

*By the Chairman:*

Q. Well, you make a carload lot rate based on the 10,000 pound quantity, as differing from the less than carload lot rate.—A. We think, Mr. Chairman, that the present rate of \$1.50 per 100 pounds is a suitable rate even for the carload quantities of 10,000 pounds.

Q. Is your decision final on that? Have you so analyzed the business that you are able to tell us that is actually the case?—A. I have analyzed the business and I have analyzed and compared the rate with other rates, and my judgment is that the rate of \$1.50, Mulgrave to Montreal, is a fair and reasonable rate, even for a carload quantity of 10,000 pounds.

*By Mr. Sinclair:*

Q. How would it be for 15,000 pounds?—A. The same would apply.

Q. Would it not be a little less?—A. No.

*By Mr. Kyte:*

Q. On 50,000 pounds would not the rate be any less?—A. No.

*By Mr. Sinclair:*

Q. Then the quantity does not affect the rate?—A. I do not think, Mr. Sinclair, it would, for the reason that the present rate of \$1.50 per 100 pounds is as low, if not a lower rate by express, than exists anywhere on this continent.

Q. Speaking of the carload lot rate, you do not put anything else but fish in that car?—A. No.

Q. Would you say that 10,000 pounds would be the minimum?—A. We are willing to apply the minimum of 10,000 pounds at the present rate.

Q. When you get consignments to the total of 20,000 pounds you get twice as much money for their carriage?—A. Undoubtedly, but we carry twice as much freight and we perform twice as much service.

Q. The railway carries the freight, you do not do anything in that line.—A. Yes, we do.

Q. You do nothing at all in return for your rate on that 10,000 pounds?—A. I beg your pardon?

Q. What do you do?—A. We assume all the responsibility.

Q. What more responsibility is there for 20,000 pounds than for 10,000 pounds?—A. We perform all the handling at Mulgrave, with the handling and unloading at Montreal, and with the cartage, and assume all the responsibility for the safe carrying of those goods.

Q. Is it not the same in the one case as the other?—A. No, excuse me, there was not as much service performed in the one case as in the other.

Q. You got just as much profit?—A. Exactly—I do not say as to the net profit, it is the gross revenue.

Q. Can you make a reduction?—A. No, because at present the rate is very low.

Q. It is a question whether it will pay the express companies to make a reduction?—A. If the Committee will bear with me a moment I would like to give them some analyses of the rate.

The CHAIRMAN: We would like to get all the information you could give. Perhaps you could summarize it for the information of the Committee and then hand in the statement to the stenographer.—A. Well, the statement covers the rates to a number of destinations, in order to make it typical of the subject under discussion I simply take the rate from Mulgrave to Quebec, Montreal and other points, because that is what our discussion has been on. I have here a statement compiled by the Canadian Express Company showing the express rates per 100 lbs. from Mulgrave, Nova Scotia, on merchandise and Scale "N" food products, and the special commodity rates on

MR. JOHN PULLEN.