

Hamilton, November 18, 1919.

To the Board of Commerce of Canada.

Mr. Chairman, and members of the Board of Commerce:

We all hear so much thoughtless condemnation nowadays of the unnecessary middleman or wholesaler, particularly the wholesale grocers, that the wholesale grocery trade of Hamilton felt they would like to take advantage on the occasion of the first full session of your Board in Hamilton, to pay tribute and the highest compliment to your board for the logical, sound reasoning set forth in your decision of October 23rd, 1919, in the matter of the York Trading Co.

It is a clear, comprehensive exposition of trade reasoning, and, coming, as it does, from Canada's recently appointed trade tribunal, we of the trade feel now that we have a Board of Commerce or trade tribunal, there is every reason for congratulation and for our belief, that the much abused wholesale grocery trade as a whole will get recognition of its place in the trade and commerce of this country: as the most economical factor in the distributing system. We are also convinced that the unsatisfactory state of commercial affairs, permitted to exist in the past, and the many perplexing problems that confront the business man of today, will be dealt with by your Board in a fair, sound, logical manner, absolutely free from political or class influence. We have the greatest confidence in your ability for sound reasoning.

If we are an economical factor in distribution, we feel we should be protected and permitted to protect ourselves and the legitimate retailer against persons who, by some ingenious device, aim to obtain their goods on the same basis of cost as the wholesalers and still sell at retail. We want to protect ourselves against trade pirates and schemers. If we are not an economical factor in the distribution of goods, we should be out of business.

The business man's interests have so long been neglected, that those of us in the trade who have worked year in and year out for the betterment of trade conditions, and have for years