

THE CARRIAGE AND IMPLEMENT JOURNAL (OF CANADA).

Devoted to the Interests of the Manufacturers and Dealers in Carriages, Implements, Wagons and Harness.
P. N. LEATHERICK, Comptroller, Ottawa, Ont.

Vol. I, No. 1.

TORONTO, MARCH, 1900.

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WE take pleasure in presenting in the initial number of THE CARRIAGE AND IMPLEMENT JOURNAL, a cut of one of the most widely known members of the trade, Mr. Robt. Gray, President of the Wm. Gray & Sons Co., Limited, Chatham. The subject of this sketch is endowed with business attainments of a superior order; he is a favorite in social circles in his native city, and he has won the respect and confidence of all those brought in contact with him in a business way.

The enterprise of which he is now at the head was founded in 1844 by his father, Mr. Wm. Gray. The original shop, which stood where the present handsome 3-story factory now is, was a small one. Chatham was then little more than a village, and in fact those were pioneer days in the Western Ontario Peninsula, London, the largest centre, not having yet attained more than the dignity of a town. The country was not then, as now, girdled with railroads—the Grand Trunk to Windsor was the one railway running out from London west, and it had just been completed. Mr. Gray, Sr., was the only carriage builder in the "Maple City"; his workmanship was honest, an important recommendation to the early residents, particularly in view of the fact that in their intercourse with one another, they were compelled to drive long distances. By de-

grees his trade extended. Gray buggies found their way into the several contiguous towns, but their builder went unostentatiously on laying the foundation of bigger things in the future. Later on his two sons, Messrs. Robert and James S. Gray, became associated with him. The same policy was pursued and success continued to follow them.



Mr. Robert Gray.

(President, Wm. Gray & Sons Co., Limited, Chatham.)

In 1890 the present three-story brick factory was erected, and the firm went still further afield for business. Their trade went on, yearly showing a healthy increase, until the capacity of their present extensive premises is found to be inadequate, and it is the intention of the management to add to the building and increase the plant to double its output of 5,000 rigs.

In addition to carriages, they will also devote some attention to automobiles, for which they anticipate considerable demand will develop in the near future. They will be on the market shortly with two special steam-propelled "mobes."

Wm. Gray & Sons Co., Limited, pride themselves on their ability to build vehicles to meet the popular fancy as it arises, and through this happy faculty they have to a large extent been enabled to attain their high standing. The concern was incorporated in December, 1898, with Mr. Robert Gray as President and Mr. James S. Gray as Secretary-Treasurer.

Items of Interest.

The carriage trade is one of the largest consumers of Norway iron.

Since the fire in Oshawa the McLaughlin Carriage Co. are producing their goods from Ganancque.

The Palmerston Carriage Co. have just issued a very handsome hanger, illustrating their full line of vehicles.

The business of the Verity Plow Co., Brantford, was started 1857. The company now employ from 200 to 250 hands.

Messrs. Adams & Sons, Paris, and the Bain Wagon Co., Woodstock, made a shipment of wagons to South Africa for the use of the first contingent.

The varnishes made by the Standard Varnish Works are known all over the world, and are used very extensively by the Canadian carriage builders.

James McConvrey, general agent for the Deering Harvester Company, at London, Ont., says that the trade in his territory is far ahead of this time last year.

The open winter of 1900 gave the cutter trade a black eye. Even through Manitoba and the North-West big stocks in that line are being consequently carried over.

Manager Whitehead, of the Brantford Carriage Co., flatters himself that he was fortunate this year in disposing of his factory's entire line of sleighs and cutters.

S. B. Todd, of Uxbridge, reports that his trade so far this season has been better than ever before. Mr. Todd handles Deering machines, and also a full line of implements and carriages.

D. Conboy, manufacturer of carriage tops and trimmings, Toronto, increased his business nearly fifty per cent. in 1899, and reports business very brisk from all parts of the Dominion.

D. A. Kearns, general agent for Deering Harvester Co., Montreal, Que., states that prospects for a good trade could not be better than they are at this time in the Province of Quebec.

Cheap paint spoils the costliest horse. So does a cheap whipsocket or carriage knob the carriage. It never pays to be picayunish in details. Nothing can be perfect without well-rounded completeness.

Thomas Hickey, Lindsay, Ont., says that his business is larger up to this time than it has ever been before, and he is looking for an increase in the sale of Deering machines.

Paper carriage wheels will soon be on the American market in competitive quantities, if any of these talked-of new enterprises come to anything. It is also said, an old process of making straw into wood will be revived and developed into carriage-wheel material.

Studebaker Bros. Mfg. Co., South Bend, Ind., recently made a large shipment of wagons to the Transvaal for use by the British in the South African war. What were the Canadian wagon makers about when this order was placed?

The Dunlop Tire Co. are preparing to place on the market solid rubber tires for carriages. Full particulars as to its features will appear in next issue.

O. M. Hatcher, general agent for the Deering Harvester Co. at Winnipeg, Man., reports good business, and states that he is meeting with no trouble to close up contracts with the best dealers in that territory.

There are a number of veterans in the Western Ontario carriage trade, among whom may be mentioned: J. L. Campbell, London, 45 years; A. B. Greer, London, 30 years; C. Kloefer, Guelph, 25 years; and A. Spence, Brantford, 40 years.

The Canadian branch of Wm. Harland & Son, the well-known English varnish manufacturers, is now situated at 95 King Street East. The manager, Mr. Norman Duperow, says business is good, and that his principal trade is with carriage builders.

The Speight Wagon Co. are having quite a demand for low wheel wagons. In many cases wagons are ordered with two sets of wheels (low and high). It is evident that the farmer is awakening to the fact that he can save himself a great deal of lifting by the use of low wheels.

The J. B. Armstrong Manufacturing Company, of Guelph, lay claim to being the pioneers in the Canadian carriage trade, their business being established in 1834, by J. B. Armstrong, who made ox-shoes and axes in a small building on the spot where their factory now stands.

