

Steel Warehousing Group Seeks Open-Pricing Policy

By FORBES RHUDE
Canadian Press Business Editor
TORONTO (CP)—The Canadian Steel Warehousing Association Inc. has announced a campaign for an open pricing policy in the steel warehousing business.

Each member is urged to periodically publish a price list on the steel items he handles and to charge the same price to all customers. He could instantly change any price in the light of competitive conditions, but any change to one customer would be made to all.

At present, publication of price lists in the steel warehousing industry is rare. This means that a customer must phone around among various suppliers to find the best price. Suppliers, on their part, must spend time trying to keep informed on competitors' prices and in making quotations which, under present conditions, may change almost from minute to minute.

In this situation a supplier, to get an order, may charge a lower price to one customer than he charges to another.

WORD GETS AROUND
He may think, say association spokesmen, that this special price will be secret, but word gets around, often in distorted or exaggerated form. This, they add, leads to price wars, unsettled market conditions and profitless operations.

The program was outlined today at a press conference by E. W. Yeo of Montreal, association's combines legislation committee.

The association will not attempt to police its members—what each one does is up to itself. It will, however, try to persuade members that open pricing is the most ethical and fair method and that a stable price structure is best in the members' own interests.

Another potent force which may give strength to the program is the Combines Investigation Act.

It is generally known that the Act forbids price fixing. It is not so generally known that it also forbids price discrimination or the quoting of different prices to customers who are competing with one another.

The campaign was decided upon after extensive study of combines legislation and after

consultation with D. H. W. Henry, director of investigation and research under the Combines Act.

Steel warehouses are the large suppliers of steel to small- and medium-sized purchasers and, in effect, are the middlemen between this sized buyer and the large basic steel makers.

CARNIVAL

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Mounted police band will perform a marching display in front of the auditorium, and in the evening the RCMP band will be heard in a band concert from the band stand in Memorial Square.

Horse racing under the lights will commence at 9:00 p.m. at the racetrack. At 9:30 the selection of "Miss Prince Edward Island", 1967-68, will be made at the stadium, and dancing will again be apart of the stadium

evening program.
Saturday, the final day of the carnival, will get underway with the concluding day of the ladies and mens Lobster Carnival Golf Tournament at the Summerside Golf Club. Two miles west of Summerside where post entries will be accepted, with play commencing at 8 a.m.

The Little League "youth" play-offs will begin at 9:30 at Queen Elizabeth Park.

CORONATION PARADE
The coronation parade and motorcycle escorting Miss P.E.I. 1967-68 at the stadium will commence from the Marine Wharf at 1:45 p.m. and travel to the stadium where the new Miss Prince Edward Island will be officially crowned by last year's choice, Miss Cheryl Gunn of Summerside.

At 2:45 p.m. another afternoon highlight will be a performance by the outstanding Cape Breton vocal group, the Singing Cadets, who will be heard again at the stadium at 8:30.

At 7:30 p.m. the newly-chosen "Miss Prince Edward Island" will present prizes to winners of the final parade, including the Bill Lynch plaque for the best float.

She will also present prizes to the women's institutes; and to winners of the different classes in a cattle, horse and sheep judging.

From 8:45 to 11:45 there will be a "Hard Times Ball" at the stadium, and for those who wish to dress semi-formal, there will be a coronation Ball at the Canadian Legion Home.

At midnight on Saturday the carnival will officially end, but on Sunday, the mens Lobster Carnival Tournament will be held at the Summerside Golf and Country Club, with post entries accepted.

FESTIVAL
(Continued from page 7)
A sound system has been installed that will enable stage acts, performances, and speakers to be heard throughout the stadium.

The department of fisheries display will feature some of the "big one that always get away" included in this live fish display are a seven-pound rainbow trout, and a six-pound speckled trout.

Seven tanks with a continuous supply of running water have been installed to provide visual

scenics for the fascinating fish display that will also include tropical fish being flown here for the occasion.

"KING LOBSTER"
Since the carnival is built on the premise that "lobster is king", during carnival week, the federal department of fisheries have provided a live lobster display that shows these delicious sea creatures in various stages of growth from tiny lobsters through to large market-sized samples, and it is hoped that there will be a huge lobster of about 12 pounds, one of the rarely caught giants that was landed this past season.

worth of the stadium's livestock buildings are ready to receive the horses, cattle, and sheep that are entered in the livestock exhibition being held Wednesday and Thursday of carnival week.

Underneath all the activity of preparation and painting the facilities in the stadium are ready for the serving of the delicious lobster suppers every evening, Tuesday through Saturday, from 4 to 8 p.m., and everything is "go" for Tuesday, July 17 when the seventh Annual Summerside Lobster Carnival begins its five days of festivities.

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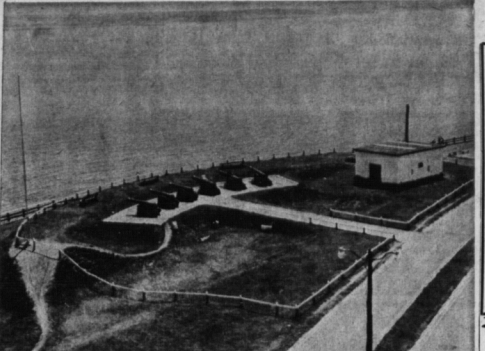
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