

Q. You have not got it in the case of Simpsons?—A. No I have not.

Q. I understand it is available in the case of some of the others?—A. I have not got it in this case.

Q. Well, with this volume of \$90,000 for the three suburban offices referred to, the amount actually spent in that office would be a comparatively small sum, would it not?—A. Well, there is the rent and the selling staff.

Q. There would be the rent?—A. Telephone and office expense.

Q. The telephone and the young lady in charge of the office?—A. Yes.

*By Mr. Factor:*

Q. Do they pay a business tax for these business offices to the municipality?—A. I cannot tell you what the taxes are, I do not know.

*By the Chairman:*

Q. Have you the names there of agents, for instance, in Saskatoon?—A. Yes.

Q. Have you any record of the transactions, for instance, in Saskatoon regarding the rental of premises?—A. Not I have not. I just have the volume of sales by agents.

*By Mr. Sommerville:*

Q. In any event, the business tax would be based upon the size of the premises you keep?—A. Yes.

Q. And not upon the volume of business that you did in that community?—A. That is right.

Q. So that it would be relatively a very small amount?—A. There would be no record of the expenses of these agents in the company's office because the agents themselves pay the expenses.

*By the Chairman:*

Q. And the company does not hold itself responsible for the rental of the premises, for instance?—A. No.

Q. The agent is responsible for that?—A. Yes.

Q. But a landlord who saw Simpsons goods displayed in the window would be under the impression that he had Simpsons as a tenant, whereas, as a matter of fact, he only had this agent as tenant?—A. I have not seen any of the premises so I do not know.

*By Mr. Sommerville:*

Q. Yes, now dealing with Regina?—A. Yes.

*Regina*

The company has 11 agents in Saskatchewan who carry stocks of heavy goods and who are paid on a commission basis—in some cases a portion of the expenses of these agents, such as telephone, are paid by the company.

Q. That is, the proportion would be very small?—A. Yes, it is the long distance calls.

Q. Oh, it is the long distance calls by telephone that are paid by the company?—A. Yes. Sales in 1933 (practically all of which are of heavy goods and are in connection with the retail section of the business) through these agents, amounted to \$157,121 which is approximately 16 per cent of the total retail volume of the Regina mail order division.

Q. Now, may I ask, is this not a policy that has been a development of very recent years?—A. Yes, it has been developed recently.

Q. Have you any record when it began?—A. No I have not.

Q. Has it been in operation more than two years?—A. I know it has been increasing for the past two years. I do not know whether there were any two years ago or not.