Some members of the carriage and implement trade claim that the penchant of the farmer to hold his wheat "for a raise" is making collections slow in some sections of the country. They contend, and with good reason, that makers of notes have no right to speculate upon their money.

The Value of an Inventory.

The merchant who does not inventory his stock at least once a year is doing business in the dark. He doesn't know where he stands, what he is doing or how much his daily wages are. He may be living at a high rate; he may be a fine dresser and a lavish entertainer; he may be accounted wealthy among his associates; but his yearly income may be actually less than a cash boy's. The cost of all this display comes out of his capital. It is drawing the life blood out of his business. The business will stand it just so long, and then a crash comes—usually severe and final. Of course warning symptoms are seen and felt before the collapse, but it is then usually too late to avert disaster. An annual inventory reveals weakness where it exists, and points to methods that will put business on a sound basis. A semi-annual inventory will show which is the stronger and more profitable season, and which one is in need of the greatest attention.—*Harness World.*

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(OF CANADA).

Devoted to the interests of the Manufacturers and Dealers
in Carriages, Implements, Wagons and Harness.

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received not later than the 20th day of the month.

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MARCH, 1900.

Salutatory.

THE CARRIAGE AND IMPLEMENT JOURNAL herewith
makes its salutation to the trades.

The need of an organ to voice the interests of the
Canadian carriage and implement and their allied
trades, as suggested by some prominent manufacturers
and dealers, is the excuse of the publishers for embark-
ing in the enterprise.

To become the channel of communication between
the various sections interwoven in the trades, and to
present as the occasion offers, practical ideas in con-
nection therewith, are among the aims which this jour-
nal sets out to obtain.

We trust that any shortcomings in the initial number
of THE CARRIAGE AND IMPLEMENT JOURNAL will be
regarded with leniency. We shall endeavor to improve
with each issue, and hope to merit the cordial support
of the trades.

At the outset we urge it upon the manufacturers and
dealers not to be backward in offering suggestions
regarding the literary conduct of this journal; such will
receive careful attention as we want to be of service in
the field. Our columns will at all times be open to
communications upon trade topics.

The Need of a Carriage-Makers' Association.

The Amesbury (Mass.) carriage builders have taken a
step which it would be well if builders elsewhere would
imitate. They have suffered in the past from the
practice of giving credit to unworthy parties and for
undue lengths of time. At a recent meeting, however,
they resolved to take some steps for mutual protection.
John Currier, of the Currier-Cameron Co., was chosen
chairman, and R. E. Briggs, of the Briggs Carriage
Co., secretary of the meeting. After careful discussion

of the whole matter, a committee of seven was chosen
to report at an adjourned meeting some form of organi-
zation and some rule which would meet the require-
ments of the case. The idea is the farthest possible
from any combination, but simply means a union for
self-defense against irresponsible buyers.—*The Carriage
Monthly.*

It would be well for the Canadian carriage trade to
ponder over this, and put to themselves the question,
"What are we doing in a similar direction?" That
there is need for a similar organization on the part of
the trade on this side no one in the business will for a
moment gainsay. This leads us to ask why is such an
organization not in existence here, if there is a neces-
sity for it? We will leave it to our friends in the car-
riage trade to furnish a satisfactory answer to our
query, and we should like them to do so in the columns
of THE CARRIAGE JOURNAL. We venture the assertion
that never in the history of the business of Canada has
the lack of organized effort been so strikingly apparent
as at this time. As an illustration we would cite the
recent action of the Canadian Freight Classification
Committee in raising the minimum weight of cars
loaded with vehicles from twelve to sixteen thousand
pounds. Could one conceive of a more arbitrary or
high-handed proceeding, done without a word of warn-
ing to the trade? It has raised an outcry from one end
of the country to the other, and deservedly so, for it is
a blow, not only to the manufacturer, but likewise to
the dealer. And yet, what has been done by the
trade as a body to obtain relief? So far as this journal
knows, nothing. True, individual protests have been
made to the Classification Committee, but these count
for very little, and the only method by which relief can
be obtained is for the carriage manufacturers, acting in
unison, to wait upon the Classification Committee and
convince them that their action has been conceived in
ignorance and without a previous knowledge of the
facts, and if the committee refuse the needed redress
let them go even further and bring the matter to the
attention of the Railway Committee at Ottawa. In any
case the matter ought to be pressed determinedly, and
eventually without a doubt the desired relief will come.

It is the opinion of THE CARRIAGE JOURNAL that by
means of an association it would be possible to fix a
uniform price on staple goods. Are we not correct in
this?

There is, however, a matter of transcendent impor-
tance to the trade, and one most intimately connected
with the formation of an association such as we have
in view, and that is the system of extending credits.
We think we voice the sentiments of the trade pretty
much as a whole, when we say that in no department
of the business is such fatuity and short-sightedness dis-
played as in this direction, and on the part of men who
apparently seem as anxious to make a dollar as those
engaged in any other line. We ask what sense is there
in selling goods to irresponsible parties, setting no limit

on the quantity, and accepting in settlement their customers' papers, made by farmers of whose identity you know nothing, and have to wait ten, twelve and even twenty-four months in many cases, before you are able to ascertain whether said parties are in existence, let alone able to meet the paper at maturity. And yet this sort of business is done, and not by one manufacturer only, and such paper accepted in settlement for goods in the production of which you have had to pay out the good hard cash, for the labor anyway and in two and three months' time for the material. Common sense would seem to dictate that the wiser policy would be to be content with less business and make sure of your money, unless for the collection of such paper you can afford an organization such as the large implement firms possess, and which, from what we know of the carriage business, its profits will not admit of. It is here that an association will assert its usefulness, and prove itself an untold blessing.

With an association in existence the trade will be enabled to protect itself against unscrupulous buyers, whose practice it is to mis-state the prices quoted them by competitors, likewise misrepresent their own financial worth. True, you have your mercantile agency reports and local reports, but these are, for the most part, misleading, and it is not until you have actually had dealings with a man and found out how he meets his bills that you are competent to judge of his capability as a customer. No matter how well he may be rated, or how large a volume of business he may do, he is not a desirable customer unless he is able to meet his bills.

