

THE COMPETITION TRIBUNAL

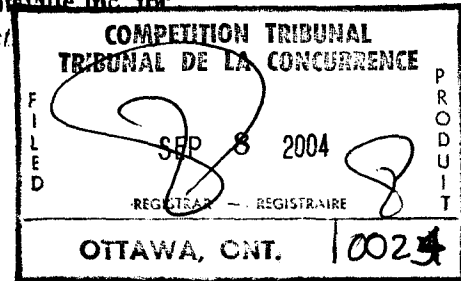
CT-2004-009

IN THE MATTER OF the *Competition Act*, R.S.C. 1985, c. C-34, as amended.

AND IN THE MATTER OF an Application by Quinlan's of Huntsville Inc. for relief pursuant to sections 75, 103.1 and 104 of the *Competition Act*.

BETWEEN:

QUINLAN'S OF HUNTSVILLE INC.



Applicant

- and -

FRED DEELEY IMPORTS LTD.
carrying on business as
DEELEY HARLEY-DAVIDSON CANADA

Respondent

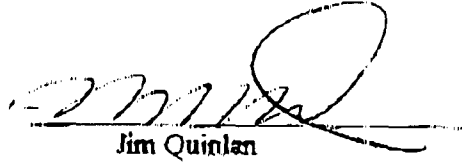
SUPPLEMENTAL AFFIDAVIT OF JIM QUINLAN

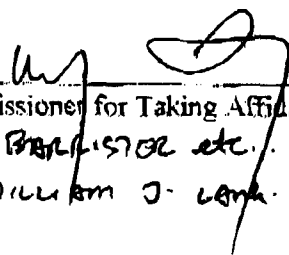
sworn September 8, 2004

I, JIM QUINLAN, President of the Applicant, Quinlan's of Huntsville Inc. ("Quinlans")
in the Province of Ontario, MAKE OATH AND SAY:

1. Attached hereto as Exhibit "A" are true copies of the income statements in the general ledger of the books of Quinlan's of Huntville Inc. made and kept in the usual and ordinary course of business of our company, for the fiscal years from 1999 -- 2003.

SWORN before me at the City of)
Toronto in the Province of Ontario this)
8th day of September, 2004)



Jim Quinlan


Commissioner for Taking Affidavits, etc.
BARRISTER etc.
WILLIAM J. LANG

THIS IS EXHIBIT "A"
 REFERRED TO IN THE AFFIDAVIT OF
 JIM QUINLAN

Sworn before me this

8th day of September, 2004



 A Commissioner etc.
 WILLIAM J. SCARGALL
 BARRE, VT etc...

OLD CO. QUINLAN'S OF HUNTERVILLE INC.

