

anticipate a fair measure of success during the incoming year from present indications.

The Gutta Percha & Rubber M'fg. Co., Toronto, write :

Replying to your enquiry of the 1st inst., we beg to state that in our opinion the outlook for business generally is very satisfactory ; certainly far more so than last year. Trade with us this last year has exceeded our expectations, and the year that is now ending has been a very satisfactory one. Collections are far better than a year ago, favors have been few, and there seems to be a slight tendency towards shorter credits, which in our opinion is a phase of business to be earnestly cultivated.

As to improvements, the year now closing has seen many in our business, and there is hardly a branch of our business with which we shall not enter the coming year with continued and material improvement. We are also increasing our facilities and lines of manufacture.

Osborne-Killey, Co. (Mona Iron Works,) Hamilton Ont., write :

Our business has increased during the past two years to about double the value. We make a specialty of high class pumping engines and pumps.

John Bertram & Sons (Iron and Wood Working Machines,) Dundas, Ont., write :

In accordance with your request for information regarding the state of business in our branch of manufacture, we have to state that the year now closing shows a long way the largest output since the works were established. This has resulted from several causes, the principal being our late improvements in all our standard machines, both as regards their design, weight, strength and adaptability to the work desired, and also a more complete system of interchangeable details, thus ensuring more rapid and perfect workmanship, as it is an evident fact that in the face of a protective tariff, all home manufactures must be up to the standard of English and American goods, and as reasonable in price, or the principal object of protection will be defeated. Another cause for the above result, is the additional markets of Manitoba and British Columbia. We have during the year made some radical improvements in our plant and machinery, consisting of large planers, lathes, &c., by which we are prepared to turn out machine tools up to 25 and 30 tons weight, and have also under construction and design, several special machines for various classes of work.

The Dodge Wood Split Pulley Co., Toronto, write :

Your favor of the 1st inst. has been awaiting the return of our Mr. Samuel May for a reply, and as he has just arrived, we will say that our opinion of the present condition of the manufacturing business is, that it is constantly progressing all over the Dominion. While it may be admitted that this year can not altogether be termed a very flourishing one in business generally, we have been receiving numerous orders for our pulleys from all provinces east and west and from all the different industries in the country, and we feel free to say that enterprise and a progressive spirit are not resting in Canada, but rather promise to take great strides all along for some years to come.

Of our business we can only speak in the most gratifying terms. Our success shows us that we have brought an article before the manufacturing public that was actually wanted. Since we began manufacturing the Dodge patent wood split pulley only a little over two years have passed, and already there is scarcely a person using steam, water, or other power, who does not know our pulleys and who will not endorse them as the best in the market in this line, in more than half a dozen respects.

Very soon after we started to manufacture these pulleys, our present quarters proved to be entirely inadequate for the business that promised to follow. We are now building near west Toronto junction a large and commodious factory 250x54 feet, three stories, with an annex 60x80 feet, that will be equipped in first-class manner and completed for occupation with the beginning of the new year, when we will have ample facilities, not only to supply our home trade promptly and on shortest notice, but also to extend our transatlantic relations which offer a field without any other limit than the world.

The Nova Scotia Steel Works New Glasgow, N. S., write :

The Nova Scotia steel works were established in 1882. The paid up capital invested in them is \$200,000, two thirds of which stock is owned by citizens of New Glas-

gow. The works occupy about ten acres of land, the main building is 470x130 feet, covering over 80,000 feet. Extensions are being made to the building which will cover some 25,000 feet additional. In 1884 the shipments from the establishment were 2,270 tons ; when the plant now being put in is completed the works will have a capacity of 12,000 tons, and no difficulty is anticipated in disposing of the increased production. At the present time there are 225 men on the pay list, and this number will be increased to 300 when the additions to the works are completed.

The product of the works consists largely of steel for agricultural implements, together with the usual sizes of merchant's steel, in round, flats, and squares, with angles and special sections. A large quantity of spring steel is also manufactured, besides tramway and pit rails, nail and plough plate, and large quantities of sections.

The Metallic Roofing Co. of Canada, Toronto, write :

In answer to your enquiry as to present condition and prospect of trade with us, we would say that during the past season we have found a serious depression throughout the Dominion in the building trade, more or less marked in different localities, attributable mostly to trade difficulties and light crops. There are probably but few manufacturers of builders supplies that will recognize the present as a year of great prosperity, yet with us there are no serious grounds for complaint, as our output for the past ten months has been over 50 per cent. above that of any former year. We have endeavored to maintain the highest standard for our goods by using only the very best quality of material in their manufacture, and having to compete with the cheap grades of material in the market, our margins have necessarily been small, yet on the whole, considering the volume of business done, the . . . for this year is quite satisfactory.

We have added several pieces of new special machinery that will double our capacity, and have adopted sheet steel for the manufacture of both shingles and siding for the future. Are now putting in machinery to make corrugated sheet steel of an improved pattern adapted specially for siding.

An unusually large number of enquiries are now being received from parties proposing to build the coming year, and as the importance of guarding against fires in the erection of buildings is being more than ever recognized by the general public, and more especially by manufacturers and steam users, we cannot but feel that with judicious management of the business, the outlook for the coming year is fairly hopeful.

