

Mrs. APONTE. Mr. Chairman, someone just told me something. I understand that if a particular store makes good profit, the manager, whoever it is, gets raises faster. Would that have something to do with the overcharging in low-income areas?

Mr. ROSENTHAL. Do you want to address yourself to that question?

Mr. CARON. I think I answered it a moment ago when I said that our managers all belong to the union, and they get their increments as the union provides. They don't get any raises faster, and they don't get any bonuses.

Mr. ROSENTHAL. You have one basic price that all managers are supposed to charge?

Mr. CARON. Yes, sir.

Mr. ROSENTHAL. What happens if you, Mr. Brown, were to find that one of the stores under your jurisdiction in Brooklyn, charged a price higher than the book price for that day?

Mr. GEORGE BROWN. The first time, I would allow for human error. The second time, I would take disciplinary action.

Mr. ROSENTHAL. Have you ever done that?

Mr. GEORGE BROWN. Yes. We have let a manager go for not following principles of pricing.

Mr. ROSENTHAL. What would the circumstances be? Why didn't he follow the principle?

Mr. GEORGE BROWN. I attribute it to laziness. He took the price without watching his price changes, or, as Mr. Caron said, we have a run every 4 weeks. He didn't change his book. Just stayed with the old book.

Mr. ROSENTHAL. Do you find that it requires a lot of help—one of the questions Mr. Reid was pursuing this morning, do you find it requires a lot of alert, responsible help to keep changing the prices in accordance with the specials and book price changes?

Mr. GEORGE BROWN. It's not so much a lot of help. When we run our special from Saturday, from Monday to Saturday, our special prices are changed on Saturday night. The new specials going in. The old ones coming off are changed that Monday night.

Mr. ROSENTHAL. Do you cross out the prices on the cans, or what?

Mr. GEORGE BROWN. We eradicate the old price.

Mr. ROSENTHAL. How do you do that?

Mr. GEORGE BROWN. We have a Lysol spray remover which will take off the metal, and we have gum labels to put over the old price on packages.

Mr. ROSENTHAL. Is this done during the day or at night, or how?

Mr. GEORGE BROWN. Most stores do it at night, after hours.

Mr. ROSENTHAL. How about the Bedford-Stuyvesant store?

Mr. GEORGE BROWN. Follows the same pattern.

Mr. ROSENTHAL. We have some testimony here today from A. & P. that they do it on Saturday during business hours.

Mr. GEORGE BROWN. That is A. & P. To each his own.

Mr. ROSENTHAL. You haven't found that a useful way to do it?

Mr. GEORGE BROWN. I find it best to do it after hours on Saturday night for the pricing going on the coming week. You can't change during the day on that preceding Saturday if you are still running a special, because you want the people to get the same price you advertise for.