

The Jobbers.

Will the shoe jobbers have to go? Is that one of the mutations of time, brought about by the new developments of trade that is in store for this particular line of business? It looks as if it might be that way to a measurable extent. Or rather that the increase of trade directly between the retailer and manufacturer would increase. Considered from a purely theoretical standpoint of trade, there does not seem to be any real need of the jobber between the maker of the goods and the retailer of them. Yet the exigencies of business in practice have demonstrated that there is a practical necessity for them. But *tempora et mores mutantur*, and with the changes of fashions have come such an improvement in shoes as to indirectly make necessary a more intimate relation between the shoe manufacturer and shoe retailer. It is well known that in different localities there is a material difference in the sizes and style of the feet. This is so marked that shoes made for one locality do not suit another. And now, that the proper fit of a shoe has come to be such an important feature in the purchase of it, that a retailer of good goods in a good locality must have shoes to fit his trade or he cannot sell them. As he cannot buy them with any certainty from a jobber whose goods are made to fit no particular style of feet, he must deal with a manufacturer and secure shoes of the kind and style that will suit his trade. For all fine goods then it is becoming more and more necessary that the retailer deal directly with the manufacturer. But, probably the bulk of the trade will always be in a class of goods in which good fits and special styles are not desired and to this trade the jobber can always expect to sell his goods. We do not think then that jobbers must go, but that the trade of cities will in time come to be done directly between the manufacturer and retailer. In fact it is probably true already that most of it is.—*Leather Gazette.*

Dairy Matters.

An effort will be made to establish a cheese factory at Gladstone, Man.

There is talk of the establishment of a cheese factory at Emerson, Man.

A cheese factory will probably be established in connection with the Barnardo farm, near Russell, Man.

At the meeting of the directors of the Manitoba Dairy Association held in Winnipeg recently, Wm. Wagner was re-elected president, Major Boulton, vice-president, and H. Cameron secretary-treasurer.

S. P. Dill, of Wolseley, Assa., has gone east for the purpose of studying cheese manufacturing and to employ an expert in that business. He will build a factory to be in operation at beginning of the season.

A correspondent writes: Wolseley is the dairy produce depot of the Northwest. Upwards of a thousand pounds of butter and ten thousand dozen eggs were shipped west from here last year, also large quantities of beef, pork and dressed poultry.

H. Arkell, produce dealer, Vancouver, recently wrote to a Winnipeg dealer as follows:

"I have a small stock of Manitoba dairy and Ontario creamery butter on hand; it sells very slowly. There seems to be no demand only for strictly first class. Dairy sells for 27½ here and creamery at 30c. My opinion is that your butter is altogether too high. Your high prices have driven the merchants here to load up with eastern butter. California butter will start to come in about the first of March.

At the late meeting of the Manitoba Dairy Association the president announced that arrangements had been made with the C. P. R. whereby refrigerator cars would be put on the express trains on the main line and all the branches next summer, to provide for the proper carriage of butter. The charges will be the ordinary freight plus 20 cents per hundred for ice, or altogether about half the express toll. Mr. Timewell submitted the plans of the dairy to be erected on the farm in connection with Dr. Barnardo's industrial home for boys at Russell. It will include both a cheese factory and creamery with a tank and windmill. The building will be 76x40 feet and a storey and a half high.

There is a prospect that there will be a considerable increase in the cheese and creamery butter output of this country next season. Already several new factories are reported as likely to be established in time to commence operations in the spring. It is to be hoped that our butter output will soon be manufactured mostly in creameries, where it can be put up in uniform packages, and of good and uniform quality. The present promiscuous mode of butter manufacture is very unsatisfactory. Fully one-half the butter reaching the Winnipeg market will not grade over a medium quality, and a very much smaller per centage, can be called a really good article. Winnipeg is full of butter now, such as it is, but it would be hard to make up a car lot of really choice. It must be understood that what is usually called No. 1 in this market, is not a really choice article. A system of butter inspection is something which is badly needed, and it would save commission dealers a vast amount of trouble with their customers.

A leading butter dealer remarked one day last week, that our people would have to come down in their ideas as to the value of our butter, before an export business could be done. Considering the quality of the average butter in the market here, he thought prices had been kept too high for some time back. The trouble in the first place has been the fault of the merchants who purchase direct from the farmers. Owing to competition or from other reasons, retail merchants throughout the province have almost systematically paid higher prices to farmers than the article was worth in the markets to which we may be compelled to export. A very short time ago Manitoba was importing butter, and, of course, then higher prices could be paid. Now that we have a considerable surplus, the trouble seems to be to get prices down to an export basis.

A Halifax despatch says: The boom in fish continues. The prices of cod are nearly double what they were a year ago, with a continued upward tendency. The prospects for the coming season are very bright.

General Notes.

The Guelph Ont., Banking Company, a private bank, conducted by W. H. Cutton, has suspended payment. The failure is in consequence of the withdrawal of the Federal Bank from business.

C. W. Wormer, proprietor of the Grand Pacific Toronto, and of the Weekly payment store, has assigned. His liabilities are placed at \$45,000. The Central Bank is a creditor to the extent of \$32,000. The assets are nominally \$70,000.

The wholesale dry goods firm of T. R. Jones & Co., St. John, N. B., has suspended. Hon. T. R. Jones, who constitutes the firm, is a member of the Legislative Council, and was formerly a provincial minister. His liabilities are between \$100,000 and \$150,000, and his principal creditors are in England and Montreal.

The following officers have been elected by the Montreal Corn Exchange:—Committee of Management—President, Hugh McLennan; treasurer, D. Robertson; John Baird, R. M. Esdaile, Edgar Judge, A. E. Gagnon, A. G. McBean, D. A. McPherson and J. S. Norris. Board of Review—Chairman, Chas. H. Gould, G. M. Kinghorn, J. O. Lafreniere, J. E. Kirkpatrick, John Dillon and Robert Sims.

A great sensation was caused at Toronto last week when it was known that ex-Mayor Manning, H. S. Smity and R. Snelling, president, manager and solicitor respectively of the Traders bank, and Elias Rogers, coal merchant, had been summoned to appear before the police magistrate to answer to a charge of compounding felony in being parties to the destruction of forged promissory notes. The charge has arisen out of a forgery case now pending against W. Selby, a brother-in-law of Rogers. It has come out in evidence that the forged notes were burned in the Traders' bank cellar.

About 100 members were present at the meeting of the Toronto Board of Trade, held on Jan. 24. W. D. Matthews, jr., and Hon. John Macdonald were put in nomination for the position of president, but the latter gentleman declined. Mr. Matthews was unanimously elected president. D. R. Wilkie, cashier of the Imperial Bank, and George A. Chapman, were nominated for 1st vice-president. John I. Davidson was chosen for 2nd vice-president, and George M. Rose was re-elected treasurer. At the meeting on Jan. 31, D. R. Wilkie was elected 1st vice-president. The Board now numbers 915 members, and has a cash balance, of \$7,095.

In an interview General Manager Yarker, of the Federal bank, when asked the cause which led to the liquidation, said: "The causes were two fold. The Central bank's crash was the first blow. Had it not been for that we would have, in all probability, pulled through all right. And even then there was a chance had it not been for those telegrams sent by the Michigan Central. The Saturday following the Central's collapse the head office of the Michigan Central railroad sent a dispatch to their agents all along the line of their connections not to take Federal bank bills. Of course, they meant 'Central,' but in mistake used our name. This