

IMPLEMENT TRADE.

Great Rubber Area Expansion.

The extraordinary increase in the consumption of rubber vehicle tires and other requirements is leading to great activity in the extension of the rubber plantations in the world. The trade papers in the rubber industry refer to remarkable developments now in progress and contemplate that Central and South America and within certain sections in rubber trees. Canada is being interested in enterprises to greatly increase the supply. The importance of rubber in connection with the vehicle industry is also illustrated in the remarkable number of patents which are being granted month by month. It might be supposed that there was very little room for improvement in rubber tires in the application of rubber to vehicle construction purposes. A study of the patents being taken out will disillusion this idea.—Canadian Carriage and Implement Journal.

The Twine Market.

Little that is new can be said of the twine market conditions. At present there appears to be the usual fall and winter wheat and oats harvests, although more activity as regards buying is observed. Fortunately most dealers seem to have established a connection with one or more of the twine concerns, so that they are reasonably sure of having their wants cared for. Some of the twine concerns have found it difficult to locate houses which have twine for immediate delivery. "Is your twine dealer can buy some twine for immediate shipment?" is the burden of numerous inquiries.

A number of manufacturers have recently increased their operations and accepted orders for late July and early August delivery. The leading concerns have large reserve stocks in the northwest, but expect to forward more to that territory as fast as it can be produced after the harvest of the earlier territory is out of the way. Having been out of the market for several weeks, some of the leading concerns have made no prices. Whether or not they will adopt the current schedule of prices, orders accepted cannot be foretold.

The prospects now indicate that harvest as a whole will be about as usual, thus affording additional time for the manufacture of twine. A careful survey of the twine market leads to the conclusion that all danger of an actual shortage is passed, and that while there will be a shortage of stock of, practically all requirements will be met. In some sections there is possibly be twine supplies on a small scale, but nothing of a serious nature is now anticipated.

The prices of the few concerns that are prepared and willing to receive orders at this time are as quoted below, manila prices, nominal.

Sisal	13
Standard	13
Manila (900-foot)	14 1/2
Manila (500-foot)	15 1/2
Pure manila	17
Car. lots, 1/2 cent less. Five-ton lots, 1/4 cent less. Full terms.—Chicago Farm Implement.	

Implement Trade Notes.

O. M. Hatcher, traveling representative of The Warden, Bushnell & Glessner Company, was in Winnipeg this week.

Smith Bros. have just finished a new warehouse at Arnaud, Man., in which they will carry their implement business.

Harvester sales in the west have been exceptionally large this season. Manufacturers made preparations for a larger trade than last year and they are getting it.

The Canadian Cordage and Mfg. Co., Peterborough, Ont., have just begun making binder twine and will turn out a considerable amount for the present harvest. Their new binder twine, with a capacity of 2,000 tons a year.

Montana wool is selling in Minneapolis at 14c per pound. The receipts are very much in excess of last year.

Trade relations between the United States and its newly acquired possession the Philippines Islands are expanding rapidly. Shipment to these islands during the fiscal year just ended amounted to over \$35,000,000, as against \$6,775,590 the last year of Spanish rule.

GRAIN MEN IN SESSION.

The annual meeting of the Northwest Grain Dealers' Association was held in the board room of the grain exchange Tuesday morning, at 10 o'clock. There was a fair attendance of members. The meeting was open, the minutes being admitted, and all discussions were held in the open. John Love, president of the association, presided, and the new secretary, Frank Fowler, M.P.E., the new secretary, was in his place. Chas. Clark, president of the National Association of Grain Dealers, National editor of the Grain Dealer Journal, Chicago, presided at the meeting and delivered an address, which was listened to with great interest by those present. It showed the progress and accomplishments of the association throughout the United States.

