

By Mr. Factor:

Q. Do these agents sell exclusively Simpson's goods or are they authorized to sell any other goods?—A. No.

Q. They also deal in other goods?—A. Yes.

Q. So, in other words, they are really a merchant in the locality there?—A. Yes.

Mr. EDWARDS: More like a peddler, they go round among the people.

The CHAIRMAN: No no, consignment stock.

By Mr. Young:

Q. He is a merchant located in the locality and he has an agency from Simpsons to sell Simpson's goods?—A. They are merchants, and I think in addition to their own they sell Simpson's goods.

By Mr. Sommerville:

Q. But they would not be handling goods that would be rivals to Simpsons; they would be handling goods outside of Simpson's range ordinarily?—A. Yes.

Mr. KENNEDY (*Winnipeg*): What is the matter with them doing that if they want to?

By Mr. Sommerville:

Q. All right, Mr. Adamson?—A. Dealing with Halifax.

Nine merchant agents situated throughout the Maritime provinces accounted for sales of \$115,938 in 1933 out of a total volume of the retail section of the Halifax mail order branch of \$864,771. These agents also carry stocks of heavy goods.

Charge Accounts:

There are two classes of charge accounts, the ordinary charge accounts, purchases of which are payable on the 10th of the following month, and the Home Lovers' Club accounts. Purchases on the Home Lovers' Club plan are restricted to certain items, such as furniture, floor coverings, mens clothing, some womens clothing, etc., and 10 per cent is payable as a down payment with 10 per cent each month thereafter until paid, with no interest charges. Selling prices on the Home Lovers' Club plan are the same as for cash. A special Home Makers' plan provides for a 10 per cent down payment with the balance over 18 months, 24 months, or 36 months, with interest at 6 per cent per annum on the balance after the down payment.

Interest is charged on overdue balances in the Home Lovers' Club when a payment is three months overdue and the same rate of interest is charged on charge account balances which are three months overdue.

The following table shows the percentage of charge sales (including Home Lovers' Club) to the total sales of the Toronto store, for the past ten years:—

	Percentage
1924..	27.5
1925..	31.5
1926..	34.2
1927..	36.6
1928..	40.3
1929..	45.8
1930..	46.5
1931..	44.3
1932..	42.4
1933..	41.5

Q. 41.5 per cent of the total sales then of the Toronto store are on the basis of either charge accounts or deferred payments, or Home Lovers' Club?—A. Yes.