

*By Mr. Lancaster:*

Q. You had something to do with the Manufacturers' Association?—A. I don't think so.

Q. Mr. Cockburn, secretary of your association, wrote officially to the secretary of the Mountain Millers' Association and seemed to think it was his business to keep the two associations in harmony?—A. Well, I think that is right. I certainly think there should be harmony between the manufacturers and the men who distribute their product.

Q. And the associations would pay salaries to these men for the same thing?—A. Yes.

*By Mr. Knowles:*

Q. Still you say your association has no desire that the mill men should confine their sales to members of the association?—A. I think we would prefer that they should.

Q. Do you try to make them do so?—A. No.

Q. Still you adopt resolutions to that effect?—A. I don't remember what that resolution referred to is. I would like to see it again to ascertain what it does say.

*By Mr. Sloan:*

Q. While they are hunting\* up the resolution for which you have asked, I want to draw your attention to a letter of the Export Lumber and Shingle Company, Limited, which has been read before. In its terms it suggests that shutting them out of trade because they will not join your association is a boycott. Do you state positively that you will not buy lumber from a manufacturer who sells to a contractor or a consumer?—A. I say that I would not if I could get my requirements from anybody else.

Q. Then these people, in calling the action of the retailers a boycott, I suppose, are using a fairly legitimate term?—A. I do not know. As far as I am concerned that is the position I take—I would not buy from them, and I think I am quite justified in doing that.

*By Mr. Lancaster:*

Q. Your object would be to confine the trade to members of the Retail Association?—A. My reason is that I do not think these outside men are conducting their business upon recognized business principles as between the manufacturer and the dealer.

Q. What you call recognized business principles in that particular instance is confining it to the retail dealers?—A. Yes, the retail dealers.

*By the Chairman:*

Q. I asked you a question this afternoon, Mr. Sprague, about what the logs cost you, and it appears to be very unfortunate that you cannot answer it. It also appears to me very singular, because you have told me that you get about one-half of your logs over the Canadian Northern from Rainy river. Surely you know what those logs cost laid down?—A. I do not, Mr. Greenway. That may appear to you to be very unbusinesslike.

Q. You pay so much a thousand freight?—A. Yes.

Q. And the only other thing is the cost of getting the logs out. There is no manufacturer who has been before the committee who is not able to give us some idea as to that, and it is very important in your case, because you are in Winnipeg, at a distributing point. It is a more important retail concern than we have anywhere else in Manitoba.

MR. KNOWLES.—It is a very unique concern—at the same time a manufacturer and a retailer.

THE CHAIRMAN.—Therefore it is very important for the committee to get this information.