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*"The House
Behind
the Goods"*

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large warehouse situated on the railway track and admirably fitted for the carrying on of a successful wholesale business.

JOHN RUSKIN said: "Five great intellectual professions have hitherto existed in every civilized nation—

1. Soldiers to defend it.
2. Merchants to provide for it.
3. Pastors to teach it.
4. Physicians to keep it in health.
5. Lawyers to enforce justice in it.

And the duty of all these is, on occasion, to die for it."

It is noteworthy that Ruskin puts the merchant as second in the five great intellectual professions; the merchant comes before the pastor, physician and the lawyer. The position of the wholesale and retail grocer in the community is of prime importance. If you close the doors of the wholesale and retail merchant, the people will starve. Many hard things have been said of the middleman during the last five years, but the more one thinks about, and looks into, the situation, the more one realizes that since we must "eat to live" the feeding of the people is one of the most important functions in the state, and those of us who are in the business should endeavor to elevate it to as high a standard as possible. The old idea of buying and selling at a profit, regardless of quality or service, is a relic of the past, and to-day the man who is engaged in the wholesale grocery business, and who does not treat his business as a science, will soon discover that he has no business. After twenty-five years' experience in the wholesale grocery business, we still feel we have many things to learn.

A GLANCE at the list of countries from which we obtain supplies and the manufacturers whose products we sell, shown elsewhere in this book,