

Mr. HURLEY:—There is no doubt there is an improvement compared with those that used to come, and they are very desirable now.

By Mr. Sproule :

Q. In regard to your immigration from the United Kingdom, taking the expenditure, there seems to be an expenditure of nearly \$30,000 to bring out 800 immigrants. Does it not appear that they are pretty costly to us?

A. A great deal of the work and expenditure is always in prospect.

Q. And never realized?

A. Well, it may and it may not be.

Q. Then you intend to continue the work on the same lines you are following to-day?

A. In the old country we are arranging for a different plan of advertising. We have adopted a system in the United States which, if we can adopt in Great Britain, will be a great improvement. We are using the newspaper press in the various localities. For instance, there is one agency called the Western Newspaper Union Agency, of Chicago, which publishes 2,600 papers each week, having a combined circulation of 1,175,000. During the present year we have had in that an advertisement calling attention to Canada, and also a local notice, costing us, on the average, about \$1 each. Altogether we have advertised in this way in about 6,000 papers, with a circulation of fully 1,000 each. I went myself to the office in Chicago and looked through their lists, and I came to the conclusion that there was no better means of advertising, possible, than this. In this connection I may say in regard to return from this advertising that we received in the latter part of the winter and in the early spring 1,000 letters a day from the United States asking for information. That plan has not been adopted in Great Britain, but we hope to secure something similar to it.

Q. That is a plan in contemplation?

A. Yes.

Q. Do you keep up the same agencies?

A. We have made a few changes in the agencies, but this question has not been decided for the next year. Our work begins in the fall for the following year.

Q. Yes, but there was work going on last fall that ought to bring results this year if we are to have any benefit from it?

A. We will know that this year. I may say in regard to immigration that all immigration work is largely experimental. We have to try every possible means and plans must be changed continually to get at the results. After all, immigration work is not schemes and plans so much as actually getting people, and we are attempting to get them in every possible way we can at the least possible expense.

Q. The reason why I refer to this is that for several years it has seemed to be the sense of this Committee and of the House that the amount of money that we were expending for bringing in immigrants was out of all proportion to the return. That amount has been cut down yearly until a couple of years ago when the amount was increased very much. Now the question is whether we are going to get results sufficient to justify that increased expenditure?