Miller Bros. & Mitchell, (Machinists, Millwrights and Engineers,) Montreal, write :

Your favor of Nov. 1st duly received. Our business for the past ten months of 1888 has been the best we have had for years, the output for that period exceeding the total sales of 1887 by over \$150,000. We have made no special change in our works except to put in additional machinery. The prospects for the coming year we consider good.

The Hercules Manufacturing Co., (Grain Cleaning Machinery,) Petrolia, Ont., write :

Replying to your favor of the 1st inst. regarding the development and progress of our business, and business generally, from an exhaustive statement of our business which we have recently gotten out we quote the following :—"In 1887, the second year of our existence, the increase in the volume of our business in wheat sources alone was 2237 per cent. over that of 1886, the year of our advent, and in 1888, (ten months,) our business shows an increase over first year of 363.6 per cent." Our jobbing and other mill machinery work has quadrupled itself during this time.

We have increased the dimensions of our plant to four times its original size, and have added during the past year numerous wood and iron-working machines. It is our intention to add a foundry to our plant very soon, and to double our present capacity, as we find the present facilities inadequate to the demand.

Our opinion that the manufacturing interests of Western Ontario must necessarily increase very rapidly, for our people are gradually becoming awakened to the fact that we can, generally speaking, produce just as good machinery at home as can be produced abroad, and the development and thrift of the country demand the most improved and convenient machines that can be produced ; and with the present advancement in agricultural products, we predict an exceptionally good year in 1889.

So far as our personal knowledge of the present condition of trade is concerned, we feel that the Canadian

manufacturer is at least hovering somewhere within sight of the zenith of prosperity. All the manufacturers and dealers with whom we have occasion to transact business, appear to have about all the trade they can comfortably take care of, and doubtless are enjoying the pangs of prosperity.

The flouring mill interests of this part of Ontario, and from our observations through the medium of the amount of business we do with millers generally all over the Dominion, we think we may include the whole of the Dominion, are in a decidedly prosperous condition. Millers are receiving good prices, and in some cases flattering prices for their productions, and from the low prices which have prevailed during the past several years, it would seem safe to conclude that the present condition of trade will continue and probably grow even much better.

W. Stahlschmidt & Co., (Office, School, Church and Lodge Furniture,) Preston, Ont., write :

Complying with your favor of the 1st inst., we have to say that we are well satisfied with our trade during the year just past. Our export and domestic business increased so rapidly that we were during the summer compelled to replace our 28 h. p. engine with a 70 h. p. Wheelock engine, besides putting in additional machinery. In addition to these improvements, we have put in a steam fire pump with connections for each storey for better protection in case of fire.

Beginning with six men a little over four years ago, our business has steadily increased till we now employ 70 hands. If the past is any criterion of the future, we have no doubt that we shall have all we can do during the next year. Our prospects for a still better export trade are very good, and as far as our home trade is concerned, we have every reason to think we shall have no trouble to hold our own.

We have lately decided to add to our lines the building of first-class counters, and other office and hotel fittings. Among the contracts just awarded to us in this line is the counters for the new buildings of the London & Canadian Loan and Agency Co., corner Bay and King streets, Toronto.

Goldie & McCulloch (Flour Mill, Wood and Iron-Working Machinery, Fire and Burglar Proof Safes, Vault, Doors, &c.,) write :

Your favor of 1st inst. was duly received in which you ask our opinion in regard to the present state of trade and prospects for the new year on which we are about to enter. In answer to this we beg to say, that so far as we are concerned, the volume of business done by us this year has been very considerable, having much exceeded our anticipations at the early part of the season. While the orders in all departments have not been equal, in some they have been very large in numbers and amount, thus maintaining the general volume of work, and in some shops necessitating the working of a large amount of overtime—notwithstanding the many labor saving machines that have been introduced by us during recent years. Our shop buildings, as you are aware, have all been rebuilt and refitted within the last few years, and are now, in the general style of their fitting up and equipment, quite abreast of the most advanced lines of mechanical art and architecture anywhere, and it will be our constant study to maintain and in every possible way to improve on the high standard of workmanship and design we have constantly aimed at, and for which the general public has been pleased to give us credit. In this way, we hope to give our patrons the benefit of our efforts and expenditure without any additional cost to them.

The general character of the business done by us this season will, we believe, be found to be very sound and fairly profitable. We have special pleasure in noting the fact, that during some months past the cash payments made by our customers have been usually large and steady, and much in advance of those of any equal period for a considerable time previously.

With reference to the future we can only say, that judging from present indications, we shall enter on the coming year with a large number of orders on our books.

The Polson Iron Works Co., Toronto, write :

Although laboring under the fault of being only a young concern, the Polson Iron Works Co. has enjoyed a very successful year, and although 1888 is but the second year in its history, the business has doubled that of 1887, and the list of employees has increased in that time from 100 to nearly 500 men.

During the year, the company has purchased additional land on the esplanade, doubling the size of their premises, which now cover about three acres between Frederick and Sherbourne streets, and have made large additions to their buildings. In their shops, too, they have