

1786

Complaint

with the Commission a report, in writing, setting forth in detail the manner and form in which it has complied with the order to cease and desist.

By the Commission, Commissioner Elman dissenting.

IN THE MATTER OF

MARY CARTER PAINT COMPANY ET AL.

ORDER, ETC., IN REGARD TO THE ALLEGED VIOLATION OF THE FEDERAL TRADE COMMISSION ACT

Docket 8290. Complaint, Feb. 15, 1961—Decision, June 28, 1962

Order requiring manufacturers of paint and related products, with principal place of business in Tampa, Fla., to cease representing falsely in advertisements in newspapers and periodicals and by radio and television—by such statements as “Buy only Half the Paint You Need”, “Every Second Can Free of Extra Cost”, etc.—that the advertised price was their usual retail price for a can of paint and was a factory price, and that if one can was purchased at that price, a second can would be given “free” when, actually, the advertised price was the regular retail price for two cans.

COMPLAINT

Pursuant to the provisions of the Federal Trade Commission Act, and by virtue of the authority vested in it by said Act, the Federal Trade Commission, having reason to believe that Mary Carter Paint Company, Inc., a corporation, and John C. Miller and I. G. Davis, individually and as officers of said corporation, and Robert Van Worp, Jr., individually, hereinafter referred to as respondents, have violated the provisions of said Act, and it appearing to the Commission that a proceeding by it in respect thereof would be in the public interest, hereby issues its complaint, stating its charges as follows:

PARAGRAPH 1. Respondent Mary Carter Paint Company, Inc., is a corporation organized, existing and doing business under and by virtue of the laws of the State of Delaware, with its principal place of business located at Gunn Highway at Henderson Road, Tampa, Florida. Respondent corporation also maintains offices in New York, said address being 666 Fifth Avenue, New York, N.Y.

John C. Miller and I. G. Davis are officers of said corporation. They presently formulate, direct and control the policies of the corporate respondent. Their address is the same as that of the corporate respondent.

Complaint

60 F.T.C.

Robert Van Worp, Jr., was formerly an officer of said corporate respondent, at which time he cooperated in formulating, directing and controlling the policies of the said corporate respondent in connection with the acts and practices set forth herein. His address is the same as that of the corporate respondent.

PAR. 2. Corporate respondent Mary Carter Paint Company, Inc., and John C. Miller and I. G. Davis, officers of said corporation, are engaged in the business of manufacturing, selling and distributing paint and related products to the public, under the label or trade name of "Mary Carter", through various retail outlets and franchise dealers located in the various States of the United States.

PAR. 3. In the course and conduct of their business, respondents cause, and have caused, their paint products to be transferred from their factories in Florida, New Jersey and Texas to Mary Carter paint stores and franchise dealers located in various other States of the United States, where said products are sold at retail. Said respondents thereby maintain, and at all times mentioned herein have maintained, a substantial course of trade in said paint products in commerce, as "commerce" is defined in the Federal Trade Commission Act.

PAR. 4. Respondents advertise, and have caused to be advertised, their paints in various newspapers and periodicals of general circulation, and by commercial announcements over the radio and television across state lines. Among and typical, but not all inclusive, of the statements contained in such advertisements are the following:

Buy only Half the Paint You Need
 Every Second Can Free of Extra Cost
 Let us show you how to save ONE HALF on your paint costs
 Buy 1 and get 1 Free
 I am satisfied with pennies per gallon! You buy only half the paint you need! The rest is free of extra cost
 These Mary Carter Paint Factories will be making free paint half the coming year.
 Anytime you can get enough paint to do the extra job, yet pay for only half as much as you need, you're really practicing economy
 On all paint every Second can FREE, gallon or quart
 No limit. . . .
 Buy a gallon—get a gallon
 Buy a quart—get a quart
 How is the FREE gallon possible?
 I can manufacture high quality paint at low cost because of operational economies and because I'M satisfied with a modest profit! Middleman eliminated by direct factory-to-store shipments . . . modern paint factories and equipment . . . streamlined merchandising methods. My own fleet of diesel trucks to cut raw materials and shipping costs . . . All of these effect savings which I pass on to you with every 2nd can of paint free of extra cost.

* * * * *

1827

Complaint

WHY NOT JUST CHARGE HALF PRICE? My paints are quality priced because they are quality paints, and I refuse to "second rate" them with low unrealistic price tags. I'll never classify Mary Carter Paints with cheap imitations being offered, nor will I ever downgrade my products with price reductions, discounts or special sales. I manufacture high quality paint and dramatize my operation economies with every 2nd can free of extra cost!

ACRYLIC ROL-LATEX \$2.25 Quart \$6.98 Gallon Every 2nd CAN FREE OF EXTRA COST.

LIQUID GLASS OUTSIDE OIL PAINT \$3.00 Quart \$8.98 Gallon EVERY 2nd CAN FREE OF EXTRA COST.

PAR. 5. Through the use of said advertisements, and others similar thereto not specifically set out herein, respondents have represented, and do represent, directly or by implication, that the usual and customary retail price of each can of Mary Carter Paint is the price designated in the advertisement; that this advertised price is a factory price; and that if one can of Mary Carter Paint is purchased at the advertised price, a second can will be given "free", that is, as a gift or gratuity without cost to the retail purchaser.

PAR. 6. The aforesaid advertisements referred to in paragraph 4 are false, misleading and deceptive. In truth and in fact, the usual and customary retail price of each can of Mary Carter paint was not, and is not now, the price designated in the advertisements but was, and is now, substantially less than such price. The advertised prices were not, and are not now, the prices charged by the factory for said paint but were, and are now, substantially in excess thereof. The second can of paint was not, and is not now, "free", that is, was not, and is not now, given without cost to the retail purchaser since the purchaser paid the advertised price, which was, and is now, the usual and regular retail selling price for two cans of Mary Carter paint.

PAR. 7. In the conduct of their business, at all times mentioned herein, respondents have been, and are now, in substantial competition, in commerce, with corporations, individuals and firms engaged in the sale of paint and related products of the same general kind and nature as that sold by respondents.

PAR. 8. The use by respondents of the aforesaid false, misleading and deceptive statements, representations and practices has had, and now has, the capacity and tendency to mislead members of the purchasing public into the erroneous and mistaken belief that said statements and representations were and are true and into the purchase of substantial quantities of respondents' products by reason of said erroneous and mistaken belief. As a consequence thereof, substantial trade in commerce has been, and is being, unfairly diverted to respondents

from their competitors and substantial injury has thereby been, and is being, done to competition in commerce.

PAR. 9. The aforesaid acts and practices of respondents, as herein alleged, were and are all to the prejudice and injury of the public and of respondents' competitors and constituted, and now constitute, unfair and deceptive acts and practices and unfair methods of competition in commerce within the intent and meaning of the Federal Trade Commission Act.

