

NEW DELIVERY METHODS.

Cash and Carry System Spreading—Interest in Co-operative Delivery.

Delivery methods, particularly in the retail grocery trade, has been receiving a very great deal of attention during recent weeks. A number of grocery stores have adopted the "Cash and Carry" system in whole or in part, while the question of co-operative delivery is receiving more serious attention than ever before. Mr. W. C. Miller, Secretary of the Ontario Provincial Board of the Retail Merchants' Association of Canada, states that the Board is conducting a campaign in Ontario "urging upon merchants the adoption of the co-operative delivery system and the 'Cash and Carry.'"

In Ottawa an experiment by B. G. Crabtree, Limited, with the Cash and Carry system is meeting with splendid success. An average reduction in prices of seven per cent has been made as an inducement to patrons to carry their purchases. The difficulty of securing drivers was one of the factors responsible for the inauguration of the Cash and Carry plan. Another Ottawa grocery store is preparing almost immediately to put its entire business on a Cash and Carry basis.

In Hamilton Mr. William Carroll is the pioneer of the Cash and Carry system, having adopted this plan some three months ago. Mr. Carroll says: "I'll never go back to the old way of delivering goods. The new system has caused me no inconvenience, and the only loss I have sustained has been in disposing of my delivery outfits. For every two customers I lose I gain three."

The store of Trebilcock & Berry, also of Hamilton, is working on the Cash and Carry basis in the sale of certain classes of goods. Mr. Trebilcock is strongly in favor of co-operative delivery which he considers preferable to the Cash and Carry plan.

In Stratford, Ontario, the Cash and Carry system was started on January 1 by Latter's C. & C. Store, delivery being made only of paid for orders to the value of \$5 or more.

The plan has been adopted in a number of stores in Western Canada, one of the most successful examples being that of H. O. Kirkham & Co., Limited, Victoria, B.C.

CO-OPERATIVE DELIVERY TO FREE MEN FOR FARM WORK.

The Canada Food Board are preparing plans for the mobilization of labour for spring seeding operations. On the number of men available for seeding the production of crops in Canada will largely depend. Men familiar with handling horses will be specially needed and it is essential that they be secured to work on the land. For this reason employers of such labour in urban centres, especially merchants, will be well advised to at once consider the adoption of co-operative methods of delivery in order to free the labour capable of driving horses and especially all those with farm experience.

By many people who have made a study of present delivery methods in the retail grocer's trade it is recognized that the extension of the Cash and Carry idea indicates growing dissatisfaction with the wasteful delivery methods which are generally in vogue. The Canada Food Board has received many enquiries relative to the Merchants' Union Delivery plan and there is an evident desire on the part of both dealers and customers to eliminate the waste involved in the present methods. The success of the Cash and Carry principle is expected to stimulate the adoption of some form of co-operative delivery.

Announcement has been made at Calgary that ninety per cent of that city's milk supply is to be handled by one joint stock company to be known as the Union Milk Company. This action is expected to effect a saving of between \$25,000 and \$30,000 annually in cost of operation and it is believed that distribution can be carried on well under the maximum "spread" permitted by the Canada Food Board.

In order to save food, the Municipal Chapter of the Daughters of the Empire in Quebec city recently cancelled arrangements for a Donation Tea in connection with ceremonies marking the opening of their new headquarters.