

Purchases from these nine suppliers constitute about 60 per cent of the total purchases of the department.

*By Mr. Factor:*

Q. Is that laid down costs?

MR. SOMMERVILLE: Yes, it was on laid-down cost. Mark-ups are on a laid down cost.

The WITNESS: Dealing with case goods.

Q. You will observe that upholstery bears a smaller mark-up than case goods?—A. Yes.

Q. That is, generally, throughout the department?—A. Yes.

Q. Bedding also bears a smaller mark-up?—A. Yes.

Q. Than case goods?—A. Yes.

Q. That being so, these smaller mark-ups on upholstery and bedding would affect the average, and reduce the average of the mark-up on the case goods?—A. Yes.

Q. Will you continue?—A. Yes.

Advertising Allowances: Advertising allowances were received from upholstery and three bedding manufacturers, the amount being \$3,834.71.

This department does not handle consignment stocks.

Q. At this point, if you will turn to Statement D-1, we find that you have on it examples of price spreads on representative larger purchase orders of furniture in the period from 1st January, 1933, to 31st March, 1934?—A. Yes.

Q. The first item is the one you referred to, some sewing cabinets?—A. Being a clearance line.

Q. A clearance line at a 40 per cent discount, and the mark-up is 101 per cent?—A. Yes.

Q. The second item is a walnut tea waggon, bought in the regular way, bought at what?—A. Laid down unit cost \$18.26; initial unit selling price, \$31.75, a mark-up of 73.88 per cent.

Q. The next also refers to the clearance line of sewing cabinets?—A. Total laid down cost, \$4.81; initial unit selling price, \$7.25; a mark-up of 73.44 per cent.

Q. Take next 40 3-piece bedroom suites?—A. Laid down unit cost, \$51.10; initial unit selling price, \$88.50; a mark-up of 73.18 per cent.

Q. What is the next one?—A. 50 9-piece dining room suites, laid down unit cost \$68.53; initial unit selling price, \$117.75; a mark-up of 71.82 per cent.

Q. What is the next one?—A. The next is 30 4-piece bedroom suites, laid down unit cost \$86.53; initial unit selling price, \$148; a mark-up of 71.04 per cent.

Q. Then, a 6-piece breakfast set made in Quebec?—A. 100; unit laid down cost, \$17.60; initial unit selling price, \$29.75; a mark-up of 69.03 per cent.

Q. Yes?—A. Another item of 250 5-piece breakfast sets, laid down unit cost, \$10.20; initial selling price, \$16.95; a mark-up of 66.18 per cent.

Q. Yes?—A. 45 3-piece bedroom suites, laid down unit cost, \$30.71; initial unit selling price, \$50.35; a mark-up of 63.95 per cent.

Q. Now, take some lower down on the page. Here is a 4-piece bedroom suite, 40 of them, from Preston?—A. Laid down unit cost, \$75.06; initial unit selling price, \$131.65; a mark-up of 62.07 per cent.

Q. What is the next item?—A. 100 desks, laid down unit cost, \$17; initial unit selling price, \$27.50; a mark-up of 61.76 per cent.

Q. And the next item?—A. A quantity of 6 5-piece bedroom suites, laid down unit cost, \$91.44; initial unit selling price, \$147.80; a mark-up of 61.64 per cent.

Q. Yes?—A. 100 bookcases, laid down unit cost, \$7.78; initial unit selling price, \$12.45; a mark-up of 60.02 per cent.