

7 EDWARD VII., A. 1907

Q. Well, of course you did not sell in January what you bought in March?—A. Well, I haven't it here, I do not think I have it here.

Q. Can you not tell us what you bought at in January when you sold at \$29?—A. Yes, that was our list, Mr. Lancaster.

By the Chairman :

Q. Your list of last fall would give you that, would it not?—A. That is February, 1907.

Q. No, January, 1907. It must be before January, 1907?—A. There must be a Rat Portage list here, a wholesale Rat Portage list, is there not? I have a list here for December, 1906, that is it. That lumber cost \$23 and \$23.50. There is an advance of 50 cents on March 6, 1907.

By Mr. Lancaster :

Q. It cost you in December, 1906, how much, \$23.50?—A. Yes, \$23.50 and \$23; 2 x 6 and 2 x 8, \$23.50, 2 x 10, \$25.50.

Q. That would be a profit of \$5.50 on the \$23.50. Do you not think that business can be done with a smaller percentage of profit?—A. That list is subject to 5 per cent discount and it gets whatever discount they like to give after that.

Q. Do you give a discount besides that?—A. I don't think they sell on that list at all.

Q. But you sold it at \$29?—A. I don't know that that is a list. That is what I should sell lumber at to get a fair profit on it, but I don't know that we do it; I don't think we do.

Q. That is what I want to get at. What you call a fair profit is \$5.50 on \$23.50?—A. Less 5 per cent, and I do not know, Mr. Lancaster, whether that list has gone up or not since. In a place like Winnipeg, and I think that would apply to Regina, it may explain to a certain extent the great range between the wholesale and retail price. In these places the price lists are made largely in the spring to cover the summer—that is to say the contractors would be possibly in doubt what the price would be for the season and if there is a prospect of a rise or if there was one that we knew of that might be provided for in the retailer's price list and might not be charged to the customer until it became effective. Now that may explain to a certain extent the apparent high price that prevails at Regina; I don't know whether it does or not.

By Mr. Crocket :

Q. In reference to what you seemed to want to impress upon the committee, that the Retailers' Association were not insisting upon a strict adherence to the by-laws, I want to call your attention to the proceedings at a meeting which was held on July 28, 1904?—A. Yes.

Q. I see here the following resolution (reads):—

'Moved by H. G. Houseer, seconded by J. K. Robson, that the secretary having reported that the E. H. Heaps Co. have neglected to comply with his request *re* a shipment to a non-member at Swift Current, the secretary is hereby instructed to write Messrs. Heaps & Co. to the effect that unless payment is made of the amount assessed therefor within fifteen days, the name of Messrs. Heaps & Co. be removed from the list of honorary members of this association.—Carried.'

A. Yes, that is quite right.

Q. Then, the same meeting, this resolution was adopted (reads):—

'Moved by G. E. Davidson, seconded by W. H. Duncan, that the secretary having reported that the East Kootenay Lumber Co. having neglected to comply with his request *re* a shipment to a non-member at Swift Current, the secretary is instructed to write the East Kootenay Lumber Co. that unless payment is made of the amount assessed therefor within fifteen days the name of the East Kootenay Lumber Co. be removed from the list of honorary members of this association.—Carried.'