Committee, and repeated by Mr. Thomson of the Food Board that the high prices made were a few speculative ones, such is not the case. We ourselves have sold to the Canadian trade about 237,000 cases, to English customers 50,000 cases and to Australians 18,000 cases.

Messrs J. H. Todd & Sons have sold a little over 100,000 cases. The Western Packers who operate three canneries, had sold all their pack. Most of the other canneries have sold large quantities, only one or two have not made any sales. Mr. Todd got \$15 a case for some of his Sockeye Talls and Mr. M. Desbrisay & Co., received \$9.00 per case for some Pink Talls and one of his brokers sold three carloads in Canada, 1,000 cases each, and received \$16.25 for the Sockeye half flats. These sales were made after it was known the pack of the high grades were short.

We cannot see how this War Purchasing Committee can take our goods at a lower price than one at which we have already sold our pack, or a large part of it, and feel satisfied that the balance would bring more, if anything.

Yours truly,

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

William Henry Barker

WHB/

Enc.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

October 31st, 1918.

Dear Mr. Jarvis,

We are in receipt of your several letters and telegram of 26th inst., in reply to one sent you the day before.

You will receive under another cover, copy of minutes of Directors Meeting held yesterday, in which the quarterly dividend was ordered paid. Neither the Board nor the writer had scarcely considered but that the dividend would be paid, but wished to acquaint you with the condition of affairs here at this time.

Your favor of the 26th inst received this morning. The matter of dividends, the Board and the writer do not fully agree. The writer understanding of the matter is that at the first meeting of the Board of Directors after our balance sheet has been passed upon by the Auditors, and when the same is accepted and the results of the season known, if the proceeds are large enough, the dividend is then declared, which the writer understands is for a year, and ordered payable by the Board now, quarterly. Your telegram would look as though you so understood it, as you state that, "they cannot justify to withdrawing or postponing" dividend, but your letter today states that it will be a mistake not to declare and pay our dividends. This is all immaterial, but the writer would like to have your views on the matter.

We have at last commenced to ship some of this year's pack on which in due time we will be able to get an advance by the Government, which as we have before informed you, scarcely pays for the fish let alone for the packing or any profit thereon.

We have interviewed the representative of the Allied Purchasing Committee, a Mr. A. E. Howard, who we think seems inclined to be fair minded, and will, we hope, soon reach a conclusion as to final prices to be paid and submit same to the War Purchasing Committee.

We will endeavor to keep you posted regarding affairs, but so much transpires that it is impossible for us to give you all the information, and sometimes it might be harmful, rather than help us, to have you not fully advised when you are trying to assist us, as we are quite sure you are always willing to do.

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

William Henry Barker

WHB. G.

AEmilius Jarvis, Esq.,
Jarvis Building, Toronto, Ont.

November 13th, 1918.

Dear Sir:

We enclose herewith, copy of a letter addressed to the Hon. C. C. Ballantyne, Minister of Marine & Fisheries, which is self explanatory.

You will remember that we were closed down last year at Alert Bay just after we had started to pack. Early this spring the writer took the matter up with Mr. Taylor, the Inspector of Fisheries for the district in which our Alert Bay Cannery is in. Mr. Taylor fully agreed with us that we ought to have been allowed to fish, and stated that he had done everything possible towards that end. We were under the impression at the time that there would be no trouble this fall, so we held our crew to pack the run of Chums when these should come. They were late and we did not start packing till the fifth, on the ninth they were running fairly well and the results were as stated in our letter to the Hon. Mr. Ballantyne. We believe we could have packed 3,000 or 4,000 cases last year and fully expected to pack 4,000 or 5,000 this year, whereas we only succeeded in packing 1,200 cases, besides that our net and boat and 2,000 salmon have been confiscated.

We do not think that either Mr. Cunningham or Mr. Taylor are at all to blame, as they do not seem to be allowed any discretion in the matter. The trouble is the Department trying to do business at too long a distance, and do not understand conditions.

The War Purchasing Committee have not come to any decision regarding prices we are to get for our Canned Salmon. Mr. Howard, their representative, left here last night for Ottawa. We think we have him fully convinced, and that he can state the case clearly to the Committee, which are Sir Hermodas Laporte, Mr. Gundy of Toronto and Mr. Gault of Winnipeg.