INCOME STATEMENT
For the Period Ending
May 31, 2003

			(2003)	(2002)
Current	Same Period		Current	Same Year
Period	Last Year		YTD	YTD

UNUSUAL

- Sales - New - Harley	882,598.16	824,601.89	2,864,989.32	3,099,084.20
Sales - New - Polaris	0.00	0.00	51,589.00	139,376.97
Sales - New - Honda	100,530.38	112,278.94	704,932.87	867,150.47
Sales - Used - Misc	78,102.10	27,628.00	597,185.68	644,804.77
- Sales-Harley Parts-Customer	6,878.11	6,736.83	62,462.24	58,787.35
- Sales-Harley Parts-Warranty	678.52	40.70	5,178.88	7,968.98
- Sales-Harley Parts-Internal	2,961.83	2,740.45	12,764.46	14,888.48
- Sales-Harley Parts-Counter	5,995.77	3,996.03	27,492.13	46,478.75
Sales-Polaris Parts-Customer	0.00	1.38	1,597.18	3,403.70
Sales-Polaris Parts-Warranty	0.00	41.63	329.92	2,117.40
Sales-Polaris Parts-Internal	0.00	0.00	630.77	2,385.48
Sales-Polaris Parts-Counter	0.00	25.17	11,411.56	10,898.61
Sales-Honda Parts-Customer	879.23	766.14	11,070.05	26,802.65
Sales-Honda Parts-Warranty	6.24	13.52	1,780.29	3,747.50
Sales-Honda Parts-Internal	39.62	882.74	1,044.60	1,882.19
Sales-Honda Parts-Counter	4,442.74	8,401.68	27,508.84	18,128.94
Sales-Misc. Parts-Customer	1,474.77	980.07	10,728.38	12,064.94
Sales-Misc. Parts-Warranty	0.00	4.00	1,448.73	8.18
Sales-Misc. Parts-Internal	2,123.88	61.78	9,074.01	1,073.94
Sales-Misc. Parts-Counter	4,771.10	2,113.80	18,142.44	16,048.90
Sales-Trike-Customer	4,627.78	3,154.80	17,718.84	17,568.04
Sales-Trike-Warranty	0.00	0.00	0.00	138.80
Sales-Trike-Internal	441.44	(114.81)	2,768.87	3,298.23
Sales-Trike-Counter	684.45	448.92	3,844.87	3,281.80
- Sales-Harley Acc-Customer	9,483.03	4,872.93	43,188.74	35,832.97
- Sales-Harley Acc-Warranty	171.48	0.00	1,388.47	1,648.68
- Sales-Harley Acc-Internal	18,027.04	8,473.01	70,923.40	44,922.13
- Sales-Harley Acc-Counter	0,000.00	3,329.14	40,787.47	93,881.22
Sales-Polaris Acc-Customer	0.00	0.00	871.98	283.88
Sales-Polaris Acc-Warranty	0.00	48.74	0.00	48.74
Sales-Polaris Acc-Internal	0.00	0.00	1,104.71	983.30
Sales-Polaris Acc-Counter	0.00	0.00	1,294.94	4,748.63
Sales-Honda Acc-Customer	1,141.31	0.00	3,188.72	739.17
Sales-Honda Acc-Warranty	42.04	57.99	42.04	97.56
Sales-Honda Acc-Internal	(674.42)	92.14	3,374.13	5,080.33
Sales-Honda Acc-Counter	968.17	131.18	3,428.11	2,287.97
Sales-Misc. Acc-Customer	2,905.08	8,122.22	28,186.84	28,144.83
Sales-Misc. Acc-Internal	2,472.93	5,188.89	24,477.38	34,183.47
Sales-Misc. Acc-Counter	5,328.15	2,347.98	44,893.89	40,481.84
- Sales-Harley CAC-Customer	487.03	683.88	1,501.16	1,226.37
- Sales-Harley CAC-Warranty	0.00	0.00	0.00	9.09
- Sales-Harley CAC-Internal	1,110.51	0.00	5,287.84	3,339.67
- Sales-Harley CAC-Counter	10,444.41	5,451.81	70,278.88	48,828.87
Sales-Polaris CAC-Customer	0.00	0.00	0.00	369.87
Sales-Polaris CAC-Internal	0.00	0.00	0.00	248.90

HOLD CO. - QUINLAN OF KENTVILLE INC.

**Income Statement
For the Period Ending
May 31, 2004**

	Current Period	Same Period Last Year	Current YTD	Last Year YTD
Sales-Polaris C&C-Customer	0.00	13.00	3,935.48	6,488.09
Sales-Ronda C&C-Warranty	0.00	0.00	0.00	0.00
Sales-Ronda C&C-Customer	0.00	110.00	147.00	1,247.45
Sales-Misc. C&C-Overseas	490.90	529.97	3,244.00	2,843.49
Sales-Misc. C&C-Internal	428.29	1,470.77	3,193.10	5,097.15
Sales-Misc. C&C-Customer	10,295.07	14,003.22	135,494.40	127,114.94
Sales - Labour - Internal	17,441.50	10,902.00	74,948.70	87,422.00
Sales - Labour - Warranty	497.00	626.00	5,240.00	6,560.13
Sales - Labour - Retail	10,141.46	10,477.00	145,132.96	100,370.62
Sales - Storage	32.42	600.00	5,243.27	7,249.00
SALES - TOYOTA	0.00	0.00	700.00	710.00
Sales - Public	0.00	1,002.12	3,260.00	3,237.12
Shipping/Freight Charged	135.00	117.00	1,694.94	1,720.00
Finance Commission	7,680.00	2,560.00	28,000.00	16,833.99
FINANCE COMMISSION-POLARIS C&C	0.00	0.00	0.00	209.13
SALES DISCOUNT BUREAU	230.24	104.94	3,160.17	11,394.18
Sales - Extended Warranty	1,713.00	3,100.00	18,114.75	16,000.00
Sales - Life Insurance	0.00	646.40	4,740.00	1,170.14
Misc Revenue	(1,010.00)	1,600.00	9,700.00	8,144.00
Licenses	(223.75)	410.00	3,240.00	1,010.00

