

necessities of life or the distributors thereof, we must do everything we can to show these misguided people that there are still opportunities for the man of ability to better himself. What this country needs in this great period of reconstruction is workers—not shirkers.

This period of unrest has been an opportune time for the extreme of freak methods of merchandising, prominent among new competition is the establishment of chain store systems. While I do not believe that the chain store, cash or carry, serve-self or piggly-wiggly are going to move the well-established service store, yet by their methods they are going to have a great tendency to demoralize the retail business; their chief weapon of obtaining business is the practice of cutting the price of well advertised brands of merchandise. This practice necessarily causes the independent merchant to discourage the sale of these commodities, and instead use his efforts on a more profitable article.

It has come to the notice of the retailer that there are certain manufacturers who are granting secret rebates to these large quantity buyers, and yet these same manufacturers expect the small dealer who pays the long price to compete with these concerns whose chief object is to destroy legitimate competition, in order to create a monopoly for themselves. Once having been successful, it is obvious that the manufacturer who lends aid to this unfair system is only paving the way to eliminate himself from business, having served a useful purpose he is not necessary any more, as far as they are concerned.

The retail grocers that have gone on record for direct buying only did so in self-defense, so as to enable them to preserve their own business. For years these ruinous "cut throat" competitors have gradually made inroads upon the trade that believed in the distribution of commodities through the proper and well-established trade channels, namely, from manufacturer or producer to the wholesaler, then to the retailer, and from retailer to the consumer.

The retailers have appealed to the whole-

salers and manufacturers in vain, and as a last resort many of them have organized buying exchanges and retail-owned wholesale grocery houses and are now being damned by some of the wholesalers and manufacturers for doing so, when in fact the same wholesalers and manufacturers are in reality themselves responsible for these conditions, as they paid no attention to the retailer when he complained about this unfair advantage which had been taken of him.

The retail grocer of today is becoming a better merchant, he is more careful in extending credit, has a more attractive store, is interesting his clerks in the art of salesmanship and has reduced the number of business hours, thereby promoting efficiency. Therefore, the retail grocer is a better customer than in the past, pays his bills more promptly, gives more attention to the products that you men are producing. This change has largely been brought about by organization.—J. A. Ulmer, President, National Association of Retail Grocers.

ASPARAGUS PACK BROKE RECORDS

The pack of asparagus in California during 1919 was the largest in the history of the industry there, running something over a million cases, according to figures compiled by the Griffith-Durney Co. of San Francisco. Comparative figures for the past four years are given by the Griffith-Durney Co. as follows:—

1919, 1,100,000 cases; 1918, 880,000 cases; 1917, 965,000 cases; 1916, 990,000 cases.

"Not only was the pack the largest ever put up," says the report, "but the quality was, if anything, better than ever before. However, even with this large pack the canners were

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compelled to make short deliveries on most grades, due to the fact that the demand was greater than the supply. The result is that stocks in both jobbers' and retailers' hands are very low, and the outlook for asparagus business next year is most excellent.

"It is reported that several additional asparagus canneries will be in operation this coming season, but we question whether this will augment the pack as the acreage has not been increased to any great extent, and, on the other hand, many old beds will naturally produce less than they have heretofore."

VERMONT ITEMS

Royal Goady who recently moved to Bennington has opened a grocery store on River street in the building where a similar business was conducted at one time by the late D. F. Cronin.

William James Taylor, a grocer on Seminary street, Barre, passed away recently, with double pneumonia.

D. D. Cory & Co., Brattleboro, formerly conducting a meat market on High street, are now conducting business in their new quarters on Main street.

NATIONAL CANNERS PLAN CONVENTION

The thirteenth annual convention of the National Canners' Association will be held at Cleveland, with headquarters at Hotel Statler, on January 26-30, and it promises to be one of the busiest and most important the Association has ever held. As usual, the National Canners will be joined with the Canning Machinery and Supplies' Association and the National Canned Food and Dried Fruit Brokers' Association.

RHODE ISLAND

It is expected that a large grocery and market will be opened soon on East avenue, Pawtucket, formerly occupied by the William K. Toole Company.

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