

ticket to Canada in preference to a ticket to any other country. It then becomes his business to advertise Canada in whatever way may suit him best, possibly by public advertising, possibly by conversation across the counter, but in one way or another, whatever it may be, the bonus which we give to the booking agent multiplies the agencies of advertising for Canada by the number of booking agencies in the country in which they are operating, provided we choose to do business with the booking agent. That is the principle of the fee to the booking agent; that is the principle of the bonus. It is not a bonus to the immigrant; it is not a bonus to the steamship company, it is a means of advertising Canada and we believe that from the results we have achieved it is a very good means of advertising Canada. We do not offer any assistance to emigrants or to the steamship companies except in the ordinary way of subsidies, in regard to which I shall speak later on, and we do not believe it is sound policy to do so; we believe that if the immigrant cannot be induced to come by a fair representation of the conditions which prevail in this country then he had better stay where he is.

In regard to the North Atlantic Trading Company my hon. friend has said truly that at one time we were paying bonuses to individual booking agents in Europe, and at the time of the organization of the North Atlantic Trading Company it was thought advisable, instead of paying to these individual booking agents who were at all times under this police surveillance in the carrying on of their business, to make the arrangement with what was believed to be, and as a matter of fact was, a syndicate of booking agents who would be able, to better advantage, to carry on the advertising that was necessary to the profitable earning of the bonus to them. That was the reason for the agreement with the North Atlantic Trading Company; that was all there was in it; that was what was in it. The associated booking agents under the name of the North Atlantic Trading Company were able to carry on joint advertising, instead of individual advertising, and were able to place the advertising as it could not be placed on the responsibility of the individual agents. That is the reason why it was necessary that the proceedings of the North Atlantic Trading Company should not be exposed to publicity in the House, because of the regulations in the countries in which the work was carried on. The contract with the North Atlantic Trading Company was entered into because it was believed to be desirable to deal with a syndicate rather than with individual agents. At that time there was great necessity for more people to come to Canada. We had not up to that time had a very satisfactory inflow of population, it

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was desirable that there should be such an inflow, and means were taken to secure it in that way. The years have gone by since then, we have attracted a large number of immigrants from other countries than continental Europe; we have now a large immigration from the states and a large immigration from the British islands; we have the benefit of the immigration we had already received from continental Europe, and we are not to-day under the same stress for securing immigrants. It is not necessary that we should take the same means or be satisfied with the same class that we were glad to get at that time.

In looking over the conditions as I found them, I saw, in the first place, that the business of transportation from continental Europe, from the countries in which the North Atlantic Trading Company were dealing, had gone into the hands of a steamship combine, a combine which absolutely divided the traffic between them; that is to say, they divided the results of the traffic without regard to which line carried the passenger, or to what destination he was taken. Now it must be evident that although the bonus is an inducement to the booking agent to secure the passage of an immigrant to Canada, an agreement between the steamship companies which absolutely disregards whether the immigrant comes by one steamship line or another, the steamship companies getting their proportion of the moneys in any case, absolutely disarranges any control we might be able to exercise over immigration, and control over immigration is just as necessary as immigration itself. In view of the existence of this steamship combine and in looking over the return it appeared to me that the North Atlantic Trading Company, although they had been instrumental in securing large numbers of immigrants to Canada, immigrants who under those circumstances were very welcome, at the same time it seemed to me that the special provision of the contract which had been made was not being carried out by them, or was not producing the results that we were entitled to expect it would produce. The agreement that we made with the North Atlantic Trading Company contemplated a distinction as between the several countries of Europe, there was a preference shown in that contract to immigrants from Scandinavia. My hon. friend (Mr. A. Lavergne) does not seem to think that immigrants from Scandinavia are at all preferable to immigrants from other parts of Europe, but the gentlemen who negotiated that contract thought they were, and they made provision for a special payment for a propaganda in Scandinavia. When looking into the returns I found, as it appeared to me, that the number of eligible immigrants from Scandinavia instead of increasing as we hoped it would under that payment, was either stationary or actually