

We must not hesitate or draw back through fear of losing business, or personal friendship—we must have a little business courage.

All these things will enter largely into the success of our efforts and the success of our objective.

Remember, the rulings of the Board of Commerce will be common sense and justice—it is the law **they** will follow in their findings.

We as wholesalers stand between the manufacturer and the ultimate consumer. We know what it costs to do business—we know we are the most economical means of distribution for the manufacturers in many lines of goods, not all, of course, and we have a perfect right to say what margin we need and is necessary for handling any manufacturer's goods who prefers to reach the ultimate consumer through our distributing machinery. We must, however, be fair, sound and reasonable at all times.

If a certain kind of unfair competition is going to destroy our business or impair our efficiency or increase our expenses of doing business, we have a right to protest to the Board of Commerce, particularly in view of the fact that if these piratical and unfair methods are not checked, the consumer in the long run will be worse off.

As things and conditions are at the present time, they are tending to monopoly, and that kind of monopoly is not good for the upbuilding of the country as a whole. In the long run it is not good for the consumer, retailer, wholesaler or manufacturer—it is only good for the monopolist.

We must speak candidly and fearlessly. Even if the press do try to get back at us; even if they do make an effort to ridicule us and minimize our efforts. It has been difficult to get them to take up our standard.

Let us, therefore, do a little propaganda work on our own hook. We have wonderful avenues of distri-