

Mr. B. Sutherland : The following is a list of articles which Self-Help Co. sells at a lower percentage of gross profit than any other articles we stock. The profit shown is not greater than can be made by an individual grocer.

Articles.	Profit, per Cent.	Article.	Profit, per Cent.
Ammonia (Scrubbs)	10.0	Magnesia (Dinnefords)	13.6
Anti-acido	9.1	Margarine	9.4
Bengers food	9.1	Marmalade—	
All Bran	10.5	Golden Shred	10.4
A. and H. Food	8.3	Keillers	11.6
Evaporated apricots	10.5	Meat extract (C.M.C.)	7.3
Asparagus tips	9.1	Condensed milk and cream	10.6
Baking-powder	9.8	Mother Seigels syrup	11.3
Black lead	9.1	Mustard (½'s)	12.1
Bag blue (Reckitts)	9.4	Neaves food	12.6
Square blue (Reckitts)	9.1	No Rub laundry help	8.6
Bon Ami cakes	11.4	O'Cedar oil	12.8
Bovril (2 oz. and 4 oz.)	10.8	Painkiller	11.0
Candles	9.1	Pan Yan pickles	12.3
Caustic soda (1's)	10.4	Melhuish's pickles	12.8
Cheese	8.3	Beechams pills	12.1
Clarke's blood mixture	8.3	Doans pills	8.8
Clever Mary	10.5	Indian Root pills	12.2
Brown Barrett's coffee	11.3	Pollard	12.5
Club coffee	11.5	Puffed wheat and rice	11.6
Coffee (Tray Bong)	9.5	Lexia raisins (packets)	11.8
Cornflour (B. and P.)	9.1	Newburys rusks (tins)	9.1
Cornflour, loose	10.8	Salmon	9.7
Coffee and milk	10.3	Safety matches	12.5
Cordials (Crescent)	12.5	Salt (Cerebos)	10.1
Cornflakes	10.5	Sardines (X Fish)	11.1
Cream of tartar	10.3	Tomato sauce (B.B.'s)	9.3
Foster Clarkes custard powder	8.6	Sauce (L. and P.)	11.0
Self-Help custard powder	11.3	Self-Help toilet soap	9.0
Ovoline egg-preserver	9.7	Cuticura soap	11.5
Elliman's embrocation	11.9	Lifebuoy soap	10.4
Enos fruit salt	12.4	Sunlight	8.8
Waxeesi floor polish	11.6	Soups—	
Canned fruits	9.7	("K")	10.3
Davis gelatine	11.3	Self-Help	10.3
Preserved ginger	11.2	Starch (Colman's)	11.1
Glaxo	11.1	Steedmans soothing-powders	12.9
Grape-nuts	11.6	Doctors China tea	10.8
Heenzo	10.2	Desert Gold tea	11.5
Celery salt	11.4	Roma tea	9.9
Heinz spaghetti	7.3	Three-in-One oil	11.9
Heinz vinegar	9.6	Vinegar—	
Herrings in sauce	10.5	Champion	10.7
Herrings, kippered	10.0	Sugar	12.2
Jam ("K")	9.1	Westfield preserved meats	10.7
Kerosene (bottled)	11.6	Wheat	9.1
Knife powder (Oakleys)	10.7	Writing-pads	10.0
Kruschen salts	9.5	Sugar (averaging four bags loose to one single bag)	8.3
Lentils	14.0	Rice	11.7
Loaf sugar	11.1	Flour	8.8

Mr. B. Sutherland : I have made that clear: that these are the articles which we stock and which are sold at a lower percentage of gross profit than any other articles we stock. They carry the lowest rate of profit—that is, "on cost" of all the list we stock.

Mr. O'Leary.] That is the usual, whether you are a price cutter or not? Yes.

The lowest is Heinz spaghetti (7.3), and for the C.M.C. (7.3 per cent.). Yes, they are the lowest; there is a meat-extract which carries a bigger profit.

Mr. Ansell.] This is the least profit, of course? Yes. I would like to explain the last three items—"Sugar, averaging four bags loose to one single bag." We found out by what quantities they sell by the bag and what quantities are sold in broken lots.

Mr. O'Leary.] You sell four bags loose to one whole bag? Yes. In regard to flour we find out what quantities they sell. It is the same.

Mr. Harris.] Made up in pounds and so forth? Yes, and on the sugar we include the cost of the bags. After paying for the cost of the bags we make 8.3 in sugar and 8.8 in flour. These are the profits we made in Timaru for the month of August; we have just checked up the figures. That contradicts Mr. Norrie's statement that sugar and flour are sold at cost down there. Since leaving here we checked up our selling and cost prices at Timaru. We buy exactly the same as he does, and on one cost we made the sugar 8.3 and the flour 8.8. The representative of the Board of Trade is here and he can check the figures, which will be available to him this afternoon.

Mr. B. Sutherland : The next is a list of overhead for the whole of the Self-Help throughout New Zealand. It totals to 7.7—that is not on cost, that is on turnover. The profits on our lists of articles were worked out "on cost." I have explained it so you will understand and perhaps we may take it as read.