This morning Mr. Burke of the Wallace Fisheries rang the writer up and read him a letter received from their correspondent in Liverpool, in which they regretted that they would not be able to handle any of their goods this season, but had been handling quite a lot of Japanese salmon, having handled some 20,000 cases of "Red" 1 lb. flats and some 14,000 cases of "Pink" flats, prices 112 shillings per case for the "Reds" and 84 shillings for the "Pinks". Mr. Burke stated that he had found out from the bank that sixty day bills were worth \$4.80, which would make the "Reds", C.I.F. \$26.88 per case and the "Pinks" \$20.16 per case, and the prices we ask for Sockeye flats is \$15.00 per case and for Pinks flats \$8.75 per case. It occurs to us that some one is trying to make a lot of money from this salmon business, if these figures are correct.

Mr. Greenwood called in yesterday and left again this morning for Ottawa taking Mrs. Greenwood with him. He seemed to feel confident that we would obtain our prices. We certainly hope that we will, but in the meantime are paying between \$6,000 and \$7,000 a month interest and paying insurance of nearly \$2,500,000 on salmon, and have not received a cent from the Government for some 15,000 cases which were put aboard two vessels a week or two weeks ago.

Yours truly,

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

William Henry Barker

WHB. G.

Enc.

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

December 2nd, 1918.

Dear Mr. Jarvis:-

We received your telegram of the 25th ulto. and the writer has arranged to leave here for Ottawa tomorrow evening and will wire you to-day giving you that information.

We enclose herewith copy of a letter received from the Minister of Marine & Fisheries - Hon. Mr. Ballantyne - which to say the least is very unsatisfactory. The statement he makes that the season has not been extended on the Fraser but that they were allowed to fish on owing to International conditions, is absolutely ridiculous. There were no International difficulties which could cause the extension of the season. The facts of the case are that we will not be able to operate our Alert Bay Cannery for this run of Chums as they never start before November, so that we would only get started when we would have to close down.

As stated in our letter to Mr. Ballantyne, we did this more from Patriotic motives than anything else. It was at considerable expense that we kept our crew at the Cannery so long after spring fishing. We were entirely closed down five or six weeks, but as had been asked to do everything possible in the way of food stuffs by the Food Controller and from every other source, we thought it our duty to pack. We were stopped, and afterwards had long talks with the Fishery Officer of the District and with Mr. Cunningham. While neither of them advised us to continue fishing in so many words, still in an indirect way they did do so, and the writer was under the impression that the matter could and would be arranged. As we stated when Sir Thos. White was here, he again told us to produce and do everything possible in that direction, so we kept on, and as stated, continued fishing and were again shut down.

We are handicapped by being so far removed from the Administration, and we fear that our hopes that politics would have nothing to do with the business were not well founded, as we feel satisfied, and it seems to be the general impression here, that the extension of the season on the Fraser River is solely for the votes of the fishermen.

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

William Henry Barker

WHB.

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

May 22nd, 1919.

Dear Mr. Jarvis:-

I am in receipt of your favor of the 16th instant which is marked "private and confidential".

In accordance with your request I am sending you a night letter - copy herewith.

Mr. Burke is very friendly with the writer and consults him on many things, yet he said nothing regarding any amalgamation of his Company with ours or any other Companies, but the writer has heard several times that he had gone East to try to interest some parties in the Wallace Fisheries. We have heard from different sources that Mr. Burke, Mr. A. L. Russell and Mr. Geo. Buttimer were going East to try to amalgamate the properties of the Wallace Fisheries, Kildala Packing Co. and the Western Salmon Packers, Ltd. That they had taken the matter up with some Capitalists in the East, and had been asked to show statement of earnings of the plants.

The Kildala Packing Co., 60% of the stock is held by Mr. Dawson, of Dawson & Buttimer, and the balance held by the Buttimer's and two of our old employees who were managers of the different canneries. It seems they have had a disagreement and wish to sell out. A proposition was made to the writer at a price of \$300,000 put on their canneries. They have a good property on the Skeena (the Carlisle Cannery), the Kildala Cannery at Rivers Inlet, and a Cannery at Kimsquit. The latter has been profitable the last two years, but before that time had not made any money, in fact, I scarcely think they have kept even. They also have a Cannery on the Fraser River which has not been operated for a long time and is partly washed away, so is of little value. We understand the Wallace Fisheries offered these people \$500,000 in 1912 for their holdings.