Mr. Garland S. Ferguson for the Commission.

Sullivan & Cromwell, by *Mr. David W. Peck*, *Mr. Richard Sexton*, of New York, N.Y., and *Mr. Joseph P. Tumulty, Jr.*, of Washington, D.C., for respondents.

INITIAL DECISION BY HERMAN TOCKER, HEARING EXAMINER

The Federal Trade Commission has charged the respondents in this proceeding with engaging in false and deceptive practices arising mainly from the use of the word "free" in the advertising of paint products offered for sale. The complaint was issued February 15, 1961, and alleges that these practices are in violation of the Federal Trade Commission Act because they constitute unfair and deceptive acts and practices and unfair methods of competition in commerce within the intent and meaning of that Act. Although the corporate respondent is named in the complaint as Mary Carter Paint Company, Inc., its correct name is Mary Carter Paint Co. The case has been litigated in this form and, for the purposes of this proceeding, it may be regarded as being brought against Mary Carter Paint Co. and the individuals named. All the respondents appeared herein and filed an answer to which reference will be made below.

The advertising to which reference is made in the complaint is conceded to be that of the corporate respondent (to which reference may be made from time to time as Mary Carter and which, for the purpose of this proceeding, may be deemed to include its predecessor or predecessors in the paint business). The complaint charges that this advertising is false and deceptive and Mary Carter says it is not.

Typical are the following quotations from advertisements which appear repeatedly and consistently in newspapers and on the radio or television:

Buy only Half the Paint You Need

Every Second Can Free of Extra Cost

Let us show you how to save

ONE HALF on your paint costs

1827

Initial Decision

Buy 1 and get 1 Free
 I am satisfied with pennies per gallon!
 You buy only half the paint you need!
 The rest is free of extra cost

These Mary Carter Paint Factories will be
 making free paint half the coming year.

Anytime you can get enough paint to do the
 extra job, yet pay for only half as much as
 you need, you're really practicing economy

On all paint every Second can FREE, gallon
 or quart
 No limit. . . .

Buy a gallon—get a gallon
 Buy a quart—get a quart

How is the FREE gallon possible?

I can manufacture high quality paint at low cost because of operational economies and because I'M satisfied with a modest profit! Middleman eliminated by direct factory-to-store shipments . . . modern paint factories and equipment . . . streamlined merchandising methods. My own fleet of diesel trucks to cut raw materials and shipping costs . . . All of these effect savings which I pass on to you with every 2nd can of paint free of extra cost.

* * * * *

WHY NOT JUST CHARGE HALF PRICE?

My paints are quality priced because they are quality paints, and I refuse to "second rate" them with low unrealistic price tags. I'll never classify Mary Carter Paints with cheap imitations being offered, nor will I ever downgrade my products with price reductions, discounts or special sales. I manufacture high quality paint and dramatize my operation economies with every 2nd can free of extra cost!

ACRYLIC ROL-LATEX
 \$2.25 Quart \$6.98 Gallon
 Every 2nd CAN FREE OF EXTRA COST.

LIQUID GLASS OUTSIDE OIL PAINT
 \$3.00 Quart \$8.98 Gallon
 EVERY 2nd CAN FREE OF EXTRA COST.

It is clear that the attack is mainly on the use of the word "free," but the complaint alleges also that Mary Carter represents that purchasers of its paint acquire it at factory prices when such is not the fact.

Respondents freely concede that the method of advertising, using the word "free," in the manner shown, is Mary Carter's permanent, established policy and that this policy is accountable for its spectacular

growth. Indicative of its growth is the rise of its sales from just over \$2,000,000 in 1956 to more than \$12,000,000 in 1960. Basically, their position is (a) that there has been built up in the minds of the public by the large national brand paint companies, and the national trade association, the idea that quality of paint is to be judged by price; and (b) that since Mary Carter paint is of a quality comparable to the best paints of the industry, it very properly prices its paint at prices similar to the prices of such other paints and it distinguishes itself from the other manufacturers by passing on to consumers savings which it realizes in the manufacturing and distribution processes by giving to its customers a second can of paint free and without cost with each purchase of a first can. Since, under the theory thus espoused, price has become the standard of value in the paint industry, it contends it has every right to establish its prices at figures equivalent to the prices fixed for what it claims to be comparable paints. It says that if it were to place a lower price on its paints, this, in effect, would make it appear that its paints are not as good as the higher priced paints. However, since it wants to pass on to Mary Carter customers a part of the savings which it achieves, it does so by giving its customers the so-called "free" can of paint. It asserts that this practice, contrary to being against the public interest does in fact benefit the public by providing increased competition in the business and by providing consumers with true quality paint value.

Respondents contend also that, in any event, the individuals who have been charged are not such participants in the practices alleged as to justify their inclusion as respondents in this proceeding. Motions have been made to dismiss as to them. After consideration of all the evidence presented and the facts and nature of this case, it is my conclusion that neither Miller nor Davis ought to be made parties to any remedial action, if any be taken herein. Miller, although formerly an officer, was brought into the company as a result of a series of mergers and his identification with the particular practices which are involved herein is only incidental thereto. Similarly, Davis was brought into the company only late in 1960 and, to the extent that he may be connected with the practices involved herein, it can be said only that he acquired that connection by reason of having become president in December 1960. The company is a large publicly-owned corporation and his mere holding of the executive office does not justify his being charged with responsibility for the ancient practice involved herein. The motions to dismiss as to Miller and Davis will be granted. *Book of the Month Club, Inc., et al.*, 48 F.T.C. 1297, at 1308. However, the motion to dismiss as to Robert Van Worp, Jr., is denied. He and

1827

Initial Decision

his father always have been identified intimately with the practices herein under attack. He has been with the venture since its inception. He has been vice president and president, and is now a consultant to the Board of Directors. There is no reason to conclude that if remedial action be necessary, such remedial actions should not be taken against him as an individual in addition to that taken against the corporation.

We are confronted squarely in this proceeding with a policy statement issued by the Federal Trade Commission on December 3, 1953, as follows:

In connection with the sale, offering for sale, or distribution of industry products, it is an unfair trade practice to use the word "free," or any other word or words of similar import, in advertisements or in other offers to the public, as descriptive of an article of merchandise, or service, which is not an unconditional gift, under the following circumstances:

(1) When all the conditions, obligations, or other prerequisites to the receipt and retention of the "free" article of merchandise or service offered are not clearly and conspicuously set forth at the outset so as to leave no reasonable probability that the terms of the offer will be misunderstood; and, regardless of such disclosure:

(2) When, with respect to any article of merchandise required to be purchased in order to obtain the "free" article or service, the offerer (a) increases the ordinary and usual price of such article of merchandise, or (b) reduces its quality, or (c) reduces the quantity or size thereof.

