Senator TYDINGS. They had what?

Mr. REED. Their own men. Otherwise, someone that knew more about the business than we did.

Senator TYDINGS. Right.

Mr. REED. For instance, if the dealer required a note and deed of trust, then this was what you—this is what they would get signed, you see. So, some dealers they financed a note on FHA because the people's credit would warrant FHA, but if it didn't, of course, they would have to sign a note.

Senator TYDINGS. Now, when the salesman went in to make the initial contract and the initial pitch, would you advise the customer that they would have to sign other papers? Would you tell them that? How many papers would they have to sign initially? And what would you tell them about signing later papers?

Mr. REED. Well, the only thing that they would have to sign when I was there would be the contract and, of course, the credit application. And I don't recall on any occasion where at any particular time when I was with Monarch I told them that they had to sign other papers. They would contact me from the office, you see.

Senator TYDINGS. Did you always leave them a copy of the contract?

Mr. REED. Yes.

Senator TYDINGS. And what sort——

Mr. REED. As far as I know, I did. At that particular time, you see—now, today, this situation is a different thing. I know that I leave them one now.

Senator TYDINGS. You what?

Mr. REED. You said—you asked me a question whether I left them a contract. I am sure I did, a copy of the contract, but, you know, I couldn't swear that I did, you know, at that particular time. I mean, you know, I couldn't say, but I am sure I did.

Senator TYDINGS. Who were the men that would go out and actually have the deed of trust and other papers signed?

Mr. REED. Well, this again would be a difficult situation for me to answer because by them being so many of us out there, I don't know exactly.

Senator TYDINGS. Did you ever do any of that type of work?

Mr. REED. I have gotten deeds of trust signed.

Senator TYDINGS. And how would you get a customer to sign a note or a deed of trust? What would you tell them?

Mr. REED. I would just explain it to them. Say, for instance, the job is say $3,500 on a note and a deed of trust, and I would just show them how much the note is going to be and strike the amount of the job from the amount of the note which they would have to sign for the note, and deed of trust, and this would be their interest, by showing them, you know. I couldn't say how much percentage it is, but I could—I could tell—I could show them how much interest that they are paying.

Senator TYDINGS. You never tell them the rate of interest they are paying?

Mr. REED. I don't—I didn't know the rate of interest.

Senator TYDINGS. Did you tell them how much the monthly payments would be?