

be so. The chief place of business of Massey & Harris, Ltd., will be in Toronto. It appears likely that the old shareholders will practically control the new company, as the provisional directors and applicants for the charter are: H. A. Massey, Alanson Harris, J. Kerr Osborne, Lyman M. Jones, W. E. H. Massey, J. N. Shenstone, C. D. Massey and T. J. McBride.

On the editorial page of the *Toronto Globe* for May 6th, the following comment appears:

"As will be seen by an authoritative statement elsewhere, two of the largest implement firms in the Province have amalgamated. There are combines and combines. One class, the predatory class, is too well known to require description. Its reason for being is to prevent competition and regulate prices in its own interest. The other is formed for the purpose of reducing cost of production and effecting other economies in the trade to which it belongs, and is perfectly legitimate so long as it confines itself within those lines and does not squeeze the consumer. The persons interested in the amalgamation of the Massey Companies of Toronto and Winnipeg and the Harris, Son & Co. (Limited) of Brantford state that their sole object is to reduce expenses. 'There will be no disposition,' they say, 'to raise the price of goods.' If they live up to this profession of faith, nobody will suffer and they themselves will undoubtedly be benefited. It would be very unfair to accuse them of having designs on the farmer. They must be judged for the present at any rate by their own words and promises. There is a great deal of truth in what they say about the loss of capital that has taken place in this business. The prospect of roaring profits held out by the N.P. attracted too many persons into implement making, while the iron duties and other tariff imposts necessitated a large addition to the capital required for carrying on the industry. The result has been that many of the smaller firms have failed and others been left in a crippled condition."

OFFICIAL STATEMENT.

Reprinted from the *Globe* (Toronto) May 6th.

THE following official statement in regard to the formation of a new Canadian agricultural implement company, of which inaccurate items have lately appeared here and there in the press, was handed the *Globe* by a representative of one of the principals concerned:—

The new company to be composed largely of the shareholders of the Massey Manufacturing Company of Toronto; A. Harris, Son & Company (limited) of Brantford; and Massey & Company (limited) of Winnipeg, the object in view being a reduction of expenses, saving in management, consolidation of patents, improved methods of manufacture, and, if possible, cheaper goods for the consumer.

The unsatisfactory and critical state of the implement trade of Canada has for some months past been a topic of discussion in commercial and financial circles, and has seriously engaged the attention of those specially interested. In no other country in the world have farmers been supplied with better or cheaper agricultural implements than in Canada. During the past few years there have been from 40 to 50 firms engaged in the manufacture of mowing machines, and from 25 to 30 concerns making self-binders in Ontario, a greater number than has existed in the whole of the United States, where the business has also drifted into an unsatisfactory state. This has led to great over-production and was naturally accompanied by the keenest competition and forced sales, often on ridiculously long terms of credit. The creditors of some of the manufacturing concerns have become alarmed, particularly the financial institutions which were furnishing them large sums of money, and a refusal on their part to make further advances has resulted in the downfall of several old and well-established makers. This has resulted in great loss of capital, much distress among employees, and in many cases has injuriously affected municipalities where the various factories have been located. These

FAILURES HAVE BEEN SO NUMEROUS

that it has led those remaining in the business to

seriously consider the causes that have led to them, and, if possible, to arrange affairs to avoid further and similar difficulties.

To those posted in the implement business the weaknesses and their causes are apparent, and how best to overcome existing evils and still be able to give the consumer the best goods for the least money has occupied our individual attention for some time. That hitherto the Canadian farmer has had the best machines in point of finish, workmanship and durability has been amply proven by the rapid manner in which we have been able to build up a large and increasing foreign trade in the face of the long-established business of both English and American manufacturers, and by our unparalleled success at the great international field trials in foreign countries, in which all the principal makers of the world competed. This foreign trade has greatly aided us in maintaining our present position in the home trade, without producing and selling goods of inferior quality, a measure resorted to by some makers, but one of very doubtful expediency.

After much careful consideration it was decided that to effectually ameliorate the condition of the harvesting machinery business

FOUR POINTS WERE ESSENTIAL:—

(1) Ample capital to conduct the business. (2) The most modern and perfect facilities for large production. (3) The lessening of the expense between manufacturer and consumer. (4) Shortening the present long terms of credit. At the present time the Massey Companies of Toronto and Winnipeg and the Harris Company of Brantford do by far the greater part of the harvesting machinery trade in Canada. Each of these has a separate management, a separate and distinct organisation, and separate and distinct line of warehouses, and a separate and distinct staff of agents extending from the Atlantic to the Pacific. Throughout every Province in the Dominion, in every city, in every county, in every township, in every village and hamlet you will find the agents of the Massey and Harris Companies. Not only in Canada but all over the world do these companies run parallel with each other, and in all the great grain-growing countries they each have managers and agents. It is evident, therefore, that if these businesses could be brought under one management, both for production and distribution, it would result advantageously to all concerned, and especially to their customers. With this end in view the

FORMATION OF A NEW COMPANY.

to be known as the "Massey & Harris (Limited)" has been decided upon, which will be composed largely of the shareholders of the three companies, viz., the Massey Manufacturing Company of Toronto, A. Harris, Son & Co. (Limited) of Brantford, and Massey & Co. (Limited) of Winnipeg. The new company will take over the entire business of the three companies in the course of the next few months, and will own all the franchises, patents, good-will and experience of the old companies, together with the entire works and plants in Toronto and Brantford, and also their warehouses and agencies all over the world.

