

## APPENDIX No. 1

found in a little transaction of that kind he was getting from the printer and paper-maker \$87 profit. Do you mean to say that you could not have got as good terms from Barber & Ellis as John O'Gorman?—A. I do not think so.

Q. Did you ever try?—A. I did not try, no.

Q. You could not know, then?—A. I knew pretty well.

Q. Do you mean to tell us that with an enormous business such as the government of Canada has that it cannot get as good terms for any purchase it desires to make as any middleman in the country can?—A. No.

Q. You think not?—A. They can not.

Q. I would advise you to try?—A. I have tried it very often.

Mr. CHISHOLM (Antigonish) objected to Mr. Barker arguing with witness.

The WITNESS.—Mr. Barker, if you would not mind, I might quote an instance or two where we could buy very much cheaper from the commission men than we could from the manufacturers. We wanted to buy some drills, and the Rand Drill Company, who make a special drill, gave me a price at \$1,440. I got two quotations from middlemen for the very same drill, manufactured by the same company, for \$1,425. You see the commission men were willing to give us \$15 off their commission.

Q. I can give you the other side of the question possibly from your own papers here, from the Ellis Company's prices, the printed list and the price the firm offered as compared with the Munroe Commission Company. Do you not know from your experience that off the printed price lists purchases are made at 20, 30 and 40 per cent less?—A. Yes.

Q. Then do you not think it wise to endeavour to get better prices?—A. Do you not understand that these were printed envelopes that we purchased, and these prices were for plain envelopes. It is very simple. I can explain the whole question if you wish.

Mr. CARVELL objected to Mr. Barker's method of examination.

The CHAIRMAN ruled that the examination, as far as possible, should be conducted in the form of questions and answers.

The WITNESS.—I say that the price list is for plain envelopes, not printed. The price would be \$2.15 for printed envelopes, and I bought them for \$1.75.

*By Mr. Barker:*

Q. Do you suppose, Mr. Ogilvie, that as between the plain envelope and the one with the name of the commission printed on the back of it there was a difference in cost of 40 per cent?—A. Not 40 per cent, but 40 cents. There should be; that is a fair price for printing it.

Q. That is per thousand?—A. Yes.

Q. And would you be surprised to learn that on a good large order, a large manufacturer will charge far less than that?—A. If he has a very large amount he can do that, but here are the prices.

Q. Do you not think from your experience that the government buying in large quantities, 250,000 in one case and 125,000 in another—A. No, no, 250,000 altogether.

Q. I know, 250,000 on one order?—A. That is over a two years' supply.

Q. But you are dealing for more than one year. Do you mean to say that a company like the Rollands, or a company like the Barber & Ellis Company, do not take that into consideration, and make their prices accordingly?—A. No, they take into consideration that they must protect the trade; if they do not they must lose their business.

Q. You thought you could buy better from the Munroe Commission Company. A week or two before you got this requisition you had obtained terms from another company. Then you as an officer of this government made the arrangement with the