

Q. About how much do you think this item would increase during the next year? Would it jump another 50 per cent like last year? I think last year it was 60 per cent or 70 per cent.—A. I cannot say offhand what it would increase; it would increase some, but I do not think as much as 50 per cent.

Q. You have an idea that Dr. Black's organization is becoming fairly complete now?—A. Yes; it is fairly complete in the British Isles, but it is not complete in Europe.

Q. Do you think it is likely to increase, say, by 100 per cent?—A. No, I don't think so this year—or anything like that.

Mr. HARRIS: That is all, Mr. Chairman.

*By Mr. Kyte:*

Q. Mr. Robb, you spoke about the policy of the company assisting in developing natural industries along your line of railways. How do you encourage this development? In what way does your company assist?—A. You mean our industrial development? Our industrial agent moves throughout the country, and is in touch with all these different developments, and he meets the people and knows the people who have in mind establishing industries and gets in touch with them, and then sets forth the advantages that these industries will have, and the advantages the railway will give, the sidings that will be put in, and everything done to help these industries to make a success, if they establish along our railway.

Q. This assistance does not go so far as to include special freight rates?—A. No, sir, I don't think so.

Q. Well now, with regard to the tourist business in Eastern Canada. Is that receiving the attention of the company—the development of the tourist business?—A. Yes, that is receiving attention. The tourist business is receiving the full work of the Traffic Department. One of the special features of our broadcasting this spring to the whole country was addresses given by officers of the Traffic Department at different times on the advantages of travelling through Canada on the Canadian National Railways.

Q. One of the great handicaps to tourist trade in many sections of the country is the lack of suitable hotels. I think in the United States the railways have been endeavouring to get private houses, and the owners of farm-houses in favourable locations to make reasonable accommodations for tourists during the season. Has your department done anything in that direction?—A. That, of course, does not come under my department, but at same time the Traffic Department are doing everything they possibly can in regard to our hotels at Jasper Park, Algonquin Park, the Highland Inn, and others, to take care of the tourists who are coming there.

Mr. STEWART: Mr. Chairman, I am not sure that this is a proper time to introduce the subject I have in mind, but I think possibly it has something to do with the work of the Industrial Bureau, or will come under their survey. It is a fact that in the central part of the province of Saskatchewan there are mine deposits of sodium sulphate, commonly known to the trade as salt, for use in our paper mills. It has been tried from time to time to develop this natural deposit, but when they get to a certain stage they find they are up against an insurmountable obstacle. All of this does not come within the purview of the Canadian National Railways Board, but perhaps part of it will. The American firms will supply all salt-cakes to our Canadian pulp mills, dumping their surplus into Canada at a price often below that which they sell to their own concerns in the United States, but even if that were removed, there still remains the fact that these natural deposits often being a great distance from the centres of the pulp industry, the freight rate enters into the matter very largely, in competition with the American product. They have the advantage in the way of freight. It seems to me this is a bulk commodity which should be carried at

[Mr. W. D. Robb.]