

Q. Of course that is a point upon which those in the fishing business differ somewhat from your point of view?—A. Undoubtedly.

Q. Would you be in a position to state what would be a fair carload lot rate from Halifax to Montreal?—A. I think that the present rate is a reasonable carload lot rate.

Q. You think that the less than carload lot rate is as reasonable as the carload lot rate?—A. The present rate of \$1.50 per 100 pounds, is a rate for any quantity, whether carloads or less.

Q. Does your Company desire to see the fish business increase?—A. Certainly, we are interested in the developing of the fish business.

Q. You know, of course, the transportation and distribution of fish is really the great feature in connection with the development of the industry?—A. It is conceded to be an important feature, but as to the relation which the cost of transportation has to the price of the fish, it is a very minor fact.

Q. Does it not cost you relatively more to handle less than carload lot quantities than carload lots?—A. It depends upon what handling is required of the Company. At the present time we are required to handle and deliver by our wagons. If we handled in carload lot quantities, and the condition of the carload lot rate required the consignee to do the cartage and the handling, it would make a material difference in our expenses.

Q. Why will the Company not operate a car that might be opened in transit at least at two points, before reaching destination, as is done on several United States roads?—A. As to the practice of the United States, the Committee ought to be informed that the carload lots forwarded there are at least 20,000 pounds. There are no such carload shipments here from the Eastern coast, and therefore there is no comparison at all between the commercial demand or the service required of the Express Company.

Mr. FOUND: Could the opening of a car in transit not be allowed at points between Prince Rupert and the East?

The WITNESS: It is a practice we consider is not in the interest of the Express Companies for the reasons that we have two rates from Prince Rupert—a carload rate, which might be referred to as the wholesale rate, and a less than carload rate which might be referred to as the retail rate. If the opening of the car at one or more points was permitted, the effect would be to defeat the application of the less than carload rate, or retail rate, and give the shipper the benefit on retail transactions of the wholesale express rate. I have tried to put that in commercial language as far as possible.

Mr. FOUND: A moment ago your statement was that there was really no comparison between the United States practices and the conditions in Canada. In the line that we are now discussing, they are undoubtedly parallel as to carload rates and less than carload rates. For instance, such companies as the Northern Express Company, the Wells-Fargo and American Express Companies, all operating from the West, have all given the benefit in transit at least at two points in a direct line, notwithstanding they have the carload rate, the charge being the carload rate to the nearest point, plus \$5 for the time of opening.

The CHAIRMAN: What is the carload quantity, Mr. Found?

Mr. FOUND: 20,000 pounds in the West.

The CHAIRMAN: What is it in the East?

Mr. FOUND: There is none at the present time.

By the Chairman:

Q. What was the point you were endeavouring to make, Mr. Pullen, when you said there was a difference between the carload quantities here and in the United States?—A. There is some difference in the carload rate and the carload quantity from the Pacific Coast compared with the Eastern Coast, where there are no carload shipments made by express.

MR. JOHN PULLEN.