(Note: The disclosure required by subsection (1) of this rule shall appear in close conjunction with the word "free" (or other word or words of similar import) wherever such word first appears in each advertisement or offer. A disclosure in the form of a footnote, to which reference is made by use of an asterisk or other symbol placed next to the word "free," will not be regarded as compliance.)¹

The respondents rely most strongly on this statement. They contend that the advertising which is the subject matter of this proceeding is completely sanctioned by it. If what respondents say is so, a hearing examiner has no alternative but to dismiss the complaint.

To say that every *second* can is free of *extra* cost, leaves little doubt that payment must be made for the first can. The same is true of an advertisement saying, "*Buy 1 and get 1 Free*," and possibly for "*You*

¹ In promulgating this policy decision, the Commission was not like Humpty-Dumpty. It did not take the position that the word "free" had to have a definite unrealistic meaning which it chose to adopt, "neither more nor less." ("When I use a word," Humpty-Dumpty said, "it means just what I choose it to mean—neither more nor less." Ch. 6, *Through the Looking-Glass and What Alice Found There*, Lewis Carroll.)

Initial Decision

60 F.T.C.

buy only half the paint you need! The rest is free of *extra* cost," and so on. (Emphasis mine.) It is only a short step from statements like these to statements like "These Mary Carter Paint Factories will be making free paint half the coming year" or "Anytime you can get enough paint to do the extra job, yet pay for only half as much as you need, you're really practicing economy."

The fact that one can must be purchased and paid for before getting the second can "free" is always set forth somewhere in the advertising. However, even though the statement, as a *grouping of words*, says that payment always must be made for one can before a second can may be obtained without additional payment, the *visual* presentation is not clear. The emphasis is not as I have written above. On the contrary, the word "free" invariably jumps out from the advertisement because it is in larger letters, bolder type or more strategically placed than the words of qualification. In addition to this, some of the advertisements have lead or banner material which presents a puzzling or a definitely misleading approach. About one-fourth of one, in big letters, three lines, says:

Why Give a FREE
Can of PAINT?
Why Not Just Charge HALF PRICE?

The picture which catches the eye here is:

FREE
PAINT
HALF PRICE

Television announcements start off, "Now, take advantage of Mary Carter's famous free paint offer."

A mat for a columnar advertisement is in evidence. It is thirteen inches long. The top 2¼ inches is a box which is at least half covered with the word "FREE," the words below it being "PAINT" and "OFFER," so that the message is:

FREE
PAINT
OFFER

The bottom of this thirteen-inch column is another box, 2½ inches. Again, the dominant word is "FREE," more than three-fourths of an inch high. The legend is:

EVERY 2nd CAN
FREE
of extra cost
MARY CARTER
PAINT FACTORIES

1827

Initial Decision

The smallest letters are "of extra cost."

One card, although offered as a separate exhibit, is really one of a group of three television display cards. The No. 1 card contains the legend:

EVERY 2nd CAN
of
FREE extra
cost

MARY CARTER PAINT FACTORIES

The No. 2 card presents a square effect with four cans of paint forming a diagonal from lower left corner to upper right corner. In the upper left quadrant are the words "FIVE MILLION FREE GALLONS" and in the lower right quadrant the words "MARY CARTER PAINT FACTORIES." The No. 3 card just shows two cans of paint. The effect presented is the emphasis on "FREE" in the first card with the words "of extra cost" played down and this is followed with a card which howls "FIVE MILLION FREE GALLONS," and is wholly unqualified.

Another exhibit is a three-column advertisement about fifteen inches in length. The first two inches are "Why give a FREE can of PAINT?" After a one-half inch space, the next line is "Why Not Just Charge" and the next line in large capital letters is "HALF PRICE?" It is not until 5¼ inches down on the page, after an intervening text of ten lines in much smaller type and containing long narrative statements, that the disclosure is made that a sale is tied into the availability of a second can of paint, "It would be easy to cut the price in half for a single gallon, instead of giving a second can free with every one I sell, . . ." Squarely in the middle of this advertisement are two lines in bold, black, large print:

MY UNIQUE OPERATIONAL ECONOMIES
MAKE MY FREE PAINT OFFER POSSIBLE!

Qualification, if any there be, of the words "FREE" in this advertisement, is wholly lost to any but the keen and thorough reader.

I am not sure that I read CX 51 in the same manner as does Commission counsel. It shows three paint factories above which are the words, "THESE MARY CARTER PAINT FACTORIES" and below which, in big, bold, black, block letters are the words, "WILL BE MAKING FREE PAINT HALF THE COMING YEAR!" The legend surely presents a picture of a large company making paint for free distribution. This is followed by the smaller print, "Hard to believe? Well, it's true! For six months of the coming year, every one of my three paint factories will be working full time turning

out FREE PAINT for you! That's because, with every can of paint I sell in the next 12 months, I'll be giving a second can away free of extra cost." Thus far, the only change from the banner head is that now it appears that every time Mary Carter sells a can of paint it will set aside one can for free distribution. Not until the last sentence in the next smaller print paragraph does it come out that the free can is reserved only for the *buyer* of the first can. The rest of the advertisement is the typical Mary Carter "Every 2nd Can Free" theme but there are two large boxes just below its center. The left box, above 12 lines of fine print, has the two line black print question, "HOW IS THE FREE GALLON POSSIBLE?" and a similar right side box, the legend "WHY NOT JUST CHARGE HALF PRICE?"

Mary Carter's advertising copy writers have been caught up in the rhythm of this word "free" to the point where, not content with using the name Mary Carter for the company name, they have represented her as a real person who is sometimes the company and sometimes a part of it. She engages in disputes with the company's Board of Directors, always prevailing upon them not to abandon the distribution of the so-called "free" can. Thus, one of the exhibits is a copy of an advertisement containing a picture of a lady, presumably Mary Carter, in the upper lefthand corner and, to the right and partially under this picture, a picture of five men, presumably the Board of Directors, sitting around a board table. She is quoted as telling the Board of Directors "Positively no" in response to their annually recurring spring idea of terminating the "second can free policy . . . [to] . . . cut up a bigger profit for ourselves!" Her response to that is said to be invariably "No" and she assures the consuming public that, as long as she is able to outtalk the Board members ["(and being a woman gives me an edge in that department!)"], the buyer always will be able to get the second can free in a Mary Carter store. The truth is, there is no Mary Carter in the company and there never was!

In these days of visual, video and audio impact, words in the abstract do not constitute the offer. It cannot be said that "all of the conditions . . . are . . . clearly and conspicuously explained or set forth at the *outset* so as to leave no reasonable probability that the terms of the offer will be misunderstood." The criterion is in the first half of the policy statement.

