

Q. How do your prices compare with the prices of the Russian product on the market?—A. We have not come up against any competition in that respect.

Q. There is no product you are competing with in the world, then?—A. The product indirectly is feldspar, a similar type of material.

Q. How does your price compare with that?—A. It would be comparable.

Q. Do you employ union labour?—A. Yes.

*By Mr. Purdy:*

Q. Evidence has been given of the chances of further development on the line. Has there been a similar survey made in the 24 miles?—A. I am not familiar with that. I just do not know of any. But there is no timber in that country.

Q. Evidence has been given that if the line was to Lakefield the product moving west would go at a slightly less rate, and that moving east to Havelock would go at a slightly less rate. Have you any figures to give us as to what the figure would be on your present production?—A. I do not think any definite figures would be necessary. It could be explained this way: with the present basis of rates our rail rate from Nephton will be corresponding to the same railway rate which now exists from Lakefield with the exception that on some points there may be one or two cents a hundred difference, but for all purposes the rates are practically the same.

Q. One or two cents a hundred on your poundage is quite a lot of money? Two cents would be 40 cents a ton?—A. Yes.

Q. How many tons?—A. 114,000, of which 70 per cent would go to the United States, but we have not broken that down.

Q. Do you know what it would be?—A. No.

*By Mr. McIvor:*

Q. You have no trouble getting a market for your product?—A. That has been our main endeavour in the last fifteen years, to expand our market, and we have been successfully expanding it each year.

Q. You are selling to anybody who will buy?—A. Yes.

Q. Did you say that this product is not used by any factory in Canada at the present time?—A. No. I said that it is most generally used in the United States, but we do supply a great many plants in Canada.

Q. Your firm has no factories in Canada at the present time?—A. We only produce the raw material which we ship to the potteries and glass factories. Our only plant is at Nephton and Lakefield.

Mr. HAHN: You mentioned that there are other plants not being used today. Are there any of those on the Pacific or the Prairies?—A. Not that I know of.

*By Mr. Ellis:*

Q. Mr. Deeth mentioned that his company got a better deal from the C.P.R. and I would like to ask him whether that is due to the fact that if he made a similar deal with the C.N.R. the company would be required to pay 50 per cent of the capital costs and since that would be greater the company's share would be greater.—A. Yes.

Q. That is the difference between the deals with the C.P.R. and the C.N.R.?—A. That would be one of the factors, yes.

Q. How much more would it cost the company?—A. I am not familiar with all the negotiations in that respect, but assuming you have 24 miles of railway to build it is naturally going to be considerably more costly.

Mr. HODGSON: Does not the geographical condition of the country indicate it would be easier to build a line to Nephton than to Havelock?—A. Yes.