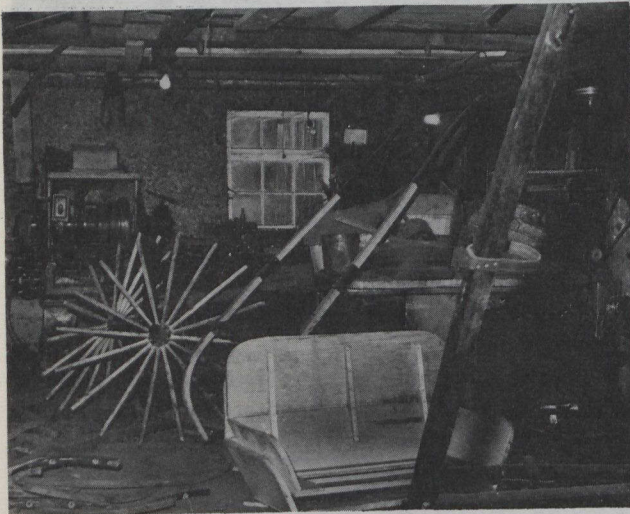


REPAIR WORK

Production averages roughly one new buggy or carriage a month. An order takes about three months to fill. Repair work keeps both shops fully occupied. A frisky young horse – generally a standardbred or crossbred – will occasionally kick over the traces, and put a hoof through the leather dashboard, causing damage to the vehicle.

Simeon and Silas Martin are believed to be the only two full-time buggy-makers now plying their trade in Canada. Further west in the Milverton and Millbank area in the Old Amish country, there are some shops, such as that operated by Solly Jantzi, that still do repair work for neighbours.

The fashioning of curved shafts, wheels and whippetrees is an intricate craft. These wearable parts cannot be replaced from old stock so the demand for them has spawned a new – or revived an old – industry in the district.



Because parts for the buggy are difficult to make and hardware pieces are expensive, parts from old vehicles are salvaged to be used in the "new" buggy.

MARKET IN THE U.S.

Beginning, as he says, with just one spoke eight years ago, Ivan Sauder has built up a mushrooming Bent Wood Specialties business near Conestoga. His customers include the two Martins, the Amish buggy-repairers to the west and Mennonite and Amish carriage-manufacturers in Pennsylvania, Indiana and Ohio. He also ships custom-made wheels, shafts, whippetrees and harness hames to all parts of Canada.

The American market now accounts for about three-quarters of the Sauder output and is growing. Two sons and a cousin help in the shop, which he said he opened at a time when no one else was making buggy parts.

The Sauder shop turns out almost 100 varieties of spoke and wheel and about 25 different kinds of hame. The main wood used in wheel-and-shaft making

is hickory, though some oak is used for wheels for heavy carriages. The wheels are rubber-rimmed.

Hickory is light but tough and easy to work with, Mr. Sauder says. Unlike the Martins, who buy most of their hickory for repair work locally, he imports his supply from the U.S.

Oak and ash are used for the buggy frames and basswood for the sides. The floors are made of five-ply plywood. The majority of this wood is purchased locally.

(Story and pictures from The Forest Scene, November-December 1971 issue.)

GEOGRAPHY OF CANADA'S INDUSTRY

A recently-published survey by Statistics Canada on the industrial and geographical pattern of manufacturing shipments within this country brings to light some interesting divergences, according to the Bank of Montreal in its December *Business Review*.

Although it was done for 1967 and its coverage is limited to the first destination of manufactured goods, the Bank feels that the study is broad enough to provide a good indication of the regional trade patterns within Canada. So far as trade data reflect the industrial and market structure of any market area, the survey provides in large measure a confirmation of what many observers have judged to be the situation.

For example, considering that over half of Canada's fishing industry is based in the Atlantic Provinces, and some 53 per cent of the country's agricultural output comes from the Prairies, it is not surprising that the food-products industry accounts for the largest proportion of both the Atlantic and Prairie provinces' total regional exports – 33 per cent and 60 per cent respectively.

SOME SURPRISES

The study did, however, produce some divergences that were greater than might have been expected. For instance, some 56 per cent of the "average" Canadian manufacturers' total sales were made in the local market, with shipments to other parts of Canada and abroad accounting for 28 per cent and 16 per cent respectively. But the percentage for the Prairie provinces of manufactured goods originating and being consumed within the local market area was over 70 per cent. This reflects the production and export activity that is focused on primary goods such as grains and petroleum, with the relatively small manufacturing sector being geared to serving local markets.

The Bank notes that the study also showed up a fairly marked regional divergence in the dependence on foreign markets for the sale of goods. While the national "average" was 16 per cent, the two coastal