The second half of the policy statement cannot absolve a vendor if he contravenes the first half. Since it has been injected into this proceeding some discussion may be appropriate. Under the second half, questions of fact are created as to whether the ordinary and usual price has been increased, whether quality has been reduced or

whether quantity or size has been reduced. These questions of fact do not take care of all situations which may arise in connection with a "free" offer. The reason for this stems from the manner in which the policy statement came to be evolved.

The policy statement was evolved in, and in connection with, the disposition of the Commission's complaint against *Walter J. Black, Inc.* (The Classics Club and Detective Book Club), F.T.C. Docket 5571, decided September 11, 1953, 50 F.T.C. 225. Unfortunately, *Black*, although an adversary proceeding, was decided on the basis of a stipulation of facts entered into between Black's attorney and counsel there supporting the complaint. No hearing was held and no witnesses were submitted by either of the parties. Black had offered, in connection with the sale of a series of books known as The Classics, two books characterized as "free"—a copy of the *Iliad* of Homer and a copy of the *Odyssey* of Homer. It was clear from the offer that the books were to be given free only if the recipient became a trial member of "The Classics Club." In order to become a trial member, it appeared to be necessary to purchase a first book. Black had also another book club called the "Detective Book Club." The sales device for that club was to give "free" to new members a three-volume book of detective fiction as a "Charter Membership Gift." The Classics Club did not obligate the trial member to take any particular number of books after buying the first one, but the Detective Book Club at first obligated the member to "take as few as four during" the twelve months following his becoming a member. The Detective Book Club offer was varied later in that it seemed to require only purchase of the current triple volume as distinguished from the prior obligation to make four purchases. The stipulation "included a statement to the effect that [Black] made no effort to collect for the so-called 'free' books or to obtain the return of same when the subscriber failed to carry out the other provisions of his contract." These were the matters before the Commission when it decided *Black*. It is difficult, therefore, to attempt to apply the facts of this Mary Carter case to the second half of the policy statement thus enunciated by the Commission.²

As pointed out by the respondents here, the policy statement does not take into consideration the possibility of a newcomer to a market giving anything as a free gift since there is no way (set forth in the statement) to determine whether the ordinary and usual price of "such" article was increased or whether its quality was reduced or

² Can anyone suggest that the buyer of a can of Mary Carter paint may return it, get his money back and still keep the "free" can?

whether its quantity or size was reduced. Respondents seek to supply this deficiency by referring to the Guides against Deceptive Pricing adopted October 2, 1958 ("Part V. TWO FOR ONE SALES"). There the Commission recognizes that a vendor may not previously have sold a particular article or articles and in such case it provides that the propriety of the advertised price shall be "determined by the usual and customary retail price of the single article in the trade area, or areas, where the claim is made." I am in agreement with respondents when they say that a newcomer in any business should not be deprived of any benefit of the *Black* rule and that he should be permitted to make a free offer of merchandise identical with his new product in connection with the sale of that product. (In this I would not be inclined to rely on *Schaintuck*, 23 F.T.C. 151, because that too was decided on the basis of a stipulation.)

Of course, this could not be done within the rule of the policy statement on "free" if there is no compliance with its first half. But, let us assume a case of compliance with that first half. Then I would rule that the very argument on which respondents rely so strongly (that Mary Carter's offer always has been the same, that it will not be withdrawn), is fatal to their defense of this proceeding. *Black* had no cause to decide this situation and *Book of the Month*, 48 F.T.C. 1297, 50 F.T.C. 778, is distinguishable. *Black* decided only that the offer was valid for new members. I am sure that *Black* would not have permitted John Doe to become a member, get his free books, quit, join again and get more free books, quit and join *ad infinitum*. Yet, this is what Mary Carter permits in effect. While *Book of the Month* was a continuing offer in that a "book dividend" was given for every two books purchased, the decision as to what books were to become available for book dividends always remained with the Club and subscribers were limited to select from them. In our case, the published offer implies that double quantity of any particular paint always will be given for the list price per single can. We are told, however, that a buyer may elect to take *any Mary Carter* product, *priced* up to the price of the purchased can, as his free article. Articles manufactured by others and purchased for sale by Mary Carter are specifically excluded. This leads to two conclusions—the first that the list prices of Mary Carter's *own* products are increased to a point to make possible the apparently free gift tied into any purchase, and the second that the list price, the price for which any particular can is sold and required to be purchased, is not the true price per can but the price for two cans. Thus, there never is a free can of paint. It is always two cans for the price specified. Even if the offer had

1827

Initial Decision

been permissible under the "newcomer" rule, by lapse of time the *practice* would have lost its character of providing a *free* article incidental to a purchase and would have merged into a "two for \$X" pricing arrangement, not a "two for the price of one" arrangement. (Conceivably there could be a question of fact as to what lapse of time is necessary to result in such a merger but the question cannot survive all the years during which Mary Carter has engaged in this practice.)

To the extent indicated thus far in this decision and, subject to my dismissal of the complaint as against respondents Miller and Davis, the complaint will be sustained. The conditions of the "free" offer are not clearly and conspicuously explained at the outset. The unit of sale is two cans.

This does not, however, dispose of all the issues. It still remains to be decided whether Mary Carter advertised the price of the paint as "a factory price" and whether, if it did so advertise, there was a false representation. While the advertising refers frequently to economies effected because of the mass production, great volume, modern methods of manufacture, elimination of the middleman (which I interpret as meaning the wholesaler or distributor), lessened or no freight costs, the sale in its own stores or in the stores of franchised dealers, and was subscribed, "Mary Carter Paint Factories,"³ I find nothing in the advertising from which I would conclude, *as a matter of law*, that any representation was made that the paint was being sold at *factory prices*. I do not interpret the words, *factory price*, as meaning anything but the price at which a factory might sell a commodity to a purchaser who comes to its door, there to make his purchase. There is nothing in the advertising suggesting that this is the method of sale. If *factory price* (which is a term used by Commission counsel and not by respondents) has some special meaning, or perhaps a meaning other than the meaning I ascribe to it, it seems to me that such a meaning ought to be brought out by evidence. For this reason, to the extent that the complaint alleges a deceptive practice involving alleged representations of sales at factory prices, it will be dismissed.

*Report of Excluded Testimony and Rulings on
Respondents' Requests To Find*

Frequently, during the course of the proceeding and in the briefs submitted subsequent thereto, respondents have complained that they are sought to be made victims of a campaign against them by the

³ This was the name of the corporate respondent's predecessor and was not a false characterization.

large national paint manufacturers and the National Paint, Varnish & Lacquer Association. That is irrelevant to the issues in this proceeding. If Mary Carter has indeed been injured by the practices and campaign of which it complains, it has its remedy and this is not the forum in which to pursue it. *Advance Music Corporation v. American Tobacco Co.*, 296 N.Y. 79.

