

THE IMPLEMENT TRADE.

BINDER TWINE MATERIAL.

Manilla fibre is derived from the leaves of a plantain or banana tree, which grows in the Philippine Islands, now famous by reason of United States guns and warships. The leaves are stripped much like tobacco, except that the stems of tobacco which are dried and ground into snuff, in manilla are the fine silken strands from which twine is produced. These leaves do not mature until they are three years old. A tree will produce less than a pound of fibre or, in other words, 3,200 trees are required to produce a single ton of fibre; and as a native can only prepare about twelve pounds a day, he receives 18 cents for his labor.

Sisal is obtained from the leaves of a species of cactus, which thrives chiefly in arid, rocky wastes along the Gulf coast of Mexico and Yucatan. The leaves are treated by being crushed and the juice squeezed out, leaving a mass of silken threads, which are freed of the pulpy substance by being hackled or combed and then baled for export. A ton of leaves yield about 80 lbs. of fibre.—From Deering Harvester Co.'s booklet.

HOW TO HANDLE THE FARMER.

C. H. Kettledge, writing in the Minneapolis Lumberman, gets off the following, which should be of special interest to implement dealers in this country:

I have learned from long experience this important lesson. Whenever I sell anything to a farmer on time, be the amount much or little, and no matter who he is, I invariably hesitate, as though carefully considering the matter, and get from him some agreement or understanding as to the time when it will be paid. I hesitate in my action for this reason, I want the impression to be felt that it is an accommodation to the party asking for it, and not that he is doing me the favor in trading with me. I want him to feel that it is a special favor on my part towards him.

Many a young dealer makes a great mistake in manifesting an anxiety to let some of the well-to-do farmers get all they want from him, and never peep a word about the paying for it, or when it will be paid. All they care for at the time is to load him up and chuckle over the sale. They are both satisfied at the time. The one drives off with the goods, and the other to open up a new account, or add to an old one, as the case may be. As the time rolls on, and the months go by, the farmer has still the same satisfied feeling as at first. If he ever thinks of his account at all, it is with the feeling that he is good for it, and that the dealer is knowing the same fact, and therefore won't worry over it, nor bother him for a settlement. He does not lose any sleep over it, nor refrain from buying other things if he chooses to. He is more likely to pay the cash elsewhere and save the cash discount. Just as like as not, he keeps getting more goods and adding to the already large account against him. Perhaps he may tell the dealer in a sort of casual way that he is thinking of paying him out of the sale of a lot of wheat or corn that he says he is holding for such a price, as it makes the dealer feel that his chances for a settlement are indeed a long way ahead, but what can he do?

He knows how foolish he was in the first place in giving the man the idea that he could have all he wanted without any distinct understanding as to time. His feeling of satisfaction has passed away some time ago, and he begins to suspect that he was a little too "fresh and prevlous." It isn't long before he realizes that he is being ridden by a rider who cares not how much the saddle galls the weary, trusting one who is carrying him. But of such is the realm of the retailer in a farming community. Will it be any better, as the farmers get better able to pay?

BINDER TWINE STILL ADVANCING.

Binder twine is up again 1-4c this week, an advance to this extent having gone into effect early in the week. A representative of one of the largest factories in the United States quoted prices of high grade twines as follows in car lots at Chicago: Pure manilla, 10 3-4c. 600 feet manilla, 10 1-4c. standard manilla, 9 1-2c; sisal and standard, 9 1-4c. Add 60 1-2c per 100 lbs for freight from Chicago, would give the cost for car lots Winnipeg.

It is said that the factories are sold up on good manilla grades, supplies of choice material being about exhausted, consequently the market is very firm. The local representative of another large concern said that they could not accept an order for any quantity, no matter how large, for a shade under quotations, owing to the short supply of high grade manilla, and the upward tendency of prices. The market is now about 4c higher than the opening price last year. Jobbers here quote 11 1-2c for pure manilla, manilla 11c, sisal and standard 10 to 10 1-4c.

IMPLEMENT TRADE NOTES.

