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him direct. I do not know for how long they lost it, I do not know whether they have got it back yet or not, but the firm lost it just because they would not sell to him.

Q. Take the wholesale dry goods, do not they sell to anybody?—A. No, I do not think they do.

By Mr. Crocket :

Q. The wholesale dry goods firms in our country will sell only to the retailer and the same with the wholesale grocer, while in regard to lumber we have very few lumber yards there and we buy direct from the mill.

By Mr. Lancaster :

Q. I would venture to say that if I were going to hold a political picnic, I could go into Hamilton to-morrow and get \$1,000 worth of groceries from the wholesale grocer, who would not care a rap whether I was in the trade or not.

By Mr. Crocket :

Q. You have a mill yourself, do you sell to the wholesale trade?—A. Wherever a manufacturer is situated the manufacturer always sells retail.

Q. That is what seems strange to me, down in our country we have lots of mills there, and they sell direct to the consumer, we have no retail dealers there at all?—A. That is the custom in any place I know where the mills are located. They sell to the retail trade, but of course they sell at retail prices, so that it does not make any difference.

Q. That is at your price that is fixed by the association, you agree with the others in that point?—A. No, our price is not fixed by the association, it is fixed by the dealers.

Q. By the local dealers?—A. Yes, by the local dealers.

Q. Twelve of whom at Winnipeg are members of the association?—A. Yes.

By Mr. Knowles :

Q. Your opinion is that it would not be proper for the millmen to sell to the consumer direct even if he went to him direct with the money in his hand, because it would be unfair to and be an interference with the middleman?—A. No, that is not exactly the idea. I do not think it would be proper for him to sell to the consumer direct because it is not the properly recognized way of doing business, that is manufacturers selling to consumers. That is business—

Q. Then if they buy in wholesale lots?—A. It does not matter. That is a business ethic the same as you may charge some person with violating professional etiquette.

Q. It is pretty expensive ethics?—A. It may be but it is fair.

By Mr. Lancaster :

Q. That is one of the objects of your association, is it?—A. Probably Mr. Chairman if you will allow me I could tell you what my idea of the objects of the association are very shortly.

Q. In regard to that point what is your answer?—A. My answer is this : Among the members of the association there are, of necessity, four or five hundred members of different opinions as to its objects. We are getting new members all the time. During the last fourteen or sixteen years the association has been in existence, we have been getting in new members and some of the newer members I think do not understand the objects of the association or understand the necessity for its original organization as well as the older ones. I may say, to be perfectly frank with you, that some members, before our annual meeting was held, called on me—those were line yard men—and asked me to come to a meeting which I did. They suggested that the