

APPENDIX No. 6

By Mr. Lancaster :

Q. Do you know, as a practical man, of any way in which these consumers can get their lumber cheaper?—A. Well, I cannot say that I do.

Q. Have you any suggestion how it can be done, if it can be done reasonably, having the interests of the country at heart, to get the lumber for these people in Winnipeg cheaper?

By Mr. Knowles :

Q. That is the greatest possible assistance that you can give this committee?—

A. I do not know that there is any way, Mr. Lancaster, because I am not stating that lumber is too high in the west. If it is not too high then there is no place that you can remove any profits from in order to make it lower.

Q. Do you know how much profit there is in that \$29, how much the miller and how much the retailer get?—A. I do not know.

Q. Well, you manufacture lumber right from the log?—A. Yes, I know.

Q. You are a wholesaler and a retailer, and the best man we have had yet to give us an opinion, because the other men have not been both wholesalers and retailers. When asked this question the retail man has said I do not know what the wholesaler's profit is, I know what my own is, but I do not know what the other man's is, and when we have had a manufacturer he has said, I do not know what the retailer's profit is. You know what they both are, you know what both the retailer's and wholesaler's profit is, because you manufacture from the log, and you sell retail. Now, what I ask you is, how much profit is there in that \$29?—A. I do not know anyway, of course, the price of lumber is governed by the bulk of the trade, that is by the mills that have the product to sell. I buy probably four times as much as I manufacture.

Q. You mean the question of supply and demand?—A. No, I buy about four times as much lumber manufactured as I manufacture, or three times as much anyway.

Q. You know whether the lumber you manufacture costs you as much as what you buy manufactured, you have some profit on what you manufacture, haven't you?—A. I ought to have.

Q. It does not cost you as much to manufacture as it costs you to buy?—A. No, I do not think it does, pine lumber; I think we can manufacture probably a little cheaper than we buy.

Q. In other words, how much less does it cost you for the lumber you manufacture yourself than it does to buy the lumber from the other manufacturer?—A. I cannot answer that.

Q. You cannot tell us?—A. I really cannot.

Q. You really cannot answer that question?—A. I really cannot answer. . .

Q. You cannot even give it to us approximately?—A. No, I suppose I could give it roughly, I know it ought to cost me less.

By the Chairman :

Q. It is remarkable that you cannot tell us what those Roseau logs, for instance, cost you? It is not very far away?—A. It may seem strange, and probably it is to the committee. I want to explain the situation. I sell about 20,000,000 feet of lumber and my whole plant, my teams and men, my whole plant, delivery and everything else is engaged in this business. They may be employed on the Roseau River limits part of the time and on the other place part of the time, and it is impossible for me to say, as a matter of fact, I have never attempted to keep the accounts separate.

Q. If you don't mind telling us then on the lumber you bought and that you sold for \$29 in January, what did that lumber cost you, and what was your profit on that? That removes the elements which bother you with regard to the other items. You bought it laid down in Winnipeg, how much did you pay for that, for that which you sold at \$29?—A. That would depend entirely on the cost. Here is a price list for March, 1907.