

## THE LAW ALLOWS PROTECTION.

There has been, and is yet, in the minds of some people, a great deal of confusion with regard to the Combines Act in that respect—**but what you have to do**—and the law of the land will permit it—**is to protect yourselves** in order that you may maintain your business in its integrity.

The public do not know the true condition from merely reading newspapers—and your business is not a matter on which the public is called upon to think very deeply.

There is a feeling that the manufacturers, wholesalers and retailers are antagonistic. **This is perhaps due to the fact that they stand apart and do not get together often enough to exchange views and ideas.** Such an idea as the three branches of trade being antagonistic is entirely a misconception, for, one must be dependent upon the other.

Our failure to get together I can only attribute to indifference and selfishness on the part of a certain portion of those engaged in the three classes of trade. As a matter of fact, the manufacturers, the wholesalers, and the retailers are bound as absolutely as ties can bind them in their own interests, and in the interests of the public.

They stand on common ground—that each one shall make a living and a decent profit.

The interest of the manufacturer is to sell his goods through the wholesaler and thereby secure the cheapest means of distribution to the public.

**It is to the interest of the manufacturer that the wholesaler handles his goods on a reasonable margin, because if the wholesaler does not get a profit he cannot pay the manufacturer.** It means bankruptcy.