

A New Nail List.

The details of a new nail agreement have been a subject of discussion among the manufacturers for the last three or four days. They have been in session since Monday at the Queen's Hotel in this city. At the time of writing (Thursday evening) they had not quite completed their labors, the question of the discounts on wire nails being still under discussion. The safeguards adopted for the protection of established prices are not of the flimsy kind. They are such as might be expected in a second attempt to secure conformity of prices, the experience of failure having taught the manufacturers how utterly worthless was the unsupported pledge of a man's word. The cohesive influence of a money forfeit, as was pointed out by our Montreal correspondent last week, now informs and strengthens the union. The forfeit which is risked by any lapse from the agreement is too considerable to be outweighed by any advantage that a breach of adopted prices would be likely to gain. It would need to be a sweeping sale that would compensate a manufacturer for the loss of \$5,000, which the discovery of such a violation would entail. But the union is knit together by more than the sinews of pecuniary interest. It is solemnized by an affidavit that ought to make the arrangement well nigh treachery-proof. And it is not enough that the principals shall kiss the book. Their travellers and salesmen have to subscribe to the articles of agreement, and swear to carry them out without infraction by direct or indirect intent. The oath is handed on to the wholesaler, who also has to declare in its water-tight terms that he will preserve the integrity of the prices committed to him. Non-jurors will get no nails. But it is no sacrifice for the retailer to cut prices. He registers no solemn vow to stand by the figures, and his liberty to do himself out of a profit is the only unshackled thing now in the nail trade. It will probably be as fully enjoyed as ever.

The new agreement establishes the American list as the framework of cut nail quotations. It was also desired to abolish the Canadian pattern and adopt the American exclusively. Both patterns have now to be kept, and it means a large assortment to keep in stock all the sizes in the two patterns.

It certainly would simplify the trade if but one pattern were on the market. But there is a strong partiality in many sections of the country for the Canadian pattern, and it was felt that the time was not yet ripe for dropping it. It was agreed that the prices should be the same for Hamilton and Toronto. The list starts from a basis of \$2.30, which is the price of 50 to 60 dy. nails, and indeed for all nails about 50 dy., but as there are few handled above 60 dy. the latter may be taken as the uppermost limit in size. For other sizes the prices are got at by adding to this base price the figures quoted after each size respectively. Here is the list:

(1) EITHER CANADA OR UNITED STATES PATTERN.

Basis—50 to 60 dy. nails,	\$2.30.
40 dy. " "	5c. more.
30 dy. " "	10c. "
20, 16 & 12 dy. " "	15c. "
10 dy. " "	20c. "
8 & 9 dy. " "	25c. "
6 & 7 dy. " "	40c. "
5 dy. " "	60c. "

(1.) UNITED STATES PATTERN ONLY.

4 dy. nails (shingle),	60c. more.
3 dy. " (lath),	\$1.00 "

(3) CANADA PATTERN ONLY.

4 dy. nails (shingle),	50c. more.
3 dy. " (lath)	90c. "

The first part of the list includes all sizes in which prices are the same for either American or Canadian patterns. A ten-penny nail or any other size in that list will cost the same whether it is American or Canadian in pattern. The

second and third parts of the list quote the additions to be made to the basis for shingle and lath nails of American and Canadian pattern respectively, the patterns differing in value only in these two classes.

The changes in the prices which this list amends are as follows: The 40 dy. nail is lower; the 30 dy. nail is unchanged; the 20, 16, 12 and 10 dy. nails are higher; all the other nails are lower. Thus the advance is all on the large nails. The margin of the jobber is narrowed by the arrangement, from what it nominally was before, so that the increment to prices goes to the manufacturer. But it cannot without perjury be made narrower by the jobber's cutting proclivities, which were freely exercised in open-price times. The list holds throughout for steel nails, if 10c be added to the price of each corresponding size in iron cut nails. This is equivalent to beginning upon a two-cent higher basis and making the increases noted in the above list.

Wire nails are advanced in every instance where change has been made, and the greater part of the wire nail list has been revised. The discounts are undetermined yet, and the list is held over for publication next week. The prices have advanced from one to four cents wherever there has been any change. Standard brands of these nails have, it is alleged, been sold at prices that did not realize the cost of production.

It is to be hoped that the precautions taken to nails a profitable line to makers and jobbers will attain that end, but it is highly desirable that the retailer should make a little money as well. There is nothing to mitigate the effects of excessive competition among retailers except the restraints of their own common sense. There is no reason why anybody should be robbed in the nail trade, and if retailers make up their minds to maintain prices nobody will be robbed—*Toronto Hardware.*

Winnipeg Industries.