As an object lesson of what organized effort will accomplish, we hold up to your view the accessory trade, from whom you obtain your supplies. They have no difficulty in adjusting prices and shortening time. They dictate the prices you shall buy at and the time you shall settle on. Indeed, they give you no option but cash settlements. And yet you permit this state of things to go on from year to year until, you might say, the very credit of the trade is jeopardized by the people from whom you buy your supplies, and whose very existence is dependent on you. They say, "Here, you shall pay cash in 30 or 60 days; if you care to give 6, 12 or 18 months, or date your goods May 1st six months, you are privileged to do so, but I cannot do it and won't do it. And, moreover, we don't think you can afford to do it. However, we won't take the risk." Again, your friends in the accessory trade are protected against outside competition from people to the south. True, you enjoy 35% protection, yet you pay that on your raw material, while your friends in the accessory trade, in nine cases out of ten, enjoy a protection of from 25 to 30 and 35% and bring the raw material in free. As a consequence they are making the money; you are doing the hard work, taking all the risk and getting little or no return at the end of the year. We ask you how long do you propose this

state of things shall continue? The remedy is in your hands, and it is for you to say how you shall apply it. This journal has been established for your interests, and your interests it shall always strive to advance. Its columns shall at all times be open for the discussion of subjects of interest to the trade. We ask you to use its pages freely, and with THE CARRIAGE AND IMPLEMENT JOURNAL as an organ we see no reason why the year 1900 should not see the bringing into being of a Carriage-Makers' Association, which, when once started, is assured of permanent existence.

Six Ciphers.

The following from a correspondent, on the tendency of the present age, contains some thoughts for reflection. In comparing the relative increases of Canada's population and carriage industry, the writer overlooks the fact that fifteen years ago a large proportion of the vehicles in use were imported into this country from the United States, whereas now the home-manufactured product almost entirely monopolizes the trade:

"It is within the memory of business men in middle life when four ciphers, with almost any numeral to the left, made a man independent; even \$10,000 was moderate wealth, and \$50,000 was riches. Manufacturing concerns with capital ranging from \$10,000 to \$50,000 were in *AT* credit, in fact were considered large and prosperous. Whether these were really "good old days" or not is a matter of opinion depending largely on the constitution of the individual. Be that as it may, the present day looks upon such figures as we have named as being hardly worthy of notice, and we may be said to be living, not in an age of five ciphers, but in one of six, in which men and all business ventures are measured by the million-dollar mark, and nothing less is considered worthy of notice. As your journal deals with the vehicle and implement industry, any criticism of figures running into the millions or the tendency which they stand for, may be considered uncalled for. Unfortunately the craze seems to have struck the most conservative of our carriage builders, and every catalogue and circular deals as freely in ciphers as the prospectus of the most sanguine promoter. This, perhaps, would not be surprising in the United States, with its seventy or eighty million people and rapid growth, but what of conservative Canada, where fifteen years ago there was only one large carriage-building concern, and it was doing a large business with an output of 2,000 jobs per year. The population of Canada in the fifteen years has not increased 20%, while the carriage factories now number ten who may be considered large wholesale builders, with outputs from 1,000 jobs, to say 6,000 jobs each per annum. They all deal in ciphers in their claims as to the quantity they are building, capacity for building more, square feet in their various factories, and each one is straining

every nerve to secure what they call their share of a naturally limited trade.

"There is no doubt in my opinion that the result of this million-dollar craze in general business will lead to a collapse and catastrophe. Is it not time for the carriage builders to stop and think what the end shall be of the strain of each to do the most, in place of the effort of each one to keep in bounds as to quantity and do the best as to quality?

"If your new journal will begin its career by a careful survey of the field and advise the trade of the limitations of the market, instead of discussing its growth and possibilities if every Canadian acre was tilled and it had the population it is capable of supporting, you may exert an influence for good. Call a halt on the quantity craze—strike off a few ciphers from" capital, catalogue

"I was much struck with the Antipodean cities, Melbourne, Sydney, Adelaide and Brisbane. They are solid, substantial places, well built up, but they are very slow going. The merchants are all very wealthy, and I may say that a man to go into business at all there must have money, for on account of the long distances that they have to bring goods, immense stocks must be carried. Almost every manufactured article must be imported, so the orders are placed six months ahead. Owing to the lack of raw material, Australia can never be a manufacturing country.

"The citizens of Australia are loyal to the Empire; they are clannish and would rather do business with the Mother Country or one of her colonies than with a foreign country. Trade is uniformly good and promises to continue so. Any person who has been over there



One of the most successful Horseless Carriages at present on the market.

and claims and help to educate both builder and dealer by dealing in facts rather than fancies, and in figures rather than ciphers."

Trade with Australia.

Manager G. J. Armstrong, of the McKinnon Dash and Hardware Co., St. Catharines, who returned recently from a four months' Australian business trip, gives some interesting information regarding the Antipodes. He says: "Australia is a grand country and her citizens are of a fine stamp. Her people have more money and spend more per capita than we do here. Everybody goes in for a good time and they seem to enjoy life. The factories only work 48 hours per week and Saturday afternoon is generally observed as a half holiday. They are enthusiastic sports in every line, and the betting that takes place would knock you silly. When I left, the Melbourne Cup race, which is about second to the English Derby, was the main topic. For this event the purse is £10,000.

will admit that it will pay Canadians to cultivate that market.

"Canadians are also now securing a good share of business in rubber goods, carriage hardware, agricultural implements, neckwear and lumber. I may say that price seems to cut no figure as long as goods suitable to the market are supplied."

Mr. Armstrong states that the return boat trip fare from Vancouver to Sydney is \$300, and a total outlay for a four or five months' Australian tour would be from \$1,000 to \$1,100. In his case the outgoing trip from Vancouver occupied 26 days, and he made the run home on the Aorangi in 23 days. During the three weeks that he was over there, the Australian winter being on, it rained steadily, there being only four fine days, but that does not interfere with business as the people are prepared for it. The weather was warm and very trying to a visitor.

