

## THE IMPLEMENT TRADE.

## ALL ALONG THE LINE.

The new price lists which are being prepared for next season's implement trade, show higher prices for everything. Most of the dealers now have their lists for the spring trade ready, and it is possible to say what the advances asked will be. While prices are higher on everything, the advance is not as great as was expected, especially when compared with the increased cost of raw material. So far as this market is concerned, at least, manufacturers are not adding the full increase in cost, by reason of the advances in raw material, to the prices of their goods. This is owing partly to the keen competition for the western trade, not only between Canadian manufacturers, but also between American and United States makers. United States manufacturers are bearing a considerable share of the increased cost themselves, in order to hold their trade here. They are practically paying the duty on some lines. They are offering their wares to the local trade at a much less advance than they are asking for their home trade. For instance, it is said that while United States manufacturers ask about \$15 more for a blinder at home, they are only asking \$5 to \$10 more for next season's trade for this market. Again, mowers, for which prices have been advanced about \$10 in the United States, will only be advanced here about \$3 to \$5. Many other implements and farm machines are quoted in about the same ratio. This shows that the manufacturers are selling their goods cheaper here than at home. In fact it is claimed that some lines of imported implements can be bought by the consumer almost as low, if not indeed quite as low as in the United States, notwithstanding the duty. This shows that United States manufacturers are sacrificing at least a large share of their profits to sell goods here.

Nor is it the United States manufacturer alone who cuts prices for this market. Canadian makers sell goods at a comparatively lower price here than they do in the east, freight and other expenses considered, owing to the strong competition in this market. In fact Winnipeg is undoubtedly the cheapest implement market on the continent to-day.

Taking implements and vehicles in detail, United States wagons have been advanced about \$8 to \$10 each at the factories, with 25 per cent duty to add to this. Canadian wagons will average about \$5 higher, or \$3 to \$7 according to the line. Canadian carriages, about \$5 higher for a staple top buggy. United States carriages, 10 to \$20 higher, duty included. Walking plows, 4 to 12 per cent higher. Most staple lines of plows will average about 7 to 12 per cent higher, for imported plows. Imported gang plows, \$3 higher. Imported sulky plows, \$4 higher. United States disc harrows, \$2 to \$5 higher as to size. Binders, imported, \$5 to \$10 higher. Mowers, \$3 to \$5 higher, rakes, \$3 to \$5 higher. Cultivators, 15 per cent higher, for imported, etc. As a rule, the percentage of advance is not as sharp on Canadian as on United States makes. These advances apply to lists prepared for the spring trade. Travellers are now out after orders for future delivery.

## VEHICLES COST HIGHER.

The following article from the Carriage Trade Journal only speaks of the vehicle trade, but the points

made will apply with equal force to about everything in the farm implement line. The Journal says:

The serious matter with which the carriage trade has to deal to-day is the adjustment of prices on finished vehicles, consistent with the advance in materials. The difference in cost on an ordinary buggy has been figured variously from \$5 to \$10—and is liable to be greater, because of a sure increase in cost of labor, rents and numerous items which are apt to be overlooked in making just allowances; besides, a profit must be made on the additional investment. These are plain business facts which dealers must see at a glance must be considered by manufacturers, and must be ready to concede are just grounds for an advance in prices on 1-grade buggies of from \$10 to \$15, and other grades in proportion. It will be good business policy therefore, for dealers to prepare the minds of consumers to the new schedule of values and do everything possible to assist in lifting the trade to the level on which it will be necessary to do business. It is a plain business proposition. Yet plain as it is there will be opposition.

There are always people in any line of trade who habitually use the inducement of low prices to sell their goods, rather than fine quality. They are not going to change their methods in a jiffy. But in their eagerness to be at the bottom in prices in times like these they are sure to get the most inferior goods, and make the difference between their stock and that of the reliable dealer in reliable goods show up all the more palpably. That is an evil which will cure itself. It may require a little extra courage to pay the extra price by a dealer who cares for his reputation and who wants goods which he is safe in warranting, but it will pay in the end.

The carriage maker has already been forced to the last peg in low-priced material. He must either get more money to enable him to keep up his standards or lower his standards to such a point that would be a lasting damage to the entire trade. It is useless to try to get something for nothing, and dealers realize it.

Perhaps never before have qualities in vehicles been so well understood as now, and never in the history of the trade have the truly meritorious manufacturers received the necessary advance in prices as will be cheerfully paid the coming season. The entire legitimacy of the matter has been pretty generally granted as a pure business proposition that must be met in the spirit of fairness, and in the interests of true business prosperity coincide with the spirit of the times.

## IMPLEMENT TRADE NOTES.

Iron scrapers have been advanced in price. Dealers received notice last week to withdraw old prices and advance list to \$45.

The situation in regard to manila hemp shows no improvement. The markets of both Europe and America are practically in a starved condition.

P. D. Middelauff, general manager of the Deering Harvester, of Chicago, was in the city last week conferring with O. M. Hatcher, the local manager, regarding the business of the company here.

British exports of agricultural machinery are not by any means at a standstill as some rival countries would have the world suppose. During

the first eight months of this year they increased to a most satisfactory amount.

A factor in the market for agricultural machinery in Great Britain which is apparently causing United States export manufacturers some worry is the fact that many British manufacturers have large stocks of machinery on hand which were made of low priced raw material and which will come into competition next year with American goods to the great disadvantage of the latter.

The sharp advance in the price of wagons in the United States will probably operate to curtail the number of imported wagons handled in this market. There has always been a large sale of United States wagons in this market, and this year the Winnipeg sales of these wagons is estimated at about 1,500. The imported wagons have sold here at \$10 to \$15 higher than Canadian wagons, but the recent advances will necessitate their being sold about \$20 higher than Canadian wagons, and it is doubtful if the farmers will pay that much more for the imported article, above the price asked for domestic makes. Wagons are a line which could be made just as cheaply and as good in Canada as in the United States, but it is claimed all home makers do not use as well reasoned material, hence the possibility of selling imported goods at so much higher prices.

Fifty-three English railways earned in the first week of October \$143,000 more than in 1898, an increase of 4 1-2 per cent.

BARLEY  
WANTED

We are now in the market for good brewing Barley. Farmers will do well to forward us samples.

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## JOHN W. PECK &amp; CO.

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Dealers in Men's Furnishings, Hats and Caps

We would draw especial attention to the fact that we have the only stock now in existence of good Buffalo Coats.

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MONTREAL WINNIPEG