While the disagreement has no doubt had something to do with their wish to sell, the actions of the Government have annoyed packers so much and interfered seriously with the profitable operation of the Canneries, and the fact that Sockeyes are becoming scarcer all the time, particularly at Rivers Inlet where a large part of the profits have been made, probably has more to do with their desire to sell out than their disagreement.

The writer did not think much of their proposition and did not place it before you as he could not recommend it.

WALLACE FISHERIES: They have six Canneries - two of them good properties - the "Claxton" on the Skeena and the "Strathcona" at Rivers Inlet. Smith Inlet for which they paid \$325,000 some years ago was a very valuable property until the Government allowed another license at that place, and the fish have slacked off there as they have at Rivers Inlet, so that there has not been much made there the last two or three years. We understand the Government intends canceling the seine license at Smiths Inlet after this year's operations. You will remember that we own the ground on which this seine is worked, and receive \$1000 a year rent from the Wallace Fisheries for this ground, where most of their fish are caught. They have the seining license. They have a Cannery at Naden Harbour which is a cheap salmon proposition, packing mostly Pinks there, and which only run alternate years. Another Cannery at Quatsino Sound is about the same. Neither of these Canneries have been at all profitable until the last year or so, when there has been a market for cheap fish. They have a large Cannery "Uchucklesit", Alberni Canal, and a Cold Storage there. Only a few Sockeyes are packed, their packing being principally of the cheaper grades. They have also packed a large quantity of Herring there. We do not think there is any future to the Herring business, as it will be hard to compete with the Scotch packers, who obtain their fish cheaper, and anyway, can lay their goods down in Australia and the Canadian markets cheaper than they can be packed here.

The Western Salmon Packers Ltd., which is controlled by Mr. A. L. Russell, who was formerly Managing Director of Evans, Coleman & Evans. They have a large interest in these two Canneries. Both are them are new plants operated last year for the first time. The one on the Naas River packed 14,000 cases, only 2142 cases of which were Sockeyes. The one on Queen Charlotte Sound packed 15,000 cases, 11,700 of which were Chums, and 3,000 or a little over, Pinks. The writer thinks very little of either of these places, as they are cheap fish propositions.

All Canneries should have done well the last three or four years, and only the best Canneries

where a good part of their pack are high grade goods, can expect to do a good profitable business when times become normal again.

We enclose herewith a pack report of British Columbia on the margin of which I have marked the Canneries mentioned.

The writer feels satisfied that the Wallace Fisheries, as well as the Kildala Co. and Russell, would only be too glad to sell out, as well as many others now in the business, owing to Government interference and the short supply of the higher grades of salmon.

It is possible that Burke would be willing to entertain a proposition of amalgamating his Company with ours. If so, everything would depend upon the values placed on the different properties.

As I have before stated, I do not think very much of the future of the Herring proposition, and the cheaper grades of fish will be harder to dispose of now the war is over. In fact, there are 300,000 cases unsold at this time.

The properties of the Wallace Fisheries cost them a great deal of money. As we have before stated, they paid \$325,000 for the Smith Inlet property, and have spent a good deal of money on the place since. \$150,000 for the "Strathcona" at Rivers Inlet. We do not know what they paid for the "Claxton", but it was a big figure and they have built the Naden Harbour and Quatsino Canneries, and have spent a large amount of money on the Alberni Canal building a Cold Storage plant there and a large new Cannery after buying out the old Cannery there. They have Debentures out for about a million dollars, and if they have paid any dividends, it is only for one or two years, we think one year.

The Kildala Packing Co. is a better proposition, but as the writer has before stated, he thinks that \$300,000 is too much for it under present conditions.

The Western Salmon Packers Ltd. are of very little value in the writer's estimation. In looking over the Pack Report you will notice that there is the "Western Packers", who are not the same Company at all. That is one reason why the writer marked the Pack Report.

Yours sincerely,

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

William Henry Barker

WHB

Enc:

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

June 5th, 1919

Dear Mr. Jarvis:-

We are in receipt of your wire of the 4th instant and confirm our reply, copies herewith.

