

Mr. McNAMARA: Yes, at every station there is an agent who has been selected. We call him a key agent. He has the responsibility of reporting to the board and making recommendations.

In addition we get from every agent a market report weekly showing the amount of grain shipped out. We do not necessarily rely on the advice of the key agent, because in some markets we find that one particular company may be reluctant to see the quota increased until they are able to get more space. So there are many times when the management of the board take into consideration the overall space on the market, and we will increase the quota, even though it has not been recommended by a particular elevator agent at a certain point.

Mr. McINTOSH: How are the agents selected, and who selects the key agent at the different points?

Mr. McNAMARA: They were selected years ago under an appeal for scrap iron or scrap metal; the companies got together and agents were appointed in charge of the scrap metal campaign, and that has been carried on during the years.

Mr. McINTOSH: Are the agents all selected from one particular grain company?

Mr. McNAMARA: No, they are spread all over the industry.

Mr. McINTOSH: Does the board make any effort to rotate the key personnel at delivery points, and if so, how often or how long is it customary to act in this capacity?

Mr. McNAMARA: We make no effort to change agents.

Mr. McINTOSH: Do the personnel have any particular duty in this regard in establishing the liability of information received from the persons charged with reporting of requirements for increased quotas?

Mr. McNAMARA: Our inspectors go around the country. However, when a key agent makes a recommendation that is not in accordance with the facts at the delivery point and is not supported by his competitors in the market, our inspectors make recommendations direct to us, and we adopt their recommendations over and above those of the key agents. But we use the key agents as a basis for the report itself.

Mr. McINTOSH: How many times have you made the change?

Mr. McNAMARA: It is not often. We find that some companies are reluctant to see the quota go up, because their competitors have more space. So we recognize the space on the market regardless of the position which the elevator itself is in.

Mr. McINTOSH: Has it ever been established by the reports of the key personnel that their recommendations are not submitted until they have space available in their own particular elevator or elevators regardless of room available in their competitors'?

Mr. McNAMARA: Yes, in some cases we have found that where a key agent has been reluctant to recommend an increase, we have moved on our own.

Mr. McINTOSH: You say you do not allow these key personnel, but are personnel or key people allowed to have a mutual understanding they will not request an increased quota until they each have a designated amount of space available?

Mr. McNAMARA: That is right.

Then as to the question you asked before we adjourned for lunch, we have telephoned to Winnipeg for the information, and we will give it to you just as soon as it is available.