

elusion because they believed it a hopeless task to try and raise the standard of ethics in business. Now that we have a Board of Commerce with wide powers, we have faith in believing that we can succeed in a just cause; because now no fair or reasonable argument can be advanced, that our commercial needs will be treated so lightly and indifferently in the future as they have been in the past.

We take it that the Board of Commerce will protect the rights of all in all branches of trade.

Trade is artificial. In all businesses we have an artificial condition, and when we come to a certain complex, artificial condition, we have to devise something to meet the requirements of that condition. We are a natural outgrowth of the evolution of trade; we came through a system of evolution. The result is today we are dealing with three classes of trade, the manufacturer, the wholesaler, and the retailer, and it has already been declared by the highest court in this Province, and in some of the highest courts in England, and which declarations appeal to our common sense, namely, that our present system has been found to be, as an absolute fact, the best and cheapest method or connecting link between the manufacturer or producer and the consumer.

That there are certain commercial, unfair methods that are contributing causes to the lack of production in farm products, we feel confident you will find upon investigation. We refer to one particularly, namely, the manufacturer who is not playing the game fairly.

The practice of many manufacturers is to distribute their goods through the medium of the wholesaler and at the same time sell a few favored retailers on the same basis of cost as they sell at to the wholesalers.

This practice makes it impossible for the great majority of retailers to succeed in business.

It makes it impossible for the great majority of the retail grocers throughout the country to purchase their goods at the manufacturer's minimum price. This practice is gradually driving the country merchant and the smaller dealer out of business. It is seriously affecting the legitimate wholesaler and, in effect, increases the cost of distribution.