By the Chairman:

Q. Do you happen to have the reference to that report of the American Bureau?—A. Yes, sir. I haven't the pamphlet with me: It is called "Why and how to use coke for domestic purposes." It is published by the Bureau of Mines at Washington.

Q. Summing up, your experience in Nova Scotia is that you might look to a largely increased market for your coke and to its displacing anthracite coal? —A. Undoubtedly. We made no effort in New Brunswick, nor in Prince Edward Island, where they consume about ten thousand tons of anthracite a year. We are turning down orders. As a matter of fact we had only three thousand five hundred tons per month to spare.

By Hon. Mr. Webster:

Q. Did you market all that in Nova Scotia?—A. Yes, and we turned down orders doubling that amount. It was all in Nova Scotia, except three cars that we sent up to St. Anne to Mr. Gray.

Q. And you look for a larger demand this year?—A. It just depends on how far we will be able to take care of it.

Q. Can you not increase your output if you have the demand?—A. We can to a certain extent. For instance, we have three batteries. At that time we had only two on, and could just about nicely run our three blast furnaces. With three batteries on, when we had only two blast furnaces on, we did take some metallurgical coke and run it through the crushers. So far as the coke trade is concerned, it is practically 100 per cent in Halifax and Dartmouth, which are the largest places. In the second place, the anthracite coal all comes in by water, and many of the dealers are not very strong financially, and it is a very great strain upon them to put up from $15,000 to $40,000 to carry that coal when some of the bills are not collected until the end of the year, whereas by taking the coke a car at a time there is a very much more rapid turnover.

Q. The reputation in the trade is that the Halifax coal merchants are a very wealthy class?—A. Some of them, possibly, may be, although I have no definite knowledge of that. We paid for absolutely no advertising. The dealers paid for that.

By the Chairman:

Q. Have you formed any idea as to how small an installation would be economical? Suppose Montreal or Toronto did not do it, would a place of 60,000 or 80,000 where they could get coal to advantage be able to put in a small plant?—A. It is pretty hard to generalize. A town of 60,000 to 80,000, if it has a certain number of industries, could well stand a plant.

Q. Where they could get a sale for the gas?—A. Yes. The sale for the gas in a small town like that would need to be to a certain extent industrial. Even in Montreal—Quebec takes 1,500,000 tons of anthracite, which means approximately 2,500,000 tons of soft coal to make coke—to make that quantity of coke in the island of Montreal would produce so much gas that you would have to use that either under boilers or internal combustion engines to generate power, or sell it cheaply to various industrial enterprises now using coal under boilers. It has been largely the history in every case whereby by-product plants have gone up in a city or near a city, that there has been a cheapening of the gas because gas may be sold to a gas plant at a price cheaper than they could make it, and still leave a fair price for the by-product plant. Gas heating is most economical so far as the ordinary city is concerned. Gas heating is an ideal method, and