

By Mr. Zimmerman:

Q. With regard to the Penman Company, it is a different transaction altogether?
—A. Yes.

Q. The D. Morrice Company, at Montreal, are the agents for the Penman Company?

(Question objected to by Mr. Fowler.)

Q. Mr. Ogilvie, I would like to ask you whether the Munroe Commission Company are the manufacturers of the goods, or did they buy the goods from the Penman Company?—A. They bought them from their sales agents I understood.

Q. No, the D. Morrice Company, of Montreal, are the sales agents, and the Munroe Commission Company bought the goods and invoiced them direct?—A. Yes, the goods were shipped from the factory direct to us, and the Munroe Commission Company invoiced us.

Q. The Munroe Commission Company buys the goods outright. It is an entirely different transaction from the other?—A. Yes.

By Mr. Reid (Grenville):

Q. Were you quite aware that the D. Morrice Company were the agents for the Penman factory?—A. No, I understand that this other man in Toronto is the sales agent. I think his name is McIntosh, on Bay street. I think that is the name, McIntosh. I was through his place.

Q. How did you come to go to the Munroe Commission Company for these goods?
—A. They asked me to permit them to supply the goods if they could supply them at the right prices. I went to the Woods' warehouse and to other places, and when I went to Toronto I found I could buy them cheaper from the Munroe Commission Company than from the others, and I bought the goods from that company. They bought them the same as any other commission house, dealing through the factory.

By Mr. Zimmerman:

Q. I want to ask you this question, Mr. Ogilvie, is it not a very usual thing for the manufacturer's agent, when he takes an order, to turn it over to the manufacturer to deliver?—A. That is a very common thing.

Q. And the goods you buy from the manufacturer's agent is invoiced direct from the manufacturer?—A. Yes.

Q. That is a common occurrence?—A. Very often; and they get a small commission, or whatever their commission is.

By Mr. Johnston:

Q. There are one or two more questions in regard to the envelopes I would like to ask. You have already stated that the Rolland Paper people referred you to the Mortimer people at Ottawa?—A. Yes.

Q. Did you consult the Mortimer people at Ottawa in regard to the purchase of envelopes?—A. Very often; we get both envelopes and printing done by them.

Q. What did the Mortimer people say to you?—A. They said there was no money in it at \$1.75; they would rather not handle my business at that figure; and when I got the prices from the Printing Bureau at \$1.70 I said I could not give them more than that. They said, 'We will take the business and print your envelopes, but only for the reason that we want the rest of your business.'

Q. Here is a letter from the Mortimer people in regard to this question. The Rolland people having referred you to the Mortimer people, you consulted with the Mortimer people, and they wrote as follows—A. When this matter came up I wrote the Mortimer people and asked for prices, and here is the letter they sent with some accounts—as I was telling the gentlemen before, they have no objection to letting me see the prices they pay for the different goods. Here is a letter from the Mortimer Company inclosing invoices of the Rolland Paper Company with their prices.