

## APPENDIX No. 3

next morning it is put out again and freezes once more. If that process goes on for three or four days, I take it there is a serious interference with the quality of that finnan haddie. Mr. Loggie can tell you from his observations in Ottawa that probably 75 per cent of all the finnan haddie sold here is No. 2. That is my estimate of it, and I think his percentage will probably be higher than that. Now, No. 2 haddie is a smaller fish and does not have the qualities of the fat, full, rich, freshly-cured finnan haddie. I want to say without any reference whatever to the source I purchased from, because I know nothing about other qualities, that this finnan haddie was a distinct luxury. (To Mr. Found) Did you get any of it?

Mr. FOUND: I have heard of it at different times.

The WITNESS: It certainly gave everybody the greatest satisfaction.

Mr. FOUND: I did not hear a complaint from anybody.

The WITNESS: It was certainly delicious finnan haddie.

*By the Chairman:*

Q. Then the transaction was successful in every way?—A. Successful in every way, and next year, if you will give me somebody to help me for one week, I will undertake to bring to the city of Ottawa without the least difficulty, and sell three carloads of finnan haddie. I will bring 2,700 boxes of 30 pounds each and have no difficulty whatever in disposing of it on the reputation of our little enterprise.

Q. The express companies charge a certain rate from the sea coast to inland points in Canada for less than carload lots of fish, and they charge precisely the same rate for carload lots of fish. In your judgment is there any reason why they should get a special carload rate?—A. None whatever. I did not know that was the fact.

Mr. STEWART (Lunenburg): The express companies have an explanation for that. It is only fair to Mr. Payne to give him their explanation.

The CHAIRMAN: Very well, please state it to him yourself.

Mr. STEWART (Lunenburg): They contend that the figures they give for less than carload lots are really carload figures.

The CHAIRMAN: They say they are giving on less than carload lots a rate much less than on ordinary commodities, but they will ship 100 pounds of fish to the interior markets at exactly the same rates they will ship a whole carload to the same point.

Mr. LOGGIE: Pardon me a moment. Does that apply to a carload to one consignee, or a carload made up to several consignees?

The CHAIRMAN: One consignee.

The WITNESS: I only know this, that the Canadian Express manager in Ottawa came to me to discuss whether or not his company might not handle our finnan haddie by express, but when he learned what it had cost us, and that the shipment was delivered from Canso to Ottawa in six days this last time, he said he thought his express company would not put forward any rates that would induce us to take up the express side of it.

*By Mr. Chisholm (Inverness)*

Q. That was your last shipment?—A. Yes, last December.

Q. Did you have any difficulty in connection with the other shipments?—A. They were slower. This time we were a little late, and the shippers, the Maritime Fish Corporation, made special efforts to have the sympathetic interest of the railways, the Intercolonial and the Grand Trunk, in getting this shipment through quickly, and it was certainly here in Ottawa six days after it had left Mulgrave.

Q. That was a very satisfactory result?—A. Very; I did not believe it possible.

Mr. J. L. PAYNE.