

Grain Officials at Lake Ports.

C. C. Castle, warehouse commissioner, and D. Horne, chief grain commissioner, have returned from Fort William, where they have been inspecting arrangements that are being made there for the handling of the wheat output.

"There is no wheat at the lake port now," Mr. Horne said, speaking to a reporter of the Free Press, "and this is just what is wanted at this time. We are a month ahead of last year, so far as the weather is concerned, and with a continuance of the present weather much will be accomplished by the railways in the next ten days. If enough bottoms can be secured on the lakes I do not see why there should be any grain blockade. In fact, the conditions could not be better than they are at present. By the time navigation closes the elevator capacity at Fort William will be sufficient to take care of an enormous amount of wheat and the capacity at country points is far in excess of last year."

Mr. Horne stated that no changes would be made this year in his method of inspection. He did not believe it would be necessary to put on a larger staff of men than he had last year when about twenty were employed here in collecting samples for inspection. His staff are now being kept very busy as the number of cars coming in is increasing daily.

One Price Policy Wins.

"I find," writes a successful dealer to Farm Implement News, "that the way to sell farm implements is to have one price for each article and then stay by it. When a farmer knows you have but one price he buys the first time he calls and does not go away thinking he will try again some other day."

This statement thoroughly agrees with the remarks made by an Illinois farmer to a representative of this paper and published a few weeks ago. The ill-will of farmers has often been incurred by dealers who charged them a higher price for a certain machine than they charged others for the same. To have one price to all is the only safe ground. Concessions may be given in strictest confidence

and under pledge of secrecy, but they "leak out." Again, as the above dealer intimates, failure to maintain a single price leads to disastrous cutting. The prospective buyer, believing a better price obtainable if he hesitates, does not buy on first call, but concludes to try again. He goes to other dealers, intimates that he can do much better with you and inspires them to cut.

The temptation to shade prices is almost irresistible when in the judgment of the dealer the sale can be immediately effected. But rarely is that the outcome. One reduction from the price first named is accepted as no more than others will be forthcoming in due time. There never was a better time than now for the dealers to "get together" and adopt the one-price policy.—Farm Implement News.

Production of Lead.

The production of lead in the United States in 1901, according to the United States Geological Survey, was fully up to the high total which was attained in 1900, although the output of individual districts varied somewhat. The total production amounted to 351,688 short tons, as compared with 377,479 in 1900. Of this the American production was 270,700 short tons, almost exactly the same as in 1900. The total output of the Mississippi valley footed up to about 67,000 tons, or about one-fourth of the whole production of the country. Idaho continues the principal contributor, with 75,000 tons of the total coming from that state and nearly all being the product of the Coeur d'Alene mines. Colorado yielded about 73,000 tons in 1901. Leadville, remaining the largest single district, although in 1901 this district furnished less lead than in former years. The production of Utah has been well maintained, the quantity being 49,870 short tons, about 1,500 tons in excess of the production of 1900. The estimated consumption of lead in 1900 was 249,905 short tons, as compared with 269,302 tons in 1900 and with

226,315 tons in 1899. The total value of the lead imported for consumption in the United States in 1901 was \$364,459, as compared with \$702,313 in 1900. The value of the exports of lead from this country in 1901 was \$624,534, as compared with \$459,571 in 1900. During the first eleven months of 1901 the price of lead was maintained at 4.37½ cents at New York, but in December the American Smelting and Refining Company reduced the official price to 4 cents.—Bradstreet's.

Western Stock Movement.

Lethbridge, Sept. 15.—Beef and mutton have been moving out from the Lethbridge stock yards actively within the past week. A hundred cars have left within the past two or three days. Shipments did not begin quite as early as usual this year owing to the grass remaining soft well into July. The winter weather of the past few weeks has ripened the beef up rapidly and it is going out in good condition now. Most of the stuff delivered has been for the old country market in both range cattle and sheep, with some for Winnipeg. The present good prices of beef in Chicago are inducing local men to try the American market. The difference is expected to be sufficient to enable Canadian cattlemen to meet the twenty-seven and a half per cent. duty if present American prices hold up, though it is not expected that this can be steadily carried on. Shipments to date have been from the Wallace, Brown and Circle ranches, but the bulk of the stuff has been from the sheep and cattle ranches of the Mormon settlers to the south.

Raymond, Sept. 15.—In addition to harvesting operations, which have been going on at high pressure for the past two or three weeks, the stock from the ranches has been moving actively lately. The first draught of cattle from Mr. Jesse Knight's ranch consisted of three hundred head of steers bought for export by A. Mackintosh, of Montreal. The same operator bought a thousand muttons from the Alberta

Land and Stock company for immediate shipment, and has contracted for larger deliveries in October. Gordon, Ironside & Fares are large purchasers likewise of both sheep and cattle. Knight & Sons will deliver a thousand cattle this fall and ten thousand sheep. The Alberta Land and Stock company will sell an equal number of muttons. Prices are satisfactory and are a trifle higher than last year.

The wool clip of the season has all been moved. The district including Stirling, Magrath and Cardston along the Raymond furnished over half a million pounds. The price in most cases was ten and a half cents. The sheep in some cases have a dash of mutton blood, but in most cases straight Merino or high Merino grades. The wool is of good quality and is better selling stuff than the wool farther east in the Territories and probably brought a rather higher price. It will be all consumed in Canadian factories.

It likewise speaks well for the mutton as well as for the condition of the sheep that it should be drawn for export to the English market. This is accounted for by the sheep being principally Rambouillet, a smoother bodied and better fleshed sheep than the wrinkly American Merino. In the matter of increase many of the bands cannot count above fifty per cent. and it will take the good prices and good demand to make the year a wholly satisfactory one.

A wind storm which prevailed in the Kingston section of Ontario last week played havoc with apple, peach and plum crops. Many trees heavily laden were broken and badly damaged. Winter apples are not yet ready for harvesting and the trees were almost wholly denuded of them.

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