

Then why should they hurt you by selling a few favored retailers on a better basis than you buy? It is dishonest, and dishonesty is ruinous to business.

**You are of far more importance to the manufacturer than you think you are.** He can't get along without you as a body. Then why let him put it over you? The reason is you are too modest and long suffering.

As a plain, honest fact, if you all were engaged in a business that was going to be wiped out by the effect of, say, a tariff change, such a condition would **arouse** you, because each one of you would be seriously concerned. But you are just as much concerned here as an individual in connection with your own business.

It must be clear, therefore, as members of a large body, you must join together and express your views vigorously to the manufacturer in order to accomplish anything at the present time. Unless you do that you will fall back and not make the progress you are entitled to—the progress that will come to you if you keep vigorously in the way you are doing.

Be a little more aggressive, be more outspoken.

Each of you before me is dependent upon the honesty, integrity and business christianity of every wholesaler and every manufacturer in the Dominion, and therefore, in view of the present condition of things, you must protect yourselves by vigorous protest against unfair dealing.

It does not make any difference what you do, so long as it is reasonable and necessary for your own protection.