

find its tonic and sustaining influence on the nervous system a great help to their efforts." Schenck's sea-weed tonic, said to be distilled from sea-weed, and to be perfectly harmless, contains 19.5 per cent. of alcohol; Baker's stomach bitters, 42.6 per cent.; Hooftland's German bitters, advertised to be purely vegetable, and free from alcoholic stimulant, 26.5 per cent.; and Hostetter's stomach bitters, 44.3 per cent.; Kaufmann's sulphur bitters contains no sulphur, and is advertised to contain no alcohol, but was found by Dr. Davenport to contain 20.5 per cent.; Richardson's concentrated sherry-wine bitters contains 47.5 per cent., 2.5 less than whisky and brandy; Walker's vinegar bitters contains 6.1 per cent.; and Copp's White Mountain bitters about the same quantity.

SHOE AND LEATHER NOTES.

In response to the enquiry, "How are terms in the shoe trade nowadays?" an Ontario manufacturer replied to the effect that, "The retailers have gained a month on us. We used, some years ago, to date early purchases 1st April, then 15th April, but now it has got to be 1st May. Taking the later season, it used to be 1st October dating, then it was 15th Oct., and now it is generally 1st November. Sometimes, it is safe to ship a man's goods when they are ready, and give him a month or two extra time, but to make this a rule would be a bad thing."

There is something of a run on porpoise leather, for men's wear, it is so soft and yielding and so fine in grain. We understand that Messrs. King Brothers, of Whitby, are tanning this description of stock.

A pretty line of lace boots for men that we have seen in a Toronto show-room is made with coffee brown tops of ooze calf, foxed with black Dongola, sewed with the new Goodyear hand-sewer. Low shoes are produced by the same house of like materials. Another line has vamps made of brown calf grained. The sewing and finding are admirable.

"We have not been well paid this autumn so far, and many of our customers make poor mouths. An indication that times are hard in the country is that so many people are buying cheap Eastern-made foot-wear at \$1.50 to 2.00, instead of Ontario-made at \$2.00 to 3.00." Such was the complaint of an Ontario shoe house written on Tuesday last.

From two Toronto shoe-manufacturing houses we get precisely the same reply, when asked how fall payments are thus far. It is this: "Payments are slack. Retailers in our line are very lax in their money arrangements; they lean on us and expect us to take up their notes when due, or else credit them on open account without regard to time. We are getting tired of it."

More than one manufacturer gives it as his experience that the volume of trade in boots and shoes this year has not been as great as it should be, and the inference is drawn that stocks in the hands of country retailers must be bare. If this be the case some improvement may well be looked for when the weather grows colder and the country roads harder.

In the cities of Canada it would appear the shoe trade is as a rule overdone: there are at least three shoe-shops where there should be two. This means stocks in excess of requirements and a consequent depreciation and shop-wearing of goods. It means, too, cutting of prices on many lines.

"Three-fourths of our losses by bad debts are by general storekeepers," said a wholesale

dealer to our representative in answer to an enquiry how shoe-dealers in the country were dealing and paying. "Country shoe-makers and dealers are our best customers; they buy little and often, they pay in the same way, and they rarely fail, except when the failure of some big shoe or leather house takes place, and such an event is apt to bring down a number of them."

In the Western States, according to the *Shoe and Leather Review*, stocks of foot-wear in the country districts are at a low ebb. Chicago dealers find calf shoes of medium and fine grades much wanted. The balmoral with the late improved lacing is again making a good fight with button goods for first place, being more easily adjustable to the ankle and more comfortable to the foot. "It is barely possible that the button-hook will yet have to go."

"Blue enamel forget-me-nots with diamond centers form the latest decorative design for gold garter clasps," says a New York journal; and the fashionable girl's elegy, like Gray's, has on it "gems of purest ray serene," and "flowers that blush unseen."

Gas was introduced last week, instead of lamps, into Mr. Robson's large tannery at Lindsay, which will enable the hands to work full time during the winter season, as the large orders on hand demand.

In Montreal, most of the shoe factories are shut-down this week, taking stock. They will probably begin active cutting on spring stock about the 1st December. The November trade has not been encouraging, either in amount or character, owing largely to wet weather and bad roads, but a good December trade is looked forward to.

