

general, what you might call, quickening up of our pursuit of business, if we may call it such. There is the further fact that the shipping public on the whole is beginning to appreciate and have a better knowledge of the possibilities of the Canadian Government Merchant Marine.

Mr. Boys: The response of the public to your advertising campaign has been such as to show a general improvement in business.

Sir HENRY THORNTON: Well, you know, an active bird dog will flush up more birds than one that is lazy.

Mr. Boys: What is the general character of that Australian traffic, that is affected by this change?

Mr. TEAKLE: I beg your pardon.

Mr. Boys: What in general is the character of your traffic with Australia?

Mr. TEAKLE: If I may say so, if I answered that fully, we would be giving away our powder. I would be glad to give it to you privately, if I might do so.

Mr. Boys: That is travelling on safe ground.

Hon. Mr. DUNNING: What difference would there be in the West Indies trade by this change of policy, to your competitors?

Sir HENRY THORNTON: You mean in the way of restricting their services?

Hon. Mr. DUNNING: Yes. Could you arrange your services to fit in better?

Sir HENRY THORNTON: That is what we are doing, Mr. Dunning. I will tell you that immediately. The company, which is to say, the Steam Packet Company, says through its chairman that in view of developments between Canada and the West Indies, they are going to withdraw their present subsidized service, which is a fortnightly service, and are going to put on a sailing once a month.

As a matter of fact, we found that that did not apply. What happened was that they reduced their services from the fortnightly to a monthly service, while we said "all right, that being the case, we will undertake to immediately step into the gap and provide services for the maritime provinces and the Dominion of Canada which have been restricted by the packet line."

So that we propose immediately to put on a freight service, which will fill that gap, and we think we can do so, with at least a fair chance of profit. In other words, if a competitor chooses to restrict his services, we shall not let any grass grow under our feet in stepping into the breach, not only because it is profitable to us, but to protect the trade of the country.

Hon. Mr. DUNNING: One of the maritime members asked if we were going to do anything in that respect.

Sir HENRY THORNTON: We are going after it, body, boots and breeches, and get all the business we can.

The CHAIRMAN: The next item is under the heading of "Other Revenue":

Commission	\$ 251.78
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Interest and Exchange	34,633.36
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making together \$34,885.14. What about these items?

Mr. Boys: That jumped from 262.99 up to 34,000. Can we get a little explanation as to that?

The CHAIRMAN: I hope when the members are putting questions, they will put them loud enough, so that the reporters can get them.

Sir HENRY THORNTON: Have you any answer to make to that question, Mr. Teakle?

Mr. TEAKLE: The question is in regard to interest and exchange. We all know that exchange has advanced; therefore, by proper watching of the market, and by consulting exchange, we have been able to make a fair amount of profit;