TOTAL SALES 894,841.10 700,921.92 5,234,915.40 4,988,492.01

BART OF SALES

COB - New - Harley	343,811.13	493,789.17	3,461,174.16	2,701,071.52
COB - New - Polaris	0.00	0.00	10,472.70	124,026.00
COB - New - Honda	103,833.63	103,049.40	702,970.51	797,068.31
COB - Used - Misc	73,400.38	14,814.00	447,710.20	399,620.38
COB-Harley Parts-Customer	4,992.38	4,165.06	27,201.92	40,630.17
COB-Harley Parts-Warranty	636.00	172.81	3,700.45	4,847.00
COB-Harley Parts-Internal	1,140.00	2,110.16	11,900.51	14,947.70
COB-Harley Parts-Customer	4,762.36	2,805.20	20,470.00	23,000.00
COB-Polaris Parts-Customer	90.00	0.00	2,942.00	1,900.00
COB-Polaris Parts-Warranty	10.00	29.39	240.00	1,759.91
COB-Polaris Parts-Internal	10.00	0.00	794.00	1,770.00
COB-Polaris Parts-Customer	170.00	10.00	8,370.00	11,420.00
COB-Ronda Parts-Customer	472.72	600.00	7,610.00	10,700.00
COB-Ronda Parts-Warranty	62.99	12.00	1,940.00	2,065.32
COB-Ronda Parts-Internal	0.00	260.00	970.00	1,600.00
COB-Honda Parts-Customer	4,473.00	1,000.00	10,900.00	11,000.00
COB-Misc. Parts-Customer	1,000.00	442.00	11,320.41	9,000.00
COB-Misc. Parts-Warranty	100.00	0.00	1,010.12	200.00
COB-Misc. Parts-Internal	2,711.47	47.00	8,810.00	900.00
COB-Misc. Parts-Customer	0,170.00	1,340.00	20,000.00	10,000.00
COB-Tires-Customer	1,010.00	1,000.00	11,000.00	10,000.00

OLD CO. - QUINLAN'S OF HUNTSVILLE INC.

Income Statement
For the Period Ending
May, 31, 2004

	Current Period	Same Period Last Year	2004 Current YTD	2003 Last Year YTD
REVENUE:				
Sales - New - Harley	489,478.74	387,302.88	3,448,060.28	1,271,088.43
Sales - New - Polaris	0.00	0.00	117,880.95	388,284.52
Sales - New - Honda	317,924.93	181,348.17	993,987.60	579,871.78
Sales - New - Trailers	1.00	0.00	0.00	30.00
Interest Earned	0.00	0.00	0.00	0.00
Sales - Used - Misc	181,605.40	61,154.00	413,860.71	638,978.88
Sales-Harley Parts-Customer	7,070.57	19,096.67	69,244.86	115,448.91
Sales-Harley Parts-Warranty	0.00	7,597.92	11,394.14	11,711.60
Sales-Harley Parts-Internal	5,880.88	19,117.00	27,978.76	87,986.93
Sales-Harley Parts-Counter	18,511.14	11,345.73	187,016.20	88,788.18
Sales-Polaris Parts-Customer	182.01	172.14	30,411.38	0.00
Sales-Polaris Parts-Warranty	1309.10	0.00	4,322.78	2,134.47
Sales-Polaris Parts-Internal	0.00	0.00	1,788.81	1,481.78
Sales-Polaris Parts-Counter	19.03	89.75	4,872.35	28,288.01
Sales-Honda Parts-Customer	4,628.48	2,334.71	18,310.33	18,518.98
Sales-Honda Parts-Warranty	244.88	0.00	4,204.48	752.13
Sales-Honda Parts-Internal	937.06	18.32	683.56	2,188.85
Sales-Honda Parts-Counter	6,194.84	1,790.80	20,020.09	9,473.87
Sales-Misc. Parts-Customer	718.07	0.00	4,476.48	0.00
Sales-Misc. Parts-Internal	417.08	0.00	1,908.27	0.00
Sales-Misc. Parts-Counter	1,393.97	0.00	3,688.18	0.00
Sales-Tires-Customer	490.23	0.00	1,847.00	0.00
Sales-Tires-Internal	232.14	0.00	232.24	0.00
Sales-Tires-Counter	1788.00	0.00	1788.00	0.00
Sales - Packs - Misc.	0.00	0.00	0.00	3,850.02
Sales - Misc - Misc	0.00	0.00	0.00	382.20
Sales - Int - Misc	0.00	0.00	0.00	1,858.18
Sales - Counter Parts - Misc.	0.00	1.00	78.90	12.87
Sales-Harley Acc-Customer	2,688.42	0.00	6,588.42	0.00
Sales-Harley Acc-Warranty	714.13	0.00	714.13	0.00
Sales-Harley Acc-Internal	8,889.38	0.00	17,111.48	0.00
Sales-Harley Acc-Counter	4,810.82	0.00	13,086.80	0.00
Sales-Polaris Acc-Customer	0.00	0.00	49.95	0.00
Sales-Polaris Acc-Internal	0.00	0.00	63.70	0.00
Sales-Polaris Acc-Counter	0.00	0.00	444.98	0.00
Sales-Honda Acc-Customer	714.08	0.00	1,114.41	0.00
Sales-Honda Acc-Internal	1,829.29	0.00	1,729.29	0.00
Sales-Honda Acc-Counter	127.36	0.00	624.82	0.00
Sales - Cl - Summer Misc.	0.00	0.00	0.00	662.43
Sales - Cl - Winter Misc.	0.00	0.00	0.00	1,488.11
Sales-Misc. Acc-Customer	1,373.81	0.00	2,841.57	0.00

