

Mr. McGREGOR: Yes, and in the case of many other trans-Atlantic operators too.

Mr. DREW: Have you any reciprocal arrangements with lines which give you special traffic facilities at these points?

Mr. McGREGOR: Oh, yes, we have interchange agreements with respect to every air line that may be of service to our passengers, and vice versa, by way of international connections and the honouring of tickets and the exchange of reservations and information.

Mr. DREW: Well, then, just to put the question in its broadest form, Mr. McGregor, can you see ways yourself in which the situation can be improved from the point of view of more extensive use of your high trained personnel which you have under your direction.

Mr. McGREGOR: Yes, very clearly.

Mr. DREW: Would you suggest what can be done?

Mr. McGREGOR: What must be done for the Trans-Canada Air Lines is to increase the traffic which is generated on its routes during low traffic periods so as to alleviate the effect of the seasonal fluctuation of traffic flow; and efforts are being made to that end and conditions show improvement in the situation now.

We cannot show a profit while working at 50% of capacity for eight out of each twelve months. Increased traffic during even two or three of those eight months will have the effect of rectifying to a very marked degree the deficit position.

Mr. DREW: In connection with that have you special operating arrangements with C.P.A. so far as Pacific operations are concerned?

Mr. McGREGOR: We have the normal interline agreement, we interchange passengers with them in both directions. We have similar arrangements with other trans-Pacific air lines.

Mr. DREW: Do you sell tickets over those lines from your offices?

Mr. McGREGOR: Yes.

Mr. DREW: And are those tickets also sold at Canadian National Railway offices?

Mr. McGREGOR: Yes, any Canadian National Railway office will sell a ticket because they are agents of ours.

Mr. FRASER: And you get a commission on the tickets sold by them; you pay them a commission?

Mr. McGREGOR: That is right, and also to the C.P.R.

Mr. DREW: And estimating the number of passengers for the present year what determines the revenue that you would get? Can you give us the figures of estimated passenger revenue for each month of 1950?

Mr. McGREGOR: No.

Mr. DREW: In estimating that do you not work it down by months, January, February, and so on?

Mr. McGREGOR: Yes, but by passenger miles.

Mr. DREW: By passenger miles, not by the actual number of passengers?

Mr. McGREGOR: That is right.

Mr. DREW: So that you have no estimate of the number of passengers month by month, you take it for the whole year?

Mr. McGREGOR: That is right.

Mr. DREW: Is that your regular practice?