The St. Catharines man is of the opinion that Australian federation, voted favorably upon last fall, will have a good effect upon Canadian trade "under the line."

Leading Lines for 1900.



Brantford Stanhope.

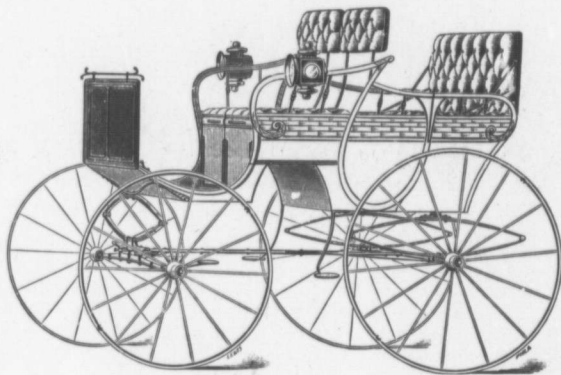
Construction, style and finish elegant and elaborate. Large, comfortable seat, combining luxury and ease. Double drop reach, drop axle, rubber head elliptic spring gear, 1 1/2 inch axles, recess collar.

Made by
THE BRANTFORD CARRIAGE CO.,
Limited,
BRANTFORD, ONT.

Auvergne Trap.

This is a new design with adjustable seats, for either two or three passengers.

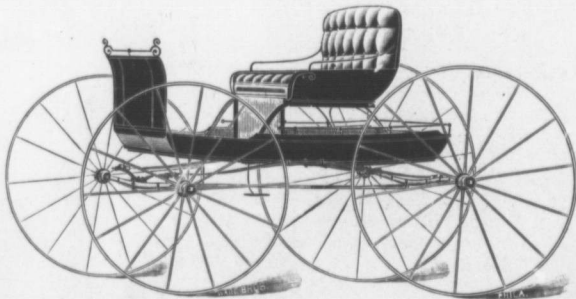
Made by
THE PALMERSTON
CARRIAGE CO.,
Limited,
PALMERSTON, ONT



Concord Wagon.

A very handsome wagon, strong and well finished. Furnished with 7/8-inch wheels, if so desired.

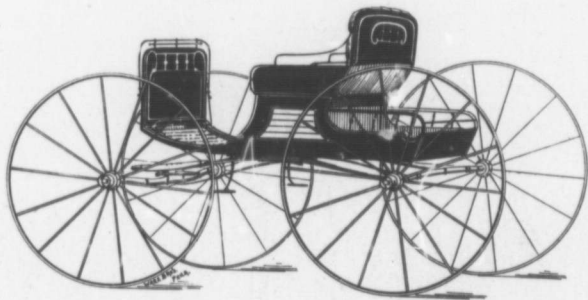
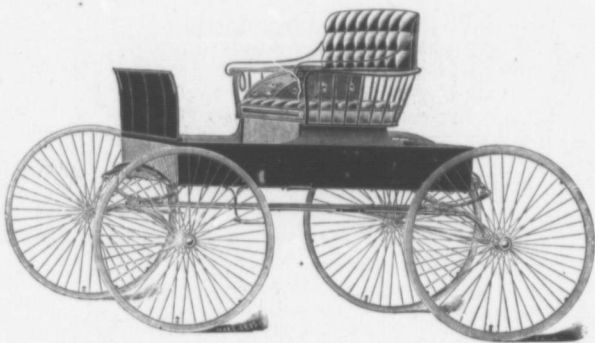
Made by
J. B. ARMSTRONG MFG. CO., Limited,
GUELPH, ONT.



Pneumatic King.

This novelty in the wagon line should be popular in cities and towns where there are good roads and lovers of horseflesh and solid comfort.

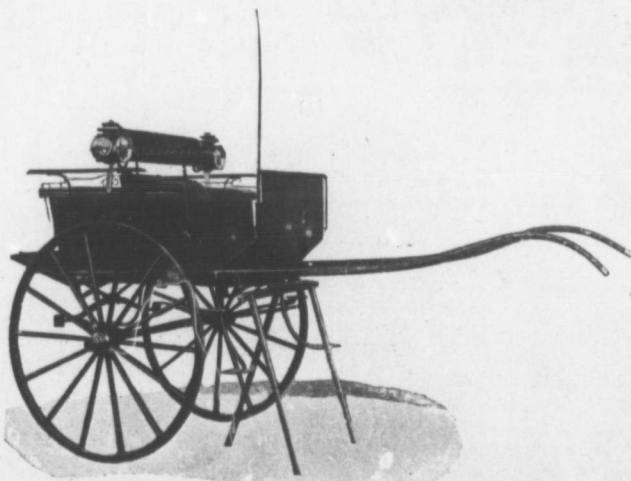
Made by
CANADA CARRIAGE COMPANY,
BROCKVILLE, ONT.



*Open Bluenose
Buggy.*

A light, easy-riding buggy, beautifully finished and of strong construction.

Made by
THE NOVA SCOTIA
CARRIAGE CO., Limited,
KENTVILLE, N.S.



The Aberdeen.

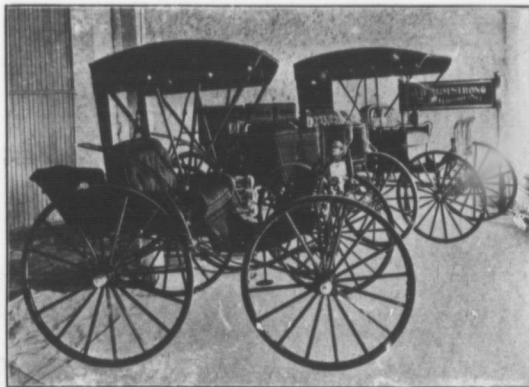
This is a very handsome two-wheeler. The construction is such that there is not the slightest horse-motion. Can be used for two or four passengers.

Made by
THE WM. GRAY & SONS CO.,
Limited,
CHATHAM.

A Canadian Exhibit for Paris.

