

From The Canadian Grocer

May 14th 1915

STAFF CORRESPONDENCE

"Not the least interesting and important event in connection with the Grocers' Convention in London was the banquet tendered by the London Retail Grocers' Association on Tuesday evening to the visiting delegates."

"One of the most interesting addresses was that by a wholesale grocer. This event is so important that it is reproduced in its entirety on another page of this issue. It was given in response to the toast to the Wholesale Trade."

ADDRESS.

On behalf of the members of the Dominion Wholesale Grocers' Guild I appreciate this opportunity to thank you for the compliment in extending an invitation to attend your banquet and also to take part in the deliberations of your convention.

Before making observations in connection with the conditions of trade, permit me to bring to your attention a menace that has increased your difficulties, and will continue to do so, so long as you encourage it. I refer to the gross misrepresentation of Guild members by travellers representing non-Guild (or non-Association) houses.

There are wholesalers (and travellers representing wholesalers) who believe they gain your patronage and support because they think you have no use for a firm belonging to the Guild (or C. W. G. A.).