

Q. Yes?—A. Another item of 36 dining room suites.

Q. 36 9-piece dining room suites?—A. Yes. Total laid down unit cost, \$98.01; initial unit selling price, \$155; a mark-up of 58.15 per cent.

Q. Yes?—A. 50 9-piece dining room suites, total laid down unit cost, \$89.67; initial unit selling price, \$141.50; a mark-up of 57.80 per cent.

Q. Yes?—A. 125 4-piece bedroom suites, total laid down unit cost, \$32.96; initial unit selling price, \$50.95; a mark-up of 54.58 per cent.

Q. Yes?—A. 24 4-piece bedroom suites, laid down unit cost, \$77.96; initial unit selling price, \$119.65; a mark-up of 53.48 per cent.

Q. Now let us see some of the smaller ones?—A. 200 wardrobes.

Q. From Stratford?—A. Laid down unit cost, \$12.06; initial unit selling price, \$16.95; a mark-up of 40.55 per cent.

Mr. KENNEDY (*Peace River*): With regard to Stratford and these mark-ups, is not that the evidence of the mayor of Stratford?

The CHAIRMAN: There is evidence of that.

Mr. KENNEDY (*Peace River*): That they were selling for less than cost?

Mr. SOMMERVILLE: Manufacturers costs, some of them, yes. He produced some advertisements showing that they were sold for less than cost. The particular wardrobe referred to was made in Quebec, he said.

Mr. ILSLEY: This does not bear that out.

Mr. SOMMERVILLE: There are different types of wardrobes.

Mr. FACTOR: You mean the manufacturers sold for less than cost?

Mr. SOMMERVILLE: They were sold by the retailer at less than cost of manufacture in Stratford. We will have a number of cases where these are followed back through to the manufacturer. You will find that the report from the investigator in the furniture industry will show what the picture is for the manufacturing establishment, on these definite pieces of furniture.

Mr. ILSLEY: My only point now is: Does this not show that there has been a very substantial mark-up on every individual shipment of furniture from the manufacturers?

The WITNESS: Yes.

The CHAIRMAN: Quite so; but the point is that the following back to the manufacturer is carried out under a different operation.

Mr. ILSLEY: I admit that may show that the manufacturer was compelled to sell at less than his cost.

The CHAIRMAN: That is the point.

Mr. ILSLEY: But the loss leader complaint is not borne out by this.

The WITNESS: Not in furniture, no.

By Mr. Ilsley:

Q. But control is shown?—A. Yes.

Mr. HEAPS: The spread on all these articles seems to be uniform irrespective of the price paid to the manufacturer.

Mr. SOMMERVILLE: Well, no, it is not uniform, but it is substantial.

Mr. HEAPS: With the exception of the one at the beginning, the average seems to be pretty well maintained.

Mr. ILSLEY: Running from 30 per cent to 100 per cent; that is not uniform.

Mr. HEAPS: One item. Of course that might be explained on account of being bankrupt stock.

The CHAIRMAN: It is between 30 and 60 per cent.