

APPENDIX No. 1

Q. But you do buy flour and bacon direct?—A. Yes, from the Lake of the Woods and the Ogilvie Milling Company for flour.

Q. A great deal of these supplies, such as groceries, &c., are required in very large quantities?—A. They are bought direct from the wholesale houses.

Q. Not from the manufacturers; you have never tried any of them?—A. Well, they would not sell to us; they must protect the trade. Such things as canned goods, &c., they can only sell through their agents.

Q. In all of these canned goods, have you applied to the manufacturers to furnish you with the canned goods, and have they refused to sell?—A. It would not be practicable to buy from the manufacturers that way for this reason: we only require a small quantity at the one place. For instance, we are sending out a carload of goods, and probably we only require twenty cases or so for any one point, and all the goods composing that carload must be got in the same place. If we tried to get all the canned goods we require from the manufacturers there would be a great deal of confusion in getting the goods shipped to the different points in small consignments; they might get lost in transit.

Q. Take an order now given to the wholesale firm of Bate & Company—I do not instance them for any particular reason, because they are all right, they are a good reliable firm—for instance if you purchase a carload of goods from them, a very large carload?—A. Yes.

Q. Are you quite satisfied that any of these wholesale firms give you the same price that they would sell to any of the retail customers?—A. They seem to think that they give the goods to us cheaper; I do not know.

Q. You are quite satisfied that they give them as cheap at all events?—A. Well, we get our goods very, very cheap.

Q. When you want a carload of goods in Montreal or in Ottawa what means do you take to see that you are getting the lowest prices?—A. We have so many men giving us prices all the time. At any time we want prices we send out for quotations, and get them from fifty different firms. We never send away poor goods; we always send up the best. I go through the list and select what is most suitable for our purposes. If the prices are low I accept them, but if any are too high I say, 'I think you are too high on such and such articles.' You see by taking the lowest prices you get the goods much lower than you would by buying them on quotation.

Q. If you wish to order a carload of goods, I suppose you specify the different brands?—A. No, that is almost impossible, sir. Take tenders for groceries. It is almost impossible because there are so many different grades.

Q. Well, how would you tell the prices then?—A. There are so many things to be considered. You take raisins. They run up into different grades. You may be buying a certain quantity of Velencia raisins. A copy is sent up to the man that is receiving them at the train and he checks the brand.

Q. Well, then, if you are ordering goods you specify the different brands you want?—A. We are to a certain extent in this position: There are many articles in regard to which if we called for tenders for a certain brand other people would say, why not have some other kind. There is a stated price for the different articles.

Q. The prices they are charging the retail man? Are the government paying those prices?—A. We buy as cheaply as any retail man buys.

Q. Do you get a discount off your invoice?—A. We buy at the lowest price.

Q. Do you get any trade discount?—A. We may probably get one per cent on thirty days.

Q. Then there is no trade discount allowed?—A. They will give us probably one per cent or something like that on thirty days. We do sometimes get a trade discount

By Mr. Macpherson:

Q. That is a cash discount?—A. That is a cash discount.