

## THE IMPLEMENT TRADE.

## FOLLOWING UP UNCERTAIN CLAIMS.

Notes, accounts or other claims against debtors who have failed or absconded should never be lost sight of, says a Chicago farm implement paper. Whether or not the amounts should be charged off to the profit and loss account is a point on which accountants disagree. The majority favor the opening of a "suspense" ledger to which all desperate claims should be transferred, accompanied by a complete original history of the claims and subsequent developments. Other favor retaining them in the regular books. It is said of one of the large harvester companies that no note or account is ever charged up to loss, or otherwise disposed of until the debtor is dead and has left no property within the reach of legal measures. The claims are never abandoned until that time, but a constant watch is kept upon them. Itemizations are received nearly every day on claims that years ago were in a class that would ordinarily be considered absolutely worthless.

Technically claims of this character are not live assets and should not be so considered, for that deceives not only the creditors but the debtors themselves, but if removing them from the list of assets is to be followed by complete abandonment then they should not be removed. Where allowed to remain as assets they should be grouped in a special book and the total listed in all statements and balance sheets as desperate accounts.

Uncertain notes and accounts should be placed in judgment as soon as it is known that the acts or misfortunes of the debtors have rendered them apparently worthless. By this process the life of the debt is extended. They should be placed in the hands of a collecting agency and the matter periodically "stirred up." If the agency shows a lack of proper interest give them to another. The offer of a larger fee than usual often spurs an agency to more effective work, and occasionally assistance from the dealers themselves encourages the collectors to believe that the cases are not hopeless.

## WAGON MANUFACTURERS MEET.

The annual meeting of the National Wagon Manufacturers' Association was held at the Auditorium Annex hotel, Chicago, Oct. 30. The meeting was well attended, most of those present being on their way to the Milwaukee convention of the National Association of Agricultural Implement and Vehicle Manufacturers. Vice-President Suydam presided.

Reports of various committees were submitted and disposed of. The general outlook was discussed at length.

While the association does not attempt to regulate prices, the subject is discussed in order that there may be an interchange of views. Following the September meeting of the association prices were reduced by a number of the leading concerns. The consensus of opinion at Tuesday's meeting was that prevailing prices are as low as can be afforded at this time and that no further reductions shall be made until there have been reductions in cost of production.

The annual election of officers resulted as follows: President, F. D. Suydam, president of Milburn Wagon Company, Toledo, O.; first vice-president, Geo. J. James, president of the James & Graham Wagon Company, Memphis, Tenn.; second vice-president, F. L. Mitchell, secretary of the Mitchell & Lewis Company, Ltd., Racine, Wis.; secretary of the Winona Wagon Company, Winona, Minn.; executive committee, all of the above and Christopher Hotz, of Schuler & Hotz, Chicago; H. K. Wolcott, president of Newlon Wagon Company, Batavia, Ill.; C. A. Gieger, general manager of Troy Wagon Works Company, Troy, O.; Faria Implements.

## THE 1901 BICYCLE.

A model of the new 1901 Cleveland bicycle is being shown at the show-rooms of A. C. McGraw, city retail agent of the Canada Cycle and Motor Company, and is exciting considerable interest among cyclists. The wheel shows a radical departure in one respect from all the safety bicycles which have gone before it and is declared by those who have studied its construction to be the best yet. Instead of the orthodox rigid frame which has been a

feature of all safety bicycles heretofore, the new wheel is fitted with a spring frame which is designed to make the wheel ride easier and is also said to be a change for the better in the mechanism of the wheel itself. The diamond or frame is now made with a strong, flat, steel spring in the place where the back part of the diamond joins the crank hanger and a corresponding spring or spiral steel is placed under the saddle at the top angle of the diamond. The result of these changes is to make the diamond flexible at those two points instead of rigid and thus make the two wheels more independent of each other when rough roads are being ridden over. The new wheel certainly rides a great deal easier and can be propelled over the roughest city streets with ease. The rider is also relieved from the necessity of rising from the saddle when going over rough places which is now commonly practiced by good cyclists. One thing about the new wheel will be against it and that is that the change from a rigid frame makes it necessary to go back to the chain driving gear as the chainless apparatus which has been gaining such popularity during the past two or three years cannot be applied to this style of frame. The wheel is made in both ladies and gents' styles and in all sizes. It will be sold at the price of the highest grade wheel. Whether it will be a seller or not remains to be seen. Prices have not been fixed yet.

The wheel manufacturers are making every preparation for an active season's trade next year and the prospects are that both the old style chain wheel and the more modern chainless will be popular again. Notwithstanding the repeated assertions of some observers that the popularity of the bicycle is waning manufacturers claim that during 1900 they have sold more wheels than ever.

## IMPLEMENT TRADE NOTES.

New South Wales is enquiring in America for farm implements and would take large shipments of these from either Canada or the United States if the right kind of goods are found to be obtainable.

November 4 is an important settling day in the implement trade. First payments on summer purchases come due on this date. Dealers report that payments were poor on the 4th. They were of course not expecting very much and they certainly were not agreeably disappointed.

