

Mr. HERRON.—Because it sounded better.

The WITNESS.—I don't think it.

Mr. LANCASTER.—It was not much better in view of the resolutions that we have heard read.

The WITNESS.—This word 'dealer' is used by some one else, not by the association. No doubt the firm thought that the person to whom the lumber was shipped was a dealer by the amount shipped to him.

Mr. SLOAN.—Have you anything else to say?—A. The committee have asked the other witnesses if they had any suggestions to make in regard to any method of cheapening the price of lumber.

By Mr. Lancaster :

Q. I asked you that twice and you said you had none?—A. I have in a way. I would like to say this: I really do not see any possible chance, or method, of cheapening the lumber from the manufacturer. If a manufacturer gets out his stock and has his lumber on hand and there is a big demand for it he will get a good price no matter what happens, and similarly with the retail dealer whether there is any association or not.

By Mr. Crocket :

Q. If there is any competition?—A. If there is any competition. Supposing there were three or four yards at a point. If they had a good stock of lumber and transportation facilities, for instance, are disturbed they will certainly get a high price for lumber. No, I do not see any way of reducing the price from the manufacturer because the demand for his product will regulate that. The profit charged by the retail dealer could be regulated, but in order to do that the only way, I think, is through an association and through the Western Retail Lumbermen's Association. That will probably be amusing to you, but I think that is the only way. At the risk of being criticised I will read my idea of it, and then it can be put in if you will permit it.

By Mr. Lancaster :

Q. Do you think the retailer's profit can be regulated by an association so as to cheapen it?—A. To cheapen it—that is to make it fair and make it uniform. I will give you my views and you can take it for all it is worth.

Mr. HERRON.—That is not usually what men do when they can control the price of an article, make it cheaper.

Mr. LANCASTER.—It will be very valuable if he can show us that.

A. Of course the reason I say that the cost of production is not the ruling or any other factor in the price is this: we will take for example a man raises a horse that matured three years ago and sold it for \$100. He raised one that matured this year and sells it for \$200. It would not be reasonable to suppose that because it didn't cost him any more than the one he got \$100 for that he was not to get more than that for the other horse. Of course he will get it because there is a demand for it and it is the same with a man's lumber. He may produce his lumber cheaply, but on account of the demand for it he may get a good price. In the same way it will cost him as much to produce it, to get a stick of lumber at any other time, but if there is not a great demand for it he will be obliged to sell it cheaper. That was the situation with the western manufacturers for a long time, and I think they had a very difficult time of it in conducting their business, because I do not think they got a proper price for their lumber as that Eaton bill would indicate where a man would only get \$7.74 per thousand on the cars for 11,800 pieces of 3 x 14 x 18. That would indicate they were not getting a fair price for their lumber.

Q. Now, show us how the association by amending their by-laws could improve that?—A. I say (reads :