Mr. Love, in opening the meeting the next day, in welcoming the outside members of the association, leaving for Mr. Parrish, the retiring secretary, the task of giving the meeting the details of the year's progress made in the west, which he assured the members of the association. Love regretted that more were not present, but as the association had decided to hold the public meeting at this time, he felt that it was better to have the information of interest in connection with what is being done by it, than to have the information withheld. He supposed the exhibition was being given in the absence of some of the members from the meeting.

W. L. Parrish, who up to this time had been secretary of the association, gave a comprehensive report on the progress of the association and what had been accomplished by the action of the association the price of gasoline had been materially lowered which was greatly appreciated by the elevator men. Crop statistics had been obtained throughout the season and distributed among the members. The membership is now very large and several firms were applying to be placed on the list of exhibitors.

Chas. Young, M. P. E., president of the National Association of Grain Dealers' Association, and of the district of the northwest, presided at the meeting and the grain-exchange. He said he attributed the honor of being called upon to preside at the meeting as president of the grain exchange. He was pleased to notice that the west had been so well represented there was an entirely wrong impression abroad as to the objects of both parties. The grain-exchange was connected with the Grain Dealers' Association. It is not the case. He went on to say that the grain-exchange and its deal with the matter of the whole trade. For instance where the trade was being affected by arrangement for lower rates with the railways and insurance companies and others of that nature—the co-operation of all those interested in the fostering of the grain trade was what secured the desired conclusions. An important function of the exchange was to settle disputes by arbitration between the farmer and the farmer. The necessity of embarking on expensive litigation was pointed out. The advisability of having a uniform margin of profits in the handling of the dealer was pointed out. It was sufficiently small to give the farmers the full value of their labors and so that the dealer would not be benefited and make reasonable profit for work. He also pointed out that one grain man should be able to handle the business for grain as another in the market, and that while a run in the market was considered by some to be a benefit to the farmers it really was no benefit, and he instanced a case of a man coming to the market with his grain in the morning and selling his load 2c, and the next day a neighbor who had come in in the afternoon, and caught the market at the highest point. This was a case of a man who had brought in his load in the morning and the man, who bought the wheat, if he could not get it at the time he would pay 2c above the price in the morning. He should pay the extra price in the first instance. It was pointed out that this would create dissatisfaction among hundreds of farmers who were not of that place but of hundreds of farmers in the vicinity.

Mr. Young, in closing the new element in the exchange, and wished the delegates to be warmly referred, every success.

Intelligent competition, he said, would not be feared by legitimate dealers.

Chas. S. Clark next spoke. In part he said:

"The object of the association is to get the best of the grain business, to reduce the opportunities for losses, to make the grain dealer's return as high as possible, and reasonably large. His percentage of profits is insignificant as compared with the percentage of the general merchant. By reason of his profits being almost assured, the grain dealer is not as anxious to be assured through the work of the association as the general merchant is satisfied with even less. Did it ever occur to you that the elevator man furnishes and operates a freight depot for bulk grain without charge to anyone?"

"What is more, he keeps it open during the marketing season, pays taxes for the support of the government, bears the expense of help, interest advance, market information. Yet some persons are disposed to speak of him as a profiteer. They prefer to help the scooper, who has no permanent investment, hence can buy and sell grain at will here to-day, and everywhere he can find a crop of suckers to-morrow."

"The fact is that the middle states built depots for bulk grain just as for package freight, others, however, built depots for the service rendered them, have paid some of the elevator men a loading fee for each bushel placed in their cars. The freight solicitor, who furnishes his own warehouse, performs a valuable service. Some persons have recognized the demoralizing influence of the peddler, the cheap Jewellery, the cheap John's clothing house and the grain scooper, and voluntarily levied a license fee of \$25 monthly on all such persons who were established merchants and grain dealers to provide better and more attractive trading facilities for the farmer."

"Association work," continued Mr. Clark, "his naturally divided according to its extent and character. We have local, state and national associations."

