

### "IF WE ALL PULL TOGETHER."

#### Mr. Thomson Emphasizes Individual Responsibility in Present Crisis.

Mr. Henry B. Thomson, in his first personal public message to the Canadian Press, called for broad-minded, constructive co-operation by all the people of the Dominion. He also paid tribute to the work of Hon. Mr. Hanna, his predecessor in the Office.

"When the history of food control is written, the initial handing of a most difficult and complicated situation will be appreciated. Not until then will the work of Mr. Hanna be fully recognized. The people of this country will then come to the conclusion that Canada was truly fortunate in the selection of Mr. Hanna as Food Controller," said Mr. Thomson.

"It is a matter of regret that it was impossible for him to continue his important work. Criticism of the Food Controller, as a rule, has been destructive, but because of their lack of knowledge a charitable indulgence has always been exercised towards un-informed critics. Now that the full seriousness of the world food situation has been grasped by Canadians, all will devote their energies to helpful and constructive co-operation in this nation-wide work.

"Food control, viewed from the eminence of the parish pump, is very simple, but there are no parish pumps in Canada of sufficient altitude to command a view of the forty-ninth parallel from the Atlantic to the Pacific, 3,800 miles.

#### Individual Responsibility.

"It has been suggested that, in the process of selecting a Food Controller, a convention of the most pronounced critics in the country should have been called, and that they should have selected one of their number for the position. Lack of time and other good reasons prevented this—which I personally regret.

"The war is not being fought by one man. Canada presents a solid front of some 400,000 men in the trenches. The Victory Loan, of \$450,000,000, was not raised by a few, but was paid by one person in every nine throughout Canada. This was all voluntary work, under guidance. Now that the whole situation and the pressing necessity of conservation and production have been put before the people, each of the eight million citizens of Canada should constitute him or herself a food controller. It is up to every one of you to see that there is no break in the line.

"The whole urgency of the case is summed up in two words, Thrift and Industry. Get to understand the meaning of both of these words, and then do your utmost. Miracles cannot be performed, but enormously greater good can be accomplished if we all pull together."

### HIGH MERCHANDISING COSTS.

#### Large Saving in Delivery Expense Could be Effected.

Messrs. Wilson Bros., Importers and Wholesale Grocers, Victoria, B. C., in their Weekly Trade Letter say:

"A great deal of discussion has been going on at meetings held in the east and in the trade papers in regard to the proposal that in order to lessen the cost of doing business travellers might be dispensed with. Many and varied opinions have been expressed and arguments advanced both pro and con, but the general verdict seems to be that the traveller, in the West at any rate, is indispensable. We certainly incline to this opinion ourselves: at the same time this item in the wholesalers expense account might with the co-operation of the retailer be materially cut down. The number of calls might easily be reduced and the orders taken by travellers, being less in number, would naturally be for increased quantities and a further saving in delivery charges would thereby be effected, the same thing applying to the business of the retailer. The delivery system of almost every retail and wholesale establishment will bear the most searching investigation and if this is earnestly and carefully taken in hand it will be found that large savings can be made by courteously but firmly intimating to customers that too much is expected in the way of delivery service and a great deal of unnecessary work can be done away with."

### HELPING TO CONSERVE FOOD.

#### Regina Red Cross Society is Discouraging its Needless Waste.

The executive of the Red Cross Society of Regina has asked that the advice of the Food Controller be carefully observed at any gatherings in the interest of the Red Cross and that if the hostess at any gathering really wishes to serve food, she should at least be careful not to use the commodities most needed overseas. In order to prevent unnecessary waste, the Regina Red Cross Society has consistently declined to serve refreshments at afternoon or weekly meetings.