As stated in our message, the Skeena River and Rivers Inlet plants are good value at \$150,000 and \$100,000 respectively, although the Rivers Inlet proposition, owing to the short supply of Sockeyes the last three or four years, is a little doubtful. This Inlet is over-fished, and we fear the hatchery has done more harm than good. It certainly has done no good, and most of the packers think, as does the writer, that hatcheries so far as Sockeyes are concerned, are of very doubtful value.

The Smiths Inlet plant which was purchased by the Wallace Fisheries from the Hickey Packing Co. for \$325,000 has done very little the last two or three years since the Government allowed another Cannery to go in there. We think they fished this place very hard - get quite a number of their fish from the lakes. Most of the fish, however, were caught on the seining grounds in Quashela Inlet, which you will remember is owned by us and rented by us to the Wallace Fisheries for \$1000 a year. We hear, from what we consider a very reliable source, that it is the Government's intention to not renew this license after this year. If so, their Cannery at Smiths Inlet will be of very doubtful value as there is nothing much there but Sockeyes, and they are very scarce.

The Wallace Fisheries pack last year was 143,559 cases; only 30,408 cases were Sockeyes however, and about 84,000 cases were Pinks and Chums. They are carrying over quite a large quantity of these Chums, which does not look very well for a new pack of these low grade fish being very profitable.

The writer is a little in the dark as to the reason of your telegram, as to whether it means they wish to sell outright or to amalgamate with our Company. If it is a sell out proposition, the writer thinks very little of the major part of their Canneries as stated in the telegram, although he has not seen their Vancouver Island plants nor their Naden Harbour plant; still year in and year out it will be a hard proposition to make money with them.

During the abnormal times the past four years, they have done quite a nice herring business on the Alberni Canal. The writer hardly thinks they will be able to compete with England in packing herring.

There are very few Sockeyes on Vancouver Island, and most of the pack has been cheaper grades of fish and as before stated, the herring.

We do not know much about their cold storage, but judging from our own, they cannot be making any more there.

As we stated in ours of the 22nd ulto., the Wallace Fisheries have debentures out for \$900,000 or more, and a value of \$835,000 on their property makes one suspicious. Their plants were all purchased or built at extremely high prices.

Yours respectfully,

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

William Henry Barker

WHB.

Encs:

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

June 20th, 1919.

Dear Mr. Jarvis:-

Mr. Burke arrived here last Monday afternoon and called on us Tuesday afternoon - spent some time with the writer.

Owing to the sympathetic strike on here, and the trouble we are having getting fishermen, Chinese workmen and others to our Canneries, the writer did not think it advisable to leave town for the present. We scarcely think Mr. Burke cared to either, so we had to postpone our trip to Alberni for a few days.

In this connection, we might say that the unsettled state of affairs both here and elsewhere, it seems would make investors rather cautious about investing in industrials, particularly as the Government are continually changing their regulations and taking it on themselves to say as to what class of men we shall employ as fishermen, giving licenses for purse and other seines in districts which we have exclusively used in the past, makes us think that the whole question of licenses is in a very unsettled and unsatisfactory shape, so that our supply is less certain all the time, and after all, the physical condition of the plants of the Wallace Fisheries or anyone else would be a secondary consideration, as the supply is what we must have before we can do a profitable business.

The writer will, however, just as soon as possible, visit these plants and again address you.

Yours respectfully,

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

William Henry Barker

WHB.

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

June 20th, 1919.

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 19th instant and confirm our reply - copies herewith.

There is not much to add regarding this telegram, as we intended and think we did make it as full and complete as possible.

If the enquiry amounts to anything, by following the course suggested of either making yourself or the writer, purchasing agent, much money could be saved to the buyer and the business be properly and safely done.

In case the business should go through in the way suggested, we have a very reputable Broker here who would give it his sole attention and who would divide the commission with us here.

To send samples would be slow, and as we stated in our telegram, not at all satisfactory, as in the end the goods would have to be thoroughly examined and declared as to whether they were up to sample. Few Packers here would do business in that manner, as they insist that purchases should be made and paid for here; quality and condition passed upon.

The resident Agents for British Companies here, who pass upon goods they purchase for their principals, are very reliable and thoroughly understand their business, and would not issue a certificate unless the goods were as described.

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

William Henry Barker

WHB.

Encs:

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

June 23rd, 1919.

