

THE IMPLEMENT TRADE

THE TWINE MARKET.

Farm Implement News, of Chicago, in its weekly review of the binder twine situation says: "Late reports indicate a continued and stronger effort on the part of many jobbers to effect sales to others, of large lots of twine, in order that no surplus may be left on their hands when the candle is snuffed. In this feature of the situation, described last week, a little more eagerness is now shown and some slight concessions in price have been made to fellow jobbers who were buyers. Such concessions represent fractional reductions from the manufacturers' jobbing prices, which latter, from all accounts, remain firm. Two of the most thorough twine men in the United States yesterday advanced the opinion that, in view of the condition of winter wheat, now well known, enough twine to meet the season's requirements has already been sold by the manufacturers. If this twine was proportionately distributed the wholesale business for the season would now be finished, provided these opinions are substantiated. There are those who profess to believe that the twine already contracted for is more than ample for the coming harvest and state that a surplus is already assured.

Rumors of concessions in price to the dealers by western jobbers have been in circulation this week. Jobbers at Omaha, Kansas City, Indianapolis and Des Moines are charged with having offered slight reductions from scale rates. Verifications are lacking in all cases except Des Moines. Our correspondent at that point states, in his letter that the schedule rates have recently been shaded by some of the jobbers of that city, and it is probably true that the reports concerning other places have some foundation. The feeling prevalent among the wholesale dealers that no twine should be carried over is responsible for it, although aside from a few scattering sales, it is believed that no business will be written because of the reductions. As a general proposition the sales are never increased by cutting rates, and if the estimates of leading twine men are correct, trade tributary to any certain jobbing centre cannot be forced by such a move. If the territory needs the twine it will not be necessary to reduce prices to obtain orders.

As far as Chicago houses are concerned there are no indications of the slightest weakness in price. Business is quiet, inquiries scarce and orders more so. The prices f. o. b. Chicago remain as before, viz:

Sisal	91-2
Standard	91-2
Manila (600-foot)	101-2
Pure manila	11
Car lots 1-4 cent less; five ton lots	
1-8 cent less. Fall terms.	

TRADE CONDITIONS.

Now that the seasons trade in spring lines is over, it is possible to compare the amount of business done with previous years. Winnipeg jobbers in implements generally report a good spring trade—some say the largest on record for their houses. The proportion of cash paid, however, was not as great as during the past year or two. Stocks generally in spring lines have been well cleaned up. At present wheeled rigs and breaking plows are the principal lines moving. The trade

IT REACHES THE TRADE



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THE COMMERCIAL



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In breaking plows is proving a very heavy one this season, which is a result of the large number of new settlers who have come in this spring and last year, and indicates that a large increase in the crop area is coming in the near future.

IMPLEMENT TRADE NOTES.

J. T. Cook, implement dealer, Souris, has opened a branch at Elgin, Man.

E. Beach is opening in implements at Weyburn, Assa., a town on the Soo line.

The Moline Plow company, of Moline, Ill., has publicly announced that it is unalterably opposed to trusts and will not be a party to any combination.

Johnston & Stewart, implements, Winnipeg, will erect a new warehouse on Main street, north of the Canadian Pacific railway track. It will be a three story brick building.

Hay press manufacturers of the United States met recently and decided to advance prices as follows: On full circle steel presses, 15 per cent; on belt power steel presses, 12 per cent; on belt power wood frame presses, 16 per cent; on wood frame horse power presses, 10 per cent. It was further decided that at least one-fourth the amount of retail sales should be required in cash within ten days from delivery, and further, that the lengths of credits should be greatly shortened.

The Fairchild Company Ltd., Winnipeg, have given notice that they intend to apply to the lieutenant-governor-in-council for supplementary letters patent under the Manitoba joint stock companies act to confirm a by-law passed by the shareholders to increase the capital stock of the company from \$50,000 to \$100,000. This move has been made necessary by the steady growth in the business of the company. Mr. Hutchinson, manager of the Fairchild Co., informs The Commercial that this season they have had a large increase in their business and find it necessary to increase their capital stock. All the new stock has been allotted to the old members of the company, which will be composed of the same persons as heretofore.

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WOOL..

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