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SALES	Inc. Acc-Internal	7,140.96	0.00	10,440.96	0.00
SALES	Assoc. Acc-COMM/INT	5,141.37	0.00	10,170.90	0.00
SALES	Acc - Other	1,043.01	28,249.21	137,092.01	186,914.21
SALES	SALES-MARLEY SAC-INTERNAL	34.45	0.00	417.05	0.00

OLD CO. QUINLAN'S OF NORTHSVILLE INC.

Income Statement
For the Period Ending
May. 31, 2004

	Current Period	Same Period Last year	Current YTD	Last year YTD
Sales-Harley C&C-Customer	6,245.10	0.00	11,490.47	0.00
Sales-Polaris C&C-Internal	10.57	0.00	38.37	0.00
Sales-Polaris C&C-Customer	15.11	0.00	273.38	0.00
Sales-Honda C&C-Customer	394.95	0.00	154.03	0.00
Sales-Misc. C&C-Customer	882.53	0.00	602.70	0.00
Sales-Misc. C&C-Internal	1,444.90	0.00	3,191.84	0.00
Sales-Misc. C&C-Customer	13,493.00	0.00	32,820.60	0.00
Sales - Serv - Misc	0.00	7,707.17	10,900.00	17,147.38
Sales - Labour - Harley	0.00	0.00	0.00	49.50
Sales - Labour - Internal	10,488.00	8,375.00	80,326.60	81,633.45
Sales - Labour - Monthly	629.00	1,790.00	6,324.40	3,402.35
Sales - Labour - Retail	10,835.00	17,120.00	40,775.33	100,182.60
Sales - STORAGE	20.00	0.00	1,847.40	0.00
Sales - TOWING	0.00	0.00	576.10	0.00
Sales - Sublet	1,590.00	0.00	2,300.01	0.00
Shipping/Freight	111.00	80.30	1,261.01	990.21
Finance Commission	8,078.07	2,176.18	30,800.04	3,600.63
Consignment Commission	0.00	0.00	0.00	1,730.44
PARTS DISCOUNT WAREHO	400.00	0.00	4,723.88	0.00
Sales - Extended Warranty	2,685.00	1,484.00	7,299.00	6,200.00
Sales - Life Insurance	0.00	0.00	895.00	0.00
Misc Revenue	2,590.07	12,704.22	3,611.43	1,581.29
Warranty	(1,228.00)	(928.25)	(781.77)	(2,241.00)

