

act, we know; and they are to be commended for it. But others show little regard for the habits of their subordinates, outside of banking hours. In some cases, through ignorance of the facts; in some from a mistaken delicacy, they refrain from any attempt at either advice or control. In our opinion, the manager or accountant, who gives himself no concern about the private habits of his staff, or who does not, by kindly advice or stern remonstrance when needed, strive to keep a cleanly-minded youngster from getting soiled, is neither doing himself justice, nor doing his whole duty to the bank.

### LEATHER STRONG.

The tanners of upper leather are making determined efforts to secure advances in prices of their products. For a considerable time the value of upper leather has been unduly depressed, and those who have been manufacturing it have worked either on a small margin or without margin of profit. Hides have remained for months on an exceedingly high basis, but in addition to this everything that goes into leather has been dear, and in most cases subject to considerable advance in price. Paraffine wax has advanced from four to eight cents, stearine, from four to eight cents; tallow, from three and a half to five cents, and sumac, from forty to sixty-five cents per pound, within the year. Even bark has advanced in price, and is worth fifty cents per cord more than at this time last year. It must also be taken into account that tanners, with other members of the industrial community, must pay higher prices for most of the commodities used in repairing or building additions to plant and premises.

The casual observer of tanning trade conditions is at a loss to explain the reason for the continued depression of leather in view of the facts which we have recited. There are a number of causes which have contributed to this end. The boot and shoe manufacturers, to meet the demand of the public for cheap footwear, have cheapened their product at the cost of leather. Tanners have been compelled to deteriorate their product, and cheap lines of splits, buff, glove-grain, and pebble have sold in large quantities. While a number of tanners, who, in the course of years, have established a reputation for the superior quality of their output, have not injured the quality of their leather, they have been compelled to meet the competition of these low grades by reduction in price of their own output. One of the worst features of the production of poor and cheap leather is its disastrous effect upon our export trade to Great Britain. While Old Country buyers, as a rule, confine their purchases to firms upon whose goods they can rely, as to trim, finish and tannage, they occasionally secure some of the inferior leather. A single shipment of this kind does more harm to the Canadian trade than a score of shipments of excellent leather will do it good.

The upper leather tanners have for various reasons been unable to come together in any close degree of association to further trade interests. The sole leather tanning trade conditions are an illustration of how much good can be accomplished in this way. There are among the upper leather tanners a large number who have insufficient capital to carry on business.

They may be described as weak sellers, for they are never in a position to hold back their stock to await a favorable turn in the market. No sooner have they bought a car of hides than they are compelled to make a sale of the leather which they expect to produce from it. In this way it can be readily seen that they are bound to get the worst of it in bargain-making.

We believe that a better condition of affairs is opening for the leather trade. Several weeks ago thirty Quebec tanners joined together in sending the following notice to the purchasers of leather: "We, the undersigned, tanners and curriers of Quebec, give notice, to all manufacturers of boots and shoes and leather merchants, that from to-day we have decided raising our prices ten per cent. and up, on all upper leather manufactured by us. The continual rise on the prices of hides and all materials used by us in the tanning and currying of the leather, oblige us to act as we do. We hope that you will take notice of the change, and raise your prices for shoes accordingly." Ontario tanners, who have always complained of the keen competition of their Quebec confreres in the trade, are not slow in taking advantage of this action on the part of the French-Canadian tanners. They, too, are quoting higher prices for their product, and should, under the present conditions of trade, be successful in securing them.

### COTTONS ADVANCE AGAIN.

The present season has witnessed a succession of advances in the price of cotton goods. Commencing about the middle of September the tendency of prices has been steadily upwards. On October 2nd the Canadian Colored Cotton Mills Company gave notice to the trade of an advance in different lines of cottons ranging from  $\frac{1}{2}$ c. to ten cents per yard. It is understood the Wm. Parks & Son Company of St. John, N.B., have also advanced prices in about the same way. All lines of awnings are dearer by  $\frac{1}{4}$ c. per yard. The cheaper grades of cottonades have made a similar advance. Staple lines of tickings are up  $\frac{1}{4}$ c. per yard; fancy tickings remain without change. The lowest grade of shirtings and the three highest grades have advanced  $\frac{1}{4}$ c. per yard, while no alteration has been made in the medium grades. Galateas and Oxfords are up  $\frac{1}{4}$ c. per yard. Skirtings show an advance of  $\frac{1}{2}$ c., as do eiderdowns, while flannelettes are dearer by  $\frac{1}{4}$ c. per yard. A single line of cheap gingham has been advanced  $\frac{1}{4}$ c. The rise in prices has affected napped sheetings to the extent of 1c., and shakers  $\frac{1}{4}$ c. per yard. The makers have raised the price in blankets  $2\frac{1}{2}$  to 10c. per pair. In remnants of shirtings, tickings, denims, flannelettes and Saxonys the rise is equal to about  $12\frac{1}{2}$ c. per cent. As will be seen from the above the advances especially affect the low priced goods to which the recent severe competition of manufacturers was more particularly directed. The advances that have taken place in the cotton goods market the past several weeks have placed no check upon buying, and the trade evidently is of the opinion that the higher prices have come to stay, at least during the greater part of the present season. In the United States the same movement is taking place, The N.Y. Journal and Bulletin of Commerce, Oct. 5th, reporting of cottons: "Many important sellers are without spot goods, and on all hands there is conservatism in accepting orders for forward delivery. Prices steadily tend upwards, and some of the business reported to-day shows advances of  $\frac{1}{8}$ c. in heavy goods over yesterday's highest prices, certain four-yard sheetings said to be held at  $4\frac{1}{2}$ c. In heavy coarse-colored cottons a fair general demand is recorded with a hardening price inclination."

We have received from R. Schofield, machinist and gear cutter, maker of printing and knitting machinery at No. 14 Court street, Toronto, a very neat specimen of geared wheel cutting in the shape of a nickel-plated paper weight.