The claim is that Mary Carter paint is top quality and equivalent to the paints vended by the large paint manufacturers; therefore, respondents say they have the right to price it at prices equivalent to the prices charged by the manufacturers of equivalent and competitive paints; consequently, any additional can, that is to say, the second can, is in fact free. On the basis of both the position asserted by Commission counsel and my interpretation of the complaint, I ruled that quality is not an issue; if in fact the advertising ascribed to the respondents is false, then the paint vended by them could be of the best quality in the world and it would make no difference. On the basis of that ruling, I excluded all evidence offered for the purpose of proving quality but, in conformance to the Rules of Procedure, I took, for the purpose of reporting, the evidence so offered. That evidence has been transcribed. The exhibits proffered have been preserved. Everything is available for consideration by the Commission. Since all that has been offered is condensed into the requests to find submitted on behalf of the respondents, those proposals and my rulings thereon ought to be sufficient for adequate consideration by the Commission. Also, in ruling on respondents' proposed findings, while I indicate many of them as being "found," I do not deem it necessary to adopt them as my findings hereinafter to be set forth.

Requests 1, 2, 4, 5 and 6 could be found as supported by the evidence.

I could find *Request 3*, but would eliminate the words "none of the individual respondents had or have a controlling stock interest in Mary Carter."

Request 7: I would substitute in the first line for the words "It has, over the years," the words "Respondents contend that, over the years, it has". I would delete the words "of giving 'double value'" and would insert in the third line of the second paragraph of this request the words, "which it claims is," after the word, "price." Also in that paragraph, I would change the last clause to read: "and it, therefore, advertises that it gives the purchaser a 'second can free of extra cost' or 'second can free.'" I would change the last sentence in the last paragraph of this request to read: "The evidence was taken for reporting, however, and had it been received and liti-

1827

Initial Decision

gated, if not rebutted by substantial evidence, would have been accepted as demonstrating that Mary Carter paints are as good or better than paints marketed under leading national brand names at comparable single can prices."

Request 8: I would use the word "state" instead of the words "make clear" in the first line. In place of the entire last sentence of this request, I would substitute "Only after analysis and complete reading of the advertising can it be ascertained that the second can of paint is 'free' only in conjunction with, or conditioned upon, the purchase of the first can."

Request 9: I would rewrite this request as follows: "The claimed single can price of Mary Carter paint is the advertised price (typically, \$2.25 a quart, \$6.98 a gallon). While it is generally the only price at which a single can is offered for sale, it is inherent in the entire transaction that the purchaser is entitled to get, as an incident of the purchase, a second can of Mary Carter paint bearing the same or a lower advertised can price.

"Counsel for the Commission introduced the testimony of one witness (a representative of a Mary Carter competitor), that he was able to persuade a salesman in a Mary Carter store to sell a gallon can of Mary Carter paint at \$4.50 with a sales slip showing a sale of two quarts of Mary Carter paint at \$2.25 a quart and two quarts free. It is clear from the circumstances of the sale that much persuasion was required to induce the sale in this manner but the Hearing Examiner is unable to say that it was unauthorized and a violation of firm company policy not to sell a can of Mary Carter paint at less than the advertised price in view of the testimony in the Municipal Court of the City of Miami, Dade County, Florida, and the company practice of providing can labels to dealers and retail outlets."

I would strike the entire last paragraph of this request.

Requests 10 and 11 are denied.

All rulings with respect to requests which are adverse thereto are made because the portions not accepted and those rejected are irrelevant, immaterial, not supported by the evidence or argumentative.

Rulings on the Requests Based on the Excluded Evidence

The following rulings are made only in response to the requirement that I report the excluded testimony. *The findings, it should be noted clearly, are not my findings.*

Request 12: I would change the last sentence to read: "His tests (in the absence of evidence litigiously offered in opposition thereto)

showed Mary Carter to be equal to or better than comparable, similarly-priced, top-quality national brand paints."

Request 13: I would eliminate the word "high" in the first paragraph, the word "thorough-going" in subparagraph (a), the word "comprehensive" in the first line of subparagraph (b) and I would change the last portion of subparagraph (b) following its next to the last semicolon to read: "Mary Carter paint, in the absence of evidence litigiously offered in opposition thereto, appeared to be of a high quality comparable to that of the other paints tested in each of the categories and its over-all total numerical score (subject to being litigated), according to the preassigned evaluation scale, was reported as being the best of the four brands." In subparagraph (f), I would eliminate the words "recognized independent." I would reject entirely subparagraph (g).

Requests 14 and 15: I would reject both of these as not being properly the subject of findings but rather the subject of argument.

An important question in this case is whether the order to be entered herein should follow the form of the order proposed by counsel supporting the complaint or whether it should be more in the form suggested by the second *Book of the Month* decision, 50 F.T.C. 778, and 782. After careful consideration of the manner in which the advertisements involved herein have been composed, it is my conclusion that the order should follow that proposed by counsel supporting the complaint, particularly since nothing in that order prevents respondents from availing themselves, in a proper situation, of the benefits to which they may be entitled under the Commission's policy statement of December 3, 1953.

Now, in view of the foregoing and upon the entire record herein, the following are my

FINDINGS OF FACT

1. Mary Carter Paint Co., erroneously named in the complaint as Mary Carter Paint Company, Inc., is a corporation organized, existing and doing business under and by virtue of the laws of the State of Delaware, with its principal place of business located at Gunn Highway at Henderson Road, Tampa, Florida. It also maintains offices in New York, its address there being 666 Fifth Avenue, New York, New York. A predecessor corporation was Mary Carter Paint Factories.

2. Robert Van Worp, Jr., was formerly its president and during that time, and during all the times that they were in effect, cooperated

1827

Initial Decision

in formulating, directing and controlling the acts and practices found herein. At present he is serving as a consultant to its Board of Directors. He maintains a financial interest in the corporation. His business address is that of the corporate respondent. His home address is Oldsmar, Florida.

3. Mary Carter Paint Co. is engaged in the business of manufacturing, selling and distributing paint and related products to the public under the label or trade name of "Mary Carter," through various retail outlets and franchised dealers located in various states of the United States.

4. In the course and conduct of their business, respondents cause, and have caused, their paint products to be shipped from their factories in Florida, New Jersey and Texas to Mary Carter paint stores and franchised dealers located in various other states of the United States, where said products are sold at retail. Said respondents maintain, and at all times mentioned herein have maintained, a substantial course of trade in said paint products in commerce, as "commerce" is defined in the Federal Trade Commission Act.

