

Mr. ALEXANDER. Yes.

Mr. ROSENTHAL. Is that a store as large as yours?

Mr. ALEXANDER. No, sir.

Mr. ROSENTHAL. Do you consider them competition?

Mr. ALEXANDER. Yes, sir.

Mr. ROSENTHAL. And the A. & P. is how close?

Mr. ALEXANDER. Approximately one-sixth of a mile.

Mr. ROSENTHAL. In blocks what is that?

Mr. ALEXANDER. Well, I am on Sixth Street. It is around 6 blocks, 7 blocks. And the Giant approximately the same distance. And the Farmer's Market, as it is called, that is 3 blocks.

Mr. ROSENTHAL. Do you have many welfare customers in your store?

Mr. ALEXANDER. Yes, sir.

Mr. ROSENTHAL. I do not know that I asked you that.

Mr. TAHA. Also in ours.

Mr. ALEXANDER. I also have many working customers in my store.

Mr. ROSENTHAL. What percentage of your customers would you say are welfare recipients?

Mr. ALEXANDER. I would say less than—I would say approximately 40 percent.

Mr. ROSENTHAL. And you, sir?

Mr. TAHA. Well, I will say concerning the welfare business here—when I say “corner stores,” I would like to elaborate on that to say that they are the biggest competitors to us because—for one single reason. People who are receiving welfare, they are borrowing on the book during the month, and at the end of the month—very few of them actually come in to us during the month, only to come in and cash the checks, and so as the record will prove, of \$103, for instance, they spend \$2—and these amounts are marked on the backs of the checks. They hardly spend any money in the store. And we go and cash their checks, and we know they are living in the immediate area. And very few spend money there who are on welfare. People who have moved away or been replaced, they still come, and, of course, they are seeking good service and good merchandise.

Mr. ROSENTHAL. How much in food stamps do you take in a month?

Mr. TAHA. I will say no more than \$2,500 to \$3,000 monthly.

Mr. ROSENTHAL. Now, Mr. Winstead, could you tell us just generally what the salary or commission or bonus arrangements for managers are?

Mr. WINSTEAD. You want it for these specific men?

Mr. ROSENTHAL. Well, begin generally and then go specific.

Mr. WINSTEAD. All right.

The salary range for our store managers—

Mr. ROSENTHAL. No, I am not interested in the salary range.

Does a manager's salary or bonus depend upon any other figure, gross volume, gross sales, net sales, net profit?

Mr. WINSTEAD. The manager's salary is based on a weekly drawing account, salary and a bonus paid once each year on a percentage of the profits of the store. The bonus is limited to 60 percent of his regular weekly salary.

Mr. ROSENTHAL. So if a manager's base salary is \$10,000 a year, he can earn another \$6,000 if he is a good businessman and the store does well?