TOTAL SALES 1,120,041.73 607,160.52 5,000,708.16 4,172,340.81

COST OF SALES

COS - New - Harley	421,749.50	110,388.00	2,002,443.88	1,654,088.00
COS - New - Polaris	(200.00)	0.00	110,782.00	100,520.00
COS - New - Honda	250,030.14	91,425.52	870,053.06	611,712.59
COS - Used - Misc	171,207.06	58,715.02	953,283.07	600,844.05
COS-Harley Parts-Customer	6,000.00	19,838.73	68,785.00	79,073.17
COS-Harley Parts-Warranty	0.00	8,108.39	8,408.02	8,242.41
COS-Harley Parts-Internal	1,579.53	13,628.43	23,181.30	47,797.28
COS-Harley Parts-Customer	18,705.91	6,484.02	37,107.10	60,748.12
COS-Polaris Parts-Customer	00.14	120.31	22,592.57	0,790.38
COS-Polaris Parts-Warranty	0.00	327.45	3,763.77	3,320.98
COS-Polaris Parts-Internal	0.00	0.00	2,053.38	1,349.74
COS-Polaris Parts-Customer	16.32	80.63	3,414.21	23,784.75
COS-Honda Parts-Customer	1,828.00	888.19	7,004.77	8,483.20
COS-Honda Parts-Warranty	351.38	0.00	3,582.72	561.25
COS-Honda Parts-Internal	503.82	7.00	813.21	1,538.41
COS-Honda Parts-Customer	2,887.73	1,121.40	12,657.98	5,957.73
COS-Misc. Parts-Customer	249.32	0.00	808.40	0.00
COS-Misc. Parts-Warranty	0.00	0.00	100.70	0.00

WIND CO. QUINLAN'S OF WATTEVILLE INC.

Income Statement
 For the Period Ending
 May 31, 2000

REVENUE	Current	Same Period	2000	1999
	Period	Last year	Current YTD	Last year YTD
- Sales - New - Harley	267,292.38	288,118.00	1,971,088.43	2,117,457.28
Sales - New - Polaris	0.00	0.00	196,890.32	141,688.00
Sales - New - Honda	104,543.17	67,728.00	879,871.79	119,412.43
Sales - New Trailers	0.00	0.00	20.00	0.00
Johnny's Marine	0.00	0.00	8.98	0.00
Sales - Used - Misc	41,154.00	17,700.00	628,975.60	493,813.88
- Sales - Parts - Harley	19,055.63	23,986.20	115,540.88	132,522.23
- Sales - Parts - Harley	2,557.84	1,210.63	11,311.63	6,186.32
- Sales - Int - Harley	15,117.00	4,983.18	61,874.59	42,232.98
- Sales - Counter Parts - Harley	11,145.73	0.00	82,741.19	0.00
Sales - Parts - Polaris	172.14	4.61	8,028.23	41,008.99
Sales - Parts - Polaris	0.00	0.00	1,134.88	2,788.47
Sales - Int - Polaris	0.00	0.00	1,001.78	489.85
Sales - Counter Parts - Polaris	39.75	0.00	28,508.81	0.00
Sales - Parts - Honda	1,331.78	2,031.23	14,510.38	12,878.22
Sales - Misc - Honda	0.00	0.00	742.42	105.60
Sales - Int - Honda	12.12	183.17	1,288.85	1,152.22
Sales - Counter Parts - Honda	1,798.00	0.00	9,573.27	0.00
Sales - Parts - Misc	0.00	478.88	2,867.02	20,416.96
Sales - Misc - Misc	0.00	0.00	388.20	790.83
Sales - Int - Misc	0.00	64.28	4,598.28	1,401.54
Sales - Counter Parts - Misc	1.00	0.00	(3.87)	0.00
Sales - CI - Summer Misc	0.00	388.81	862.48	378.81
Sales - CI - Winter Misc	0.00	0.00	1,985.41	1,204.72
- Sales - Acc - Other	28,248.22	11,134.06	188,028.21	147,852.18
Sales - Serv - Misc	7,787.17	1,841.62	27,187.38	12,884.37
- Sales - Labour - Harley	0.00	0.00	48.60	0.00
- Sales - Labour - Internal	8,175.00	7,801.79	81,525.45	73,888.24
- Sales - Labour - WARRANTY	1,774.00	676.50	9,102.95	7,889.78
- Sales - Labour - Retail	17,118.93	8,888.75	108,182.00	79,725.70
Shipping/Freight	87.50	64.00	390.21	517.20
Finance Commission	3,124.48	(600.00)	8,880.63	6,108.73
Consignment Commission	0.00	0.00	1,748.40	0.00
Sales - Extended Warranty	1,424.00	0.00	6,340.00	0.00
and Revenue	(1,208.22)	(2,404.74)	1,881.20	7,285.86
Licenses	(938.87)	493.00	(2,241.68)	0.00
TOTAL SALES	647,180.82	416,081.14	4,192,944.71	3,625,271.04

NET OF SALES

CO1 - New - Marley	525,224.03	219,076.07	1,684,660.09	1,791,731.70
CO2 - New - Palatin	0.00	0.00	188,528.00	169,489.70
CO3 - New - Wonda	91,429.93	57,000.00	521,792.00	260,792.00