W. N. Johnson & Co., is a Winnipeg firm which, without any great flourish of trumpets, has for some time been carrying on a considerable manufacturing industry, in this city. The firm has worked along in a quiet way, but at the same time has been gradually and successfully extending its business. The house was established here in 1832, in wholesale leather and findings, and for several years was confined to this branch. Later the manufacture of shoe uppers was added. About two years ago the manufacture of horse collars was begun, and again about a year ago another important manufacturing department was added, in the line of harness of all kinds. The firm has been particularly successful in its manufacturing branches, and the business has already grown to such an extent that it can be classed among the most important of Winnipeg's manufacturing industries. The establishment now gives employment to twenty men, in all departments.

Three times since the business was first established, it has been found advisable to move the location, and each time to larger premises. At present W. N. Johnson & Co. occupy two stores in the brick block on the corner of King and Alexander streets. Each store is twenty-five feet frontage, by 70 feet deep. The corner store is used as a show and sample room, and in it are kept samples of the various lines manufactured or handled by the firm. These include leather and findings, harness, collars, saddles, whips, horse robes, bells, combs and brushes, saddlery hardware, and quite a list of other articles belonging to the leather and findings or harness trades.

The ground floor in the adjoining store is entirely devoted to the collar manufacturing department, and to stock room for collars. Five men are employed here manufacturing collars, and a large array of manufactured stock is kept in racks. This is one of the most important departments in the business, and the firm has already gained a wide reputation for its manu-

factures in this line. One of the specialties is the Boston team collar, for heavy team purposes; also the long straw pipe collar. These goods are sold to the trade throughout western Canada.

The basement below, which is the full size of the two apartments, is filled with heavy stock, such as leather, harness, etc. The offices are in the rear of the corner store, ground floor.

The second story is used for the harness manufacturing department and also for stock of harness, saddles, etc. In this department about ten men are employed manufacturing harness, and although this was the last branch added, it has already proved a profitable one for the firm. The specialty in this department is the No. 1 farm harness, and also the contractor's harness, and these goods are meeting with a growing demand.

Dining the Grain Men.

On the evening after the annual meeting of the Winnipeg Grain Exchange, the members and a few friends were entertained to dinner at the Manitoba hotel, by retiring president F. W. Thompson. Those present were: General Superintendent Whyte, U. S. Consul Taylor, Mayor Macdonald, R. J. Whittle, Robt. Kerr, S. Nairn, K. Campbell, Ald. Gilroy, F. Simpson, C. N. Bell, J. McKechnie, J. G. Morgan, J. R. Grant, B. S. Jenkins, G. R. Crowe, W. W. McMillan, D. Horne, — McGregor, R. D. Rorison, A. Rogers, F. Armitage, W. W. Hutchison, A. A. Andrews, N. F. Bawlf, J. A. Mitchell, W. A. Black, Jas. Steen, Geo. H. Black, J. H. Hoar, S. W. Farrell, D. W. Buchanan, S. A. McGaw, Thos. Robinson, D. W. Cummings, T. A. Anderson, H. S. Patterson, Wm. Martin, W. W. Watson, and representatives of the press.

A splendid menu was provided, which was apparently heartily enjoyed by those present, while several fine vocal selections during the evening added to the pleasures of the occasion. The speeches were short, crisp and witty. Hon. Col. McMillan responded to the "Local Legislature," and was followed by Mayor Alex. Macdonald for the city. General Superintendent Whyte replied to the "Transportation facilities." President elect J. A. Mitchell, of the exchange, dealt with "The elevator and grain interests," pointing out the need of a large handling system of elevators in Winnipeg. Messrs. Nairn, Whittle and Steen replied to the "Manufacturing interests." Secretary Bell, of the exchange, gave some interesting statistics about the crop, etc. Several other toasts were proposed, including the health of the retiring president, which was enthusiastically received, after which those present dispersed, all voting the evening a pleasant one.

Putting up Freight Rates.

One feature of the railroad situation which should be borne in mind by everybody is the fact that nearly all the meetings of the different roads have resulted in adjusting traffic rates on a higher plane than before. Wherever there has been any question of cutting it has been agreed that rates should be advanced, and there has been equalization enough in the past year to compensate for a considerable amount of cutting. The fact that all the roads have more than ample employment for their equipment and that they are much less worried about getting business than in handling it has given an excellent opportunity for stiffening rates, and adjusting them on a higher basis. The returns of the various roads show an average increase in rates, and it looks very much as if this would continue for more than a year.—*Wall Street Daily News.*

Sailing vessels appear to be again coming into favor in Great Britain. There has been a sudden and great change in this respect within the past year or two, as shown by a statement in *Engineering*, which indicates a large increase in new sailers.