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 23rd instant and confirm my reply, copies herewith.

As stated in the telegram, we have delayed going to Alberni on account of the strike, which is still on although we trust it will soon be over. Nothing sure about this, however.

The writer fully expects that the condition of the plants at Uchucklesit (Alberni Canal) will be found first class, and that they have made very good earnings the past two years. We cannot judge from this, however, as to what they will do in the future, as everything depends upon the supply.

The writer has made enquiries regarding the future of the herring packing, and feels satisfied that profits will not be as large if they can compete with the Old Countries in marketing their packs of herring and pilchards. However, he will write you fully on his return from Alberni, which will probably be Wednesday or Thursday or Friday next.

Yours very truly,

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

William Henry Barker

WHB.

Encs:

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

June 27th, 1919

Dear Mr. Jarvis:-

I am in receipt of your telegram of the 24th instant replying to ours of the previous day regarding spot stocks, stating that you did not have much confidence in the deal going through. We await your letter mentioned.

I confirm my telegram of yesterday's date as per copy herewith.

The writer made a trip to Alberni with Messrs. Burke and Peter Wallace, and found the physical condition of their Kildonan plant at Uchuklesit very good. Their Cold Storage is operated altogether by water, which is a decided advantage. They have little to freeze there except Herring and Chums, or Qualla. A good business should be done in the latter if the supply keeps up, and of course everything depends on the supply, both of Herring and Chum Salmon.

While the writer thinks there will be some difficulty in marketing the Herring now that the Scotch Packers can resume exports and that they will have a preference, still, if the Herring remain in good supply the writer thinks it quite possible that a profitable business can still be done.

The frozen herring they sell as bait to the halibut and other fishermen who come in from Puget Sound on their way North to buy bait and ice. Considerable profit is made on these frozen bait, and all helps out.

They also have a very fine store there, and they claim to make seven thousand dollars a year profit. This looked high to the writer, but of course could be confirmed by their books.

Their Sockeye pack has been small but possibly may come up, as they have packed as high as 7000 cases of Sockeyes, but not for several years past. They, however, have a good run at Chums and should get these fish very cheap and be able to market them profitably.

Mr. Burke told the writer that the Kildonan plant was inventoried for \$275,000. The writer feels satisfied that it cost a good deal more. They have spent considerable on a new dock there, which look as if toredo must be there. They stated, however, they were not bad; this, of course, we expected them to say.

Everything depends upon the supply as stated in our telegram, and the possible Government resentment against any increased holdings of this Company, as they seem to want to look upon us as a monopoly, and the larger the Company, of course the more it would look as if we possibly might be.

The constant changing of regulations and the desire of the Fisheries Officials here to dictate to us as to the class of labor we should engage, seems to be increasing instead of decreasing. This year they have the "Returned Soldier" proposition as an excuse to state how many White men, Japanese, Indians and Returned Soldiers we shall have at our Rivers Inlet Canneries, as shown by copy of a letter sent to the B. C. Cannery Association by Chief Inspector Cunningham here - copy herewith.

It occurred to the writer, however, that if the Wallace Fisheries wish to sell out at 60 cents on the dollar, they must have some good reason for it - possibly the possibility of a continuance of the supply and Government action.

The B. C. Packers Association at present are in a comfortable financial condition, and it is for you and the larger Shareholders to consider whether you wish to take on these properties and take chances of the supply and Government interference as aforementioned. We should make fair profits this coming season if the supply is normal.

The writer has not seen their Naden Harbour or Quatsino plants, but takes for granted they are about as represented by Messrs. Burke and Wallace. The former plant they are moving to Massett, some 25 miles nearer their fishing grounds.

One thing sure, these plants cost them a great deal more money than they are asking for them, and their business is in very much better shape than it was a few years ago. They have reduced their Debentures from \$900,000 to \$625,000.

Referring again to your telegram of the 19th instant regarding the sale of spot stocks, and our long telegram in reply to same, the writer rather thought that possibly it might be caused by the

Peace Terms being signed and food needed in the Central Empires and hoped that something might come of it, and trusts yet that such may be the case.

Yours respectfully,

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

William Henry Barker

WHB.

Enc:

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

June 30th, 1919

Dear Mr. Jarvis:-

I am in receipt of your favor of the 24th instant and note contents.

