

APPENDIX No. 6

Q. That is with the retailer's?—A. Yes. Then there might be some contractors who would be in a position to buy direct, and others who would not be in a position to buy direct.

Q. That would be no concern of the retailer?—A. Well, it would in this way, he would lose probably the best of his trade, the cash trade, and would probably have left for him the trade that he would have to carry for months. The very same thing applies to the farmer. We will suppose that a rich farmer who has the money and can go to the mill and buy just what he wants, if he could do that he would be getting his lumber cheap, but the other man, the farmer who could not afford to pay cash—the retail man is a necessary man in the community, I think we all admit that—if that were allowable then the other men who are less able to pay for their lumber than the man who gets it wholesale, would of necessity be obliged probably to pay a higher price than he otherwise would if the retail man had lost this good man's trade, because the retailer would lose that much trade, and would have to add it on to somebody else.

By Mr. Herron:

Q. That same argument applies to all other lines of business?—A. But the poor man who needed the assistance of cheap lumber would be the man, that is my impression, that would be loaded with the heavy price.

By Mr. Knowles:

Q. Leaving him out and accepting your concern for the poor man the only reason for saying that the wholesale man should not sell to anybody but dealers is the desire to preserve the retailers' business?—A. Well, of course, I think ultimately that is the reason.

Q. You think that is a fair reason for keeping up this limitation upon the commerce in lumber?—A. Yes, I do.

Q. For the sake of preserving the business of the middleman?—A. I do, I think the lumber business, so far as the manufacturer and distributor of lumber is concerned, should not be any different to any other business.

Q. That is what I would think myself?—A. Yes, now I do not think the manufacturers in almost any line—I do not know of any line in which the manufacturers will sell direct to the consumer, and I think that lumber is the one commodity that has fewer profits to pay than almost anything else.

Q. Do you think, for example take leather, which is a very large item of expenditure, a man goes into a tannery with the money in his hand, can he buy leather?—A. I do not know as to that.

Q. Let him go into a foundry, cannot he buy iron?—A. Yes, well—

Q. If he goes into a place where they make silk can't he buy silk?—A. I do not think so.

Q. Cannot he go into a factory abroad and buy silk or into a cotton factory and buy cotton?—A. I do not think so.

By Mr. Lancaster:

Q. Can't I go into a wholesale grocery in Winnipeg, lawyer as I am, and buy \$1,000 worth of groceries to-morrow?—A. I do not think you can.

Q. I can in St. Catharines?—A. I can't say this of my own knowledge, but I was told that a hotel man who bought his liquor from a wholesale grocer for years wanted to buy his groceries for his hotel from this same wholesaler and they would not sell to him

By Mr. Knowles:

Q. Did he offer cash?

By Mr. Lancaster:

Q. Where was that?—A. That was in Winnipeg. This was a wholesale firm and it forfeited this man's business, and it was considerable, rather than sell groceries to