

bill; but as a set-off to this, failures were frequent, and some of them particularly disastrous. All this has now changed. The Canadian buyer is as assiduously cultivated by merchants and agents for manufacturers, with the result that some of them have been severely bitten during the past few years. This may be largely accounted for by the references which are given from time to time. Many British merchants, eager to do business, allow Canadian buyers to refer to them, in the hope that their position with the buyers will thereby be strengthened. One large London firm, well known to many readers of *The American*, has been specially culpable in this respect during the past ten years. I will give a few instances. A house they had never done any 'direct' business with they declared themselves ready to credit 'direct.' As a result, the Canadian firm (who were actually insolvent at the time) obtained credit all over England, and in less than two months after the buyer's departure from these shores they had made an assignment in favor of a preferential creditor in Canada. In another case, two Manchester firms gave a good reference for a certain house, saying they had always paid promptly on the usual 2½ per cent., 60 days terms, and so on. When pressed as to how long they had done business with the firm, they replied, 'Twelve months,' and they had had two transactions, the amount involved in neither case exceeding \$1,000." To encourage the appearance of the Canadian retailer abroad may tend to bring discredit upon our trade. For while the majority of our retail houses are comparatively strong and thoroughly reputable, there are some who do not possess these qualities, and English merchants are not in a position to sift the bad from the good.

FOR GROCERS AND PROVISION DEALERS.

Hay is unprecedentedly low in parts of Quebec. The best quality, pressed and delivered, only fetches \$5 per ton at St. John's.

Merchants of New Westminster, B.C., are unwilling to accept an early closing agreement, and their clerks in consequence must continue to work 14 to 16 hours each day.

At Perth an engine has been fitted up in the premises of John Dettrick, who is embarking on what the *Expositor* calls "the hashing industry." This suggests mince meat, sausages and all that.

The importation of German granulated sugar into St. John was not an unqualified success. The sugar did not arrive in first-class condition, and the purchases made on a falling market did not yield the expected profit.

The alsike clover market is depressed. The season opened with farmers receiving \$6 a bushel for their alsike, but prices have gradually fallen to \$4.75 and \$5 per bushel, or more than a dollar less per bushel than the price of red clover.

The egg market has experienced quite a "boom" by reason of the excessively cold weather. The cold, extending over the greater part of the United States, shut off the supplies of eggs from New York and other large American centres. Canadian limed eggs were called into request and sold in New York at from 20 to 22c. per dozen. This price should be remunerative to the shipper, but as a matter of fact these shipments were not attended by satisfactory profits. A duty of 3c. per dozen must be paid, while New York buyers are very strict in culling, and exporters must figure on losing from two to four dozen on each case. City limed eggs in Toronto are quoted at 14c., while country limed bring 12 to 13c. per dozen.

As the export of hay from Montreal during the past two years has assumed very large proportions, the following particulars concerning the business done with Great Britain will be found interesting and instructive:—

COUNTRIES FROM WHICH HAY WAS IMPORTED INTO THE UNITED KINGDOM IN 1894, 1893 AND 1892.

	1894. Tons.	1893. Tons.	1892. Tons.
United States	152,423	101,132	11,538
Russia	28,832	27,694	2
Canada	28,711	63,175	13,120
Holland	13,540	28,332	19,403
France	6,206	1,234	3,526
Denmark	5,042	4,252	2,291
Chili	4,070	3,614	346
Algeria	3,951	731	3,590
Belgium	3,887	3,436	90
Norway	2,969	1,674	2,225
Germany	1,929	2,188	4,290
Other countries	2,664	25,588	816
	254,214	263,050	61,237

An estimate by Cincinnati *Price Current* places the number of hogs packed from Nov. 1st to Feb. 6th as follows:

	1894-95.	1893-94.
Chicago	2,020,000	1,415,000
Kansas City	735,000	468,000
Omaha	445,000	295,000

St. Louis	309,000	204,000
Cincinnati	210,000	163,000
Indianapolis	274,000	241,000
Milwaukee, Wis.	137,000	19,000
Cudahy, Wis.	162,000	97,000
Cedar Rapids	123,500	105,700
St. Joseph, Mo.	116,500	96,500
Sioux City, Iowa	122,000	75,000
Ottumwa, Iowa	129,000	83,000
Cleveland, Ohio	165,000	100,000
St. Paul, Minn.	152,000	102,000
Louisville, Ky.	126,000	90,000

Total, all points 5,840,000 4,060,000

FOR THE SHOE MAN.

We are told that Mr. Joseph Beaupré is about to begin the manufacture of hand-made footwear on an extensive scale in the city of Quebec.

There will be many novelties for the spring and summer trade. The introduction of linen footwear has given the manufacturer a great opportunity to diversify his handiwork in points of weave, texture and color.

Colored footwear did not come with a rush. It fought its way into the market in opposition to the prejudices of the trade and the public. On this account we may expect its success to be the more abiding. Certain it is that shoemen will carry larger supplies of colored footwear than ever before.

Beware of the ultra-fancy shoes. You must, of course, carry a supply of greater or less magnitude, according to the size and character of your trade. But place your orders sparingly for these goods. A shoe to sell must have something more than appearance in its favor. Fit and durability are two essentials.

Retail dealers say they can never get good window effects with large sizes of shoes. Customers will admire a small, narrow shoe and come in and buy three sizes larger. In men's wear a 7½ B last makes the best appearance in a window. All the sizes are proportioned from the same model, but somehow a No. 9 shoe in men's shoes looks ugly, while exactly the same shoe in the 7½ size is attractive.—*Shoe and Leather Review*.

Variety is the distinguishing feature of the modern shoe trade. "Something new, something new," is the cry from the retail trade, and designers are at their wits' end to keep up with these demands. An American manufacturer offers fifty different shapes of toes in women's shoes alone; not long ago a half-a-dozen was thought to be sufficient. While this tendency is not without its advantages to the retailer, it thus raised the cost of trade, in that it takes no small fortune to carry a moderately complete stock.

Observation of shoes in service confirms the opinion that they do not wrinkle as much at the ball joint as formerly. Of course no shoe can be absolutely smooth at this point when the foot bends in walking. While the modern last has much to do with this improvement, the many widths now made help to obviate the difficulty. A shoe too broad for the foot is pretty sure to show these folds in time, even when the foot is at rest.—*Shoe and Leather Reporter*.

Goloshes, says the *New York Herald*, are very properly regarded with holy horror for anyone, except to cover evening shoes or pumps. Ordinary walking boots exposed one to sudden and awful faults. It was in such a dilemma that a Montreal friend came along and showed me a wrinkle for winter footwear that has only to be known to be generally adopted by the dandy. He had on what looked to be varnished boots and brown cloth "spats," or gaiters, as Americans call them. But his apparently varnished boots were nothing but a very thin pair of rubbers, perfectly plain, with toes that fitted the light pair of walking boots over which they were drawn. The spats covered up the place where the boots left off, and the rubbers began and completed the neatest, warmest, and driest winter footwear that I have ever seen—one that won't slip, and one, too, that can always be kept clean and shiny by simply wiping the rubber off.

"Why do you not lower the price of hides," was the query we put to a hide merchant the other day. "Are they not out of all proportion to the price of leather?" "Granted," he replied. "Taking quality into consideration they are several cents higher than in September last, and when tanners are getting the worst of it at both ends of the market, no wonder they complain. But what are we to do? Our stocks do not accumulate. All offerings are readily taken at quotations. Exports to the United States have placed this market in a much better position than it occupied a year ago; and although lower prices in the near future are quite possible, tanners would make more headway by attempting to better their position on the selling market.