

We had difficulty in getting them and we spent considerable money in getting them in. Those six cars we got in made us about \$3,000 but the six cars we had to dispose of in the United States lost us about \$10,000, plus the loss we took on the other 12 cars.

Our profit in the year 1947 was made on a few deals last March and April. The tomato market, the imported tomato market was very good. The Texas crop was late and the Florida crop was through. Cuba had a poor season on tomatoes. It was a continuous advancing market as we bought and it showed a nice profit.

Q. Are you telling the committee you did not make any undue profits in the latter part of November and December?—A. That is correct.

Mr. MAYBANK: They were one of the few companies who were hurt by it.

The WITNESS: It is easy to see.

Mr. THATCHER: I take your word for it.

The WITNESS: I mentioned we had 39 crates of celery. One firm testified they made \$60,000 in celery. We could not make any money on celery. We had no carrots; we had no cabbage. Our business and our overhead were geared up to handling \$350,000 a month in business and we were shut right off. We did not have the domestic stuff.

*By Mr. Thatcher:*

Q. When Mr. Robinson was here he was quite bitter, it seemed to me, about some wholesalers who refused to buy domestic produce. It seems to me to get back to that again, there might be some way by which companies such as yours could buy more on the domestic market. Would you not be subject to some of the criticism Mr. Robinson made?—A. Definitely not, and I will explain it to you. I will give you a picture of the Montreal market because I do not know Toronto. I never operated there. In Montreal, we have the Bonsecours market which is a farmers' market. In Toronto, practice is for the growers to take their produce to the commission house. They sell it for the growers. The practice in Montreal is, with the exception of Mr. Paul Boudrias who does merchandising, all the other farmers go down to the Bonsecours market and sell direct to the retail stores. This eliminates our operation during the domestic season so far as Montreal is concerned.

Now, Mr. Robinson is talking about Ontario—

Q. That is a different situation?—A. That is a different situation. Another thing; firms like ours or any other firm do not import competitive commodities with the domestic market. I will tell you why. In all markets, the consumer will pay 5 to 10 cents a pound more for domestic tomatoes when they are available than for the competitive American tomatoes. So, from a purely business point of view, to try to save our losses, we try to catch the proper time to discontinue American imports.

Q. Have you any cold storage facilities at all?—A. Personally?

Q. Yes?—A. No.

Q. You would not be able to get storage facilities and store some of this celery, tomatoes and things bought locally?—A. You cannot store tomatoes. So far as celery is concerned, I have never yet seen where any domestic celery can be kept much longer than about the 1st of January and be kept in good condition. If there is some, it would not be a very large quantity. Ontario does produce terrifically good celery during its season but so does Montreal. Beyond January, we have always depended—I am talking about our firm—on imported celery. If we did have storage facilities, we still could not prolong the life of the Ontario celery.