

YERXA'S

The Stores For Thrifty People

SUGAR

FINE GRANULATED
14 lbs. for \$1.00.
\$6.80 for 100 lb. bag.

BEANS

In spite of rise in prices we sell
YELLOW EYE or WHITE BEANS
13c qt., 2 qts. for 25c.

CANDY

Be sure to visit our Candy Department
HARD MIXED CANDY15c. Per lb.
(2 lbs. for 25c.)
GANONG'S MXD. CHOCOLATES 35c.
GANONG'S 1/2 and 1/230c.
1/2 and 1 lb. BOXES25c and 50c.

BISCUIT

A large assortment. Get our prices
on a tin box. We can save you 5c a lb.

Clark's Beans

Large size, plain or with
sauce, 23c.
Smaller sizes, 13c, 11c.

New Canned Vegetables

Corn15c.
Peas17c.
Tomatoes17c.
One can of each Corn,
Peas and Tomatoes, 45c.

MATCHES

FOR THIS WEEK ONLY.
"RED HEAD" MATCHES
10 CENTS BOX
You can't buy a better match at any
price.

Good Quarter Trades

3/4 lb. PURE CREAM TARTAR25c.
1/2 lb. BEST BLACK PEPPER25c.
5 lbs. ROLLED OATS25c.
6 lbs. GOOD ONIONS25c.
3 pkgs. SNOWFLAKE AMMONIA 25c.
2 cans OLD DUTCH25c.
2 pkgs. RINSO25c.
4 cakes SURPRISE SOAP25c.
4 cakes SUNLIGHT SOAP25c.
5 cakes CHAMPLAIN SOAP25c.

YERXA

GROCERY CO.

2 STORES
York St. Queen St.

QUICK TURN, SHORT PROFIT AND NO ORDERS CANCELED

New York, Jan. 29—New York is a city of small shops. There are the exclusive "maisons" on Fifth avenue and Fifty-seventh street—that thoroughfare is rapidly becoming an American Rue de la Paix—with prices in keeping with their surroundings. Then there are the neighborhood small shops, the little stores on the lower floors of apartment houses. But the most interesting are the little shops far downtown. There is found the true spirit of business and genuine genius of salesmanship.

Keepers of these small shops must be alert to every opportunity. One customer is good business, two excellent and three often will crowd the store. Hence, no one who enters must be allowed to depart without making some kind of a purchase. Several lost customers in the course of a day mean red ink figures on the ledger—even if the only ledger kept is that in the head of the storekeeper. Consequently, the leech has no superlatives in staying powers.

The dimensions of these shops is no indication of the stock. In one on Church street, everything from a dress shirt to a decoy duck may be obtained. And if a customer has ever escaped from the owner and his one assistant, it is not of record. In another, which does not seem much larger than a pocket handkerchief, a display of diamond rings is mingled with a choice assortment of "gents' furnishings." One customer entered to buy a pair of socks and came out with two shirts and an umbrella. And the proprietor was downcast because he didn't take a flannel shirt he had been shown. In still another store, on the floor of which is nothing but earth and in which there is no heat save that of the bodies of the occupants, everything from a tack to a sewing machine is on sale.

These stores are busiest during the luncheon hours—from noon until 2 p. m. in that district—when the entire family is called in to assist. Time is short and sales must be made fast. Even as an article is being inspected, the merchant starts to wrap it. This is excellent psychology since, unless the shopper is absolutely hardened, he feels obligated to take it. And no matter how crowded the store, there is no lack of individual attention, no wait-

ing for service. There is yet to be encountered a small shop owner who cannot wait on half a dozen persons simultaneously.

Many of the small shops are of the type classed as "gyms." There standard goods, with the prices well fixed, can be bought at a little more than the wholesale price. This applies largely to radio parts and sets. For example a set advertised nationally at \$150, is purchasable in this section for \$85. A \$35 B battery eliminator sells for \$21, with other prices in proportion. The goods are genuine and generally in the original factory packing. Merchants who charge the established prices object to the cutting, of course, as do the makers and jobbers, and every attempt is made to keep the products out of the hands of the "gyms." But the advertising and displays show the lack of success. The "gyms" get the goods and sell them. Their turnover is rapid and they are content with small profits. But to keep their shelves filled, they must resort to many tricks. Often goods consigned to far distant points turn up right here in New York, having been shipped back again. Every time the harassed jobber discovers one trick, the "gyms" invent two more. And so they flourish.

Nor are the radio dealers the only sufferers. Almost every article nationally advertised is on sale in these shops. There is a fountain pen which sells everywhere for \$7—except in downtown New York. There it can be purchased for \$5. Same pen with the same guarantee. Safety razors, alarm clocks, shoes and clothing. The same holds true. But the purchaser must keep his eyes open. The "seconds" are not so marked and marks and damages are concealed rather than exposed. There seems to be one universal rule—not to return money. Exchanges are made willingly—as many as desired, no protest being forthcoming. But the one who attempts to extract cash, no matter whether he is right or wrong, has an all but impossible task. It can be accomplished sometimes by bringing in a police officer, but even that is not an infallible method and takes much time and wrangling. The small shopkeeper, having once rung up a sale or pocketed the money considers the incident closed so far as he is concerned.

