

sold, in Canada and for export, twine manufactured at the twine factory in Hamilton, trucks manufactured at the truck factory at Chatham or in the truck factories owned by the parent company in the United States, and parts for these trucks to the value, net of commission, of \$44,696,000 in the period under review.

Mr. SENN: Mr. Chairman, just how far do you intend to take before our witness is open to questions?

Mr. MACDONALD: The middle of the next galley, Mr. Senn, is a very good place at which to stop, about one-third of the way down.

Mr. SENN: All right.

In round figures, therefore, the International Harvester Company of Canada sold in the ten years 1926 to 1935, \$173,497,000, goods of all descriptions net of commission, divided as follows:—

<i>Domestic Market</i>			
Implements and machines..	\$86,761,000		
Parts thereof..	20,595,000		
		\$107,356,000	61.88%
<i>Export Market</i>			
Implements and machines..	\$17,450,000		
Parts thereof..	3,995,000		
		\$21,445,000	12.36%
<i>Domestic and Export Markets</i>			
Trucks, truck parts and twine..		44,696,000	25.76%
		\$173,497,000	100.00%

It is noted that in the last ten-year period under review, sales of implements, machines and parts in Canada have been divided as follows:—

		Per cent
Western Canada—Sales for the ten years ending November 30, 1935..	\$ 83,310,500	77.60
Eastern Canada—Sales for the ten years ending November 30, 1935..	24,045,500	22.40
Total Domestic Sales East and West.. . . .	\$107,356,000	100.00

By Mr. Bouchard:

Q. What point do you take as the dividing line between west and east?—
A. I should say Fort William.

Of the above total of \$107,356,000 implements and machines accounted for \$86,761,000 (80.82 per cent), the remainder \$20,595,000 being parts (19.18 per cent).

Of the implements and machines, exclusive of parts, at a rough approximation, one-half originated in the United States factories and one-half in the Canadian Implement Plant at Hamilton.

By Mr. McLean:

Q. Before you leave that part Mr. Macdonald; would that total of \$107,000,000 include freight to the delivery point or would that be at the factory?—A. That would be at the price “net of commission” at Winnipeg or Regina or wherever the warehouse happened to be, or wherever the branch happened to be.

Q. It did not include freight to the farmer?—A. No, freight to the branch point; the delivery cost to the farmer is not brought into the operating figures of this company at all.

Q. So that neither freight nor commission is indicated in that \$107,000,000?—A. The freight is included, the net of commission.

By Mr. Graham:

Q. The actual dollar value of the freight paid out by them is included in that amount?—A. Yes.