

just as we have a general headquarters in Montreal, and have freight solicitors all over the United States and Canada, in various places.

Q. Take your freight solicitor for the city of Hamilton; he would not probably reach Montreal once a year?—A. Yes, I think much more frequently than that.

Q. Your freight solicitors for Toronto would reach Montreal quite frequently?—A. Yes, they would come to Montreal for meetings and discussions. If you go further afield and take San Francisco, your statement would be correct.

Q. We will take the city of Toronto, about which I know a little more than I do about Paris. The freight solicitors for the city of Toronto find themselves at their desks practically 5½ days a week, do they not?—A. I hope they are not at their desks all that time; I should prefer to hear that they were out hunting business.

Q. They are at their offices?—A. They are in the territory assigned to them.

Q. And as a matter of fact, just taking Toronto for the moment, I understand that they do not leave Toronto at all.—A. Well, I do not know as to that. Certainly I do not know that the freight traffic manager and the vice-president in charge of traffic have meetings periodically with the officers, to hear from them their opinions and to discuss matters and give them instructions.

Q. In Paris, for instance, you would not want a very large office to house the heads of the freight soliciting service?—A. Yes, that is quite true.

Q. Very, very, very small accommodation?—A. Not a very small accommodation, but not a very large accommodation.

Q. I gather that the soliciting freight agents would find themselves working from different parts of Europe, particularly in the larger centres of population, soliciting freight, and would not be housed in the Paris building?—A. That is true.

Q. At the same time their superior officers undoubtedly would be housed there?—A. That is true.

Q. So that the point made with regard to the necessity of a large building to house all those different branches—the part which the soliciting freight agents would play in that equation would be relatively small?—A. We tried to make it clear that the whole of this Hotel-Scribe was not at all required for the purposes of the railway.

Q. I am coming to that, sir. Now, you do not, as a matter of fact, solicit very much express business? In other words, you do not have a staff or organization out soliciting express business?—A. We would not discriminate in Europe between freight and express solicitors, one set of solicitors would look after not only the freight and express, but also the tourist and passenger business.

Q. There would be only the one class of solicitors?—A. Yes.

(At this point the Chairman, Mr. Euler, left the Chair, and Mr. Stork acted as Vice Chairman.)

*By Mr. Harris:*

Q. How much of this building would actually be used for the purposes of the Canadian National Railway, after you have thoroughly made up your organization?—A. Well, in that connection, Mr. Harris, I proposed what I think will eventually come about that any officers whom we may have in Paris for the various departments would likewise like a floor to themselves, and that is the object of securing quarters in such a desirable location, and we would have to take into consideration, if that comes about, not only the space required for immediate railway purposes, but for any collateral purposes which the Government might wish to employ.

Q. The Government and the Canadian National Railways would work very closely, hand in hand, on the Continent?—A. Oh, obviously.

[Sir Henry Thornton.]