

By Mr. Sommerville:

Q. Those demonstrators also sell other goods of the firm?—A. I understand they do.

Q. And that is one means of having the wages of the department taken care of.

By Mr. Factor:

Q. You say that the demonstrators that are paid by the outside firms also sell the firm's goods?—A. Their selling is confined largely to the goods of the firm whom they are representing, but I cannot say whether they actually do sell the goods or not.

The CHAIRMAN: Well, it is not very important; they are paid anyway; there is an allowance made for them.

By Mr. Sommerville:

Q. At any rate, the result of this operation is to cut the selling expenses of that department.

Q. From 7.4 per cent to 4.2 per cent?—A. 7.4 per cent is the average for the store as a whole and the actual of this Toilet Goods department in 1933 was 4.2 per cent.

By the Chairman:

Q. Which about indicates that a very substantial service is rendered by those demonstrators?—A. Yes.

Q. To the department?—A. Yes.

Mr. FACTOR: I suppose a substantial service is rendered by the demonstrators to the outside firms too.

The CHAIRMAN: Oh, yes, it is a very old practice.

The WITNESS: Complete information in respect of "demonstrators" paid directly by outside firms is lacking. At 8th January, 1930, there were 84 names of such on the payroll, and at 10th January, 1934, there were 117. Officials of the company state that not all of these necessarily worked during these weeks, as a name may be left on the payroll for a time after the employee has left. Some of these demonstrators are only in the store for a few days. Officials state that of the demonstrators at 10th January, 1934, 55 have since left the services of the company and there is no record as to the name of the manufacturers whose goods they were selling. The names of the other manufacturers are shown on statement TT-11 attached. As will be seen from this statement the departments which use these demonstrators most are:—

DEPARTMENT 204—TOILET GOODS

This department also has several demonstrators who are paid by Simpsons but whose wages are charged back to manufacturers (See statement TT-10.)

DEPARTMENT 430—STOVES, ETC.

The Easy Washing Machine Company and the Kelvinator Company of Canada, Limited, both employ six in this department.

LOWER PRICED STORE

Most of the demonstrators in this department are transients and twenty-six of those on the payroll at 10th January, 1934, are no longer employed. The store superintendent states that the merchandise which many of these demonstrators sell is only purchased by the Robert Simpson Company, Limited, when and as it is sold to customers.

By Mr. Sommerville:

Q. Consignment really?—A. The goods are sold by the demonstrators in the Lower Priced Store.