

7 EDWARD VII., A. 1907

Q. At all events your recollection is a little different from Mr. Ogilvie's?—A. Yes, my recollection is.

Q. Now, did he ask you to tender for the envelopes?—A. No, he did not, sir.

Q. What did he do?—A. The envelopes that he had on his desk were pinned together, and the prices were on each size.

Q. Samples, I suppose?—A. Samples, yes, sir. And he said that was the best prices that I could get; something to that effect.

Q. The best prices you could get?—A. Yes. He said, 'If you can give me the envelopes for those prices why I think you can get the order.' That in substance is about all he said.

Q. Did he ask you what was the best you could do?—A. No, I do not think he did.

Q. He just told you those prices were the best he could give you, and what else?—

A. Well, I took the envelopes away and returned to Toronto, and I called on several firms there to get their prices, among others Barber & Ellis.

Q. Do not go from that. When you took the envelopes away, or rather when you spoke to him, did he ask you if you were in the paper business or the envelope business?—A. No, I do not think he did.

Q. You do not think he did? Did you tell him you were not?—A. No, I did not.

Q. How did you explain to him—he knowing you and you knowing him, and you just starting this business—how did you explain to him that you were in that line? Did you say you manufactured the envelopes?—A. Not at all. I explained to him that I was in the commission business.

Q. That you were in the commission business?—A. Simply a business broker, but handling anything that there is a dollar in.

Q. And then what you conveyed to him was that you would have to see somebody about getting the work done, is that it?—A. Well, I suppose he would naturally presume that I would. I do not know whether that point was discussed at all.

Q. Not in so many words?—A. No.

Q. That would be the inference from what passed between you, would it not?—A. That would be the natural inference I suppose he would draw.

Q. And you took the sample envelopes away for the purpose of seeing persons in the trade, to see what you could get them for. Was that it?—A. Exactly.

Q. And among others you went to the Barber & Ellis Company?—A. Yes.

Q. Did you tell the Barber & Ellis Company the price that Mr. Ogilvie had offered you?—A. No, sir.

Q. What did you say to Mr. Ellis or to Barber & Ellis?—A. I told Mr. Ellis I had an order in sight, that I thought I could get it. If he would make the price low enough I would give him the order.

Q. You did not tell him what your figures were?—A. No, sir, not at that time.

Q. You said, as far as you were concerned, 'I want to know what is the lowest you can do them for?'—A. Exactly.

Q. That is like business. I wish that others would do their work the same way. What did he tell you?—A. He did not say very much. He looked them over and made some comment about the bond paper, or something to that effect, and finally he told me the price he could do them at. The matter was simply a verbal arrangement.

Q. There was no writing between you?—A. No, sir.

Q. He told you, having looked over these samples, what he would provide them for?—A. Exactly.

Q. And I suppose it was not exactly at the prices Mr. Ogilvie had offered you?—A. No, it was not.

Q. Did he make any difficulty at all about being able to supply them at the prices mentioned?—A. He made comment that he had given an extremely low price.

Q. In your letter you had made the same comment to Mr. Ogilvie that you had given a very close price, although you were 20 or 40 per cent higher than Barber & Ellis?—A. No, I do not think I was 40 per cent higher than they.