

The war surpluses with which War Assets Corporation is required to deal are comprised of thousands of items, including clothing, camp and barrack equipment, tools and materials used in wartime production, ranging from chemicals to steel and non-ferrous metals, and numbers of articles necessary in every type of industrial plant. To catalogue the variety of goods and material disposed of through the sales forces of the Corporation would require a large volume. For example, a breakdown of material and components cleared through the Aircraft Section alone entails the enumeration of approximately 20,000 items. The section devoted to Radar and Radio lists 5,000 separate classifications of items dealt with.

In consumer goods, the list of classifications is hardly less extensive. This division deals largely with the goods required by the individual personally and in the home, as well as the materials needed to build and equip that home. These are added to by the large list of items disposed of by the Metals, the Mechanical Transport and the Scrap Sections.

It should also be pointed out that the Corporation has to deal with not only surplus Canadian assets situate both in Canada and abroad, but also with surplus assets of the Government of the U.S.A. situate in Canada. It affects disposal not only domestically but also to foreign governments and UNRRA. Out of these many and varied activities, it will be apparent that problems arise daily of a complex and urgent nature for which there is no ready precedent and which demand the most consideration.

Gross sales by War Assets Corporation (including those of War Assets Corporation Limited) from the start of operations to 31 December, 1944, amounted to \$4,664,332.32.

Gross sales by months for 1945 are as follows:—

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|-----------------|-----------------|
| January | \$1,255,110.67 |
| February | 1,766,362.72 |
| March | 1,821,322.03 |
| April | 1,383,874.49 |
| May | 4,568,711.09 |
| June | 2,132,337.53 |
| July | 7,231,162.22 |
| August | 6,308,356.43 |
| September | 3,047,375.08 |
| October | 6,381,691.17 |
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| | \$35,896,303.43 |
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The Corporation is endeavouring to fulfill what it has been called on to do in accordance with the directions it has received. When the present reorganization is complete, I am hopeful that the efficiency of its operations will be materially increased.

Mr. STEWART: While hearing you present this brief, Mr. Berry, I could not help but feel that in the corporation you have a very considerable problem with regard to personnel. All of us want to see this corporation do a good job. I think the need for high class key personnel is abundantly clear, and I was wondering if you would like to tell us your views as to this personnel problem, and what can be done to correct it. For instance, what sort of a ceiling on salaries have you? Can you compete with commercial enterprises?

Mr. BERRY: I think I might answer that one by quoting my own case. I do not like to do this, but I think I must try and give the committee the best explanation possible. We are here building up a corporation. Our objective is—