We take pleasure in presenting a photogravure of the handsome exhibit of carriages to be made at the Paris Exposition by the J. B. Armstrong Mfg. Co. of Guelph. The five vehicles comprising it were shipped from Guelph last week, and they will have a place in the transportation building, where doubtless they will win admiration from the thousands of visitors at the great exposition, which will open on May 1st and close on November 1st.

The exhibit consists of a ladies' phaeton on Armstrong springs, with rumble seat, trimmed in all-wool cloth, and with full leather top, and finished in the finest manner in every respect. This is a very comfortable low-hanging carriage for ladies' driving. There is also an Armstrong extension-top surrey, trimmed in leather, and with full leather top, finished in dark green, with silver mountings. This is a roomy, comfortable carriage. Perhaps the choice of the assortment



J. B. Armstrong Mfg. Co.'s Exhibit, Paris Exposition.

to many would be the Armstrong adjustable-seat trap, trimmed in all-wool cloth, with solid rubber tire wheels, and finished with brass mountings throughout. This is arranged to allow instant change from single seat to two-seat use and entry to or from the back seat without interference with front seat occupants.

The exhibit as a whole is very creditable to Canadian enterprise and to the ability of Canadian mechanics, and it no doubt will meet with favorable criticism in competition with the exhibits it will be placed among from all parts of the world.

Millionaires' Advice to Young Men.

Lives of rich men all remind us that we can make our condition in life nearer to what theirs is if we but follow their footsteps and opportunity comes to us as it did to them; if we recognize as they did; if we take advantage of the other fellow as many of them did; if

we are as strong, energetic and vigorous mentally, morally and physically as they have been, and many other conditions and positions in which the powerful conjunction IF, is a factor. But if we attempt to follow all the maxims as pathways to affluence that men say they have followed in reaching the high place in the world from one that was lowly and humble we would be compelled to have a dual existence. In a recent number of a New York paper appeared a number of recipes for riches, given by wealthy men and women in the country who have made for themselves all that they possess.

Russell Sage, formerly an errand boy in a little country store, says: "When a man loses his head he musn't complain about the other fellow taking an advantage. Keep cool and freeze out the enemy."

John J. Mitchell, once a poor boy, now a multi-millionaire, says: "There is no question but that the Golden Rule is the best in business. I put myself in the place of the man with whom I am dealing and govern myself accordingly."

The advice is contradictory. One would take an advantage that he saw, the other would not. Who is to decide for the multitude of millionaire-aspiring young men of the country which is the better advice, to do unto others as you would have them do unto you, or to do others and do it quickly?

Henry Clews began life as a messenger boy, and is now worth \$8,000,000. He advises: "Shun wild speculations, and be satisfied with slow but sure returns for money invested."

A. S. True, who rose from a farm lad to one of the richest men of the west, advises: "When the storm is raging and the forked lightning appears in the financial sky, invest in property that others fear will be injured."

Poor, but ambitious young man, which will you follow? The paths are divergent ones. You cannot follow both without the aforementioned dual personality.

Darius O. Mills says that work makes wealth, and another who has made millions says that wealth was never made by a man with his coat off. Russell Sage recognizes the advantage of opportunity and Charles Broadway Rouss denies it. So it goes, a mass of contradictions, except that all agree that essentials to success are honesty, integrity, economy, temperance, courage, caution, self-reliance, industry, determination and health.

It is rumored that American-made wagons are being imported into Manitoba at an under-valuation. The Canadian wagon trade are investigating the matter, and if tangible evidence is obtained, the Customs Department at Ottawa will be asked to interfere.

THE CARRIAGE AND IMPLEMENT JOURNAL.

Wagon Makers Meet.

The Wagon-Manufacturers' Association of Canada held a meeting at the Rossin House, Toronto, last Thursday when some matters of importance were discussed.

The following members were present: Messrs. W. R. Landon (Chatham Mfg. Co., Limited), T. H. Speight (Speight Wagon Works, Markham), Wm. Milner (Milner-Walker Wagon Works Co. of Walkerville, Limited), James Adams (Adams & Sons, Paris), A. H. Clynick (Woodstock Wagon Works Mfg. Co., Limited), and Geo. Laing (Stevens Mfg. Co., Limited), London.

A proposition to broaden the association by taking in the Carriage Manufacturers was brought up and favorably voted upon. As the carriage men were also reported to be in favor of the idea the members thought it advisable to call a joint convention within the next few months. It was the opinion of the members that as no difficulties stood in the way the amalgamation proposed would be effected.

The matter of accommodation for the wagon makers at the Toronto Industrial Exhibition came next on the boards. Ald. Sanders, chairman of the Industrial Exhibition, and Manager Hill waited on the meeting and gave good encouragement of something substantial in the way of betterment.

A strong resolution addressed to the Toronto City Council was finally adopted to the effect that a more desirable carriagebuilding be erected.

It having been reported that wagons were being imported into Maritoba and the North-West Territories, a deputation was appointed to wait on the Minister of Customs and endeavor to obtain an equitable ruling.

NOTES.

The output of the seven Canadian wagon factories is estimated at between 10,000 and 11,000 jobs. Only 500 or 600 American-made wagons were brought into this country last year.

Mr. J. Sanderson, of Messrs. Adams & Sons, Paris, President of the Canadian Wagon-Makers' Association, has gone on a trip to Jamaica for his health, sailing from New York last Saturday.

The members of the Wagon-Makers' Association say that they have derived considerable advantage through their organization, the bringing of "dead beats" to book figuring not a little in the bill. They are also able to exert added influence with the railway companies. In unity is strength, you know. This consideration will probably further the proposal that the carriage and wagon makers form into one strong association.

Mr. Wm. Milner, of Walkerville, is a veteran in the wagon trade. He is proud in the possession of a time-piece, which commenced business with him 45 years ago. He terms it the "regulator."

Over-due Accounts.

