

RETURNS SHOWING NUMBER OF INDEPENDENT GROCERS (NOT INCLUDING CHAIN STORES) IN 1925 AND 1935.					
Northern District (including Whangarei, Auckland, Hamilton, Waikato, Gisborne)	..	..	..	1925.	1935.
Wellington District (including Wellington, Palmerston North, Wanganui, Napier)	..	..	..	1,328	1,350
Canterbury District	..	..	..	479	690
				1928.	
				420	433

Mr. B. Sutherland,
Self-Help Co-op., Limited,
Wellington.

SELF-HELP CO-OP., LIMITED.
Hamilton, 11th October, 1935.

DEAR SIR,—

Please note the following remarks *re* bread at our Otorohanga Branch. When we opened our branch I was met by Mr. S. August, Baker, Otorohanga, and the supply of bread was discussed.

He, however, would not supply me, and we had no bread for some six weeks or more after we opened. After repeated requests from customers, I went into the position again with Mr. August, but he still would not supply. I told him I should have to make arrangements outside of the town as the only other baker in the town was the Farmers' Trading Co., who are also grocers.

Some of our customers said they would leave us and deal with the Farmers if we did not get bread.

I made arrangements to get supplies from Mr. Collins, Te Awamutu, and the cost was to be 10d. per 4 lb. loaf. The first day we stocked bread our price was put on the window at 11d. per loaf.

This price was immediately cut to 10d. by Marriott's Limited and Wallace Supplies. These two shops were supplied by Mr. S. August; notwithstanding the fact that he would not supply me. The price was further reduced to 8½d. per 4 lb. loaf.

Our lowest price was 9½d. for one day only, and then I instructed our Manager to put it back to 10d., which was followed by Marriott's and Wallace Supplies. Shortly after this, I was approached by Mrs. S. August asking for them to supply the bread. This I would not agree to owing to Collins, Te Awamutu, helping me out.

Our price of 10d. has been in effect since that time.

I attended a bakers' meeting in Hamilton a few months ago, and at that meeting I personally asked Mr. August if he wanted to get the price of bread up again to a favourable basis.

I got no satisfactory answer from him, a fact which could be borne out by a great number of the Hamilton bakers.

At the present time Wallace Supplies, Marriott's Ltd., and ourselves are all selling at 10d. per loaf.

Yours faithfully,

SELF-HELP CO-OP., LIMITED, HAMILTON.
(Sgd.) G. WESTERBY.

SELF-HELP CO-OP., LIMITED,
399 Moorhouse Avenue, Christchurch, N.Z., C 1.
October 14th, 1935.

JK/JC/ND/BC.
Mr. B. Sutherland,
Self-Help Co-op., Ltd.,
P.O. Box 125, Wellington, C 3.

DEAR MR. SUTHERLAND,—

Attached particulars of the retail price and cost price of pills in Christchurch.

For our cost price we have taken the price at which a retailer is able to buy from the merchants. The retail price is Self-Help retail price of these articles.

You will notice from Tuck's list that his retail prices are exactly the same as ours. We might mention here that Kincaid issued a price-list on October last and on that price-list he brought the price of Chamberlain's Pills, large, from 2s. 6d. to 2s. 3d., the previous price all round being 2s. 6d.

Tuck's latest price-list has just reached us to-day. We enclose a copy of same, and we notice that Tuck has cut the price of De Witt's Pills, small, from 3s. to 2s. 11d.

There has been no end of cutting in this particular line in Christchurch, and Newson & Co. are trying to get this matter fixed up at the present time.

SELF-HELP CO-OP., LTD.,
per J. KILPATRICK.

Christchurch Pill Prices.

				Cost to Retailer.	Retail Selling-price.	Profit, per Cent.
				s. d.	s. d.	
Beecham's pills	..	..	..	9 9 (O.T.)	0 11	10·0
Bile Beans	..	..	..	9 6 (net)	1 1	30·0
Cassells Tabs—						
Large	..	..	..	33 6 „	3 4	13·7
Small..	..	..	..	14 0 „	1 5	15·5
Carters pills	..	..	..	11 0 „	1 2	20·8
Chamberlains Tabs—						
Small	..	..	..	11 8 „	1 3	22·4
Large	..	..	..	23 6 „	2 3	9·4
Doans ..	..	..	..	28 11 „	2 10	12·0
De Witts—						
Large	..	..	..	52 10 „	4 10	4·5
Small	..	..	..	31 3 „	2 11	6·6
McBride's	..	..	..	9 0 (O.T.)	1 0	30·3
Indian Root	..	..	..	10 10 (nett)	1 1	14·2
Pink Pills..	..	..	..	25 8 „	2 7	14·9