So far orders taken for cutters and sleighs have not been very large. Dealers are not stocking up with cutters very liberally this season. Owing to the absence of snow last winter, sales of winter vehicles were very poor, and most dealers had stock to carry over. This, with the other un-

favorable conditions prevailing, is making dealers more than usually conservative about placing orders.

The Massey-Harris Company have just occupied a new warehouse at Waukegan, which replaces the one recently destroyed by fire.

Travellers in the implement and farm machinery lines are about all on the road these days, working on spring business. Prices on most lines for next season's trade are somewhat lower. Canadian wagons are about the same as last season, but United States wagons are about \$3 lower. So far there has not been much change in drills, compared with last season. Drag and disc harrows are 5 to 7 1/2 per cent lower. United States wheel plows are about \$3 lower and walking plows 5 per cent lower. Some further changes may be made after the elections, which have taken place in both Canada and the United States this week. It is supposed that makers of some lines have been waiting to see how the elections would go, with a view of possible tariff changes resulting therefrom.

Referring again to the question of imported versus Canadian plows, it may be stated that while there is still some prejudice remaining against the home makes, in the west, yet this prejudice appears to be gradually disappearing. This year sales of Canadian plows were made very freely. Those Canadian makers who have undertaken to cater especially for the western trade, have certainly succeeded admirably. They have adapted their patterns perfectly to the requirements of the western demand, and their plows, in finish, quality and adaptability to prairie farming, are not second to any offered. Of course, while only two or three Canadian makers have made a special push for this market there are quite a list of United States makes which are handled in this market.

The McLaughlin Carriage Co unloaded at their Winnipeg branch this week the first carload of cutters to arrive here from their new factory at Oshawa. The load included some very handsome rigs, the wood finishing and upholstery being very fine. One line which is gaining in popular favor in the cutter trade is the covered vehicle, several of which are shown by the McLaughlin Co. These warmly upholstered, covered cutters are a great comfort to those who are obliged to drive in cold weather, as they protect the occupant from the biting wind, making driving even in severe weather something of a pleasure. In addition to the cover, these rigs have deep adjustable sides, which are an additional protection against cold. With a foot-warmer added to the outfit, a person could drive in one of

these rigs all day, at 40 below zero, without discomfort.

## Winnipeg Prices a Year Ago.

Following were Winnipeg prices this week last year:

Wheat—No. 1 hard closed at 67¢ 3/4 in store Port William.  
Flour—Local price per sack: Patent, \$1.90; best bakers', \$1.70.  
Oatmeal—\$1.70; \$1.80 per 50 lb sack to the retail trade.  
Milkstuf—Bran, \$11 per ton; shorts, \$13; delivered to city dealers.  
Oats—Carlots on track, new oats 28¢ 28¢, according to quality.  
Barley—28¢ 25¢ per bushel for feed grades of new, 34¢ 35¢ for malting.  
Country wheat—34¢ 35¢ per bushel, according to grade and freight rate.  
Corn—in carlots, 43¢ 45¢ per bushel of 50 lb.  
Flax—\$1.15; \$1.20 per bushel.  
Butter—Dairy, 15¢ 20¢ per lb for best grades; creamery, 21¢ 22¢ at the factory.

Eggs—Regular sizes, 11¢ 12¢.  
Eggs—1st for Manitoba fresh.  
Hides—No. 1 green hides 7 1/2¢ per lb.  
Wool—76¢ for unwashed fleece.  
Seneca Root—25¢ per lb.  
Hay—Baled, \$5.50; \$6 per ton on cars.  
Potatoes—Choice new potatoes, 35¢ 40¢ per bushel; carlots at country points, 25¢.  
Poultry—Turkeys, live weight, 12¢ 13¢ per lb, fowl, 10¢ 11¢ per lb; spring chickens, 10¢; ducks, 10¢ per lb; wild ducks, 15¢ 35¢ per pair.  
Dressed Meats—Beef, 5¢ 6¢; mutton, 9¢, lamb, 10¢; hogs, 5¢ 6¢; veal 6¢ 8¢.  
Live Stock—Cattle 2 1/2¢ 3 1/2¢ for good to choice steers; sheep, 4¢; hogs, 4 1/2¢ off cars, according to weight and quality.

The liability of the railway companies for goods in their yards at the time of the great Ottawa fire is to be tested by the Rev. James O'Hara, a retired Methodist minister, formerly of Ottawa, and now residing at Montreal. He has caused a writ to be issued against the C. P. R. for unpaid damages for the loss of his library and furniture. The goods had been accepted by the company for shipment to Toronto and were destroyed when the fire reached the railway yards.

It was announced on Nov. 1, at New York, that the anthracite coal mining companies of Pennsylvania had decided to advance their prices for coal 50¢ per ton, the changes covering the whole country, and commencing that day. It is customary for them to advance prices 25¢ on Nov. 1 so that this would mean an additional 25¢. Western coal prices as they have been ruling for some time are: At Buffalo—Grate, \$4.75; egg, stove and chestnut, \$5. These last prices are per gross ton of 2,240 pounds. At Chicago, Milwaukee and Duluth—Grate, \$5.75; egg, stove and chestnut, \$6. These last prices are per net ton of 2,000 pounds.

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