5. Respondents advertise, and have caused to be advertised, their paints in various newspapers and periodicals of general circulation, and by commercial announcements over the radio and television across state lines. Among and typical, but not all-inclusive, of the statements contained in such advertisements are the following:

Buy only Half the Paint You Need
 Every Second Can Free of Extra Cost
 Let us show you how to save ONE HALF on your paint costs
 Buy 1 and get 1 Free
 I am satisfied with pennies per gallon! . . . You buy only half the paint you need! . . . The rest is free of extra cost
 These Mary Carter Paint Factories will be making free paint half the coming year.

Anytime you can get enough paint to do the extra job, yet pay for only half as much as you need, you're really practicing economy.

On all paint every Second can Free, gallon or quart no limit. . .

Buy a gallon—get a gallon Buy a quart—get a quart

How is the Free gallon possible?

I can manufacture high quality paint at low cost because of operational economies and because I'm satisfied with a modest profit! Middlemen eliminated by direct factory-to-store shipments . . . modern paint factories and equipment . . . streamlined merchandising methods. My own fleet of diesel trucks to cut raw materials and shipping costs . . . All of these effect savings which I pass on to you with every 2nd can of paint free of extra cost.

* * * * *

WHY NOT JUST CHARGE HALF PRICE? My paints are quality priced because they are quality paints, and I refuse to "second rate" them with low

unrealistic price tags. I'll never classify Mary Carter Paints with cheap imitations being offered, nor will I ever downgrade my products with price reductions, discounts or special sales. I manufacture high quality paint and dramatize my operation economies with every 2nd can free of extra cost!

ACRYLIC ROL-LATEX

\$2.25 Quart \$6.98 Gallon

Every 2nd CAN FREE OF EXTRA COST.

LIQUID GLASS OUTSIDE OIL PAINT

\$3.00 Quart \$8.98 Gallon

Every 2nd CAN FREE OF EXTRA COST.

6. Through the use of said advertisements, and others similar thereto not specifically set out herein, and by the manner and form in which their contents were presented, respondents have represented, and do represent, directly or by implication, that the usual and customary retail price of each can of Mary Carter paint is the price designated in the advertisement. In conjunction therewith they represent that if one can of Mary Carter paint is purchased at the advertised price, a second can will be given "free," that is, as a gift or gratuity to the retail purchaser.

7. The said advertisements are false, misleading and deceptive. In truth and in fact, the usual and customary retail price of each can of Mary Carter paint was not, and is not now, the price designated in the advertisement but was, and is now, substantially less than such price. The second can of paint was not, and is not now, "free," that is, was not, and is not now, given as a gift or gratuity. The offer is, on the contrary, an offer of two cans of paint for the price advertised as or purporting to be the list price or customary and usual price of one can.

8. In the conduct of their business, at all times mentioned herein, respondents have been, and are now, in substantial competition in commerce with corporations, individuals and firms engaged in the sale of paint and related products of the same general kind and nature as that sold by respondents.

9. The use by respondents of the aforesaid false, misleading and deceptive statements, representations and practices has had, and now has, the capacity and tendency to mislead members of the purchasing public into the erroneous and mistaken belief that said statements and representations were and are true and into the purchase of substantial quantities of respondents' products by reason of said erroneous and mistaken belief. As a consequence thereof, substantial trade in commerce has been and is being unfairly diverted to respondents from their competitors and substantial injury has been, and is being, done to competition.

And, from the foregoing, the following is my

CONCLUSION

The aforesaid acts and practices of respondents, as herein found, were and are all to the prejudice and injury of the public and of respondents' competitors and constituted, and now constitute, unfair and deceptive acts and practices and unfair methods of competition in commerce within the intent and meaning of the Federal Trade Commission Act.

ORDER

It is ordered, That respondents Mary Carter Paint Co., a corporation, and its officers, and Robert Van Worp, Jr., individually, and respondents' agents, representatives and employees, directly or through any corporate or other device, in connection with the offering for sale, sale and distribution in commerce, as "commerce" is defined in the Federal Trade Commission Act, of paint or any other product, do forthwith cease and desist from representing, directly or by implication:

(a) That any amount is respondents' customary and usual retail price of any merchandise when said amount is in excess of the price at which such merchandise is customarily and usually sold by respondents at retail in the recent and regular course of business;

(b) That any article of merchandise is being given free or as a gift, or without cost or charge, when such is not the fact;

It is further ordered, That the complaint herein be, and the same hereby is, dismissed as respects respondents John C. Miller and Irving G. Davis, Jr. (named in the complaint as I. G. Davis), in their individual capacities, but not to the extent that they may be subject to this order as officers or agents of the corporate respondent; and

It is further ordered, That to the extent that the complaint alleges that the respondents have represented that their advertised price is a factory price or that such a representation, if made, is false, such allegations in the complaint are dismissed.

OPINION OF THE COMMISSION

By KERN, *Commissioner*:

The complaint in this matter charges respondents with violating Section 5 of the Federal Trade Commission Act. The hearing examiner in his initial decision dismissed the complaint as to two of the officers of the corporate respondent in their individual capacities and dismissed one of the allegations of the complaint as to all of the respondents. He held, however, that the other allegations of the

complaint had been sustained by the evidence and included in his initial decision an order to cease and desist. Respondents, having been granted a petition for review, have filed exceptions to the initial decision and the matter is now before us for consideration.

The respondent corporation, Mary Carter Paint Co.,¹ hereinafter referred to as Mary Carter, and a predecessor corporation, Mary Carter Paint Factories, have been engaged in the manufacture, sale and distribution of paint under the trade name "Mary Carter". This product has been sold to the public through the company's own retail outlets and through franchise dealers. It has been Mary Carter's practice and policy for the past ten years to represent in advertising and otherwise that it will give a "free" can of paint with every single can purchased. The following representations are typical of those used by respondents:

Buy only Half the Paint You Need
 Every Second Can Free of Extra Cost
 Let us show you how to save ONE HALF on your paint costs
 Buy 1 and get 1 Free
 I am satisfied with pennies per gallon! . . . You buy only half the paint you need! . . . The rest is free of extra cost
 These Mary Carter Paint Factories will be making free paint half the coming year.
 Anytime you can get enough paint to do the extra job, yet pay for only half as much as you need, you're really practicing economy
 How is the FREE gallon possible?
 ACRYLIC ROL-LATEX \$2.25 Quart \$6.98 Gallon Every 2nd CAN FREE OF EXTRA COST.

