

## MINUTES OF EVIDENCE

HOUSE OF COMMONS,

THURSDAY, June 7, 1934.

The Special Committee appointed to inquire into price spreads and mass buying met at 11 a.m., the Hon. H. H. Stevens, presiding.

The CHAIRMAN: Order. The minutes of yesterday's meeting record in the usual way the witnesses heard and certain exhibits filed. We will declare the minutes approved as presented.

G. A. ADAMSON (examination resumed).

*By Mr. Sommerville:*

Q. Mr. Adamson, last evening when we adjourned you had finished dealing with consignment goods?—A. Yes.

Q. Will you just continue, please?—A. Dealing with,

*Order Offices and Agents:*

On Statement No. 5 is listed the locations of the various order offices of the Robert Simpson Company Limited and its subsidiaries and also the points from which agents work. Statement No. TT-14 shows the total volume of business obtained from these sources.

*Toronto*

The company has three suburban offices, at Brampton, New Toronto and Oshawa (the latter of which carries a stock of ladies dresses and shoes), and also has eight other order offices in Ontario. Expenses of these offices are paid by the company and stocks of heavy goods are maintained at these offices. Orders are taken at these offices either for goods listed in the Mail Order Catalogues or for merchandise handled by the Toronto store. The largest proportion of the latter sales represent merchandise advertised in the daily newspapers. Sales are credited to the Mail Order Division if the merchandise sold is from the mail order catalogues and to the Toronto store if other merchandise is sold. The company also has 23 agents working through these order offices and 25 other agents working independently of the order offices. These agents are paid a commission on sales which they make and while they do not carry stocks they have samples of heavy goods.

In 1933 the volume obtained by the three suburban offices was \$286,041, by the other order offices \$297,963 and through agents, either working through the order offices or independently, \$322,682, a total of \$906,686 of which approximately 50 per cent represented mail order sales.

Q. In connection with the order offices, when giving us the list earlier of the order offices, you did not give us the list of order offices in Nova Scotia?—A. That is right.

Q. How many of them are there and where located?—A. There are 11 agents in the Maritime Provinces located at the following points: Charlottetown, Kentville, Liverpool, Moncton, New Glasgow, Saint John, Sidney, Truro, and Yarmouth.

Q. We already had the volume of business in Nova Scotia in an earlier statement, I think?—A. This is the statement dealing with the volume, TT-14.