

APPENDIX No. 6

to be friendly. Now, the manufacturers' company only existed for a very short time. The reason for that was the very same reason that operates now to make high lumber or to regulate the price of lumber—one of the reasons: the condition changed so quickly in the United States that there was no more lumber, or very little more lumber coming in. So the necessity for putting into practice what they intended did not exist any longer.

Q. Was not the purpose of this friendly list simply to indicate the names of the firms from whom the members of the Retailers' Association would be expected to buy?—A. This friendly list was simply a list of the manufacturers, and if I remember correctly it included all the names of manufacturers of lumber, and there was another list of our members. Now, the only thing that the association has done, or has ever done, since that time, would be to send this list of the firms who were friendly, or who wished to be friendly, to the association, to their own members.

By the Chairman:

Q. Those who were working in harmony?—A. Or working in harmony. You can put it in that way.

By Mr. Crocket:

Q. Does that list include the names of all who were formerly honorary members?—A. I think so, I think it included all of them. Now, the only reason probably for leaving a man's name off the list would be for selling lumber to a contractor or to a consumer. The lumber trade consider, the same as any other trade, that is business which should not be done.

By Mr. Sloan:

Q. Why does the Retailers' Association object to the contractor?—A. If contractors were allowed to get lumber it would seriously interfere with the business of the retailer in any particular place where the contractor lives. I know it would have that effect in Winnipeg. If contractors can get their lumber from the mills, why our customers would be taken from us.

By Mr. Crocket:

Q. Would you say a manufacturer could sell to a dealer who was not a member of the association and still have his name retained on the friendly list?—A. Yes, I do not think there is any doubt about it, because he has done it. The manufacturers are doing it; that is the practice.

By Mr. Lancaster:

Q. Mr. Cockburn caused me to believe that the thing went on, after they withdrew, the same as before it, that it made no difference. What do you say as to that?—A. It makes no difference except as to this extent: Supposing a manufacturer sent a shipment to a consumer or a contractor at a point where there was a dealer. If that were reported to the secretary I think it would be his duty—and I think he would do it—to communicate with the mill that made that shipment and try and find out what excuse they had for it.

Q. In other words, there was just as much of an understanding after they ceased to be honorary members as before?—A. No, far from it, because even if he dropped his name from the list—supposing the manufacturer's name was left off the list—there are four or five hundred dealers who have no knowledge of that particular thing. They were not affected by the sale and probably would not be influenced by the fact at all, that his name was not on the list. They would continue to buy from him, and as a matter of fact the very men in the town where the sale was made might continue to buy from him just the same as before.