A man, be he dealer or farmer, who allows an account to run past due two or three months without offering any explanation, must be regarded with suspicion, and the only proper method of bringing such people to time is to invoke the aid of the law. There is no excuse in all the calendar of apologies that absolves the conduct of a debtor who will neither pay nor explain. It is not sufficient to say he has not the money. It is due a creditor to know why, if you have sold the goods, you have not the money. If the goods are on hand he should know that. In these days, when the credit system is an absolute necessity, there is no place in the mercantile world for a man who abuses the privilege of the system. There is no room for the man who sits in his office chair like a bump on a log, ignoring statements and letters that come from creditors. There is no room for him who allows sight drafts to be returned with the stereotyped endorsement, "No reason given." Postage is too cheap nowadays to permit of any satisfactory excuse for the non-answering of letters. The man who cannot afford paper and postage should not inflict himself upon the commercial world. If he cannot write, he should be in school, not in business. With the sheriff for a hoe, all such business (?) men should be weeded out.—*Implement Herald.*

Boeckh's Brush Catalogue.

The 1900 catalogue which Boeckh Bros. & Company have just issued is a handsome as well as comprehensive book. The front cover is a unique design, showing the trade mark of the firm as a central figure, around which is given the firm name and the addresses of the different agencies of the firm. The back cover contains cuts showing their various factories and warehouses.

The 170 pages of the catalogue contain the prices of over 5,000 different lines of brushes, brooms, woodenware and sundries made by Boeckh Bros. & Company, divided into six parts, as follows:

- Part 1—Painters', kalsomine and varnish brushes.
- Part 2—Artists', gilders' and fine varnish brushes.
- Part 3—Household, toilet, factory and machinery brushes.
- Part 4—Horse, dandy and stable brushes.
- Part 5—Corn brooms and whisks.
- Part 6—Pails, tubs, wash-boards, grocers' sundries, display tables, baskets and general woodenware.

Several cuts, showing departments of the factory in full working order, give an interesting idea of the process of manufacture and the extent of the business carried on by this firm.

In the firm's offices at York Street, Toronto, full stocks of the goods mentioned in this catalogue are kept on display, where the trade is invited to inspect them at any time.

Though thousands of these catalogues have been distributed, the firm have still some left.

DEERING
BINDER TWINE
MACHINE

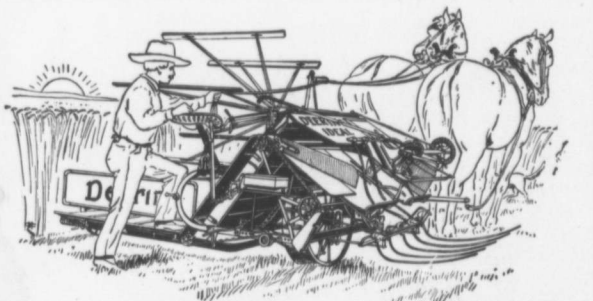
DEERING
BINDER TWINE
MACHINE

The Machines that made America Famous



DEERING HARVESTER WORKS, CHICAGO, U. S. A.

The greatest single manufacturing plant of any kind in America, and the largest harvester works in the world. Eighty-five acres in area. Employed 9,000 people, in addition to 12,800 local agents in America and Canada during 1899. Largest in output, sales, and size of plant.



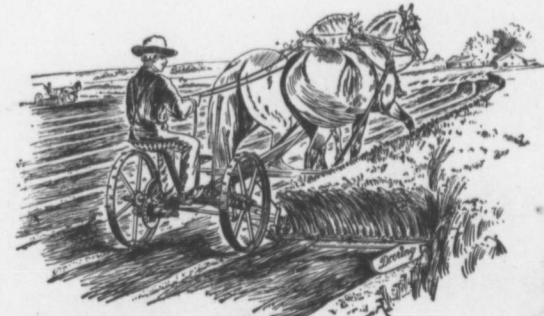
Deering Ideal Binder, 5, 6, and 7 foot,
Is a Sure Winner.

Deering Twine
is
Even and Long,
Smooth
and Strong.



Send for
catalogue and
Twine
booklet.
They are free.

It Pays to be Deering Agent.



Deering Ideal Mower, with Roller and Ball Bearings.
Will start in the toughest grass without backing the team or bending a straw.

Main Office and Factory :
Chicago, Ill.

Deering Harvester Company

Canadian Branch Houses :
Toronto, Ont. London, Ont.
Montreal, Que. Winnipeg, Man.

DEERING
HARVESTER OIL

DEERING
HARVESTER OIL

TALKS AROUND THE TRADE.

*Some Opinions on
Current Topics*

While on a trip through Western Ontario last week, a CARRIAGE AND IMPLEMENT JOURNAL representative dropped in upon a few of the leading manufacturers. The appended interviews on a variety of topics will, we believe, be of interest to the trade, embodying, as they do, some well thought-out criticisms and suggestions. Manufacturers and dealers may feel themselves perfectly free to air their views through the columns of THE CARRIAGE AND IMPLEMENT JOURNAL:

WIDE WAGON TIRES ARE BEING USED.

Mr. C. Kloefer, Guelph—Wholesale dealer in carriage and wagon hardware and parts: "The trade in Ontario is drifting into the larger hands, the small shops confining themselves more to the jobbing business. We find the demand for wide wagon tires increasing, and think that as their advantage in moving heavy loads over country roads is better appreciated, their use will become more general. The differences in styles of vehicles, as used in different parts of the country, is something that we as jobbers find very striking, and through this contingency we are obliged to carry a great variety of stock. The open winter has interfered with the sleigh trade; in some sections of the country they have not had more than two weeks sleighing altogether, and consequently a large proportion of the dealers are carrying their lines of cutters over. Taken on the whole, we think that the Canadian carriage trade is in a sound condition."

* *

CANADIANS HOLDING UP THEIR END.

Mr. John Mitchell, Manager of the Guelph Carriage Top Co.: "General business in Canada is better than for years past, and the carriage industry is not lagging behind in the procession. A few years ago the United States makers produced better stuff than ours did, and they filled nearly all that demand over here. Canadian goods now compare favorably with the highest grade American, and the conditions are exactly reversed; the main demand now is for the highest grade goods, and we over here are able to fill the bill. Reduction in the number of local carriage builders is a tendency of to-day. Where at one time there were say four builders in a town, the number is now two and three, and they make a more comfortable living. These home

shops are, generally speaking, of a better class, and the fact being established that specialists can supply lines cheaper than the smaller men can make them, they are using more factory goods.