The Italian Shoemakers' Society of New Orleans has had prepared, intended shortly to be presented to the Church of the Holy Virgin at Termini, Sicily, a beautiful gold shoe as a votive offering to the Virgin. It is of misses size, elegantly fashioned. It is of gold, fourteen carats fine, exquisitely wrought. All the stitches and details of a real shoe are carefully imitated and the buttons are in blue enamel.

At Lynn, Mass., there has been, since election, a perceptible increase in the production of several of the shoe factories. The bosses are not so much tangled up with politics as a few weeks ago, and they are now looking personally after their business, feeling as if they (if they chance to be Republicans) have "rescued the country."

The general tone of the trade in New York, according to a letter of last week, was healthy and encouraging. No phenomenal revivals is reported in any line, but there is a generally satisfactory condition of things in almost every branch. The leather men all report a more animated state of trade. The market is strong in all essential points. The prospects for December are excellent.

Some arrangements for the regulation of terms, &c., in the shoe trade have been under discussion by the wholesale houses in Ontario. For instance, it is proposed that travelling salesmen for spring shall not be sent out before 1st January, and for winter not before 1st July. Also that irregularities in dating of paper shall be cured by making the dates for spring and autumn bills, 1st April and 1st September. These arrangements to be enforced by penalty. The views of Hamilton, London and Toronto houses were nearly unanimous in favor of the proposals, but one firm declined to unite unless agreement on a like basis could be secured on the part of Montreal and Quebec houses, in which case

this one Ontario house—which acknowledges the need for what is proposed—will join its confreres.

ANSWERS TO ENQUIRERS.

BENJAMIN, Barrie.—You have not given data enough from which to advise you definitely. The first offer appears to be the best one, provided the rate of interest is low, for the security is ample. In the second case, something depends on the character of the person with whom you are dealing; and besides, you should have the advice of a sound lawyer. To be "beaten on an execution," if it came to that, is always an annoying outcome of such a series of transactions. An additional name is imperative, from our point of view.

J. B., Montreal.—It is an easy matter to find fault with the underwriters, and is sure to be popular. You should, in fairness, however, consider the other side of the question. The proposal that the city corporation shall go into the fire insurance business is a weak threat; it originated in pique and is unworthy of the occasion. If you have watched the condition and efficiency of the fire brigade as demonstrated in the fires that have occurred, and have read the results to underwriters in the shape of fire-losses during the past year or two in Montreal, it must be plain to you as a business man that something of the kind had to be done. We know of no means to compel, as you put it, the insurance offices to furnish indemnity for less than its cost. Probably if you were a seller instead of a buyer of insurance you would insist on a profit. And this is the evident aim of the companies, whose interest lies plainly in treating the insuring public with fairness. We are forced to say that the handling of the brigade at the dangerous fires last week does not look as if the right man had been appointed.

D. R.; Collingham, Notts.—The price is as stated. London agency, 446 Strand.

J. T.; City.—The subject of underground wires for electrical purposes has long since been considered with great earnestness by people in the United States as well as Europe. It is some months since a statement appeared to the effect that 500 miles of Western Union telegraph wires have been put underground and 217 poles have been removed. Underground tubes have also been laid in New York for 18 miles of telegraph and telephone wires and for ten miles of electric light wires. The poles are an undoubted disfigurement, but the getting telephone, telegraph, and electric light wires all underground is a huge undertaking, and cannot be done in a day or a year.

MERCHANT; Halifax.—See page 591 of last week's *MONETARY TIMES*, also page 619 of this week's, and you will perceive that your request has not been overlooked.

C. M.; Winnipeg.—On the 4th of January next.

—New Brunswick and Nova Scotia intend, we are told, insisting on the C. P. R. being compelled to build the section of the road leading from Harvey on the New Brunswick Railway to Salisbury on the Intercolonial Railway and thence through to Halifax. The cost of building this part of the line will be very much less than that portion through the wilds of Maine. "The C. P. R. is to be kept to the terms of its contract," says our Halifax correspondent, and the members of Parliament in the Maritime Provinces are said to be a unit on the question.