

*Items of Interest.*

The carriage trade is one of the largest consumers of Norway iron.

Since the fire in Oshawa the McLaughlin Carriage Co. are producing their goods from Ganancque.

The Palmerston Carriage Co. have just issued a very handsome hanger, illustrating their full line of vehicles.

The business of the Verity Plow Co., Brantford, was started 1857. The company now employ from 200 to 250 hands.

Messrs. Adams & Sons, Paris, and the Bain Wagon Co., Woodstock, made a shipment of wagons to South Africa for the use of the first contingent.

The varnishes made by the Standard Varnish Works are known all over the world, and are used very extensively by the Canadian carriage builders.

James McConvrey, general agent for the Deering Harvester Company, at London, Ont., says that the trade in his territory is far ahead of this time last year.

The open winter of 1900 gave the cutter trade a black eye. Even through Manitoba and the North-West big stocks in that line are being consequently carried over.

Manager Whitehead, of the Brantford Carriage Co., flatters himself that he was fortunate this year in disposing of his factory's entire line of sleighs and cutters.

S. B. Todd, of Uxbridge, reports that his trade so far this season has been better than ever before. Mr. Todd handles Deering machines, and also a full line of implements and carriages.

D. Conboy, manufacturer of carriage tops and trimmings, Toronto, increased his business nearly fifty per cent. in 1899, and reports business very brisk from all parts of the Dominion.

D. A. Kearns, general agent for Deering Harvester Co., Montreal, Que., states that prospects for a good trade could not be better than they are at this time in the Province of Quebec.

Cheap paint spoils the costliest horse. So does a cheap whipsocket or carriage knob the carriage. It never pays to be picayunish in details. Nothing can be perfect without well-rounded completeness.

Thomas Hickey, Lindsay, Ont., says that his business is larger up to this time than it has ever been before, and he is looking for an increase in the sale of Deering machines.

Paper carriage wheels will soon be on the American market in competitive quantities, if any of these talked-of new enterprises come to anything. It is also said, an old process of making straw into wood will be revived and developed into carriage-wheel material.

Studebaker Bros. Mfg. Co., South Bend, Ind., recently made a large shipment of wagons to the Transvaal for use by the British in the South African war. What were the Canadian wagon makers about when this order was placed?

The Dunlop Tire Co. are preparing to place on the market solid rubber tires for carriages. Full particulars as to its features will appear in next issue.

O. M. Hatcher, general agent for the Deering Harvester Co. at Winnipeg, Man., reports good business, and states that he is meeting with no trouble to close up contracts with the best dealers in that territory.

There are a number of veterans in the Western Ontario carriage trade, among whom may be mentioned: J. L. Campbell, London, 45 years; A. B. Greer, London, 30 years; C. Kloefer, Guelph, 25 years; and A. Spence, Brantford, 40 years.

The Canadian branch of Wm. Harland & Son, the well-known English varnish manufacturers, is now situated at 95 King Street East. The manager, Mr. Norman Duperow, says business is good, and that his principal trade is with carriage builders.

The Speight Wagon Co. are having quite a demand for low wheel wagons. In many cases wagons are ordered with two sets of wheels (low and high). It is evident that the farmer is awakening to the fact that he can save himself a great deal of lifting by the use of low wheels.

The J. B. Armstrong Manufacturing Company, of Guelph, lay claim to being the pioneers in the Canadian carriage trade, their business being established in 1834, by J. B. Armstrong, who made ox-shoes and axes in a small building on the spot where their factory now stands.

Some members of the carriage and implement trade claim that the penchant of the farmer to hold his wheat "for a raise" is making collections slow in some sections of the country. They contend, and with good reason, that makers of notes have no right to speculate upon their money.

*The Value of an Inventory.*

The merchant who does not inventory his stock at least once a year is doing business in the dark. He doesn't know where he stands, what he is doing or how much his daily wages are. He may be living at a high rate; he may be a fine dresser and a lavish entertainer; he may be accounted wealthy among his associates; but his yearly income may be actually less than a cash boy's. The cost of all this display comes out of his capital. It is drawing the life blood out of his business. The business will stand it just so long, and then a crash comes—usually severe and final. Of course warning symptoms are seen and felt before the collapse, but it is then usually too late to avert disaster. An annual inventory reveals weakness where it exists, and points to methods that will put business on a sound basis. A semi-annual inventory will show which is the stronger and more profitable season, and which one is in need of the greatest attention.—*Harness World.*