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IMPLEMENT TRADE.

The Twine Situation.

The most welcome twine news that could be given to two factors in the trade would be an announcement of prices by the leading houses, pending which the trade lags and other manufacturers proceed with the utmost caution. They are the small manufacturers whose outputs have not been contracted for by the chief manufacturer and distributor and the travelling salesmen. No such news can be placed for them, however, since there is no evidence of a disposition to name prices on the part of the big houses. Last year the leading concerns agreed to name no price before March 1, but there arose conditions which seemed to render it inadvisable to wait so long. The result was that the schedule appeared about the middle of February. The same thing may occur this year, but the indications are that no prices will be forthcoming from the leading sellers until some time in March. To show the uncertainty of this point, however, it may be added that prices

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may be out in a week. But at this writing it is believed that the houses referred to have no intention of quoting prices before March.

The travelling salesmen, particularly, are desirous of being able to go out after business in true business style with the best prices their houses are willing to name. They are not partial to the price-less order mainly because the best class of dealers will none of it. Many of this class of dealers are also of the opinion that the time for price announcements has come, at least travelling salesmen so report. At the Kansas City convention last week, personal inquiry located some who so believed, and others that were indifferent. None interviewed approved the long delay in naming prices.

A few houses continue their efforts to obtain orders without price and some are quoting nominal prices when they are demanded. Such prices range from 10¾c to 11½c. All are guaranteed, hence might as well be 20 cents. There is no market and no real prices and will probably be none until the chief factors name their rates.—Farm Implement News.

Implement Trade Notes.

The Frost & Wood Co. built large additions to their works at Smith's Falls, Ont., last year, and added greatly to their plant, but they find that they will have to extend materially again this year. They have prepared quite an extensive programme for further buildings this year. It is the intention to concentrate their business at Smith's Falls, and the factory now carried on at Oshawa will be moved to the latter place.

R. McLaughlin, of the McLaughlin Carriage Co., Ltd., of Oshawa, Ont., is in Winnipeg this week, on a visit to the local branch of his company here. Mr. McLaughlin just arrived in time to occupy an office in the fine new warehouse which his company has erected in Winnipeg. Manager R. McKenzie, of the Winnipeg branch, having just got moved into the new building Mr. McLaughlin will confer with Mr. McKenzie as to the requirements of the western trade, and meet the country dealers who will be in the city to attend the bonspiel. He does not intend going west of Winnipeg. Mr. McLaughlin says that the large addition just completed at their factory will give them plenty of room for the present requirements of their large industry. They have experienced a remarkable growth of their domestic trade, and with the increased facilities now at their command, they expect to do more export business also. Their vehicles now find a market in South Africa, Australia, New Zealand and other countries. Their new factory, Mr. McLaughlin says, is equipped in up-to-date fashion, in the matter of plant, fire extinguishing appliances, etc. Automatic sprinklers,

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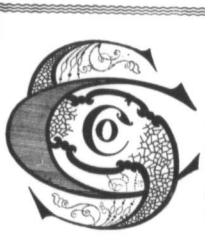

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Get in Touch With the World.

The man who gets "out of the swim," so to speak, who loses his touch with the great, pulsing world about him, who secludes himself in his study or laboratory, and deals only with books and theories instead of with men and things, will soon find himself going down grade.

It is not living in the world of yesterday, nor in the world of to-morrow, but in to-day's world, that counts. We must know the world, and the day we are living in, and keep in responsive touch with the great movements of civilization.

A great many men have lived in the past, and have been educated in mediaeval methods instead of modern ones. They have lived in history, spending their time in buried cities, in dead philosophies, in exhausted theories, until they are dried up. They have gathered all their nourishment from the past. They are as much out of place in the present as a bird of paradise would be at the north pole. Their physical sustenance is the only thing that ties them to the actual world of to-day. Their mental food, their reflections are all in the past, and yet they wonder why the world does not appreciate them, why they are not in touch with it, when the fact is that they are really strangers in a strange land. They have no sympathy with the struggles of the present, with the tendency of the age, or with the great movement going on all about them.—Success.