"I estimate that the reduction in the price of vehicles, as compared with ten years ago, is about 30 per cent. The \$100 buggy of '90 can now be bought for about \$70."

The Guelph Carriage Top Co., manufactures all patterns of carriage and vehicle tops, seats and trimmings, and they are dealers in all kinds of carriage-makers' supplies.

* *

LET LOCAL DEALERS TAKE HEART.

Cowan & Co., wholesale carriage hardware, London: "The development of the big Canadian factories paralyzed the local makers at the start, but latterly they are getting into better shape. I think that better times are coming for the small men; all they want to do is to take heart. Business in all sections of the Dominion is splendid, and the indications point to its continuance for some time. It is now no trouble to sell good goods, but there is not much demand for shoddy stuff. Like the liveryman and others, the farmer has taken the lesson to heart; he sees that it does not pay to buy cheap stuff, and when he places his order for a buggy he is willing to pay a little extra to get the best. The trade has to thank the farmer more than it is aware of for providing a much needed tonic. I believe that the carriage hardware trade could easily come to an agreement in prices on springs, axles and certain staple lines, and that such action on their part would be of benefit all around."

* *

WANTS CREDITS SHORTENED.

Mr. R. L. Torrance, Manager of the J. B. Armstrong Co., Guelph: "We are very well satisfied with the trade outlook, and the business as we find it. With us the proportion of high grade jobs selling is larger than ever before. Our specialty is light vehicles, and a good proportion of our trade is in unfinished work for the local makers' trade. We employ at present about 200 hands.

"A subject that carriage builders have to grapple with now is that of getting an adequate price for their work. Facing, as they do, an advance of from 25% to

75% in raw material, it can be readily understood that the price of buggies will have to be advanced still further at an early date.

"I disapprove of the policy of some carriage firms in doing business on consignment. The principle is wrong. Long credit to dealers is another crying evil. With makers' purchases down on some lines to 10 days, does it look reasonable for makers to be asked to take long-winded notes for their finished product? The adoption of a cash and short-date sale system would be largely to the benefit of both vehicle user and dealer. The former would get better value for his money, for you know the manufacturer must even up somewhere.

"I hope that Canadian carriage-makers will succeed in forming an association, for leaving out of consideration the regulation of prices, which, perhaps, would be inadvisable, there are many questions of policy they could mutually agree on with benefit to themselves."

**

CUT OFF WEAK ACCOUNTS.

Mr. J. L. Campbell, of J. L. Campbell & Son, London: "I have been in the carriage business in this town for 45 years, and in my time have seen it undergo some sharp ups and downs. The long-credit system is a bad feature of the business. In my opinion there are too many dealers, and to make the trade healthy the manufacturers should cut off the weaker ones who ask for long credit. The man who gets the longest time to pay is the poorest fellow to meet his paper when it becomes due. You nurse him along, and too often you will in the end find yourself up against a big loss. The implement men were, perhaps, the original offenders in the long-credit business, and their action has hurt the carriage trade.

"The consignment system is another barnacle that hangs on to the business. In nine times out of ten, the dealers to whom makers consign goods are men who have no credit. Personally, I would not give goods out on consignment to a man that I would not sell to, for I would feel that my pay was equally unsecure. A further drawback about it that is generally overlooked is that the consignment system ultimately tends to retard sales. It works out in this way: A man who thus gets goods is often in not as big a hurry to make sales as his neighbor, who has money invested in stock, and is, therefore, anxious to realize."

**

ARE SELLING JOBS TOO CHEAP.

Mr. Polson, of Wm. Gray & Sons Co., Chatham: "A Carriage-Manufacturers' Association is a crying need in this country. In the United States the Carriage-Dealers' National Association keeps things running on an even keel, and why should not the trade on this side reap some benefit from a similar bringing together of the different interests. In the United States rigs are purchased at a maximum four months' time.

with 60 days as the usual, while over here makers are content to sell goods at all dates. I would like to see an association formed, having for its object the handling of trade troubles as they crop up, but not to govern prices. If the organization did assume the latter function few can doubt that the buyer would benefit, for then with prices on the same basis the tendency would be for each manufacturer to endeavor to put on the market a better carriage than his competitor.

"I think that we are now all selling our jobs too cheap, considering that the extra cost of material lumps up at about 18 per cent., while we only get an advance of 8 or 10 per cent. on the finished carriage.

"Our company is about to instal a department for putting rubber tires on carriages. There is no doubt that the rubber tire is a great advantage. The lessening of vibration which they bring about is appreciated by those who drive, and the relief to the horse from the decreased jarring of the shafts is considerable. A horse drawing a rubber-shod vehicle will come through a drive in better condition than if he had a metal-tired rig behind him.

"We think that the building of automobiles is properly in the province of the carriage manufacturer. We have been experimenting with the horseless carriage and have decided upon two lines which we will introduce upon the Canadian market. They will be steam-propelled, using naphtha for fuel. We rejected electricity as not being in line with existing conditions, and gasoline on account of its odor and unreliability, the latter only working properly under certain atmospheric conditions."

**

EXPORT TRADE A SAFETY VALVE.

Manager Whitehead, of the Brantford Carriage Co.: "You cannot do better than to keep eternally harping on the credit abuse, for there is something that cries for readjustment. Four months should be the maximum allowed, and there should not be dating any further ahead than April 1st, with 3% off 30 days. No further allowances should be made, except such as may be necessary to equalize the geographical position of shippers.

"The loose method pursued by some makers in sending out goods with the understanding that when sold they can be settled for, must be remedied. The best rule to work on is don't trust poor men. You are better off with the stuff in the factory.

"I am sorry that the carriage makers cannot be drawn together to form an association. It is too bad that in the past petty jealousies should have rendered any attempts to do so abortive.

