

Mr. WALKER: I am trying to shorten matters.

Mr. TUCKER: You will not shorten it a bit.

Hon. Mr. STEVENS: Mr. Walker has no right to interrupt when a member is asking questions.

Mr. CLEAVER: Speaking of rights, we are on section 1, and we let Mr. Stevens wander all over the lot. As a result, Mr. Tucker now contends that he has the right to cross-examine here.

Mr. TUCKER: We have a chairman, who has ruled that I can proceed. Presumably I can.

The CHAIRMAN: Proceed, Mr. Tucker.

By Mr. Tucker:

A. Can I have an answer to that question?—A. Would you repeat your question, please.

Q. Of the \$34 you deduct from the \$300, what do you actually disburse outside of your office; I mean, to people other than your employees?—A. Mr. Tucker, will you not concede this, that it is impossible in doing any business to say what you actually spent or what your expense is for any particular sale?

Q. I am not dealing with that.—A. I know; I can only answer in that way.

Q. Is there any disbursement?—A. Just a minute. We could not possibly set up such an elaborate system of book-keeping that would tell us what we spend on a loan made to No. 10, Mr. Brown, for \$300 and loan No. 26 made to Jones for \$200. It is the pro rata cost of doing the loan business, just the same as a man selling boots and shoes; he cannot definitely say what his expense was in connection with a certain sale, but he does know what his expense was per sale after considering all his sales.

Q. Yes, we will come to that in a minute. What I am coming to first of all is this, that none of this money is paid out; none of this \$34 is paid outside of your office for legal assistance or anything like that?—A. What do you mean by legal assistance or anything like that?

Q. Well, just for drawing the chattel mortgage?—A. Nothing for drawing the chattel mortgage, no.

A. In other words, you do not employ any outside assistance outside of your own employees?—A. You mean we do not pay this money over to lawyers, no.

Q. You do not pay to anybody else except your own employees?—A. We have a special staff for that purpose.

Q. For investigation?—A. Yes.

By the Chairman:

Q. And for drawing the mortgage?—A. And for drawing mortgages and for doing all these other duties connected with this business.

By Mr. Tucker:

Q. And they are your own employees?—A. They are, because in engaging in this business we hire people to do that work. If we engaged outside valuers and lawyers, we could not possibly provide that service for an average of \$4 or \$5 per loan.

Q. All right. You say last year your total charges for services and fees were how much?—A. Mr. Tucker, I may be out of order—I do not want to be presumptuous, but it seems to me that you are cross-examining me on evidence that I have not given. I do not think that is evidence I have given. I cannot see—as I say, I do not want to be presumptuous, but I cannot see the connection between it and the change of name of the company. I do not want to evade your question. I am very happy to give you any information I can.

[Mr. Arthur P. Reid.]