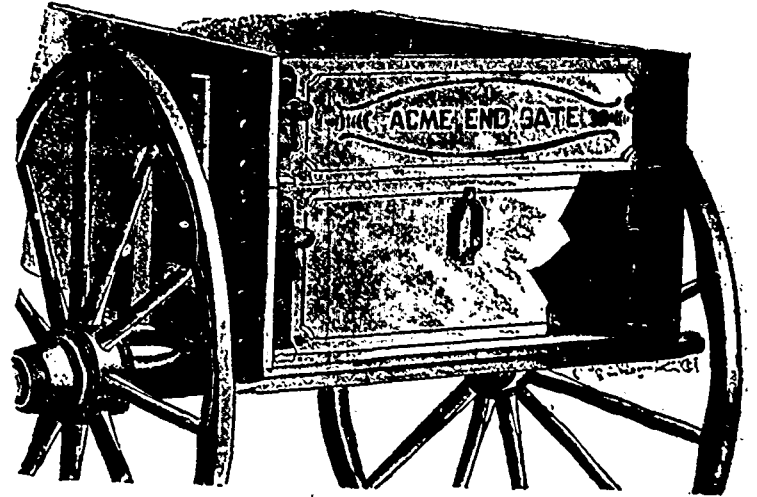
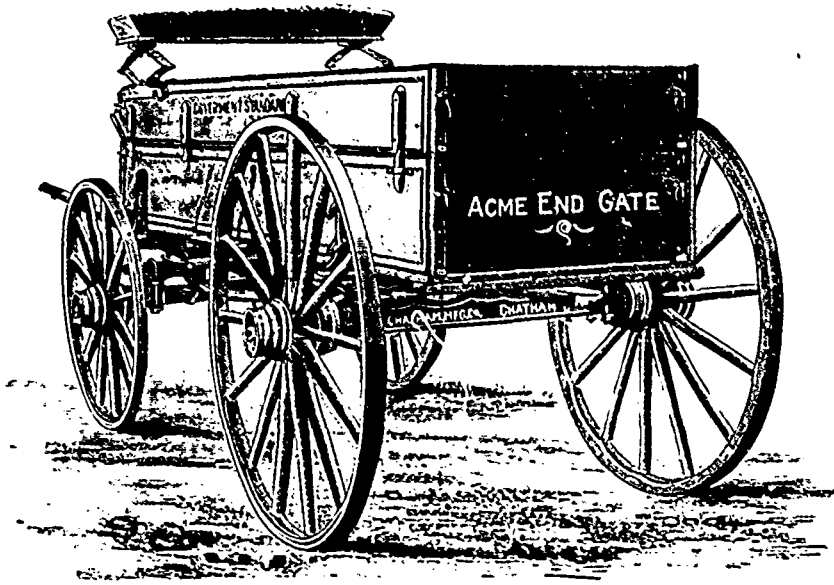


# THE NEW CHATHAM WAGON

AS IT WILL BE PRODUCED HEREFTER BY THE

## Chatham Manufacturing Company, Ltd., CHATHAM, ONTARIO.



### To the Trade.

WE are soliciting orders for spring delivery, and in doing so permit us to say, we feelingly lament the wagons turned out of our works, under a different management, although as good, to say the least, as any turned out at the same time by any other Canadian concern, were not what they should have been, but we can now truthfully say, all defects in the old Chatham have been remedied, and for this and the following reasons, and improvements we now call our wagon **The New Chatham**, and assert without fear of successful contradiction that it stands without a rival on this continent, of which the judges on vehicles at the World's Columbian Exposition, Chicago, give us an unequalled certificate in the shape of **A Gold Medal and Diploma**. Beside being made of the best bone-dry lumber and best of iron by the best mechanics in a wagon works furnished with all the latest and most approved machinery, wheels all made of best of White Oak, bone-dry, and thoroughly saturated with boiling linseed oil before the tires are set and the tire set cold, the New Chatham is equipped with Van Allen's Patent Malleable Giant Arms, Simpson's Patent Malleable Adjustable Stakes, and Patented End Gate Fastenings, deservedly styled the Acme and our boxes will be grained to represent various fancy woods instead of being painted the old time fady green—for most valuable improvements not found in the construction of any other wagon made in Canada or the United States, making it intrinsically worth 25 per cent. more than any other wagon made in America, and yet our prices will be found very little, if any, higher than asked for old timers.