PRINCE OR PRIZE FIGHTER, SHIP NEWS MEN FIND HIM

New York, Jan. 30—The "ship news reporters" are the newspaper men who go down the Bay on the cutter that carries the customs and immigration officers, and board the incoming liners after the yellow flag of the health officer comes down at Quarantine. They are supplied with lists by the steamship offices, so that they know what celebrities are abroad and are prepared to interview them.

These ship news reporters, obviously, must be men of wide information. They must be well posted on current events, whether world, national or sporting, for the ships carry diplomats, men prominent in United States affairs, and champion prize fighters. They must also have a knowledge of business, for many of the interviews deal with the business of the world. Also, they must be familiar with art, for artists travel. And the theatre and movies, for theatrical and movie people regard ocean ships merely as ferries.

The ship news men also must know the peerage. Occasionally even royalty comes to these shores, and right at the portals of America they encounter the press of the country. There are also many lesser nobles, ranging from knights to earls. These ship news men are keen. They pick the false from the true, and many of the princes that have turned out to be quinces have received recognition after they landed and not before.

But when the title is genuine, then the ship news men take a hand. Often the quarry is wily, reticent and reluctant, taking shelter in a stateroom or some obscure part of the ship. But none escapes—not even the Prince of Wales. On his last visit Wales had no desire to be interviewed aboard ship. But he was—surrounded by a ring of reporters, many of whom were not regular ship news men. But it was a ship news man who found him and a ship news man who conducted the interview.

The ship news men of New York have their own organization and of-

ficers and their own quarters in the barge office. They have certain rights and privileges which they guard jealously. Also they have no sinecure. They must go down the Bay in all kinds of weather and often climb up a ship's side over an icy ladder. They must be men of excellent health, for they pass from the chill Bay breezes to the warmth of steam heat and back again. They chase over windy decks and into warm cabins. Their hours—especially at this time of year—are irregular, for ships are delayed often by storms and by fogs.

Nevertheless, they like their jobs. Most of them are veterans. Many of them have traveled thousands of miles on the salt water and have never been farther away than Quarantine, a half dozen miles down the Bay. The veteran of them all traveled a distance equivalent to several times around the world before he crossed the Atlantic. And on his first voyage, he died.

The Government guards the privilege of riding on the cutter very jealously, indeed. The regular ship news men have passes which are renewed every six months. Those who go down the Bay occasionally, receive a trip pass. This must be applied for in person at the customs office and must be signed in the presence of the officer who issues it. Before boarding the cutter, Mr. Cassidy lines up the passengers and inspects all of the passes, even those of the men with whom he goes down the Bay every day in the year. If the holder is not known personally he is required to sign his pass again and the signatures are compared. Often additional identification, such as a police card, is required. Once on board, Mr. Cassidy is not through. He checks his passengers again, sees that they agree with the count, and then questions the strangers once more. To those with trip passes, receipts are given. These answer for landing tickets, without which the traveler could not have the liner when it docks.

These trip passes are not issued indiscriminately. There must be a good

THE DISEASES OF POTATOES IN STORAGE

(Experimental Farm Notes.)
Of all the staple articles of food the potato is perhaps the most susceptible to disease. The diseases of potatoes in storage constitute rots of various kinds. Most storage rots are due to germs which either live in the soil or are carried in, or on the tuber, or both. Chief among these are the late blight or dry rot, fusarium rot, black leg rot, and bacterial rots generally.

The greatest loss sustained by potato growers is undoubtedly due to late blight. The control of this disease commences in the field. All tubers showing any signs of it should be removed before storing any quantity of potatoes. Late blight rot does not spread in storage, but the lesions thus formed offer ready entrance for other rot producing organisms. The careless handling of potatoes during digging and while sorting and storing, invariably results in serious losses from decay. Each bruise or cut makes that potato an easy subject to rot.

Storage rots develop and spread much more rapidly if the temperature is high and the ventilation poor. The proper control of temperature and ventilation will assist materially in lessening losses. A temperature which ranges between 36 deg. f and 40 deg. f is conceded to be the best. Where potatoes are stored in large bins provision should be made for ventilation below as well as above the pile with a constant change of air.

The greatest losses in storage take place in cellars under dwellings, which, as a general rule, lack proper ventilation. Storage bins and cellars should be thoroughly cleaned and disinfected about one month before storing the potatoes. A strong solution of from one to two pounds of bluestone to ten gallons of water applied as a wash or spray is an effective disinfectant.

All tuber diseases tend to decrease the yield as well as to lower the market value of the stock. Potatoes not disposed of in the fall, particularly seed stock, require not only good storage conditions with proper temperature, ventilation, and humidity, but should be handpicked from time to time, removing all potatoes showing any signs of decay.

Minister Left For Home.

Hon. D. A. Stewart, Minister of Public Works who was here for a few days on official business left Friday night for his home in Campbellton via Saint John. The latest report which the Minister received was that the aggregate of motor vehicle fees had been \$40,000. The rate of receipt is about the same as a year ago.