The complaint alleges, in effect, and the hearing examiner found that respondents' advertising was false, misleading and deceptive in that each of the amounts designated by respondents as the price per single can of Mary Carter paint was, in fact, the usual and regular price of two cans of such paint and not one can as represented, and that the second can of paint, described as "free", was not given as a gift or gratuity without cost to the retail purchaser.²

Respondents have taken numerous exceptions to the hearing examiner's findings, conclusions and order, as well as to certain rulings excluding evidence offered by respondents relating to the quality of Mary Carter paints and to competitive factors existing in the national retail paint market. Their principal contention, however, is that the hearing examiner erred in concluding that Mary Carter's advertising

¹ Erroneously named in the complaint as Mary Carter Paint Company, Inc.

² The complaint also charged that respondents had falsely represented that the advertised price of its paint was the factory price but this allegation was dismissed by the hearing examiner.

1827

Opinion

was not proper under the so-called "free rule" enunciated by the Commission in the *Black* decision.³ The position taken by the Commission in that case is as follows:

The use of the word "free", or any other word or words of similar import or meaning, in advertising or in other offers to the public, to designate or describe any article of merchandise sold or distributed in "commerce" as that term is defined in the Federal Trade Commission Act, is considered by the Commission to be an unfair or deceptive act or practice under the following circumstances:

(1) When all of the conditions, obligations, or other prerequisites to the receipt and retention of the "free" article of merchandise are not clearly and conspicuously explained or set forth at the outset so as to leave no reasonable probability that the terms of the advertisement or offer might be misunderstood; or

(2) When with respect to the article of merchandise required to be purchased in order to obtain the "free" article, the offerer either (1) increases the ordinary and usual price; or (2) reduces the quality or (3) reduces the quantity or size of such article of merchandise.

Respondents take issue first of all with the hearing examiner's ruling that the advertising in question did not comply with the first paragraph of the above statement since the terms and conditions of Mary Carter's offer of "Every second can free" were not clearly stated. It appears in this connection that the complaint does not allege that respondents had failed to make a clear and conspicuous disclosure of the conditions of their offer and no question was raised during the hearings as to the clarity of their advertising in this respect. We agree with respondents, therefore, that the hearing examiner erred in making a finding on this point and relying upon such finding in arriving at his ultimate decision in this matter.

Respondents next take exception to the hearing examiner's holding that Mary Carter's advertising did not comply with the aforementioned statement with respect to the use of the word "free" since the "second can of paint" referred to in the advertising was not a gift or gratuity. We do not thoroughly understand the hearing examiner's reasoning on this point, but it is clear from the initial decision that he did find that the cost of the second can of paint is included in the amount which respondents claim is the price per single can (\$6.98 per gallon—\$2.25 per quart). He specifically found in this connection that "The second can of paint was not, and is not now, 'free', that is, was not, and is not now, given as a gift or gratuity." Respondents do not seriously dispute this finding and apparently concede, as indeed they must, that the second can of paint is not free of charge to the purchaser. They argue, however, that the *Black* case squarely rejected the "gift or gratuity"

³ In the Matter of *Walter J. Black, Inc.*, trading as *The Classics Club and Detective Book Club*, 50 F.T.C. 225 (1953).

theory as the test of legitimacy of a "free" offer and that their advertising is in compliance with the position taken by the Commission in that case.

Respondents are wrong in both of these contentions. The *Black* decision does not stand for the proposition that an article of merchandise, the receipt and retention of which is conditioned upon the purchase of another article, may be described as "free" when it is not, in fact, given without charge to the purchaser. And respondents' advertising is not sanctioned by the "rule" evolved in that case.

The Commission, on January 14, 1948, issued the following administrative interpretation with respect to the use of the word "free" to describe merchandise:

The use of the word "free", or words of similar import, in advertising to designate or describe merchandise sold or distributed in interstate commerce, that is not in truth and in fact a gift or gratuity or is not given to the recipient thereof without requiring the purchase of other merchandise or requiring the performance of some service inuring directly or indirectly to the benefit of the advertiser, seller or distributor, is considered by the Commission to be a violation of the Federal Trade Commission Act.

The *Black* case, decided almost six years later, modified this policy statement or rule.⁴ It did not attempt to radically change the meaning of the word "free". In that case, the question before the Commission was not whether an article of merchandise designated as "free" was given without charge to the recipient, or as a gift or gratuity, but whether an article, free of charge, could be designated as "free" when the receipt and retention of such article was conditioned upon the purchase of another article and full and timely disclosure was made of such condition. As stated in that decision, the question before the Commission was:

May a businessman doing business in interstate commerce be charged with engaging in unfair or deceptive acts or practices in violation of the Federal Trade Commission Act if he uses the word "free" in his advertising to indicate that he is prepared to give something to a purchaser *free of charge* upon the purchase of some other article of merchandise? (Italic supplied.)

In determining whether the article described as "free" by respondent in that case was given without charge, the Commission concluded that the article required to be purchased had an established price and that the price at which it was being offered for sale was not in excess of that established, or "ordinary and usual", price. It then adopted the reasoning employed in the brief filed on behalf of the Commission in the Supreme Court in the matter of *Federal Trade Commission v.*

⁴ In the Matter of *Standard Distributors, Inc.*, Docket No. 5580 (1955).

Standard Education Society, 302 U.S. 112 (1937), and quoted several paragraphs from that brief in its opinion. We think that the following paragraph from that brief which appeared in the opinion succinctly states the Commission's position with respect to the use of the word "free" in the factual situation then before it:

When such an offer of a gift is made, the customer understands from the use of the word "gift" that an article is to be received *without any payment being made for it*. If he is told that it is to be received "free of charge" if another article is purchased, *the word "free" causes him to understand that he is paying nothing for that article and only the usual price for the other. If this is not the true situation, there is no free offer and a customer is misled by the representation that he is to be given something free of charge.* (Italic supplied.)

The *Black* case, therefore, modified the earlier interpretation by permitting the use of the word "free" to describe an article of merchandise which was in fact free of charge but which was given to the recipient only upon the purchase of another article or upon the performance of some service inuring directly or indirectly to the benefit of the person making the offer. It did not hold that the word "free" may be used to describe an article which is not, in fact, free of charge or a gift or gratuity.

A necessary corollary to the "rule" in the *Black* case is that a person can offer as "free" an article which may be obtained upon the purchase of another article only if the article required to be purchased has an established market price. This concept is embodied in the Commission's Guides Against Deceptive Prices, adopted October 2, 1958. Guide V, which relates to "two for one sales" states as follows:

No statement or representation of an offer to sell two articles for the price of one, or phrase of similar import, should be used unless the sales price for the two articles is the advertiser's usual and customary retail price for the single article in the recent, regular course of his business.

(Note: Where the one responsible for a "two for the price of one" claim has not previously sold the article and/or articles, the propriety of the advertised price for the two articles is determined by the usual and customary retail price of the single article in the trade area, or areas, where the claim is made.)