Jno. Mooney has opened in the implement business at Cartwright.

Alex. Menzies has bought out the implement business of R. Scott at Shoal Lake.

Jas. Conway, of Crystal City, has added a full line of farm implements to his lumber business.

The Northwestern Grass Twine Co., of St. Paul, has forwarded samples of native grasses used to make this twine to the board of trade of Winnipeg. Those acquainted with the native grasses of Manitoba are invited to inspect the exhibit.

All twine that is made of Manilla is not necessarily good twine. There is a variation of as much as 4 cents per pound in the price of Manilla hemp. Some cheap qualities of Manilla hemp even cost less than good sisal hemp. A twine may therefore be all Manilla in composition, and yet inferior in quality.

Binder twine varies in length from about 500 feet to the pound for good sisal up to 650 feet for the best manilla. When allowance is made for the difference in the length it will be seen that the best twine does not cost so much more than the cheap grades as would appear from the difference in the price per pound. Besides, it is much more satisfactory. To work with a good twine than a poor one.

The United States treasury department of statistics has compiled figures showing the total exports of implements during 1898, and the amount is \$9,073,381, a gain over 1897 of \$3,770,577. The increase in those cases where the gain is most marked

is as follows: The United Kingdom, \$551,389; France, \$651,200; Germany, \$510,513; British North America, \$520,776; Argentina, \$814,851. Africa shows a loss of \$56,661, and the Central American states and British Honduras, \$20,195, the latter dropping from \$27,152 to \$6,657. The exports to the United Kingdom, France, Germany, British North America and Argentina were in excess of \$1,000,000. Of the total of \$9,073,381 more than two-thirds was for harvesting machinery, mowers and parts, about one-ninth for plows and cultivators and the balance for all other kinds.

Implement jobbers in the twin cities of St. Paul and Minneapolis have experienced an almost phenomenal run of business since the opening of the year, and have found themselves utterly unable to fill orders as fast as they came in. All kinds of implements for spring work, especially seeders have met with a heavy demand, while vehicles, bicycles, etc., have also been sold in large numbers.

Farming in Manitoba.

The Cypress River Western Prairie says: "Mr. Jas. Cannon is a good representative farmer. His homestead adjoins Cypress River, and if the town were incorporated there is no doubt but Mr. Cannon would be its mayor. Twenty years ago Mr. Cannon moved westward crossing the turbulent Cypress and pitched his tent on the verdant slopes of the fine farm that he now occupies. Year by year his grain fields were enlarged and his stock increased. New farms were purchased and other improvements made. Some idea of the extensiveness of Mr. Cannon's farming operations may be known from the fact that this season he had in crop over 600 acres. Five hundred acres of this land was in wheat, and in past years the yield has been as high as 45 bushels to the acre. With so much grain to thresh it was considered economy to have a separator and engine on the premises, and one of the most modern steam threshing outfits was obtained at a cost of over \$3,000. Mr. Cannon keeps something over twenty horses and a herd of forty or fifty cattle, amongst which are some very fine pure bred prize shorthorns. "Cypress Boy" is a heavy draft, a little less than four years old, that has already taken a couple of first prizes in his class at the Winnipeg Industrial and is looked upon as one of the finest animals in the district. Mr. Cannon's residence and outbuildings are roomy and comfortable. The first structures erected are still in use but will, no doubt, be soon replaced by handsome brick buildings. Mr. Cannon takes an active interest in the local agricultural societies, and in municipal and provincial politics. His prosperity in Manitoba is the result of intelligently directed labor and careful observation."

Business Acumen.

Lady (excitedly)—Have you filed my application for divorce yet?

Lawyer—No, madam; but I am at work on the papers now.

Lady—Thank fortune, I am not too late. Destroy all papers and evidence at once, please.

Lawyer—A reconciliation has been brought about between you and your husband, I infer?

Lady—Gracious, no! He was run over and killed by a freight train this morning, and I want to retain counsel in my suit against the company for damages.—Chicago News.