

of a car, which would be available for shippers of fish, and which they could ice themselves if the express companies would not do so, but we have not succeeded. For the working up of a big fish trade we must have cheaper rates. If we cannot get those rates by express I cannot see why the fast freight could not be utilized.

Q. Do you mean for through traffic?—A. Yes.

Q. But that is not applicable to local traffic. You must understand, Mr. Found, that the local traffic is very important.—A. I quite understand that.

Q. And its importance is growing along the Intercolonial?—A. I quite understand that.

Q. All these small intermediate towns have to be supplied with fish.—A. I think you will find it quite feasible to do as I suggested a moment ago: have the shipments for local points consolidated, without increasing the rates, at certain places. Those shipments would come a short distance by ordinary freight, and on arriving at the point of consolidation would be put into a refrigerator car and get the benefit of the cheap rate and the refrigerator service.

*By Mr. Kyte:*

Q. I do not see how that is worked.—A. Why would it not work?

Q. Suppose Moncton were chosen as the place to pick up intermediate freight. The freight on small parcels from Shediac, Sackville, and places in Kent County would have to be paid, and then there would be the other freight besides.—A. I think you will find it quite feasible to give them a through rate from the point of starting by means of a local freight to a certain point, there to be consolidated into the other.

*By the Chairman:*

Q. Do you think there is any disposition on the part of the dealers to act jointly in getting their fish to the inland markets so that they would be brought up on the same train, so to speak, and in that way increased quantities carried and consequently lesser freight or express rates obtained?—A. They do combine in their shipments now, but it does not give them any cheaper rates. Each of them pay the railroads for less than carload shipments.

Q. But if there were a full carload they would not be charged less than carload lot rates even though there were several individual shipments?—A. Quite so.

Q. From your experience do you consider it would be fair to ask the railroads to continue that system and give a carload lot rate where the number of shipments made a full carload?—A. I quite realize, Mr. Chairman, that might raise the point whether the railroads could fairly be expected to do that if there were too many consignees en route to whom they had to deliver. It is a question which requires expert knowledge, and I would prefer not to give a definite answer, but rather leave it to some one of the transportation men to give you clear views on the point.

Q. It is merely because of the cost of delivery at the point of destination, is it?—A. Clerical work connected with different bills of lading.

Q. In what way do you think there could be a saving effected in the transportation of fish from the East to the Montreal and Toronto markets?—A. The first method, in my judgment would be the authorization of a pedlar car service, or the opening of a car in transit.

Q. You might explain, for the sake of getting in on the record, as briefly as you can, what a pedlar car service is?—A. A car in which the shipments for each place in a direct route and on which the carload lot rate to the farthest point will be charged, may be consolidated, such car to be opened at certain points and a certain charge being made for each opening in addition to the freight rate.

*By Mr. Kyte:*

Q. That is an express car?—A. It is an express service. I do not see why such a service could not be arranged for by fast freight, which, after all, is practically an express service.