Ald. W. K. Hay is confined to his home through illness.

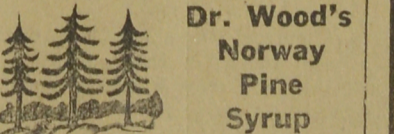
reason for issuing one or it will be refused. Also, credentials, which are beyond question, must be submitted with the application. Because of the difficulties in boarding the ships at Quarantine, it is almost impossible for a woman to get a cutter pass—and in winter, it is impossible. The Government is taking no chances.

Photographers and motion picture men go down the Bay also. In the main they are "hard boiled." They are out to get pictures and do so despite all difficulties in their way. Estate, rank and even royalty do not impress them. "Stand over a little, prince," they shouted to the Prince of Wales. And when Lloyd George posed he was bewildered because so many voices were calling, "Look this way Lloyd George."

Don't Neglect The Children's Coughs and Colds

Mrs. Wm. W. Card, Bancroft, Ont., writes:—"Last winter my three children had very bad colds, and they would cough all night long, which was very annoying to the rest of the family."

I could get nothing to help them until one night, a friend who was staying with me, advised me to give them



I immediately got some, and after I had used four bottles of it my children became quite well again, thanks to Dr. Wood's."

This preparation has been on the market for the past 37 years; you don't experiment when you buy it; put up only by The T. Milburn Co., Limited, Toronto, Ont.

Our New Line of Light and Heavy O'Coatings Have Arrived

Irish Frieze, Chincillas, French and English Montinage, Beavers and Carr's Melton.

PRICES RANGE FROM \$35.00 TO \$90.00. (Silk linings extra). Our EVENING DRESS MATERIAL is better than usual. We make a specialty of these garments.

WALKER BROS.

Queen St. Fredericton

FISH

No. 1 Herring—half barrels and pails.
No. 1 Mackerel—pails.
Medium Codfish—50 lb. bundles.
Boneless Codfish—30 lb. boxes.
Boneless Smoked Herring—10 lb boxes
Fresh Cured Haddies—15 lb. boxes.
Smoked Herring.

For Sale at ATTRACTIVE PRICES

G. W. HODGE

PALMER'S

Moose Head Brand Hunting & Fishing Boots

For generations hunters and fishermen all over the continent have appreciated the utter dependability, honest materials and sterling construction of these time-tested boots.

Through bush, streams and the roughest going, these sturdy yet flexible boots will ensure your entire foot comfort. And their wear is proverbial.

Knee High, waterproof with noiseless Flexible Sewed-on Sole of heaviest oil-tanned leather.

Hand made to your individual measure.

Send for Catalogue, showing our complete line.

A Boot For Every Purpose

JOHN PALMER CO., LIMITED
FREDERICTON, N. B.

CURRIE BROTHERS TO Continue Price Slashing Sale

As a Result of our Advertising Campaign carried on through The Daily Mail, we have cleaned out one stock of Farmer's and Lumbermen's Footwear but we have another supply which we will sell at the following low prices;

	Reg. Price	Sale Price
Men's 10 in. Palmer Draw String Shoepacks	\$5.50	\$4.85
Men's 6 in. Palmer Draw String Shoepacks	\$5.00	\$4.45
Men's 6 in. Palmer Skowhegan Waterproof 'packs	\$3.50	\$2.95
Men's 10 in. Palmer Horse Hide Indian Style D.S.	\$3.00	\$2.15
Men's 6 in. Palmer Horse Hide Indian Style D.S.	\$2.50	\$1.95
Boys' 6 in. Palmer Plain Sewn Oiltanned 'packs	\$2.75	\$2.25
Youths 6 in. Palmer Plain Sewn Oiltanned 'packs	\$2.00	\$1.60
Little Gents 6 in. Palmer Plain Sewn Oiltanned Shoepacks	\$1.50	\$1.25
Boys and Misses 6 in. Palmer Horse Hide Indian Style Draw String. (Just the thing for Snow-shoeing)	\$2.25	\$1.85
Youths 6 in. Horse Hide Indian Draw String 'packs	\$1.75	\$1.50
Little Gents 6 in. Horse Hide Indian Draw String Shoepacks	\$1.50	\$1.25

The above goods were all manufactured by the John Palmer Co., and are first class standard brands and New Stock—no trash or imitations.

WE ALSO HAVE SOME

Mens 4 Buckle Overshoes. Splendid values, worth at least \$5.00. We are going to sell them at\$3.75

Mens Heavy Khaki Wool Trousers, \$6.00 value at\$4.50

Mens Heavy Khaki Wool Breeches, Leather bound at\$4.50

We have a few Mens Macinaw Jumpers and Shirts, excellent qualities at greatly reduced prices, ranging from \$4.00 to \$5.00

Mens All Wool Under Shirts. While they last going at\$1.00

All Wool Home Made Socks and Mittens. Leather Gloves, Mittens and Pullovers.

Ladies' 4 Buckle Overshoes, regular \$5.00. Sale price\$3.50

Ladies' 2 Buckle and 2 Snap Button Overshoes, Regular \$5.00 Sale price\$3.75

CALL ON US FOR BARGAINS