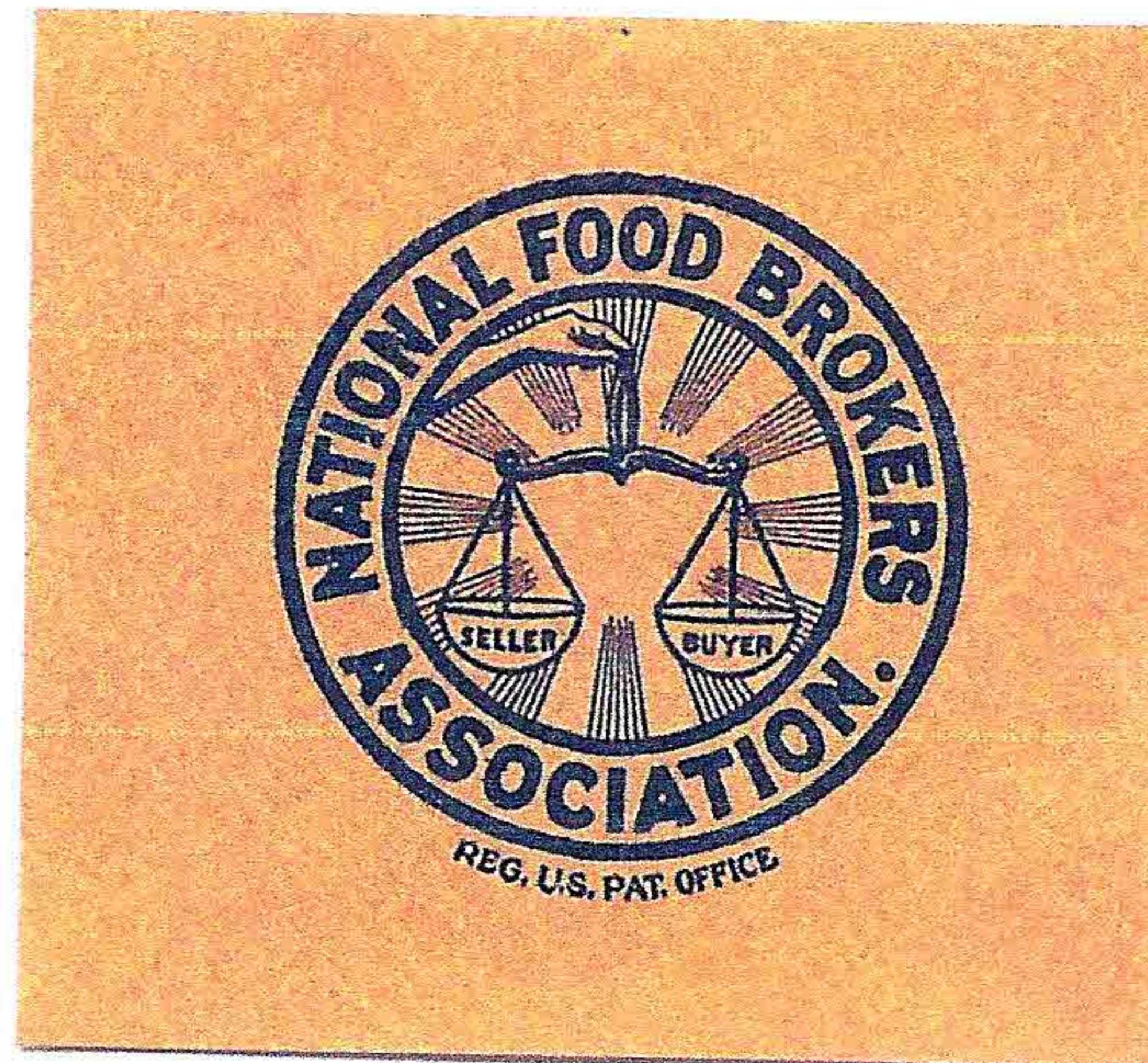


FROM THE 1937 DIRECTORY

A BRIEF HISTORY OF THE NATIONAL FOOD BROKERS

The National Food Brokers Association came into being in 1904. Prior to that year the leading brokers of the country realized the need for a national organization of food brokers for the betterment of the industry generally, but largely because at that time the practice of dividing brokerage with buyers was growing more and more pernicious. Further, it was known that there were almost as many different methods of conducting a brokerage business as there were brokerage firms in the country, and this lack of uniformity was decidedly detrimental to sellers, brokers and buyers.

In February, 1904, a number of the leading brokers of the country gathered at Columbus, Ohio, and effected a temporary organization, electing J. M. Paver, Sr., of Indianapolis, presiding officer, and Fred L. Dutton, of New York, secretary. The result of this meeting was a general call for an organization meeting, which was held in Chicago, May 1, 1904, when the Association came into being as the National Canned Goods and Dried Fruit Brokers Association, and Thomas J. Meehan, of Baltimore, was elected president. Subsequently the name was changed to the National Canned Foods and Dried Fruit Brokers Association and in 1921, the name having become a misnomer, it was changed to the present title, National Food Brokers Association, for the Association includes in its membership all persons and firms whose business it is to sell wholesale food and grocery products for a commission compensation.



The Code of Ethics of the Association broker is considered by sellers and buyers alike, as a firm foundation for satisfactory business relationships.

The Association has always directed its efforts toward the improvement of conditions in the food brokerage business, not alone as they affect the brokers, but for the betterment of the condition of buyers and sellers as well. During the World War, the Association co-operated closely with all government agencies, furnishing many men of the personnel of the Food Administration, the Army and Navy. Since the beginning of the recovery program, in May, 1933, the Association has been consistently co-operating with other elements of the industry, to accomplish the elimination of unfair methods of competition in the food and grocery industry, particularly the payment or diversion of brokerage to buyers.

The Association's objects are described in Article II of the Constitution:

"The object of this Association is to promote a feeling of comity and establish closer relations among all reputable Food Brokers, a firm confidence among Sellers, Buyers and Brokers, a uniform method of doing business, to correct trade abuses, and to encourage an interchange of ideas, and place reputable Brokers in the position due them in the business world."

