

and we have this demonstrated to us by the calls we have for our more expensive lines of hand-stitched harness."

#### *A Harness Makers' Association.*

On the invitation of the Leather and Saddlery Hardware Travelers' Association a convention of harness makers was held in Toronto last Thursday and Friday, when the matter of harness prices was talked over, and it was decided to make a raise adequate to the increased cost of raw material.

A Harness Makers' Association was formed with the following officers: President, Benjamin Shortley, Peterborough; first vice-president, Charles Kelly, Uxbridge; second vice-president, John Broderick, Mitchell; treasurer, E. P. Snow, Bradford.

#### *A Mare's Sagacity.*

A writer in *The Carriage-Dealers' Journal* tells the following story: "Back in 1857 a man by the name of Walker, who lived in Mansfield, Cattaraugus County, N.Y., bought a black mare in Canada. After having her a few years he sold her to a minister, who had her bred. When her colt was about five months old the minister emigrated to the west, and shipped the mare and colt at Buffalo on a vessel for Chicago, with himself and family. The boat encountered a terrific

gale soon after leaving Buffalo, and came near going to pieces. Everything that in any way was thought to relieve the danger was thrown overboard. Among the rest were the mare and colt, with a number of other horses. The boat finally weathered the storm and arrived safely at Chicago. The minister was repaid for his mare and colt. He wrote Mr. Walker about it and said, although he received ample pay for the mare and colt, it nearly broke his heart when he saw them struggling in the water, where they must shortly drown in the waters of old Lake Erie. Soon after this Mr. Walker received a letter from the man of whom he had bought the mare in Canada, saying he was thunderstruck one morning to find the black mare, with a fine colt standing by her side, standing by the old barn door. How she got there was the puzzle. Had Mr. Walker sold her to some one in Canada, or how was it that she came back home? Finally the thing was explained. The boat happened to be somewhere near where the mare was raised, and when she was thrown overboard she must by some sense have found out she was near her old home, started that way and was followed by her colt. The man said he would never let her again be taken from the farm if he could help it, but was willing to pay for her. How it was at last settled I never learned, but many old residents of Cattaraugus County will remember the circumstance, which was considered a remarkable happening.

## From Manufacturer to Dealer.

High grade and second grade look near  
Enough alike to be deceptive to the eye, but  
Cheapness yields to the test of experience.

There is no factory better equipped to turn out reliable goods than this.

There has not been a year our output has not increased 75%.

We never carry over a lot of unsold stock from one season to another.

We have never attended an Exhibition that we have not carried off first honors in lines we exhibited.

We endeavor to interest the retail buyer, as well as you (the seller), and no one but a jobber can buy our goods direct.

These are facts, and should influence you to some extent in placing your orders.

We don't make all the buggies sold in Canada, nor all the good ones; at the same time, we don't make the poor ones.

It strikes us that our success should be an argument to use in your case. We make good reliable work; our goods are in demand, and if we can make a success of it with them, why not you carry the lines and do likewise.

We should like to hear your side of the story now, and promise prompt attention.

The NOVA SCOTIA CARRIAGE CO., Limited, - Kentville, N.S.