

6-7 GEORGE V, A. 1916

as to-day, and we want to get as much per car earning capacity as we reasonably can without doing an injustice to the shipper.

Q. But you get paid for the quantity in the car?—A. We get paid if it exceeds the minimum. But assuming a party only had a fresh fish shipment of 15,000 pounds we only got paid for 20,000 pounds, and we think it is an incentive for a shipper to make the minimum 24,000 pounds. We were doing it as an incentive to the shipper to get more fish to bring it up to a minimum requirement of 24,000 pounds, thus increasing our guarantee of a minimum per car earning capacity.

Q. It made no difference financially to you whether it was 20,000 or 24,000 pounds?—A. Only when the weight was under 24,000 pounds.

Q. When the weight was under 24,000 pounds you got paid for the weight?—A. But if there is anything under 24,000 pounds we get paid up to 24,000 pounds.

Q. That is a handicap on the dealer?—A. As a practical matter there would be very little handicap. I had no complaint from any of the dealers as to the increase. I was surprised to hear that there had been any.

Q. The dealers that have been examined here have told us that it works out this way: If a shipper has 15,000 pounds and he wants to send it as a carload he has to pay the railway for 24,000 pounds?—A. That is altogether unfair to expect him to do that. But, of course, he has the benefit of the L.C.L. rate if that figure is lower. Take the refrigerator car: the tare weight of the car is at least 50 per cent heavier than that of a box car. We have the weight of the ice, probably averaging three tons to a car. We must have ten or twelve extra tons tare weight to haul with a refrigerator car as compared with an ordinary box car. So long as the carrying capacity is there in the car, should not the dealer be expected to go to a reasonable extent in creating the minimum earning?

Q. But your rate for a refrigerator car is higher than the rate for a box car?—A. But the per car earning is much less, as a matter of fact. Here is a statement of the cars loaded from Mulgrave this last season, 67 cars. The average weight per car is 35,390 pounds, that is, 11,000 pounds above the minimum.

Q. In that case that would not affect the shipper. If it was the other way it would?—A. Yes, but the shipper at the same time is furnished with the incentive to get the required quantity of fish.

Q. But he cannot do it very often?—A. The times he cannot are very few.

Q. Your system shuts out the small shipper?—A. It does not shut him off.

Q. But it makes him pay a much higher rate. Have you a working agreement with the C.P.R. in these matters?—Will you explain how it is that the C.P.R. and the Intercolonial issued that order at the same time?—A. What order?

Q. That order advancing the minimum carload quantity?—A. We usually confer.

Q. We were told by a witness that the orders came from both railways at the same date.—A. The tariff?

Q. Yes. Will you explain how that happened?—A. We usually confer. It is desirable to keep an equality of conditions between shippers in the different localities.

*By Mr. Kyte:*

Q. Is it not always considered undesirable by railways to have competition?—A. Not at all.

*By Mr. Sinclair:*

Q. Where did the proposal come from?—A. I could not tell you. As a matter of fact, I had nothing to do with it personally.

Q. Who had?—A. The general freight agent, I think.

Q. Who?—A. Mr. Story.

MR. C. A. HAYES.