

Q. You re-ice at your own expense at Truro and other points?—A. Now we do. We charge 10 per cent now, taking a less than carload lot, for the icing at Mulgrave, but we make no further charge for the icing that is done at Truro, Moncton, Campbellton, Mont Joly or Chaudiere Junction, where these cars and their bunkers all have to be examined to see if there is a sufficient quantity of ice to carry them to their destination.

Q. The only charge now made, which was not made a year ago, is the 10 per cent at the point of origin?—A. On the less than carload shipments, yes.

Q. Does not the same apply to full carloads?—A. We were charging for ice before on those.

Q. On full carloads?—A. Yes, full carloads.

Q. 10 per cent on a less than carload where the minimum is 10,000 pounds, will be what?—A. That will be \$3.80.

Q. That \$3.80 is now being charged in excess of what was being charged previous to last year?—A. Yes.

Q. Other than that there is no additional charge for ice?—A. No.

Q. Either on carload lots or on less than carload lots?—A. No.

Q. What is the minimum carload quantity for fresh fish?—A. It is 24,000 pounds now.

Q. It was formerly 20,000?—A. It was 20,000.

Q. What is it for smoked fish?—A. It is 30,000 as compared with 24,000.

Q. Was the minimum raised recently, or when?—A. The change in the case of shipments to Montreal took place the 1st of September, 1915.

Q. I suppose you had to pass on that change before it went into effect?—A. I think as a matter of fact it was done without my passing on it. I might have made the suggestion at some time that it would be desirable, having regard to the fact that our cars were capable of carrying that quantity of fish without difficulty.

Q. Will you now state to the Committee why it was desirable to increase the minimum carload lot weight?—A. As I have said before, it does not seem unreasonable to expect a shipper who expects to obtain the benefit of the lower carload lot rate, to secure at least 12 tons of fish to insure the railway getting a fair minimum per car earning for the hauling of that refrigerator car from Mulgrave to Montreal, a distance of 884 miles. Now \$67.20 is a minimum earning. It does not seem unreasonable, having in mind also that we must return that car empty nine times out of ten, the entire distance from Montreal to Mulgrave. The arrangement was put into effect, and personally I have had no complaint made regarding the increase, and I think if it had been regarded as very serious some of the shippers would have registered their protest before now.

Q. What is the exact return on a 24,000-pound shipment from Mulgrave to Montreal?—A. That is the freight charges? \$67.20. On the 20,000 pound minimum it would be \$56.

Q. Have you ever determined what the earnings of a car should be between those points?—A. No, I have not. You base your judgment on comparisons as to what other traffic may pay.

Q. You do not know then what it actually costs the road to take that car up to Montreal loaded and bring it back empty?—A. No.

Q. Is there any means of ascertaining that?—A. It would be only a very rough estimate.

Q. How do you know then that these rates are high enough, or whether any rate is a proper one?—A. That is the problem of the traffic man.

Q. You are a traffic man, are you not?—A. It is a very difficult thing for the traffic man to determine.

Q. You are a traffic man?—A. I say that it is a problem that the traffic men would like to solve if they knew the cost of production.