With regard to spot stocks, we trust that something will come from the enquiry. As Peace is signed, the Central Empires will certainly need all the food they can get, and we trust among that taken will be this low grade of canned salmon. We have about \$170,000 worth of last year's stock unsold. Many of the packers have much more than this. Owing to the extreme high cost of all materials, freights, etc., and the strike coming as it did, we are using quite a lot more money than we expected, and should like very much to realize on this old pack to help out our finances - stop insurance, storage, etc.

The writer sent out and got a copy of "Jack Canuck" and looked at the articles mentioned; the first one mentioning your name and that of Sir Henry Pellatt; the second one going after the B. C. Packers as a Company, calling us a "legalized monopoly" etc. Both are so inaccurate and misleading that we think it would do us more harm than good to go after these people. We will, however, lay the matter before our Board of Directors, but feel satisfied their judgment will agree with the writer's regarding our taking any notice of these scurrilous articles. They make out that the B. C. Packers Association pay a dividend of 8%, and the B. C. Fishing and Packing Co., 10%, which is ridiculous.

We have thought it more than likely that the High Cost of Living Commission will not neglect us in their enquiries. We have nothing to fear from such an enquiry, so that taking it altogether, the writer has come to the conclusion that it would be as well to leave the matter mentioned alone, so as to not to call too much attention to us.

We have just commenced to pack in the North and have about 8000 cases packed and a couple of carloads of Mild-cured. It is too early yet to make any predictions, but the season has been a little backward to date.

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

William Henry Barker

WHB.

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

July 11, 1919

Dear Mr. Jarvis:-

We are in receipt of your telegram of the 9th, and confirm ours of the 10th and 11th instant - copies herewith.

As stated in our telegram of yesterday, we tried to get a quorum but were unable to do so. We wired Mr. Flummerfelt but he had left Victoria and could not be at the meeting either yesterday or to-day. Messrs. Kelly, Sweeny and Evans were present at the meeting, and the matter had been fully discussed with Mr. Braid, who was here yesterday but not at the meeting to-day. The matter had also been fully discussed with Mr. Whitehead who is at present out of town. Mr. Flummerfelt knows nothing about the situation as he has not been here for some time. The rest of the gentlemen were unanimous in the telegram sent you to-day.

All letters and telegrams from your good self and replied to by the writer (both by wire and letters) were read to the Board. A confidential statement given the writer by Mr. Burke at the writer's request was also read to the Board of Directors. The writer also stated that the physical condition of the plants was good and the values were alright.

After a little discussion we were instructed by the Board to wire you as per copy herewith.

We might say that the conclusions arrived at by the Board were not caused by the values of the properties, but more from the fact that our Company was in good comfortable position, and they did not want to advise practically mortgaging all our assets to acquire other properties during these unsettled times and the uncertainty of the fishing business.

The scurrilous article in "Jack Canuck" was read to the Board, and they agreed with what the writer has already written you, that it would be very much best to leave it alone.

Yours respectfully,

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

William Henry Barker

WHB

Encs:

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

July 15th, 1919.

Dear Mr. Jarvis:-

We are in receipt of your favors of the 9th and 10th instant, also your telegram of the 14th, and confirm our reply of same date, copy herewith.

Your letter of the 9th will be shown to the Directors as we see them, also your telegram of the 14th and our reply to same.

There is little to add to what has been stated in the telegram, except that the writer gave the Board his opinion that the values of the plants were reasonable and thought that they should show a fair profit this season from the indications we have had so far. The Board, however, thought that the present time is inopportune, and owing to the gradual decreased supply which they feared might continue, the acquired properties would be some time in paying for themselves. In the meantime, our present Company would be jeopardized by guaranteeing the bonds. They also felt that if the present season were a fair one and we wished or thought best to acquire other Canneries, that the Kildala Packing Co's. properties could probably be acquired this fall and the risk would not be so great, as the amount involved was not so large.

Regarding yours of the 10th instant, this matter was called to our attention by Mr. Flummerfelt as the gathering was in Victoria. We made reply that it thought it best to be left alone as there were so few traps in British Columbia, and that it was simply bait for votes.

The copy of letter from Mr. Colwell, and your reply also received, and same will be placed before the Board.

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

William Henry Barker

WHB.

Enc: