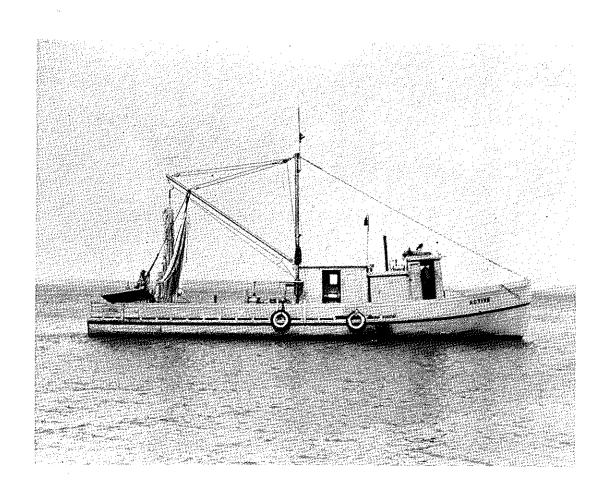
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ECONOMIC REVIEW of the GREAT LAKES COMMERCIAL FISHERIES, 1940-59



UNITED STATES DEPARTMENT OF THE INTERIOR
Fish and Wildlife Service
Bureau of Commercial Fisheries

CIRCULAR 141

Cover: U.S. Fish and Wildlife Service exploratory vessel Active on Lake Erie.

UNITED STATES DEPARTMENT OF THE INTERIOR, Stewart L. Udall, Secretary

FISH AND WILDLIFE SERVICE, Clarence F. Pautzke, Commissioner
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ECONOMIC REVIEW OF THE GREAT LAKES COMMERCIAL FISHERIES

1940-59

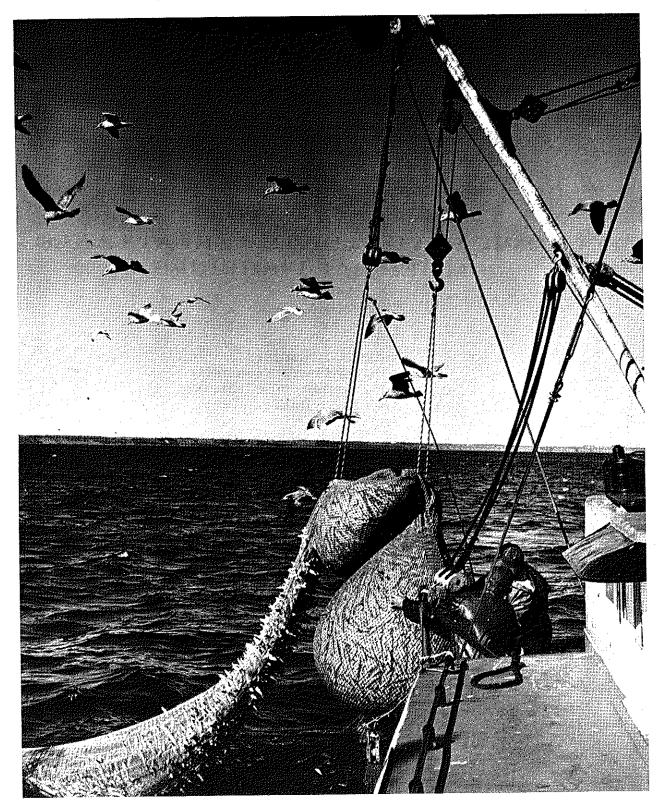
by

Keith D. Brouillard
Commodity Industry Economist
Bureau of Commercial Fisheries
U.S. Fish and Wildlife Service
Ann Arbor, Michigan



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Washington, D. C. 1963



Catch of Lake Michigan chubs by a converted gill net tug. Courtesy of Vern Arendt.

CONTENTS

		Page
Introd	luction	1
Produ	ection	1
	Production by gill nets	2
F	Production by trap nets	3
F	Production by pound nets	4
S	pecies substitution in production	4
F	Production trends for selected species	6
I:	mports of fresh-water fish	8
C	Operating units and costs	9
Mark	eting:	
V	Markets	12
F	Prices	14
	Wholesale	
	Retail	17
New o	7 1 4	
F	reveropments:	17
F	Production methods	18
F	Biological research	18
Concl	usions and recommendations	19
Ackno	owledgment	19
Selec	ted references	20
50.00		
	EXCUENCE	
	rigures	
	FIGURES	
	FIGURES	Page
		Page
1. N	Monthly landings of smelt in Michigan as percent of total, 1956-57	4
2. F	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5
2. F	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5
2. F 3. F 4. A	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5
2. F 3. F 4. A 5. U	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5
2. F 3. F 4. A 5. U 6. U	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5
2. F 3. F 4. A 5. U 6. U	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7
2. F 3. F 4. A 5. U 6. U 7. A	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7
2. F 3. F 4. A 5. U 6. U 7. A	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 7 7 8
2. F 3. F 4. A 5. U 7. A 8. T 9. T	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8
2. F 3. F 4. A 5. U 7. A 8. T 9. T 10. I	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8
2. F 3. F 4. A 5. U 6. U 7. A 8. T 9. T 10. I	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8
2. F 3. F 4. A 5. U 7. A 8. 7 10. I 11. F 12. F	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8
2. F 3. F 4. A 5. U 7. A 8. 7 10. I 11. F 12. F	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8
2. F 3. F 4. A 5. U 6. U 7. A 8. T 9. T 10. I 11. F 12. F 13. C	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8 10 11 11
2. F 3. F 4. A 5. U 6. U 7. A 8. T 10. I 11. F 12. F 13. C	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8 10 11 11
2. F 3. F 4. A 5. U 6. U 7. A 8. T 10. I 11. F 12. F 13. C	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8 10 11 11 13 16
2. F 3. F 4. A 5. U 6. U 7. A 8. T 10. I 11. F 12. F 13. C	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8 10 11 11 13 16
2. F 3. F 4. A 5. U 6. U 7. A 8. T 10. I 11. F 12. F 13. C	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8 10 11 11 13 16
2. F 3. F 4. A 5. U 6. U 7. A 8. T 10. I 11. F 12. F 13. C	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8 10 11 11 13 16 16
2. F 3. F 4. A 5. U 6. U 7. A 8. T 10. I 11. F 12. F 13. C	Monthly landings of smelt in Michigan as percent of total, 1956-57	4 5 5 6 6 7 7 8 8 10 11 11 13 16 16

ABSTRACT

Economic developments in the Great Lakes commercial fisheries since 1940 are examined, and catch, principal types of gear, marketing, and recent developments in the fishery are reviewed.

In a section on recommendations, the necessity for expanded research in in fishing methods and marketing of the presently underutilized species is pointed out, consideration of fishermen's cooperatives is suggested, use of available species in new products is discussed, and cooperation among all research agencies is indicated to be a requirement if the fishing industry is to expand and strengthen its economic position.

ECONOMIC REVIEW OF THE GREAT LAKES COMMERCIAL FISHERIES, 1940-59

by Keith D. Brouillard

INTRODUCTION

Historically the Great Lakes fisheries have been a principal source of commercial freshwater fish for the United States. In recent years the species composition of the catch has changed, and the financial position of the fishery has declined.

A research program to obtain basic data on the economic condition of the fisheries was started by the Bureau of Commercial Fisheries. Elementary research on the production, imports, and marketing of fresh-water fish was necessary as a first step in the development of the program. The present report is the result of this review of the Great Lakes fisheries. Much of the information found can be used as a basis for future studies.

The physical limits of time, personnel, and funds restricted the study to the primary economic factors of the fishery, so detailed information on each commercial species of fish or on all types of commercial gear is not presented.

PRODUCTION

The catch in the commercial fisheries of the Great Lakes was quite stable from 1940 until relatively recent years. The fluctuations that have occurred were to be expected in an enterprise such as commercial fishing.

After 1957 the volume of production indicated that some permanent changes in the commercial fishery might be developing. Compared with 1956, the landings decreased by 5.1 million pounds in 1957, by 8.1 million pounds in 1959, and by 14.8 million pounds in 1959.

An additional picture of the trends in the fishery is indicated by the average price per pound for landings (table 1). Beginning in 1942 the average value of a pound of fish produced increased because of shortages of meat products during World War II. In this respect the Great Lakes fisheries followed the trends of the

salt-water fisheries. The total value of the production and the average price per pound remained at a rather high level during the following decade. In 1953 the value of the production fell below \$10 million, and the price per pound was under 13.0 cents. At the average price of 10.8 cents per pound received for the 1959 catch, it would be necessary for the Great Lakes production to reach a volume of over 90 million pounds to produce a return of \$10 million.

A decline in the price per pound for the total catch could mean either that the species composition of the catch has changed or that the value of the individual species has dropped. Studies of catch and price by species indicate that a change in the species composition is the cause of the decline.

Table 1.--Quantity, value, and average price, U.S. Great Lakes fisheries, 1940-59

Year	Quantity	Value	Average price
	Million	Million	Cents
	pounds	dollars	per pound
1940	79.1	5.6	7.1
1941	78.1	6.5	8.3
1942	75.2	8.6	11.4
1943	78.2	12.3	15.7
1944	75.7	10.9	14 - 4
1945	78.6	13.8	17.6
1946	78.3	11.7	14.9
1947	69.8	10.7	15.3
1948	84.0	12.7	15.1
1949	85.7	11.5	13.4
1950	70.9	10.8	15.3
1951	70.1	10.7	15.2
1952	81.8	11.5	14.0
1953	77.3	9.6	12.4
1954	81.2	10.0	12.3
1955	76.8	9.7	12.6
1956	80.6	10.2	12.6
1957	75.5	9.6	12.7
1958	71.7	8.7	12.1
1959	65.8	7.1	10.8

Table 2.--U.S. Great Lakes catch of specified species, 1940-59

Year	Blue pike	Chubs	Herring	Lake trout	Carp	White- fish	Yellow perch	Walleye
1940 1941 1942 1943 1944 1945 1946 1947 1948 1950 1951 1952 1953 1954 1955 1956	Thousand pounds 5,073 3,384 6,261 11,273 14,989 7,849 3,141 3,328 9,122 14,085 6,236 2,402 7,239 8,103 6,361 7,679 6,867 3,993	Thousand pounds 2,411 2,283 2,337 2,776 3,197 4,666 4,621 5,362 6,298 7,732 9,413 10,529 11,343 10,999 11,367 11,430 11,318	Thousand pounds 22,480 22,820 18,777 17,920 16,899 22,290 24,634 22,068 17,454 20,333 23,505 18,581 20,777 16,589 16,330 14,810	Thousand pounds 9,859 10,534 10,174 10,376 10,604 8,980 7,457 5,402 4,155 3,309 3,255 2,928 2,843 2,423 2,257 2,101 1,813 1,191	Thousand pounds 5,998 5,376 5,000 5,053 4,317 6,460 4,838 4,130 4,178 4,568 4,209 5,054 5,759 5,467 6,547 6,504 7,128	Thousand pounds 4,678 4,693 4,184 3,529 4,892 11,631 12,250 8,837 5,270 2,761 3,782 2,992 2,830 1,999 1,716 1,413	Thousand pounds 6,451 6,716 5,223 5,416 5,703 3,273 4,554 3,540 4,919 4,595 4,851 4,355 4,559 6,140 8,293 7,066 11,181 12,293	Thousand pounds 6,072 5,181 5,589 5,352 5,139 6,604 7,851 5,128 5,248 7,116 7,856 6,704 6,386 7,164 6,908 7,205 8,004 6,346
1958 1959	580 35	12,108 11,212	12,293 12,512	1,061 868	8,344 7,274	695 629	10,935 11,731	4,482 2,190

The nature of the change is indicated by the landings of the eight species of fish shown in table 2. Since the 1940's, blue pike, lake trout, walleye (yellow pike), and whitefish have been considered the most valuable species. Of these four species, only landings of walleye have been maintained near the production levels of the 1940's. The factors that have caused the decline in the catch of the other species will be discussed in the following pages.

Production by Gill Nets

Since 1940 the Great Lakes fisheries have relied on three major types of gear--gill net, trap net, and pound net--depending on the location of the fishery and the species being exploited.

The gill net has been the most important single type of gear in operation on the Great Lakes (table 3). Formerly this gear was used in the capture of like trout and whitefish in Lakes Huron, Michigan, and Superior. When the populations of these fish declined, the fishermen changed to taking chubs and, to some extent, yellow perch.

Of the types of gear operated on the Great Lakes the gill net is probably the most inefficient. No mechanical method is used in the

Table 3.--Quantity, value, and price of fish caught by U.S. gill nets in the Great Lakes, 1940-59

Year	Quantity	Value	Average price
	Pounds	Dollars	Cents per pound
1940	37,230,600	2,829,472	7.6
1941	39,272,500	3,501,468	8.9
1942	36,061,900	4,471,816	12.4
1943	37,881,200	6,433,362	17.0
1944	38,195,900	6,287,939	16.5
1945	39,291,400	7,848,588	20.0
1946	37,653,100	5,641,776	15.0
1947	31,800,600	4,881,645	15.4
1948	39,917,500	6,031,689	15.1
1949	33,148,600	5,738,172	17.3
1950	35,179,300	5,502,294	15.6
1951	37,797,900	5,372,722	14.2
1952	43,524,500	6,182,300	14.2
1953	36,778,500	4,958,202	13.5
1954	39,728,400	5,167,029	13.0
1955	39,316,500	5,262,510	13.4
1956	38,891,400	5,548,072	14.3
1957	36,337,700	5,450,883	15.0
1958	35,310,200	5,210,062	14.8
1959	30,738,500	4,275,969	13.9

Table 4.--Quantity of gill net of various mesh size used in the Great Lakes by U.S. fishermen during specified years from 1940 to 1959

Year	Small mesh 1 1/4 to 3 7/8 inches	Large mesh 4 to 7 inches	Extra large mesh 7 1/8 to 14 inches
	Square yards	. Square yards	Square yards
1940	9,855,000	18,722,000	12,000
1950	12,842,000	17,222,000	339,000
1954	11,966,000	14,319,000	93,000
1955	8,764,000	8,469,000	70,000
1956	8,122,000	8,093,000	174,000
1957	7,390,000	6,843,000	155,000
1958	7,635,000	5,742,000	184,000
1959	8,346,700	5,465,800	203,100

Great Lakes for separating a gilled fish from the net, and this entire operation is performed manually. Obviously, the price received for fish caught by this method must be high and the size of individual fish large if a profit is to be obtained. The number of fish that must be handled now is much greater than before. In the fishery on Lake Michigan, large volumes of small chubs (bloaters1) become entangled in the nets. The market price for these small chubs has been about 2 5 cents per pound; and since it takes approximately six to make a pound, there is little or no profit in the operation. Therefore, these fish are not usually landed. The apparent substantial increase in the bloater population in Lake Michigan has reduced the margin of profit in gill net operations.

In addition, many fishermen have reported that during certain seasons of the year, alewives become entangled in the gill nets in such numbers that operations are stopped until this species has left the grounds. The alewife is particularly difficult to remove from gill nets because of its "saw-belly." Recent prices for alewives, if they can be sold at all, have failed to cover the cost of removal from the nets.

The smelt, which become entangled in the gill net by their teeth, is the third species that causes difficulty in gill net operations. Generally the price for smelt during the seasons when they disrupt gill net operations is too low to cover the cost of removal.

Production by Trap Nets

The trap net is the second most important gear in the commercial fisheries of the Great Lakes. It has been most used on Lake Erie and has also been used extensively in certain other shallow-water areas, such as Saginaw Bay and northern Green Bay.

The return per pound of fish in the trap net fishery has been reasonably good. In 1959, however, the average price dropped to less than 10 cents per pound (table 5). The Lake Erie fishery has been hampered by a decline in the populations of walleye and blue pike, and, in substituting for these species, fishermen have on occasion glutted the market with perch. At times, owing to low prices, fishermen would lose money by operating and so were forced to discontinue until the market improved. These interruptions decrease the gross profits.

Table 5.--U.S. catch of fish in trap nets in the Great Lakes, 1940-59

^{1.} Bloater" is the name fishermen commonly give to all small chubs (Coregonus sp.). The true bloater is Coregonus hoyi (Gill).

The change in fish populations has resulted in a deterioration of the trap net fishery. It is possible that the abundance of walleyes will increase in Lake Erie, resulting in greater gross income to the trap net fishery there.

Production by Pound Nets

The pound net fishery is made up of several fisheries that generally employ these nets for a specific species of fish. Data are not available for each of these fisheries, so they must be taken as a unit.

The volume of fish caught with pound nets has increased in recent years. The statistics presented in table 6 indicate a decrease in the price per pound and in the total value. The increased volume of, and lower price for, the pound net fish are the result of the production of smelt in Green Bay. The smelt fishery, however, is extremely seasonal (fig. 1) and smelt are not available to this gear during a large part of the year. It is therefore doubtful that a profit can be maintained from year-round operations.

Table 6.--U.S. catch of fish by pound nets in the Great Lakes, 1940-59

Year	Quantity	Value	Average price					
1940 1941 1942 1943 1944 1945	Pounds 7,715,300 6,412,600 5,303,600 4,948,900 3,133,500 5,190,300 7,868,300	Dollars 432,800 490,700 591,800 878,800 705,600 1,076,400 1,163,400	Cents per pound 5.6 7.7 11.2 17.8 22.5 20.7 14.8					
1946 1947 1948 1949 1950 1951 1952 1953 1954 1955 1956 1957 1958 1959	7,868,300 8,804,300 9,903,300 8,320,300 7,809,400 5,807,500 7,949,200 8,211,100 9,159,900 8,035,900 9,322,600 7,796,200 11,114,000 7,886,100	1,182,500 1,569,600 1,239,300 1,004,500 673,200 820,800 662,300 721,500 551,200 567,300 356,200 407,800 357,441	13.4 15.8 14.9 12.9 11.6 10.3 8.1 7.9 6.9 6.1 4.6 3.7 4.5					

The pound net fishery can be expected to continue operating with a very narrow margin of profit. Improvement of its financial position depends upon the type and extent of changes in the fish populations of the Great Lakes. An increase of whitefish would permit production over a longer period of time and a higher re-

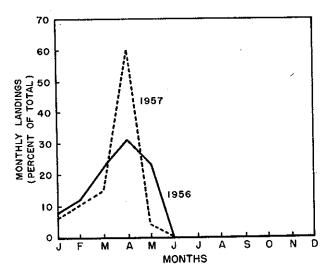


Figure 1.--Monthly landings of smelt in Michigan as percent of total, 1956-57.

Source: Michigan Department of Conservation, Biennial Report 1958.

turn per pound of fish for the entire fishery. As was stated earlier this operation would not be the same type as in the smelt fishery and would require different gear located in different areas.

Species Substitution in Production

The sea lamprey has largely destroyed the fishery for lake trout in Lakes Huron and Michigan and is rapidly depleting the stocks in Lake Superior. In addition, the fluctuations occurring in the population of whitefish because of lamprey attacks and other causes have resulted in a decline in the landings of whitefish.

Blue pike and walleyes are commercial fish of front-rank importance. Both species are subject to fluctuations in abundance from year to year. The fluctuations in blue pike abundance have been much greater than those for walleyes. For example, figure 2 indicates the extreme variations in blue pike catches. Assuming that fishing effort is about equal for each year, this catch variation is the result of year-class strength. Figure 3 indicates similar fluctuations in walleye spawning success. Preliminary biological studies confirm these variations.

In an effort to continue fishing operations in the Great Lakes, the fishermen have increased exploitation of the lower priced species, to some extent, as substitutes for the preferred species. The most important species now being harvested are chubs, carp, smelt, and yellow perch. These fishes are plentiful, but some are

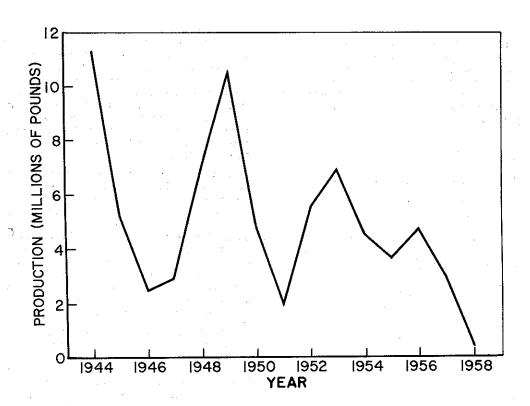


Figure 2.--Production of blue pike, Ohio waters, Lake Erie, 1944-58.

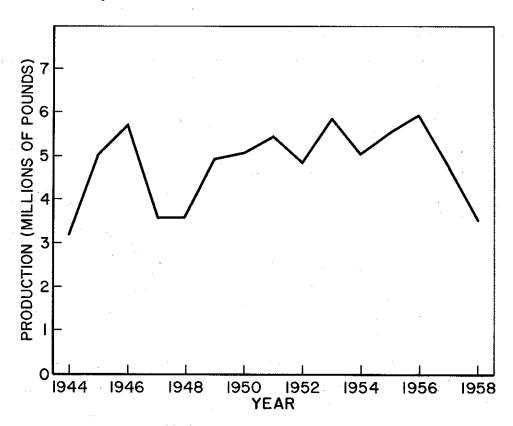


Figure 3,--Production of walleye, Ohio waters, Lake Erie, 1944-58.

small, difficult to handle, or low priced. The change in the volume of the catch by groups of species is shown in figure 4. The fishes comprising these two groups have been selected in order to compare the quantity of preferred species caught with the catch of the lower priced species.

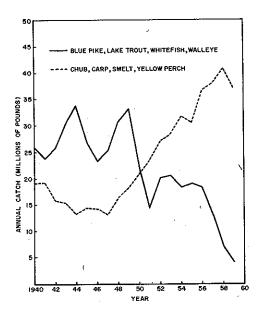


Figure 4.--Annual catch by groups of species, 1940-59.

The increase in chub landings in Lakes Huron and Michigan has been attributed to the disappearance of lake trout. Formerly, lake trout utilized chubs as source of food. As the lake trout was eliminated by the sea lamprey, populations of chub increased. Unfortunately, the sea lamprey appears also to have attacked the larger chubs (Hile and Buettner, 1955), thereby reducing the profits in the gill net fishery for this species.

Landings of carp have increased in recent years probably as a result of the efforts of commercial fishermen to remain in operation. Generally the market for carp is unable to absorb all of the possible catch of this species. The Mississippi River and many inland lakes yield large quantities of carp, which catch competes with that of the Great Lakes. To some extent the Great Lakes catch of carp is utilized by the mink ranchers in the Midwest, but this market pays a low price and the fishermen have difficulty in making a profit.

The large catch of smelt (fig. 5) is undoubtedly the result of a tremendous increase in the population of this species and the decrease of certain others. Although the price has declined as the production has increased, it can be assumed that many fishermen are depending upon the income from the catch of smelt as a substitute for earnings from several of the preferred species.

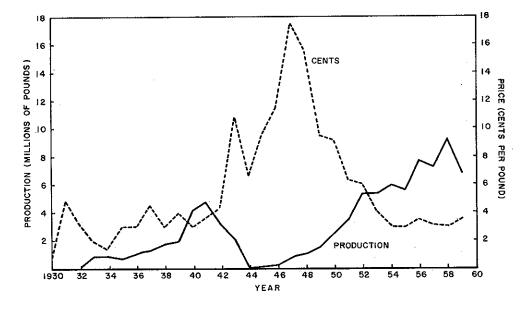


Figure 5.--U. S. Great Lakes smelt production and prices, 1930-59.

Yellow perch have been landed in increasing quantities because of their availability, and, in Lake Erie especially, because of the decline in blue pike and walleyes. In recent years yellow perch have become an important source of income to fishermen.

Production Trends for Selected Species

The apparent leveling off of the chub production, beginning with 1952, is probably the result of marketing problems and the decrease in availability of market-size chubs. The

lowered abundance of the large chubs can be attributed in part to sea lamprey depredation. Another factor in the decreasing size is increased commercial exploitation of the larger chubs (Hile and Buettner, 1955). Fishermen are now landing smaller chubs, but the total volume of production is at a high level (fig. 6). Labor costs in the handling of smaller fish, at both the fishermen's level and the smokers' level, result in lower profits from these operations.

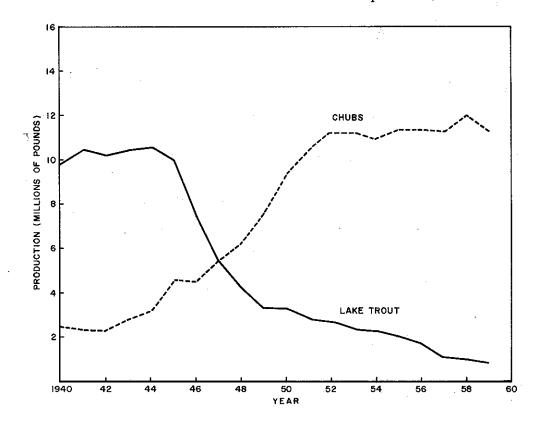


Figure 6.--U.S. Great Lakes production of chubs and lake trout, 1940-59.

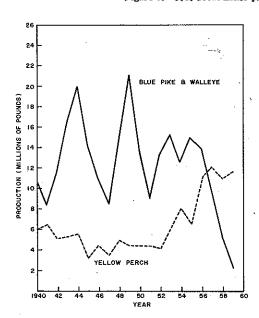


Figure 7.--Annual production of blue pike and walleye combined, compared with yellow perch, 1940-59.

A comparison of the production of blue pike and walleye with that of yellow perch (fig. 7) indicates the role of the latter as a substitute fish. In recent years, yellow perch landings have increased, while the landings of the other two species have declined.

The landings of yellow perch may not be a true indication of the population because many fishermen do not take this species when prices are low. Records of the fishing effort reveal that in the Saginaw Bay area, perch are not fully exploited (Hile and Buetner, 1959). It is believed that this situation is true for the entire yellow perch fishery.

The prices received by fishermen in the Great Lakes commercial fisheries have tended to increase with the decrease in domestic production. This inverse relationship between the price and quantity produced is clearly indicated in figures 8 and 9. In these figures the production and price curves, as well as the curve for total supply (imports plus domestic production), for lake trout and white fish demonstrate that, in general, the prices for these

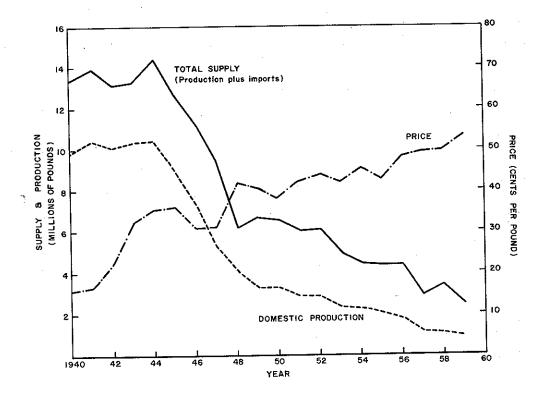


Figure 8.--Total supply, domestic production, and U.S. ex-vessel prices for lake trout, 1940-59.

species have increased when domestic production decreased. The price trends in recent years for lake trout, however, cannot be explained entirely on the basis of supply and demand. Almost the entire production of this species is now purchased by public eating establishments. As a result of this specialized demand, the product is not readily available to the general public in retail outlets such as supermarkets and fish specialty stores. Under these conditions the price curve would not follow the same pattern as that for some other fishes.

Imports of Fresh-Water Fish

Figures 8 and 9 bring out the importance of imports of lake trout and whitefish. Imports of these two species now supply a greater part of the United States market than does the domestic production. The implications of this situation have been discussed earlier (Brouillard, 1960). In general, because of the low domestic production, it can be assumed that imports of both lake trout and whitefish are not now inimical to our domestic fishermen's long-term interests. If the present program of lamprey control reaches the point at which lake trout and whitefish are able to repopulate the Great Lakes, many problems relating to imports can be expected to develop.

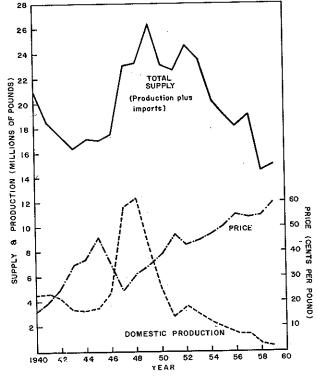


Figure 9.--To $^{-1}$ supply, domestic production, and U.S. ex-vessel price for white fish, 1940-59.

Table 7.--Imports of selected species of fresh-water fish, 1940-59

Year	Blue pike	Chubs	Lake herring	Lake trout	White- fish	Sauger	Yellow Perch	Walleye
1940 1941 1942 1943 1944 1945 1946 1947 1948 1949 1950 1951 1952 1953 1954 1955 1956 1957 1958	Thousand pounds 1,487 1,227 2,765 6,672 5,224 3,725 1,284 1,158 763 1,284 796 581 444 226 3 47 29 23 30 20	Thousand pounds 1,450 1,820 1,132 966 887 796 172 345 509 485 288 318 160 212 1 348 1 351 1 262 1 260 1 720 1 1,142	Thousand pounds 1,732 1,192 1,053 1,191 1,243 6,872 10,370 4,698 1,991 728 718 413 400 377 (1) (1) (1) (1) (1) (1)	Thousand pounds 3,656 3,490 3,033 3,016 3,890 3,781 3,866 3,960 2,903 3,495 3,464 3,184 3,392 2,607 2,213 2,298 2,537 1,748 2,298 1,628	Thousand pounds 16,020 13,741 13,104 13,015 13,882 12,654 11,371 10,998 13,738 13,525 14,940 14,794 14,876 10,386 10,161 10,761 12,066 13,968 14,365	Thousand pounds 12,683 12,642 11,513 7,226 5,889 6,137 5,383 3,895 1,932 2,723 4,539 3,522 2,382 1,629 720 1,065 1,150 2,051 2,575 2,108	Thousand pounds 3,274 3,615 2,502 2,176 2,221 2,629 3,124 3,217 817 809 711 726 965 1,169 203 352 207 84 189 379	Thousand pounds 8,169 8,225 9,230 11,048 12,056 11,842 11,487 10,848 8,782 7,977 7,826 9,351 8,566 6,712 4,070 3,387 3,845 2,5624 5,652

¹ Herring and ciscoes included with chubs.

Imports of several species of fresh-water fish other than lake trout and whitefish (table 7) are competing with the domestic production in the Great Lakes area. An important development has been the trend toward imports of processed products. The volume of imported fillets from fresh-water species has increased greatly in recent years.

Table 8.--Imports of fresh-water fish fillets from Canada, 1949-59

Year	Quantity
1949 1950 1951 1952 1953 1954 1955 1956 1957 1958 1959	Million pounds 7.8 7.8 7.8 9.1 11.1 13.1 14.1 16.4 17.0 14.3

Because of the extensive commercial fisheries for these same species in the many inland lakes of Canada, it is possible for Canadians

to export fresh-water fish even when production in the Great Lakes is low. The largest single fishery of this type is on Great Slave Lake, which yields about 9 million pounds annually. In addition, other larger and several thousand smaller lakes in Canada are being exploited. Since the Canadian inland fishery appears to be well managed, a substantial harvest can be expected indefinitely. Exports to the United States could continue and would be a factor in the price trends for domestic products.

Operating Units and Costs

The general decline of the Great Lakes fisheries is reflected in the decrease in operating units and employment. The reduction in the number of vessels and boats in the Great Lakes fisheries, compared to 1950, is shown in table 9. Reduced landings, age of vessels, and increased cost of gear cause an inevitable reduction in operating units. Few vessels have been replaced since 1950. A sample of 40 gill net vessels operating in the chub fishery in the Michigan waters of Lake Michigan revealed that only 6 of them had been built since 1950. Twelve of the vessels were constructed prior to 1930. If this sample is indicative of the entire fishery, it is obvious that many of the vessels may not be in efficient operating condition and some may even be dangerous to continue in operation.

Table 9 .-- United States Great Lakes operating units, specified years

Unit	1940	1950	1954	1955	1956	1957	1958	1959
Number of vessels	1 499	661	654	596	577	521	555	511
Vessel net tonnage	1 6,073	7,864	7,822	7,111	6,657	6,251	6,768	6,390
Number of boats Motor Other Accessory	1,186 599	1,437 373 191	1,164 371 211	1,083 296 182	887 272 166	968 247 151	1,059 255 146	173
Total number of boats	1,785	2,001	1,746	1,561	1,315	1,366	1,460	1,323

¹ Includes 30 steam vessels totaling 646 net tons.

Employment in the fishery has also declined since 1950 (table 10). This decline has been partly the result of efforts on the part of vessel owners to reduce costs. When lake trout and whitefish were plentiful, for example, gill net operators commonly used five men in the operation; the usual number is four.

Another factor in the reduction of the number of fishermen is the decline in "weekend" commercial fishermen. In former years, many people purchased commercial licenses to operate small amounts of gear on weekends only. As the fishery has become less profitable, the number of this type of fisherman has declined.

Table 10.--Fishermen employed in the U.S. Great Lakes fishery, specified years

Year On vessels		On boats and shore	Total
1940 1950 1954 1955 1956 1957 1958 1959	Number 1,694 1,988 1,949 1,658 1,589 1,503 1,583 1,497	Number 3,448 2,853 2,503 2,230 2,097 2,006 2,125 2,254	Number 5,142 4,841 4,452 3,888 3,686 3,509 3,708 3,851

The capital value of the fishery also is declining (table 11). The data in the table were based on producers' estimates of the value of their equipment and should not be taken as the market prices. The data, nevertheless, serve to indicate the trends over a period of years. Since the estimated value of equipment has been declining, it is believed that replacement of gear has been limited. The ages of the

vessels and operating units leave little doubt that most owners are unwilling or unable to invest in modern equipment to replace that still in use.

The pessimism that prevails in the Great Lakes fisheries is easily understood in view of increasing costs and declining purchasing power obtained from the return from sale of the catch. There has been a steady rise in the cost of items used in fishing operations and in the cost of living for the fisherman and his family (fig. 10). These costs have increased almost 90 percent since 1942.

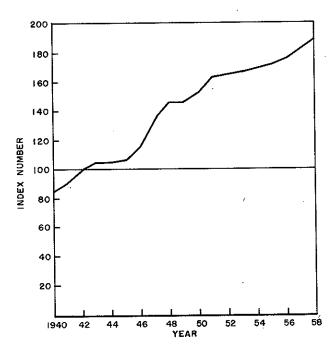


Figure 10,--Index of prices paid by fishermen in the Great Lakes area for items used in production and family maintenance, 1940-58; 1942 = 100,

Table 11.--Estimated value of nets, boats, and vessels in the U.S. Great Lakes fisheries, specified years

	Boats	Gi11	nets				
Year	and vessels	Large mesh	Small mesh	Pound nets	Trap nets	Other gear	Total
1940 1950 1954 1955 1956 1957	Thousand dollars 2,147 5,138 3,689 3,544 2,808 2,362	Thousand dollars 1,049 2,353 1,729 1,307 1,480 1,330	Thousand dollars 769 2,003 1,615 1,534 1,738 1,611	Thousand dollars 465 1,004 725 761 630 748	Thousand dollars 1,209 2,796 2,809 3,369 2,906 3,547	Thousand dollars 194 519 447 319 331 309	Thousand dollars 5,833 13,813 11,014 10,834 9,893 9,907

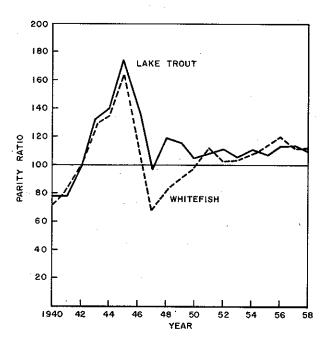
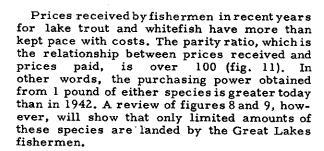


Figure 11.--Parity ratio for lake trout and whitefish, 1940-58; 1942 ± 100 ,



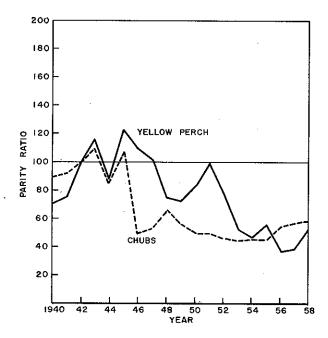


Figure 12,--Parity ratio for yellow perch and chubs, 1940-58; 1942 = 100,

The parity ratio for chubs and yellow perch is at a very unfavorable level (fig. 12). These two species made up over 30 percent of the Great Lakes catch in 1957 and 1958, and hence are quite important in determining the economic status of the commercial fishermen. In 1958 a fisherman had to land approximately 2 pounds of chubs or yellow perch to purchase the same amount of goods that income from 1 pound would have bought in 1942.

MARKETING

Markets

Technological advances in freezing, breading, and packaging have made it possible to transport and market fishery products in every section of the country. The consumers in inland areas, such as the Great Lakes States, have now accepted salt-water fishery products. Many housewives in the Midwest, for example, now purchase such products as breaded shrimp, fried haddock, fish sticks, and ocean perch fillets, which were unknown or rare a few years ago.

The development of these products and their acceptance by the consumer have brought about the establishment of more wholesale firms to distribute them. The expansion in this field and the increased employment in wholesaling and manufacturing firms dealing in fishery products (table 12) have taken place without the benefit of an increase in domestic catches of fresh-water fish.

Table 12.--Establishments and employees engaged in wholesaling and manufacturing fishery products in the Great Lakes area, specified years

Year	Firms	Average annual employment		
1940 1950 1954 1955 1956 1957 1958 1959	Number 221 312 366 388 382 382 444 401	Number 2,144 2,540 2,533 2,673 2,664 2,482 2,889 2,619		

Formerly, in the Great Lakes area, Chicago was the most important wholesale market for fishery products. In recent years, however, there has been considerable expansion in wholesaling (table 13). As a result, Michigan and Wisconsin now have the greatest number of wholesale establishments in the Great Lakes area. Such cities as Detroit and Milwaukee are supplementing and competing with Chicago as important centers for distributing fishery products.

Despite the growing number of wholesale firms elsewhere, Chicago is still a major center of distribution. A large volume of fresh-water and salt-water fish and shellfish is handled there each year (table 14). The substantial increase in the volume of shell-fish, especially shrimp (fig. 13), is an indication of changing trends in the habits of the consumer in the Great Lakes area.

Imports account for approximately one-third of the receipts of fresh-water fish in Chicago (table 15). The record of receipts of lake trout and whitefish and their origin shows that whitefish imports from Canada have increased since 1940 (table 16) and have served to maintain a nearly uniform supply on the wholesale market. Under the present conditions in the domestic fishery, these imports are necessary to maintain adequate supplies for the United States market.

The relative importance of Chicago as a distribution point for certain fresh-water species can be seen by referring to table 17. On the basis of the percentage of the total United States supply-that is, domestic production plus imports-Chicago is an important outlet for chubs, lake trout, sauger, walleye, whitefish, and, to some extent, yellow perch. The percentage of sauger distributed through Chicago is high, but the total supply of this species is not large and cannot be considered as important as the total supply of the other species.

Table 13.--Wholesale and manufacturing establishments by State, specified years

Year	New York	Pennsyl- vania	Ohio	Mich- igan	Indiana and Illinois	Wiscon- sin	Minne- sota
1940 1950 1954 1955 1956 1957 1958 1959	Number 18 32 39 44 37 38 47	Number 6 8 9 9 11 10 9	Number 47 52 67 70 68 67 71 64	Number 50 74 96 100 102 119 129 115	Number 49 81 82 82 89 67 64	Number 39 51 57 68 62 69 105	Number 12 14 16 15 14 12 19

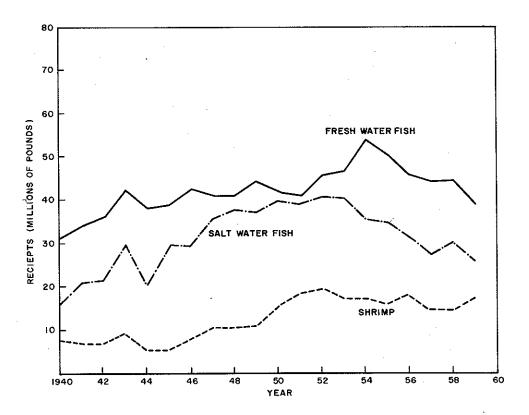


Figure 13,--Chicago wholesale market receipts of fresh-water fish, salt-water fish, and shrimp, 1940-59,

Table 14.--Chicago wholesale market receipts of fresh-water fish, salt-water fish, and shellfish, 1940-59

Year	Fresh-water fish	Salt-water fish	Shellfish	Total	
	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds	
1940	31,747	16,198	487	59,432	
1941	33,399	21,564	10,606	65 , 569	
1942	35,913	21,913	10,342	68,168	
1943	42,508	29,820	11,706	84,034	
1944	38,133	20,439	8,089	66,661	
1945	38,763	29,783	9,122	77,668	
1946	42,601	29,353	12,406	360, 84	
1947	41,652	35,820	17,178	94,650	
1948	41,654	512,37	18,145	97,311	
1949	44,191	37,091	19,949	101,231	
1950	42,055	702, 39	24,988	106,745	
1951	41,632	38,360	27,184	107,176	
1952	46,362	48,857	29,655	124,874	
1953	46,592	40,352	26,879	113,823	
1954	53,698	35,417	27,498	116,613	
1955	50,171	34,656	26,990	111,817	
1956	46,232	32,006	28,128	106,366	
1957	39,107	27,774	24,346	91,227	
1958	39,554	30,105	22,662	92,321	
1959	39,307	26,080	27,106	92,493	

Table 15.--Chicago wholesale market receipts of fresh-water fish by origin, 1940-59

Year	Domestic	Imported
	Thousand	Thousand
1	pounds	pounds
1940	23,191	8,556
1941	22,888	10,511
1942	26,195	9,718
1943	29,888	12,620
1944	25,986	12,147
1945	27,881	10,882
1946	30,371	12,230
1947	31,263	10,389
1948	294	10,357
1949	29,810	14,381
1950	28,095	13,960
1951	26,088	15,544
1952	31,394	14,968
1953	34,019	12,573
1954	38,636	15,062
1955	34,728	15,443
1956	32,801	13,431
1957	25,812	13,295
1958	25,524	14,030
1959	26,295	13,012

Table 16.--Chicago wholesale market receipts of lake trout and whitefish by origin, 1940-59

	Lake	trout	Whitefish		
Year	Domestic	Canadian	Domestic	Canadian	
				·m .1	
	Thousand	Thousand	Thousand	Thousand	
	pounds	pounds	pounds	pounds	
1940	4,927	1,108	1,883	2,124	
1941	4,949	1,161	1,914	1,767	
1942	5,583	834	1,569	1,842	
1943	5,951	1,050	1,401	3,270	
1944	5,847	1,462	1,355	4,538	
1945	5,208	1,556	1,560	3,640	
1946	4,702	1,652	2,503	4,084	
1947	4,160	958,1	4,560	3,168	
1948	3,668	1,498	5,478	3,217	
1949	3,037	2,587	4,370	5,562	
1950	2,280	1,792	3,572	5,828	
1951	2,108	1,946	2,834	6,940	
1952	2,332	1,689	3,563	6,616	
1953	1,897	1,682	3,335	5,679	
1954	1,785	2,542	2,816	6,894	
1955	1,150	2,429	1,852	6,968	
1956	864	2,069	1,774	5,938	
1957	483	1,935	1,130	6,939	
1958	629	1,684	1,246	7,654	
1959	636	1,290	1,154	7,092	

Whitefish ranks first in volume of the more important species marketed in Chicago (table 18). The volume of lake trout has been declining in recent years, reflecting the decline in production in the Great Lakes. The large quantity of walleye handled is an indication of an increased demand for this species. On the other hand, the volume of chubs marketed through Chicago has increased because of the greater availability.

Prices

Wholesale -- Wholesale prices are subject to wide fluctuations during some seasons of the year. Periods of oversupply and shortage develop principally because of legal restrictions on fishing seasons, weather conditions, and availability of fish. In the spring, large supplies of fresh-water fish are available, but during the winter, when the fishing season is closed in most States, few fish are marketed.

Frequently imports supplement the domestic production during periods of short supply, but sometimes large quantities of imported fish are available at the same time that domestic supplies are plentiful. During such periods the wholesale prices for the domestic products are depressed.

The price ranges for walleye, lake trout, and whitefish are shown in figures 14 to 16. There is a tendency for the price of the domestic walleye to have a greater range than that of the imported product. This condition is probably the result of fluctuations in the supply, due to closed seasons in some areas during some parts of the year.

The price ranges for lake trout show an increase in the price for domestic fish in recent years (fig. 15). This trend can be attributed to the decline in the availability of this species. The highest price reached by the domestic trout has been \$1 per pound. Since this level was reached in three different years, it would seem to represent the highest price at which sales can be made. The prices for Canadian trout are gradually increasing, reflecting the demand for lake trout and an increasing acceptance of imported trout as a replacement for the diminished domestic production.

The wholesale price ranges are wider for drawn whitefish than for the other species for which data are presented (fig. 16). During the years covered, the price ranges for Canadian whitefish have been at the lower level of the range for the domestic product.

Table 17.--Percentage of the total supply of selected species received in the Chicago wholesale market, 1940-59

Year	Chubs	Lake herring	Lake trout	Sauger	Walleye	White- fish	Yellow perch
	Percent	Percent	Percent	Percent	Percent	Percent	Percent
1940	23.4	14.9	44.5	26.3	13.1	19.5	30.4
1941	22.3	13.2	43.6	36.4	13.7	20.0	33.0
1942	36.3	18.0	48.6	31.4	15.5	19.7	30.4
1943	37.1	21.5	52.2	30.3	22.8	28.4	27.4
1944	35.2	17.0	50.4	29.8	20.0	32.5	23.9
1945	36.8	12.4	52.8	16.0	15.2	30.8	29.4
1946	53.2	9.8	56.2	25.8	21.6	37.6	35.9
1947	48.8	10.6	65.1	32.6	30.0	33.6	40.1
1948	44.4	8.5	83.3	47.1	28.6	37.5	44.9
1949	38.8	9.9	82.7	42.3	29.7	37.8	45.7
1950	34.8	13.6	60.8	40.0	26.9	40.7	36.1
1951	31.8	13.9	66.5	48.6	27.2	43.1	37.6
1952	36.8	12.9	64.9	60.4	30.6	41.2	38.7
1953	31.7	17.7	71.6	59.6	38.0	38.0	39.6
1954	(¹)	(¹)	96.1	92.3	52.0	47.6	41.8
1955	(1)	(¹)	81.3	70.2	59.5	45.9	43.5
1956	(1)	(1)	66.7	73.1	57.6	42.6	25.4
1957	(1)	(¹)	83.8	33.8	51.1	42.5	21.8
1958	(1)	(1)	68.0	31.0	40.9	60.5	24.2
1959	(1)	(1)	77.1	31.5	50.0	55.0	26.2

¹ Data not available.

Table 18.--Chicago wholesale market receipts of selected species, 1940-59

Year	Chubs	Lake trout	White- fish	Yellow perch	Walleye
	Thousand	Thousand	Thousand	Thousand	Thousand
	pounds	pounds	pounds	pounds	pounds
1940	903	6,008	4,007	2,953	1,860
1941	912	6,110	3,682	3,410	1,830
1942	1,258	6,417	3,411	2,336	2,297
1943	1,390	7,002	4,671	2,079	3,733
1944	1,438	7,311	5,893	1,896	3,443
1945	2,010	6,764	5,201	1,735	2,808
1946	2,552	6,353	6,588	2,760	4,167
1947	2,785	6,118	7,728	2,722	4,791
1948	3,030	5,166	8,694	2,603	4,010
1949	3,189	5,624	9,931	2,531	4,479
1950	3,378	4,072	9,400	2,015	4,222
1951	3,452	4,054	9,774	1,928	4,375
1952	4,196	4,021	10,179	2,139	4,569
1953	3,662	3,580	9,014	2,905	5,268
1954	4,393	4,326	9,710	3,748	5,751
1955	4,209	3,579	8,820	3,232	6,304
1956	4,437	2,934	7,722	2,897	6,826
1957	4,030	2,428	8,069	2,698	5,006
1958	4,719	2,313	8,900	2,769	4,388
1959	3,669	1,925	8,246	3,175	3,921

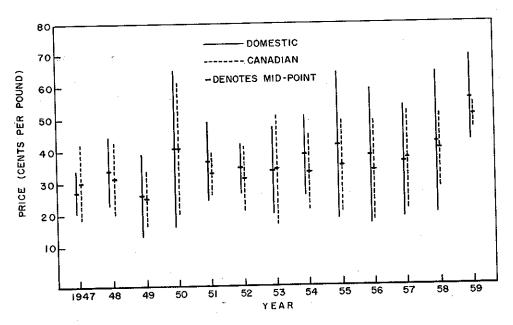


Figure 14,--Price range for Canadian and domestic walleye at Chicago wholesale market, 1947-59.

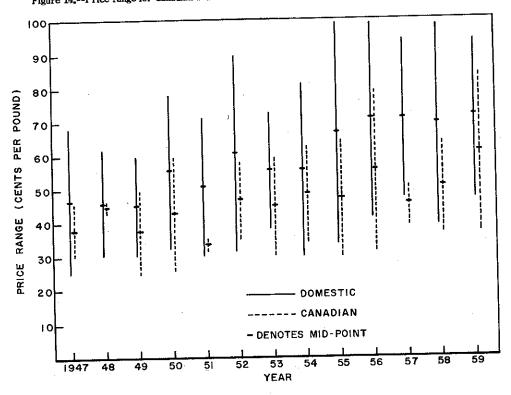


Figure 15.--Price range for Canadian and domestic lake trout at Chicago wholesale market, 1947-59,

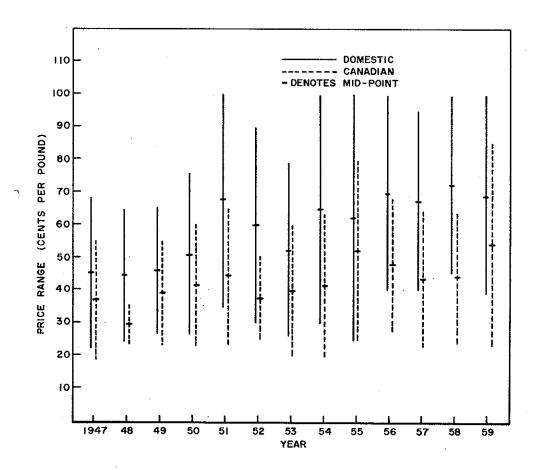


Figure 16, -- Price range for Canadian and domestic whitefish at Chicago wholesale market, 1947-59.

Retail—Only limited data are available on retail prices. The average prices for walleye and whitefish are shown in figure 17. As can be seen, the retail price has increased in recent years. The relatively high prices can be expected to prevail until such time as the production of these species increases. Since the volume of production is low and a large part of the supply is purchased by the institutional trade, it has been possible to retail these species at a high price. It may not be possible, however, to sell large quantities on the retail market and still maintain the price level prevailing for whitefish.

NEW DEVELOPMENTS

Processing

Changes in the fish populations of the Great Lakes have forced members of the fishing industry to try new methods of production and processing. Many of the innovations now being tried there have been in operation for several years in the marine fisheries.

Until recently, filleting was not important in the marketing of fresh-water fish; but as

the nearby markets for filleted salt-water species expanded, some of the fishermen and wholesalers in the Great Lakes area found it profitable to fillet the local fish.

The filleting operation, however, was done by hand—a method that requires skilled labor and is expensive. In an effort to improve efficiency, some processors have attempted to use filleting machines. Experiments with various types of machines were conducted to determine the feasibility of filleting freshwater fish. Good results have been obtained from Lake Erie yellow perch and lake herring from Lake Superior.

Preliminary findings indicated that machine filleting of yellow perch resulted in a yield of over 50 percent of the round weight. The high rate of return and the speed of the machine-1,000 pounds of fillets per hour--indicate that the machine should be practical for filleting this species. If the full potential of the machine is to be realized, it will be necessary for the processors to expand their freezing facilities for the storage of fillets during periods of glut production for more orderly marketing over a period of several months.

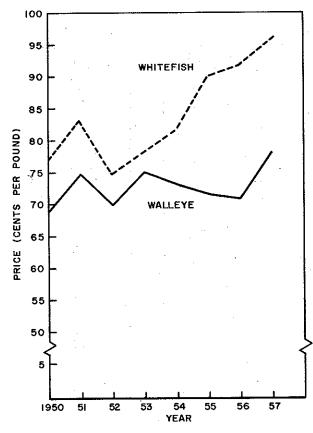


Figure 17.--Average annual retail price for walleye and whitefish, 1950-57.

Production Methods

In the past the fishermen of the Great Lakes have relied on high-priced fish to obtain a profit with their relatively inefficient gear. The decline of lake trout and whitefish, as well as other high-priced species, has eliminated many producers.

Some members of the industry have started experimenting with otter trawls in areas where this gear is legal. These fishermen have converted their gill net and trap net vessels to trawlers. Others have attempted to improve the efficiency of the trawling operations by purchasing shrimp trawlers and sailing them up the Mississippi River to the Great Lakes. This innovation may be an important step in the rehabilitation of the industry. Fishing operations with trawlers have been successful with respect to increased catch rate, and the production of fish for industrial purposes has proven feasible. It seems reasonable to expect a large expansion in capital invested in the fishing and allied industries of the Great Lakes if the States that now permit experimental trawling will allow an expansion of this type of fisherv.

The limited number of vessels suitable for conversion to trawling is an obstacle in the development of this type of fishery. Also, without adequate knowledge concerning the size of the resource and the area suitable for trawling, sound conclusions on the future of this new type of fishing method cannot be drawn.

Trawl fishermen, however, should not encounter difficulty in selling their catch. The Great Lakes States contain many mink farms. One-third of the ranch mink produced in the United States comes from this section (see shaded area in fig. 18). A survey conducted by the Bureau of Commercial Fisheries indicated that the mink ranchers in this areafed their animals about 70 million pounds of fish during 1957. Approximately half of this amount was made up of salt-water species shipped from the coastal areas of the United States. It is believed that a large volume of fresh-water fish would be used by the mink ranchers if the prices were competitive with the salt-water species. The use of fish by mink ranchers might be expanded even further through a program of education.



Figure 18.--Shaded area shows location of one-third of the ranch mink of the United States, 1957.

Biological Research

The future of the lake trout and whitefish fisheries is dependent upon the success of the program to control the sea lamprey in the Great Lakes area. The development of an effective selective toxicant for the treatment of streams containing immature sea lampreys

gives cause for optimism for the ultimate success of the program. It will be some time before complete success of this method of attack is proven in the field and a commercial fishery for lake trout can be re-established in Lakes Huron, Michigan, and Superior.

CONCLUSIONS AND RECOMMENDATIONS

The fishing industry of the Great Lakes has declined because of the decrease in abundance of the higher priced species. Methods that were once effective for the capture of these fishes are inefficient and excessively expensive for harvesting those now present. For profitable exploitation of many of the existing stocks, more efficient gear is necessary.

The development of a trawl fishery appears to be the most practical method for economical harvesting of most species that are now available. At present, trawling is limited to the capture of smelt, chubs, and alewives. From this limited trawling, however, it appears that large populations of these species exist in some areas. Since trawling is the only economical method available for catching these industrial fishes, increased use of this type of gear appears to be necessary for the expansion of the commercial fishery in the Great Lakes area. A continuous review by biologists would prevent depletion of the fish populations by this method and would result in sound management of the resource.

There should be a uniform system of laws designed to foster continued harvest of the resource at the maximum yield, taking into account economic factors in each body of water under commercial exploitation.

Fishermen may wish to consider the value of forming cooperatives in the Great Lakes area, especially if they expand their trawling operations. With cooperative endeavor, the fishermen in the area may find it easier to make effective gains with any type of gear. The traditional methods of landing fish at many small ports proved to be unprofitable in the industrial fishery of this area.

Additional research in fishing methods is necessary. At present the otter trawl is being employed on an experimental basis. Earlier attempts to use the midwater trawl and lampara seine did not prove to be profitable. These types of gear, however, may be practical under certain conditions. The usefulness of seining gear for the capture of alewives has not been tested as yet. In this same area of research is the modification of the existing gear in the fishery. It may be possible to improve catching operations in a manner which will result in a lowering of raw material production costs.

New ways of marketing must be tried. Formerly most of the production has been sold as fresh fish. At the present time the most

practical method of marketing food fish in the United States is in the form of frozen fillets. This method probably could be used in the Lake Erie yellow perch fishery. During some periods perch are in short supply, and at other times the supply is excessive. Through filleting and freezing, marketing can be made much more orderly, with the expectation of a better overall profit picture for the industry.

One area of processing not yet fully exploited is the filleting, breading, cooking, and freezing of fresh-water fish. Yellow perch seem to be the species most easily adapted to this type of product, and smelt may be satisfactory for the same operation. The rapid expansion of the markets for the breaded salt-water species is indicative of consumer preference. There seems to be no reason why fresh-water products cannot be distributed in the same form, but there remains the need for thorough testmarketing of such products to establish this hypothesis as a fact.

An expansion of the research programs on the Great Lakes will be necessary for the development of satisfactory procedures for the management of the fisheries. At present, the possible yield is unknown. In some of the Great Lakes there is little or no information on the composition of the species or the density of the populations. It is known that the chub population in Lake Michigan has increased since the decline of the lake trout, and that a large population of alewives has developed in some of the Great Lakes; but biological repercussions of these changes are not known. An accelerated program of research therefore is necessary to obtain adequate information for the evaluation of these changes in relation to the future of the industry.

A valuable adjunct to the above-mentioned research programs would include increased knowledge concerning the economic aspects of these fisheries. As an example, information on the position of the Great Lakes fishing industry with respect to competition for the consumers' dollars coming from other fishery products and other food products would be useful. An expanded knowledge concerning the possibilities of improving marketing conditions for these species would be particularly helpful for those segments of the industry concerned with problems of over supply.

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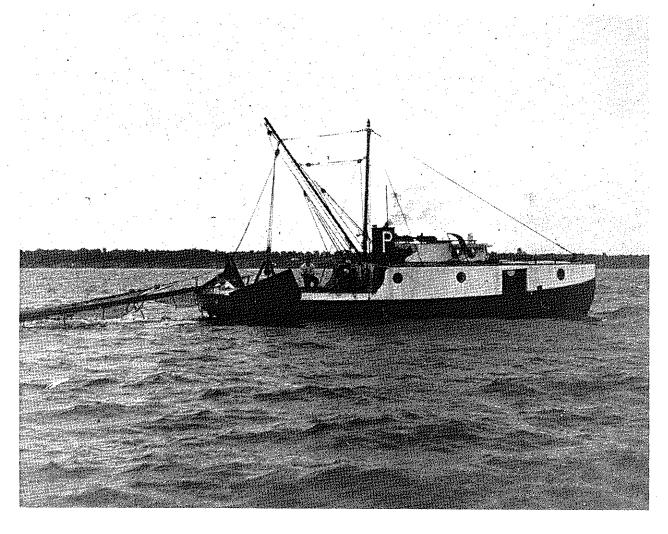
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Converted gill net tug on Lake Michigan, lifting trawl.

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