Under this Guide, a newcomer to a market selling a product which had not previously been sold in the trade area in which he is doing business would have no basis for claiming that two of such products were being sold for the price of one. However, a newcomer to a market, selling a product for which a usual and customary price has been established in the trade area in which he was doing business would be permitted to sell the product on the basis of "two for the price of one" if he complied with the Guide. It should be emphasized in this connection that the words "usual and customary retail price of

the single article in the trade area, or areas, where the claim is made" which appear in the note to Guide V refer to the price charged by other retailers for the *specific* article offered for sale by the person making the "two for the price of one" claim (see subparagraph (a) of Guide I and subparagraph (a) of Guide III), and not to a similar or comparable article.

In this case, when respondents began to offer Mary Carter paint on the basis of "buy one and get one free", there was no usual and customary price for a gallon or a quart of that particular brand of paint. Respondents contend, however, that usual and customary prices were established for their product because they refused to sell a single can at less than the list price of \$6.98 a gallon and \$2.25 a quart and because Mary Carter paint was of comparable quality to other brands of paint selling at these prices. With respect to the latter point, the hearing examiner properly refused to consider evidence offered by respondents to show that Mary Carter paint was comparable to any other brand of paint selling at \$6.98 a gallon or \$2.25 a quart. Such evidence would be completely irrelevant to the issue of whether respondents' paint was usually and customarily sold at those prices.

That respondents refused to sell a single can of Mary Carter paint at less than the list price of \$6.98 a gallon or \$2.25 a quart is only one factor to be considered in determining whether these amounts were the usual and customary prices of such paint. What is more important is that a purchaser paying \$6.98 or \$2.25 was entitled to receive and did receive two gallons or two quarts as the case may be. In other words, respondents sold their products in units of two and the price for each unit was \$6.98 or \$2.25. Although there may even have been a few isolated instances where a purchaser paid the list price and refused to take the second can, it is obvious that respondents have usually and customarily sold two cans of paint for the so-called single can price.⁵ Certainly, under the circumstances, respondents could not, for example, change their advertising to read "usually and regularly \$6.98 per gallon—now two gallons for \$6.98". We are in full agreement, therefore, with the hearing examiner's finding that the amount designated in respondents' advertising as the price for a can of Mary Carter paint is not the usual and regular price per single can but the usual and regular price for two cans.

Respondents also take issue with the hearing examiner's conclu-

⁵ In a somewhat analogous situation, we have held that the price at which a combination of books and other merchandise was ordinarily sold was the usual and regular price of that combination and not the sum of the prices at which single items in that combination had been offered for sale and had, in fact, been sold on a few occasions. In the Matter of *Encyclopedia Britannica, Inc.*, Docket No. 7137 (1961).

sion that even if respondents' practice of offering Mary Carter paint on the basis of "Buy one and get one free" had been permissible when the offer was first made, "by lapse of time the practice would have lost its character of providing a free article incidental to a purchase and would have merged into a 'two for \$X' pricing arrangement, not a 'two for the price of one' arrangement". While the hearing examiner erred in assuming, as he apparently did, that the list price of respondents' paint was the usual and regular price of a single can when respondents' offer was first made, his conclusion that a "free" offer may become invalid "by lapse of time" does not conflict with the Commission's decisions in *Black* and *Book-of-the-Month Club*.⁶ Respondents contend, in this connection, that these decisions are authority against making the time over which a "free" offer may continue decisive or even a consideration in determining its legitimacy.

The facts of this case are clearly distinguishable from those of the two cases upon which respondents rely. In this case, the item required to be purchased in order to obtain another article has always been sold with the so-called "free" article. Consequently, even if the item required to be purchased, i.e., a single can of Mary Carter paint, had had a usual and regular price when the offer was first made, the price would eventually become the usual and regular price of two cans of paint. In *Black* and *Book-of-the-Month Club*, however, while the policy of offering "free" books was a continuing one, the merchandise required to be purchased in order to obtain a "free" article was not always the same merchandise. In other words, the respondents in those cases made a series of offers involving entirely different books at varying prices, not a continuing offer of a combination of the same two articles, as respondents in this case have done. Moreover, the cases are distinguishable in other respects. In *Book-of-the-Month Club*, the respondents advertised that a member of the Club would pay "no more than the publisher's set price for each book-of-the-month, the price you would pay in any retail store; indeed, frequently you pay less". This representation was never challenged and apparently was accepted as true by the Commission. Furthermore, it appears that in *Black*, books required to be purchased at stated prices in order to obtain a "free" article were usually and regularly sold by that respondent at those prices without the "free" article since the "free" offer was limited to new members. Consequently, it appears that the Commission had no occasion to decide in either case whether the usual and regular price of a book required

⁶ In the Matter of *Book-of-the-Month Club, Inc., et al.*, 50 F.T.C. 778 (1954).

to be purchased in order to obtain a "free" book might at some future date become the usual and regular price of both books.

Summarizing our conclusions on this phase of respondents' appeal, it is our opinion that the policy statement with respect to the use of the word "free" announced in the *Black* decision is not applicable to respondents' advertising since a usual and regular price had never been established for a single can of Mary Carter paint. Each of the amounts designated by the respondents in their advertising as the price per single can of Mary Carter paint has, in fact, been the usual and regular price of two cans of such paint, and not one, as represented. The cost of the second can of paint was included in the price paid by the purchaser, and this second can, therefore, was not given as a gift or gratuity or free of charge to the purchaser.

Respondents have also taken exception to the hearing examiner's refusal to consider certain evidence. As stated above, evidence offered by respondents for the purpose of showing that Mary Carter paints are comparable to national brand paints was properly excluded by the hearing examiner as irrelevant to any of the issues in this proceeding. Evidence offered by respondents to show why they had adopted the merchandising practices was also properly excluded by the hearing examiner. Whatever respondents' motive may have been, it cannot justify practices found to be misleading and deceptive, and the hearing examiner did not err in refusing to consider this evidence. *Federal Trade Commission v. Algoma Lumber Co.*, 291 U.S. 67 (1934).

Respondents' final exception to the initial decision relates to the order to cease and desist contained therein. Their contention on this point is also without merit. They have not submitted any proposed modifications of the order nor made any suggestions as to how the order should be changed, but merely attack it as being "inapposite and unjustified". Apparently they believe that it should be framed in the language of the policy statement announced in the *Black* case. Such an order would not be appropriate, however, since, as we have held, the article offered by respondents as "free" was not given free of charge to the purchaser of another article for which a usual and regular price has been established. The order as drafted would prohibit respondents from misrepresenting the usual and regular price of the products they sell and from using the word "free" or similar words to describe an article of merchandise which is not given as a gift or free of charge to the recipient. The order adequately covers the practices engaged in by respondents and cannot easily be misunderstood.

