

Mr. DOHERTY: It would require the transfer of two additional refrigerated steamers to the London route, and the withdrawal of them from other routes to which they have been allotted.

The WITNESS: What two are they?

Mr. DOHERTY: Two in the Cardiff and Swansea service, and two in the Australasian trade.

By Sir Henry Drayton:

Q. Are they profitable now?—A. At times we get reasonable cargoes, and at other times we do not.

Q. What is the rate?—A. The rate would be quoted in cents per cwt., \$1.50 or 1½c. per pound.

Q. \$1.50?—A. Per cwt.

Q. How would that work out in relation to the rate on the live animal? How does it compare? What does the average beast weigh dressed?—A. I am afraid I am not sufficiently experienced—

Q. Well, take one weighing about 700 pounds, that would be the average beast. What did you say the rate was?—A. \$1.50 per cwt.

Q. That would be a rate of \$10.50?—A. Yes.

Q. So that you would get over practically two carcasses for the cost of one steer?—A. That is correct.

Q. On the other hand, it is also proven that your rate of \$1.50 would be far more remunerative to you than your present rate on live stock?—A. I don't think there is any doubt but what chilled beef would be more remunerative traffic than cattle on the hoof, for the reason you lose a good deal of space—

Q. Put it another way. That rate of \$1.50 per 100 pounds is almost the maximum rate—that \$10.50 for a 700-pound carcass?—A. What do you mean by the maximum rate, Sir Henry?

By Sir Henry Drayton:

Q. That would be highly remunerative freight traffic?—A. It would be very good.

Q. Highly remunerative?—A. No, I would not cause the thought to be outstanding in your mind, because we are getting to-day for frozen boxed meats, which would stow 33½ per cent more in our chambers, \$1.15 per 100 pounds.

Q. Against \$1.50?—A. That is true. But we can carry about 50 tons more frozen boxes than we could chilled carcasses in the same place.

Q. A larger tonnage?—A. We will say 100 tons chilled against 150 frozen.

Q. You would have 50 per cent better loading capacity?—A. It makes the rate for either commodity practically the same.

Q. Can you compare that rate with lumber?—A. Oh, there is no comparison with lumber.

Q. Meat is more profitable?—A. Without question.

Q. So, if this chilled meat business at the present rate—if you could get enough of it, it would be highly remunerative freight?—A. Without question, if moving in large quantities.

Q. Then you could decrease the rate?—A. No, I would rather think we would increase the refrigerating capacity. There you get into a question of policy and a question of economics. There is no rule I have ever discovered, or no formula for determining any freight rate other than how much the traffic will bear.

Q. No, it is not quite that?—A. Well, it is pretty much that. What really determines the rate, is what you can get for it.

Q. What you can make the other fellow pay, and then it is not what you make them pay, but what the North Atlantic Conference makes them pay?

[Sir Henry, Thornton.]