

6-7 GEORGE V, A. 1916

dining car service, that is the reason, and I thought we were doing pretty well when we made our prices for every thing we possibly could below those of our competitors.

Q. Now, are they below?—A. Yes, they are below.

Q. You have no bill of fare of the Canadian Pacific Railway here to compare with?—A. No. But ours are lower.

Q. You say "generally speaking?"—A. I say not in every case.

Q. Is the fish cheaper on the Canadian Pacific Railway?—A. Their fish order is 60 cents, and ours is 50 cents.

Q. They give larger orders?—A. Yes, but there is more waste.

Q. That may be true.—A. That, of course, helps the dealer.

*By Mr. McCurdy:*

Q. Did I understand you to say that you allowed repeat orders free of charge?—A. Not a repeat order. If anybody is served with fish, or with any other dish, and he does not feel satisfied, if he will say to the conductor: 'I would like more of this fish,' or anything else, he will get an additional helping without any extra charge.

Q. Why do you say that the Canadian Pacific Railway serves a bigger fish order even at 60 cents, than you do at 50 cents?

Mr. KYTE: In the first instance it does. But a man does not know that. This is the first time I ever knew of this repeat order privilege.

The WITNESS: I have not been working for the fish dealers; I have been working to try to eliminate as far as possible waste in order to reduce the expenses in connection with the dining car service, and it has been impressed upon me that I must be economical in every way.

Q. But Mr. Archibald, surely the price you charge for any article you put on the bill of fare must be estimated by the cost to yourself?—A. Yes.

Q. You base the cost of the meat order upon the amount you have to pay for it, and the expense incidental to it?—A. Well, we could do that. But there is an easier way than that that we take; that is, we see what our neighbours are doing and follow their lead.

Q. Then the Intercolonial is following the lead of the Canadian Pacific Railway?—A. Yes, and that of the Grand Trunk, in so far as our charges are concerned for these meat orders on the à la carte system.

Q. You are not basing your charges upon what you regard as a reasonable charge to make to the patrons of the road; but you are making your charges according to those of the Canadian Pacific and the other transcontinental lines?—A. Yes.

*By Mr. Chisholm (Inverness):*

Q. Was it in order to do that that you changed to the present system?—A. No, sir, I do not know just exactly how that was brought about. A number of our patrons preferred to have the à la carte service, and they brought it to the attention of the Minister and Members of Parliament, and the result was that it was determined to make the change.

*By Mr. Kyte:*

Q. Do you know why they desired to make the change?—A. The table d'hôte gave a bill of fare which was the same every day, we will say, for a fortnight, and there was not variety if the man was travelling two or three days out of a fortnight on the road. He was getting precisely the same meal every day, and if we changed it to the à la carte system he could pick and choose and have it cooked to order.

Q. What is the greatest length of time that a man would be upon the Intercolonial going from one end to the other?—A. Not more than two days. But there are people who are travelling between two towns, say Sydney and Mulgrave, and who would be

Mr. L. B. ARCHIBALD.