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car in return for which all the service they perform is to make out a sheet or billing at the point of shipment—the initial point of shipment—and collect the charges when the car reaches this end. We consider that is far from helping to develop the industry, or assisting it in any way; it is really trying to retard the industry. It is putting extra expense on the dealers, and still retaining the charges for which they do not give any service.

*By Mr. Sinclair:*

Q. Do they not ice the car on the way from Vancouver to Montreal?—A. During the summer months they do occasionally replenish the ice in the bunkers, but for that service they charge so much per ton to the consignees, in addition to all the other charges. You may take my word for it that every pound of ice put in during transit has to be paid for.

Q. I want to go back for a minute to the raising of the minimum quantity in a car from 20,000 to 24,000 pounds. If you were shipping 24,000 pounds, is it regarded as less than a carload lot?—A. Yes.

Q. And in that case you will be charged what rate?—A. A higher rate by 10 cents per hundred pounds from Mulgrave. The rate for carload lots is 28 cents, and for less than carload lots, 38 cents. In addition you have to pay the steamer charges, I mean the charges from outlying points like Canso, Queensport or House Island, to Mulgrave, the central shipping point. The small steamship companies engaged in this trade are making a vast amount of money out of the fish industry, and their charges are excessive.

Q. You frequently have less than carload lots, I suppose?—A. Yes. Frequently we cannot get sufficient quantity to make up the carload, and then the shipment has to come through at less than carload lot charges.

Q. So that the increase of the minimum carload by 4,000 pounds tends to hamper the dealer considerably?—A. I might answer that question by saying that sometimes we might have a sufficient quantity to make the total volume 18 or 19 thousand pounds. We would ship that as a carload because by so doing we would obtain the carload rate rather than ship at less than carload rates. It would be cheaper for us to pay on one or two thousand pounds that were not on the car, because of the difference in the freight rate. But when we have the 18,000 pounds, and the minimum is 24,000 pounds, there is too much difference, and we cannot afford to pay the carload rate. Then the railways raised the minimum on the mildly cured fish, like finnan haddies, for which there is a large and ever-growing demand throughout the country, and in which we are developing a large trade every year. The minimum on such fish was raised from 24,000 to 30,000. To compensate for this increase, the railways did not give any better service, or ship on a faster schedule; they simply made the conditions more onerous.

*By Mr. Stewart (Lunenburg):*

Q. When was that change made?—A. The tariff change is dated September 1, 1915.

*By Mr. McCurdy:*

Q. You say that the Government railway rate in that regard is exactly the same as the Canadian Pacific?—A. What I claim is that when one of these competing lines of railway issues a new tariff, or makes a change of any kind, it does not do so until after it has consulted its competitor. Of recent years the consent of the Railway Commission has had to be obtained before these changes could be made. It has always been the case, however, that the railway companies issue no tariff of rates or make any changes without first having some kind of meeting. They have a tariff bureau where the traffic managers meet and deliberate over the proposed changes.

Q. A gentleman's agreement?—A. Not only a gentleman's agreement, but a binding agreement. If you consult the tariff of a railway company operating in a

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