

The ACTING CHAIRMAN: You gave it as \$195,000?

Mr. SILVERWOOD: Yes.

The ACTING CHAIRMAN: On a 4,700,000 turn-over?

Mr. SILVERWOOD: That is right.

The ACTING CHAIRMAN: Then, the next year, you had a 5,000,000 turn-over and your indirect expense is shown to be \$168,000.

Mr. SILVERWOOD: That is correct.

The ACTING CHAIRMAN: How do you account for that?

Mr. SILVERWOOD: It is the difference in relationship between the total units of butter as compared with the total of other units we handled. It may vary considerably from one year to the other.

Mr. HOMUTH: Your butter operations may have been much less that year and the other operations greater proportionately?

Mr. SILVERWOOD: It is more likely the other operations were greater and butter was much the same, you see.

The ACTING CHAIRMAN: It is rather difficult for this committee to attach any great value to these columns?

Mr. SILVERWOOD: Yes, I think it is. It is more or less arbitrary. We think it is as close as we can reasonably get to it. We just included it to try and arrive at a net figure which would give you a better picture.

The ACTING CHAIRMAN: It is difficult to understand how you handled practically 6,000,000 pounds of butter in 1947 for \$135,000 whereas, in 1939, when expenses were supposed to be much less, it cost \$195,000?

Mr. SILVERWOOD: It is largely, as I say, because of the relationship between butter and other products. You have not got the complete picture there. I was wondering whether Mr. Gillies might like to comment on that.

Mr. HOMUTH: I think it would clear up the matter for us if you would give us your total sales for 1939 or 1937, whatever year Mr. Mayhew mentioned. Could you give us your total sales of all products?

Mr. SILVERWOOD: I could give you that, Mr. Homuth, I think.

Mr. HOMUTH: Perhaps that would clear the matter up.

The ACTING CHAIRMAN: I do not think it is important except that, as I say, I do not think it is very much help to us.

Mr. SILVERWOOD: Our sales for 1939 were \$6,710,000, and in 1940, our sales were \$6,778,000. The figures are very close.

Mr. MONET: Now, Mr. Silverwood, I should like you to turn to your statement 6, page 1, exhibit 71.

Mr. WINTERS: Before you do that, I wonder if you could give us your total expenses for 1947, if you have not done so?

Mr. SILVERWOOD: No, I have not.

Mr. WINTERS: The total indirect expenses corresponding with this figure of \$135,811?

Mr. SILVERWOOD: Our total indirect expenses—I could give you that for the eleven months ending February 28, 1948.

Mr. WINTERS: You give a figure which would correspond to the \$135,811?

Mr. SILVERWOOD: If I understand your question correctly, I think that is on statement 4. You mean a comparison between \$170,000?

Mr. WINTERS: No, as I understand it, that figure implies your total indirect expense in the handling of butter?

Mr. SILVERWOOD: Yes.