

on the quantity, and accepting in settlement their customers' papers, made by farmers of whose identity you know nothing, and have to wait ten, twelve and even twenty-four months in many cases, before you are able to ascertain whether said parties are in existence, let alone able to meet the paper at maturity. And yet this sort of business is done, and not by one manufacturer only, and such paper accepted in settlement for goods in the production of which you have had to pay out the good hard cash, for the labor anyway and in two and three months' time for the material. Common sense would seem to dictate that the wiser policy would be to be content with less business and make sure of your money, unless for the collection of such paper you can afford an organization such as the large implement firms possess, and which, from what we know of the carriage business, its profits will not admit of. It is here that an association will assert its usefulness, and prove itself an untold blessing.

With an association in existence the trade will be enabled to protect itself against unscrupulous buyers, whose practice it is to mis-state the prices quoted them by competitors, likewise misrepresent their own financial worth. True, you have your mercantile agency reports and local reports, but these are, for the most part, misleading, and it is not until you have actually had dealings with a man and found out how he meets his bills that you are competent to judge of his capability as a customer. No matter how well he may be rated, or how large a volume of business he may do, he is not a desirable customer unless he is able to meet his bills.

As an object lesson of what organized effort will accomplish, we hold up to your view the accessory trade, from whom you obtain your supplies. They have no difficulty in adjusting prices and shortening time. They dictate the prices you shall buy at and the time you shall settle on. Indeed, they give you no option but cash settlements. And yet you permit this state of things to go on from year to year until, you might say, the very credit of the trade is jeopardized by the people from whom you buy your supplies, and whose very existence is dependent on you. They say, "Here, you shall pay cash in 30 or 60 days; if you care to give 6, 12 or 18 months, or date your goods May 1st six months, you are privileged to do so, but I cannot do it and won't do it. And, moreover, we don't think you can afford to do it. However, we won't take the risk." Again, your friends in the accessory trade are protected against outside competition from people to the south. True, you enjoy 35% protection, yet you pay that on your raw material, while your friends in the accessory trade, in nine cases out of ten, enjoy a protection of from 25 to 30 and 35% and bring the raw material in free. As a consequence they are making the money; you are doing the hard work, taking all the risk and getting little or no return at the end of the year. We ask you how long do you propose this

state of things shall continue? The remedy is in your hands, and it is for you to say how you shall apply it. This journal has been established for your interests, and your interests it shall always strive to advance. Its columns shall at all times be open for the discussion of subjects of interest to the trade. We ask you to use its pages freely, and with THE CARRIAGE AND IMPLEMENT JOURNAL as an organ we see no reason why the year 1900 should not see the bringing into being of a Carriage-Makers' Association, which, when once started, is assured of permanent existence.

Six Ciphers.

The following from a correspondent, on the tendency of the present age, contains some thoughts for reflection. In comparing the relative increases of Canada's population and carriage industry, the writer overlooks the fact that fifteen years ago a large proportion of the vehicles in use were imported into this country from the United States, whereas now the home-manufactured product almost entirely monopolizes the trade:

"It is within the memory of business men in middle life when four ciphers, with almost any numeral to the left, made a man independent; even \$10,000 was moderate wealth, and \$50,000 was riches. Manufacturing concerns with capital ranging from \$10,000 to \$50,000 were in A1 credit, in fact were considered large and prosperous. Whether these were really "good old days" or not is a matter of opinion depending largely on the constitution of the individual. Be that as it may, the present day looks upon such figures as we have named as being hardly worthy of notice, and we may be said to be living, not in an age of five ciphers, but in one of six, in which men and all business ventures are measured by the million-dollar mark, and nothing less is considered worthy of notice. As your journal deals with the vehicle and implement industry, any criticism of figures running into the millions or the tendency which they stand for, may be considered uncalled for. Unfortunately the craze seems to have struck the most conservative of our carriage builders, and every catalogue and circular deals as freely in ciphers as the prospectus of the most sanguine promoter. This, perhaps, would not be surprising in the United States, with its seventy or eighty million people and rapid growth, but what of conservative Canada, where fifteen years ago there was only one large carriage-building concern, and it was doing a large business with an output of 2,000 jobs per year. The population of Canada in the fifteen years has not increased 20%, while the carriage factories now number ten who may be considered large wholesale builders, with outputs from 1,000 jobs, to say 6,000 jobs each per annum. They all deal in ciphers in their claims as to the quantity they are building, capacity for building more, square feet in their various factories, and each one is straining