

Mr. TEAKLE: There is \$16,000 there. That is accounted for by the fact that we opened up certain offices in Australia.

Mr. BOYS: Would that be \$16,00 more, or \$16,000 less?

Mr. TEAKLE: \$16,000 more.

Mr. JELLIFF: The stevedoring is less, is it not?

Mr. TEAKLE: That word "Stevedoring" should not be there. It is really "Commission," expenses made up of sundry items. The word "stevedoring" should not be there at all.

The CHAIRMAN: The next item is under the heading of General Expenses.

Management and Office Salaries \$335,376.13

Is that item higher?

Mr. TEAKLE: That is higher, Mr. Chairman, by \$12,271, but it may be of interest to know that these general expenses in comparison to our revenue, means only 5.96 per cent.

The CHAIRMAN: Has the percentage gone up?

Mr. TEAKLE: No sir, it has gone down. Last year, as I remember it, our percentage was 6.29.

Mr. JELLIFF: Is that due to increased business?

Sir HENRY THORNTON: We have to remember this; that if our general expenses remain fixed, and for some reason our business increases, automatically, our expense percentage decreases. That is something that operates automatically, of course, within certain limits.

The CHAIRMAN: The next item is:

Rent, Taxes and Insurance \$13,642.14

What about that item, Mr. Teakle?

Mr. TEAKLE: That is a trifle lower than last year, sir.

Mr. JELLIFF: Does that include insurance on anything but your own property?

Mr. TEAKLE: No, property, office furniture, and so on.

Mr. JELLIFF: Where is your Marine insurance carried?

Mr. TEAKLE: In the Canadian National Railways.

Mr. JELLIFF: Are those boats put in at their insurable value?

Mr. TEAKLE: We put them in at a basis of \$50 per ton.

Mr. POWER: So you make a profit every time you lose a ship, on your own valuation of the boats?

Sir HENRY THORNTON: We try to.

The CHAIRMAN: The next item is:

Travelling Expenses \$24,335 79

What about that?

Mr. TEAKLE: That is about \$9,000 less than a year ago, or \$10,000 less.

The CHAIRMAN: The next item is:

Printing and Stationery \$ 6,015 08

Advertising 32,949 98

Mr. TEAKLE: That is just about \$880 less than it was a year ago.

Mr. HEAPS: Has there been any change at all?

Mr. TEAKLE: Yes, in newspaper advertising.

Mr. BOYS: Where do you get the increase, if you are not spending more money?

Sir HENRY THORNTON: We are advertising more judiciously, and, we think, more effectively, Mr. Boys.

The CHAIRMAN: Postages, cables and telegrams, \$32,675.25.

Mr. TEAKLE: That is about \$3,000 less than a year ago.

The CHAIRMAN: Office Supplies and Expenses, \$13,891.04.

Mr. TEAKLE: That is \$4,000 above last year.

The CHAIRMAN: Miscellaneous Expenses, \$29,509.28.

Mr. TEAKLE: That is \$3,000 less. I am giving you the even figures.