He then gave an interesting outline showing how a network of organized effort brought the entire arrangement into being. He said the necessity of the grain dealers' association, with headquarters in Winnipeg, is affiliated with this organization, and went into a detailed account of some of the troubles the grain dealers had to contend with, and pointed out that this class of dealer known as "the scooper" who was nothing more than a parasite on trade, and paid nothing he could avoid. "We find," concluded Mr. Clark, "that the best association man, and hence the most progressive and prosperous dealer, is the one who keeps posted regarding what is going on in the trade, the man who reads what other associations and other dealers are doing, and attends the meetings and who understands the market and takes an active interest in its work."

The Officers. The election of officers resulted in the following being chosen:

President—John Love, M.P.E., Executive—S. F. Clark, F. Phillips and Directors—J. H. McConnell, Hamilton, Jas. Sharp, Moosomin, F. C. Taylor, Elkhorn, and G. B. Murphy, Carberry.

The cost of furniture has advanced in Canada from 10 per cent. upward. This is regarded as another indication that the cost of living is increasing daily.

A cable from Kingston, Jamaica, on July 19 said: The planters here are greatly dissatisfied with the imperial offer of £10,000 to help the sugar industry. Robert Craig, a Scotchman, former legislator and one of the most ardent sugar planters. "In an offer to help to-day, says: 'The offer is resulting in a run in the market on the part of the planters for annexation to the United States. It has been a long time since the planters of the home government has been deliberately playing into the hands of the Americans. It is not a fact would appear to show this, and that annexation will come sooner or later I do not doubt.

BROWN'S LAND OFFICE AND BUSINESS EXCHANGE.

STRANG BLOCK, 46 MAIN STREET, WINNIPEG, MANITOBA.

Telephone 1510.

You can secure business, buy, sell, exchange land, stocks and every kind of business through us.

We advertise largely in the east and west and sales are quickly made when wants are known. We do not mention names or places.

Commission 5 per cent, paid by the advertiser. Give full particulars first letter to above time.

TO RENT.

Large stone house, good flooring for a first-class Boarding House; 4 bedrooms, back and front stairs, parlor, dining room, hall, kitchen, good cellar, stable and coachhouse. Rent moderate. Box 23, Grenfell, N. W. T.

RARE OPENING.

General store business and stock for sale in a new and growing town on the Red River. Excellent business opportunity. Good reasons for selling. Address—J. C. G. of The Commercial, Winnipeg.

RARE CHANCE.

General store business and stock for sale in one of the best towns in Manitoba. For particulars apply to J. C. G. of The Commercial. Address—Burgin, care The Commercial.

SITUATION WANTED.

Traveller, well acquainted with country from Lake Superior to the Pacific, seeks re-employment about July 1st. Good salesman. Excellent references. Address—J. C. G. of The Commercial, Winnipeg.

BUSINESS FOR SALE.

In a flourishing town in Southwestern Manitoba, territory, and British Columbia, etc. amounting to about \$100,000. For particulars apply to J. C. G. of The Commercial, Winnipeg. Assignees and accountants. Address—J. C. G. of The Commercial, Winnipeg.

STORE TO RENT.

A newly fitted general store to rent at Napinka. Excellent business opening. For particulars apply to George Brown, Napinka, Man.

TRAVELLER WANTED.

WANTED—A first-class traveller to represent an old established and well-known upholstering house for Manitoba, Saskatchewan and British Columbia. One who has already a good command, and who understands the stored furniture and supplies preferred. References in evidence. Care The Commercial, Winnipeg.

BUSINESS PREMISES FOR SALE.

A most desirable property for sale in a Northwest town. Sales last year, \$100,000. For particulars apply to J. C. G. of The Commercial, Winnipeg.

THE HOOPER MANUFACTURING CO. LTD. WINNIPEG.

We can now make immediate shipments on all lines of Overalls and Shirts. Send for prices and samples.

THE HOOPER MANUFACTURING CO. LTD. WINNIPEG.