

## THE IMPLEMENT TRADE

## TRADE MOVEMENT.

The trade in drills and such spring lines is now practically over. The season has been a very backward one for the farmer, but they are now into their spring work. City jobbers report a fair trade in spring requirements. A great deal of delay was experienced in securing stocks earlier in the season, but this difficulty is now pretty well over. Reports re vehicles are very favorable as to the amount of business doing this season.

## THE ADVANCE IN WAGONS.

Chicago Farm Implement News says: Reports from several distributing centers indicate that the threatened advance in the price of farm wagons has materialized. General agents and branch house managers have been instructed to raise prices about \$3 to \$5 per job according to style and construction. Some of the jobbers, we understand, have also instructed their men to obtain higher prices. Following is a copy of a trade circular sent out by one of the leading wagon manufacturers:

"To Our Trade: In consequence of the heavy rise in the price of all classes of wood stock, and of iron, rivets, nails, screws, bolts, and every other material used in the manufacture of farm wagons, and in view of the already very small margin of profit on our goods, we are obliged to look to the dealer and consumer to bear a portion of such additional cost of manufacture, and make accordingly this announcement of an advance in our prices, taking effect from date. Thanking you for your past patronage and soliciting your further valued orders, which will have our careful and prompt attention."

## TWINE TO ADVANCE.

It is reported on good authority that the eastern manufacturers have oversold themselves on the amount of twine manufactured, and are now running of their spindles on rope stock for twine purposes. Prices have been advancing for the past month, and from all indications, the highest figure has not been reached yet. A prompt cessation of hostilities in the Philippines would have no tendency to lower prices, as it takes some weeks, in fact, months, to get hemp from Manila to the factories, and there is no immediate prospect of such good fortune. It is estimated that all the hemp that can be used in the season's harvest is afloat, and from now on it becomes apparent that prices will continue to climb—no one offering to quote an advance figure.—Machinery and Hardware Review.

## THE TWINE MARKET.

Farm Implements News, of Chicago, says: The market is dull and quiet. Prices are firm, but little business is being transacted and inquiries are not frequent. So large a proportion of the season's supply having already been contracted, the present apathetic condition is not at all surprising. There are a few dealers who have not as yet given orders for any quantity of twine, as is evidenced by occasional letters received by the manufacturers and jobbers. Some of these letters come from the far northwest where a repetition of last year's market at harvest time is feared, and others from territory where the

weather, throughout the winter, was menacing to wheat.

Reports from dealers in several states indicate extensive damage to winter wheat in some localities, but in averaging up the situation, including an estimate on oats, the general opinion seems to be that the consumption of twine will be equal to that of last year. The lateness of the season, however, will undoubtedly cause a falling off in the acreage of oats, for many wheat fields that are being plowed up will be put to corn rather than oats. As a partial offset the acreage of spring wheat will undoubtedly be greater.

The element of uncertainty appears to be more pronounced than it was a few weeks ago. Then it seemed certain that further advances in the price of twine must soon occur, but the condition of crops, the lateness of the season and the slightly easier fiber market have raised a question as to the future. As stated last week the leading concerns still reiterate their determination to, at least, maintain present prices throughout the season, without regard to the price of hemp. If it is true that 90 per cent of the twine has been sold, as nearly all agree, it must be true also that a large percentage of the required fiber has been purchased, and that on the basis of cost a steady price for twine would not be irregular, even though hemp declined. Yet if fiber should weaken there would be nothing to prevent certain manufacturers from quoting lower prices on twine, as they did in the early part of the winter. Every day, however, decreases the danger on this score, and as long as the price of hemp remains fairly steady, that of twine will not decline. The fact that so much twine has been sold is considered by many to be a bar to declining prices, at least until harvest is completed in the middle west.

Present prices f.o.b., Chicago:

Sisal .. .. .	9 1-2
Standard .. .. .	9 1-2
Manila (600-foot) .. .. .	10 1-2
Pure Manila .. .. .	11
Car lots, 1-4 cent less. Five ton lots, 1-8 cent less. Fall terms.	

## IMPLEMENT TRADE NOTES.

Another motor wagon and vehicle company has just been organized in New York with a capital stock of \$10,000,000.

During February United States manufacturers exported to Canada \$29,082 worth of carriages, etc., as against \$5,216 in the same month of 1894.

The Stock Fountain Company, of Lake City, Iowa, has a new invention in the line of stock waterers on the market this spring. Over 20,000 of these devices have been sold this year already.

At a meeting held in Chicago on April 11th, wind-mill men decided to advance the prices for windmills and towers to cover the heavy advances which have been made in their raw material.

The state prison binder twine factory in Minnesota appears to be the cause of considerable friction. During the past season not less than fifteen bills had been introduced in the legislature, affecting the sale or manufacture of prison binding twine.

Another trust to include the large farm machinery factories in the United States, is in process of formation. The capital is to be \$50,000,000, of

which \$15,000,000 has already been subscribed.

A meeting of Winnipeg bicycle dealers was held recently. The question of taking old wheels in trade, and other matters, was discussed in an informal way, but no concerted action was decided upon.

It is said that of the 5,700,000 pounds of prison twine reported ordered by Minnesota farmers, 1,400,000 went on less than carlot orders, while the rest went to clubs of farmers in car lots.

Southern dealers who supply implements for the Manitoba trade say the demand from this province has not been so large this year for spring lines as in 1898. Still they express themselves as satisfied with the results.

United States railroads have changed the classification of binder twine from fourth to third class, although it was announced that it had been changed to second class. This means higher rates on binder twine in this territory. The increase in rates is from 25 to 33 per cent.

The National Association of Wagon Manufacturers of the United States at its semi-annual meeting, in Chicago, about three weeks ago, decided upon a general advance in prices. The action was made necessary, the members explained, by the marked advance in the cost of materials.

A manufacturer of wind stackers says: The wind stacker has evidently come to stay. There has been volumes written about the wind stackers, a good deal of which is for and some against them, but the old objection that wind stackers waste grain has been exploded long ago.

It is reported on good authority, says the Farm Implement News, that all the large plow factories, except those located at South Bend, have executed options to the promoters of the combination. That some of the concerns that loudly proclaimed their opposition to the plan are really in it. That a few weeks will tell whether it is to go or whether it is all off. That the leading manufacturers of plows, harrows, cultivators and related lines have agreed to make a uniform advance of 10 to 15 per cent.

All but two of the threshing manufacturing concerns of the United States have agreed to enter the trust which is now being formed to control the output of that industry. A representative of Farm Implement News had an interview with a gentleman who has taken an active interest in consolidating the threshing machine manufacturing concerns. He claims to hold options, signed, sealed and delivered, on every leading plant in the country except two whose affairs were not in shape to permit of a sale to the big company. "As far as the manufacturers are concerned," said he, "the matter is settled. They have given their options and have nothing further to say in regard to the formation of the company. All that now remains is to float the stock."

In view of the continued and surprising advances in the cost of all raw materials entering into implement construction, occasion was taken by "Implement Age" to call attention to the question of "price raising" vs. "price cutting," and we ventured the query: Who will be the first to "mark up?" From present indications, and the returns are only beginning to come in, there is recognized the necessity of an