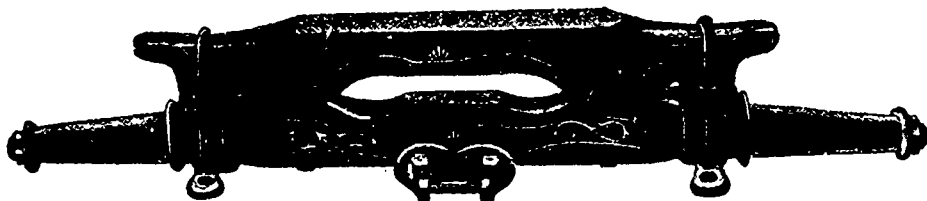
**The First of which Improvements.**—The Giant Arms (pronounced by the judges on vehicles at the World's Fair, Chicago, to be the greatest improvement ever made in wagon building, do away with the old time breaking point of axles, render truss rods unnecessary and the axle unbreakable, a will be apparent from the following cuts:



Van Allen's Patent Arm

These Arms are superior to Steel Skeins because more durable and easy running, and wagons equipped with them are very much lighter for the capacity than ordinary cast arm wagons. All our 2 1/2 and 3 inch Giant Arms (the sizes generally used in farm wagons) are best refined malleable, and therefore, like the axles, unbreakable. We still cast our own 3 1/2 and 4 inch Arms, but when specially ordered we make wagons with Malleable Arms of these two sizes also.

We also give wagons the Chautauqua front gearing (see cut below) instead of the front bent bound gearing, when specially ordered, at no additional cost.

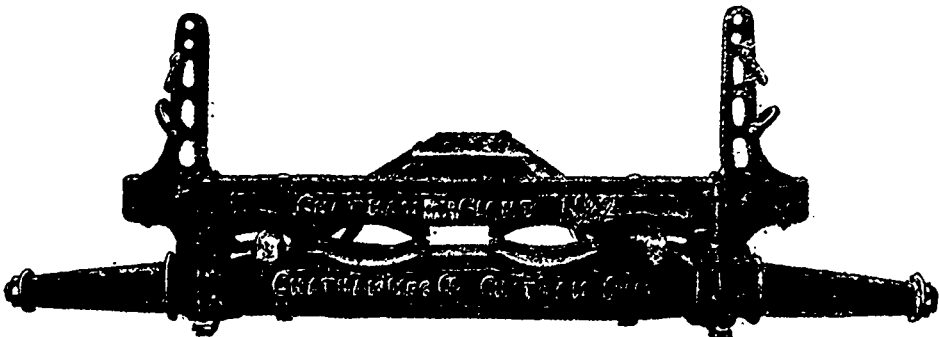


Applied to Front Axle of Chautauqua Giant.



Applied to Front Axle of Chatham Giant.

require. In the meantime we solicit correspondence with responsible French and English Dealers all over the Province of Quebec, excepting in the territory reserved below, with a view of arranging with them to sell the wagons above referred to:



Applied to Hind Axle of Both the Chautauqua and Chatham Giant.

**The Second of which Improvements.**—The Malleable Adjustable Stakes (seen in foregoing cut of hind axle) are practically unbreakable—what would bend these would break an ordinary wooden stake—and if one get bent can be taken to an anvil and straightened, and although broken ones are supplied free of cost at the factory, not five of the many thousands in use have been asked for to supply place of broken ones. These stakes admit of the bolsters being plated from end to end, making the bolsters very much stronger than as generally made, with big stake mortices through the ends, and the plating only reaching to the stakes. Each stake being adjustable two inches simply by slackening two nuts, is found a very great convenience, and then if it is desired to put a platform on the wagon these stakes can be removed entirely.

**The Third of which Improvements.**—The Acme End Gate (see second cut above) entirely dispenses with rods and saves the delay and bother of unscrewing and taking them out to roll in barrels, and makes the strongest, most durable and convenient end gate ever introduced. Either the upper or lower gate can be taken out without disturbing the other, or both taken out and several barrels rolled in and gates replaced in the time it takes to unscrew and take out one rod.

**The Fourth of which Improvements.**—Is an entirely new departure in the way of painting. By a patented process, for the use of which we have the exclusive right, we propose to grain the boxes of our wagons to represent various fancy woods instead of the old time fady green, making such boxes as in the past have only been seen at fairs. It is a well-known fact to all practical painters that a good job of graining is the most durable as well as the most beautiful and attractive of all painting.

Before closing we feel we may justly point with pride and satisfaction to the fact, although we have sold no wagons for use in the North-West this year, we have already sold 500 more for use in Ontario and other parts of the Dominion than we did up to the 15th November of last year, when 250 of our output went to the North-West.

We have ample capacity for 4000 wagons annually, and have only made 2000 this year, but we indulge the hope that with your kind assistance and that of our many other friends our output in the future as in the past will continue more closely to approach our capacity.

We are now getting out a new Catalogue, and when received from the printers we will have the pleasure of supplying you with as many as you may desire over the Province of Quebec, excepting in the territory reserved below, with a

- R. J. LATIMER'S TERRITORY—reserved to him, 25 miles every way from Montreal, Huntingdon, St. Hyacinthe and St. John's.
- LATIMER & LEGARE'S TERRITORY—reserved to them; 25 miles every way from Quebec City.
- LATIMER & BEAN'S TERRITORY—reserved to them, 25 miles every way from Sherbrooke.
- WILLIAM GRAY'S TERRITORY—reserved to him, 25 miles every way in Quebec, from Ottawa.

ADDRESS:

Chatham Manufacturing Co.,  
CHATHAM, ONTARIO.