

Q. Inasmuch as the report says, "Especially from Great Britain" I would imagine that you would be even more vigorous in pushing emigration from Great Britain?—A. I think you might put it this way. We would prefer—and I think it is quite obvious why—to draw as many emigrants as we can from the United Kingdom, but not at all to the exclusion of pursuing an equally vigorous policy elsewhere, where suitable emigrants could be found. If we could draw all of our emigrants from the United Kingdom, I think it would be a desirable thing to do, but we cannot.

Q. In view of the fact that you are specially working in Great Britain and combing Great Britain, as it were, for suitable emigrants, it is logical to assume that the most of your efforts would emanate from the London office.—A. No, I do not think that would be an accurate deduction to draw, because as I have said we not only want to get as many suitable emigrants from the United Kingdom as we can, but we also propose to aggressively and vigorously pursue emigration matters on the continent.

Q. In view of the fact that this traffic is carried by the White Star and Cunard Lines, is it reasonable to assume that the greater portion of the staff would find themselves working from London, England, rather than from Paris?—A. I should say that London would be the general headquarters of Doctor Black and his staff, and he would also have a suitable office in Paris, and any other offices on the continent as well, which may be subsequently opened.

Q. Do you really think, Sir Henry, that the fact that Doctor Black requires to be housed in Paris to a degree, apart from that part of his office he carries in his hat, do you really think that that one feature would have any bearing with your Board of Directors in encouraging you to acquire this site in Paris?—A. The acquisition of this property was not for the purpose exclusively of taking care of Doctor Black. That was one of the factors in the proposition, but it was not the main factor.

Q. With regard to the freight traffic from the continent, and the express traffic, have you also reciprocal arrangements with the Cunard and White Star Lines?—A. We have a working agreement with both of these lines, with respect to passenger, freight, and express traffic.

Q. I assume that the policy of the White Star and Cunard Lines, for instance, would also be to push vigorously the gathering of freight in central Europe?—A. Certainly, in co-operation with us, just as we co-operate with them here on this side. We have certain freight solicitors who are on our payroll and who work very largely in connection with the securing of business for both companies.

Q. I gather they are divided into two classes, express and freight?—A. Yes.

Q. How many soliciting freight agents do you have in France, for instance?—A. I do not think we have any at present. That is a detail that I should have to ask Mr. Dalrymple about; he is our vice-president in charge of traffic. We have not fully developed our European organization yet. It is a thing to which much more attention will have to be given in the future than has been given in the past. Pretty much all of our efforts in the past have been in the direction of building up the organization for the operation of the railway itself, and we have had to leave aside until we could get at it the establishment of a European tourist, express and freight organization, and we are now getting to it. In fact, we have been at it for some time, but the preliminary efforts necessary had to be first cleared up. During the next year, the next 18 or 24 months, we are going to pursue a very much more aggressive policy of passenger and freight business on the continent than we have been able to pursue in the past.

Q. Your soliciting freight agents for the continent itself, is it logical to assume that they may receive instructions from the head office in Paris, but of course would not be housed in Paris.—A. It would be a general headquarters,