The authorised capital of the new organisation will be \$5,000,000, with headquarters in Toronto.

THE APPLICANTS FOR THE CHARTER

and the provisional directors will be as follows:—H. A. Massey, Alanson Harris, J. Kerr Osborne, Lyman M. Jones, W. E. H. Massey, J. N. Shenstone, C. D. Massey and T. J. McBride.

It is not intended that any material change shall take place in regard to the employment of labor either in Toronto or Brantford.

The objects of the new company will be to manufacture the best implements that can be made, to sell them at the lowest possible price, and to push the sale of Canadian goods all over the world.

All patents held by the old companies will be owned by the new company. All the best methods will be adopted by the new company. All the combined experience of the former companies will be available to the new. Expenses will be saved in buying, in producing and in selling, and every customer will receive direct and substantial benefit.

There will be no disposition to raise the price of goods, but it is anticipated that the savings effected will enable the company to make a fair living profit without any advance in present prices.

Even *Grip* has its little say. The following is *Grip's* version of "Ow it Came About.":

'Ow it Came About.

"Mrs. 'ARRIS," says I, "there ain't no heartily use in trying for to go on no longer like wot we are a-going. Suppoge we go into pardnership."

"Which I believe it would be a good thing for us to do it," says Mrs. 'Arris, says she. "There's too many of us a-makin' of these himplements, Mrs. Massey," says she.

"Which that is very true, Mrs. 'Arris," says I, "and you 'ave 'it the nail on the 'ed."

"And wot do you think suppogin' we axes your relation in Winnipeg to come in with us, Mrs. Massey?" says 'Arris.

"She's quite disposed to do it, Mrs. 'Arris," says I. "I know it, bein' as I spoke to 'er about it."

"That's hexcellent," says Mrs. 'Arris, "so we will 'ave nothing to do but sit down and draw up a hagreement," says she.

"Take off your bonnet, Mrs. 'Arris, and sit down," says I, "an' I'll get a cup of tea for you. Or you can 'ave a drop of somethink else, which I always keep a little by me on the shelf, if you feel so disposed."

"Nothing strong, I 'ope," says Mrs. 'Arris, which she is extraordinary set agin gin, and so am I.

"No," I says, "it won't 'urt you. It's raspberry winegar of my own makin, Mrs. 'Arris. ma'am," says I.

So I got the bottle and glasses, and we set down to bidgness. Hafter a lot of talk and harguments, which it was all pleasant and in good temper, with sups of the raspberry winegar between times, we drawed hup a hagreement. I won't put it down 'ere only just the 'eds of it.

1. We will work 'and-in-'and.
2. All our hagents in all parts hof the world will be rolled into one.
3. All our patents which we 'old will be rolled hinto one.
4. We 'ope by makin' hof better machines an' sellin' hof them cheaper, to enjoy a continuation hof the trade we 'ave 'ad, and more, too.
5. Terms, we don't give no more long credits, please don't ax for it.
6. 'Urrah for the new firm, which is to be called the Massey & 'Arris.

So that's the true facts as to 'ow it came about.—*Grip*.

El Tekbir.

"Do ye hear the voice of angel or of mortal
Chant the praises of the Prophet, far or near
From the desert round about us, or Heaven's portal,
Falleth any sound of worship on the ear?"
Thus the Caliph questioned close of his attendants
In the still and lonely watches of the night,
While the crescent of their faith with its splendence
Rendered all the desert landscape ghostly white.

"Not a whisper low from angel lips or mortal
In the stillness of the desert do we hear,
Not a strain of song escaping from Heaven's portal
Cometh to the eager soul or listening ear."
Thus the soldiers spake the Caliph;—by this token
Well their chieftain knew he heard the low Tekbir:
This it was of which his heavenly guest had spoken,
Sounding only to his hearing soft and clear.

Glad he was, for in his light, unquiet sleeping,
In the deep and silent watches of the night,
All unseen, past guards their faithful vigils keeping,
To his tent had come a messenger of light.
By the bedside of the Caliph stood the stranger,
Bade the troubled sleeper be of hearty cheer,
For a voice should lead his people out of danger,
Such a voice as no one else but him should hear.

"Follow," said the stranger, "where that voice shall call thee,
Though it lead thee through the desert wild and drear;
In obedience no evil can befall thee,
Let thy people also follow without fear:
Where it ceaseth thou shalt find for them a city.
War and pestilence shall never more come near;
Rise and lead the trusting followers in pity,
Rise and listen for the mystical Tekbir."

At the dawn the Caliph forward boldly riding
Bore the standard of the Prophet in the van,
Followed close upon his low mysterious guiding
Careless aught of earth or sky above to scan.
When at even the mystic chant no longer sounded,
There the tired legion halted, horse and man;
There the Kiblah of the Prophet's faith was founded,
There was traced the holy city of Kairwan.

—*Youth's Companion*.