"It is a pleasure to note that the Canadian export trade in vehicles is growing, for it is well to foster something that will act as a safety valve to relieve any possible over-production. To work up a successful foreign trade a manufacturer must visit his prospective markets personally, in order to get fully into touch with

all the conditions. It is a dangerous plan to leave this to commission men to look after. All foreign trades demand heavier goods than we are accustomed to put on our home market, and if you do not meet their particular conditions you may as well withdraw from the field altogether."

Asked regarding present prices, Mr. Whitehead replied: "The advance recently agreed upon is not adequate. Figured out closely, raw material has gone up \$7.50 per buggy, whereas more buggies are being oftener sold at only \$2 or \$3 advance than otherwise."

* *

WAGON BUSINESS GOOD.

Mr. Landon, Chatham Mfg. Co. — "We find our factory capacity pushed to its full extent in our various lines, farm and freight wagons, lorries, dump carts, etc. I do not know that the trade has anything to complain of, except that we have an idea that wagons are going from the United States into the North-west at an undervaluation. We are looking the matter up and if evidence is secured, strong representation will be made to the Customs Department at Ottawa.

"The wagon trade is going more and more into the hands of the factories, and the small local dealers are being gradually shut-out."

Death of Wm. Tudhope, Sr.

It was with regret that his wide circle of friends and business acquaintances learned of the death at Orillia, on February 22nd, of Mr. Wm. Tudhope, Sr., founder of the business now controlled by the Tudhope Carriage Company. The deceased had a long and active business career, and he played an important part in the commercial life of Orillia.

He was a native of Lesmaghagow, Lanarkshire, Scotland, where he was born in July, 1831. His parents emigrated in 1832, coming to Canada and settling on the 10th concession of the Township of Oro. In 1855 he opened a blacksmith shop in Oro. In 1864 he effected an exchange of that industry for a blacksmithing and wood-working shop in Orillia, which stood on the original site of the splendid buildings of the Tudhope Carriage Company of the present day, and is still a part of the establishment. In 1867 he made further inroads into the commercial life of the then village, by going into partnership with W. R. Tudhope in the hardware business. A few years later he retired from the firm and bought out another Orillia hardware business, but business reverses, consequent upon trade depression, forced him in 1874 to assign, after which he went to Listowel. Remaining only a short time in Listowel, he returned to Orillia in 1876 and bought back the original blacksmith and wood-working shops. One year later he took into partnership his eldest son, Mr. James B. Tudhope, and began the manufacture of wagons and buggies. The business flourished, and in

1884 John and William Tudhope were taken into the partnership. In 1894 the senior member of the firm retired to go into the retail carriage, wagon and implement trade, having, however, first successfully laid the foundation of what is now one the best equipped and largest manufacturing concerns of the kind in America.

Defiance Singletree, Neckyoke and Turning Lathe.

The singletree, neckyoke and turning lathe herewith illustrated is manufactured by the Defiance Machine Works of Defiance, Ohio.

This machine is used for turning the finest class of wagon and carriage neckyokes, round and oval singletrees, round and flat whiffletrees and doubletrees, in all their shapes and sizes up to 5-inch diameter and 48 inches long at the largest, performing the work at an immense saving over any other method.

It is, the makers claim, the greatest labor-saving machine ever invented, and is indispensable to manufacturers requiring a large amount of duplicate turned pieces. Since this machine has been invented it has in the United States almost entirely superseded every other form of machine for making neckyokes, singletrees, whiffletrees and doubletrees, accomplishing the turning of round, oval and irregular shapes with equal success.

So simple is the operation of this machine that it can be handled by inexpensive labor and perform the highest class of turning, completing neckyokes and beaded ends and places for ferrules, making each to exact size and shape, more uniform than by a skilled hand turner.



The frame is cast in one piece, very stiff and reliable. The lower half of the spindle boxes are cast solid to the frame. Floor space occupied, 5 feet x 2 feet 6 inches.

The spindle supporting the cutter heads, of hammered steel 2 15/16-inch diameter, running in genuine babbitt-metal boxes, supplied with self-oiling cups.

The cutter heads each contain three flat shear-cutting knives. For beaded turning, are shaped to suit the style of work desired. A sufficient number of heads are used to fill the entire length of work to be turned.

A shield hinged to the back of the frame surrounds the heads, preventing any possible chance for the operator to become injured, and discharging shavings to the back portion of the machine.

The table is constructed in two parts; the lower half is gibbed to and slides upon the frame in angular ways, and they are operated to and from the cutters by either hand or foot lever. The upper table supporting the centres is pivoted to the lower half, near the tail centre end, upon which it vibrates for oval turning. A

the opposite end a cast-iron cam or form, of whatever shape desired to turn, is placed upon the end of live centre spindle, which runs against an upright shoe attached to the lower table. As the cam revolves against the shoe the upper table vibrates, following the path of the cam, and produces the turning of the material between the centres to correspond with shape of cam. Round work, such as neckyokes, are finished without the use of a cam, with the vibrating table locked to the lower half, using it as a solid table.

The feed which revolves the material to be turned is started and stopped automatically, and is controlled by the movement of the table, starting when the material to be turned advances to the cylinder and stopping when moved back for the removal of the turned object.

The tail centre is adjustable horizontally over the face of the table for short or long turning, or at right angles with the head centre for turning parallel or to any taper.

The material to be turned is placed between the centres in its rough state, rived or sawed timber requires no hewing or other preparing, taken just as it comes, is reduced to proper size and shape. Graduating screws underneath the table regulate the diameter of turning. The cam governs the shape, and the right angular adjustment of the tail centre regulates the taper or diameter of turning at the ends.

The capacity depends somewhat upon the style of turning, varying from 1,500 to 2,500 pieces per day.

The countershaft, 48 inches x 2 3/16 inches, tight and loose pulleys 14 inches x 6 inches, driver 30 inches x 6 inches, two No. 2 hangers, belt shipping apparatus. Speed of countershaft, 600 rotations per minute; pulley on cutter head spindle, 8 inches x 6 inches; speed, 2,250 rotations per minute.

Dunlop Carriage Tires.



Section of 1 3/4-inch Dunlop Detachable Tire and Dunlop Tubular Metal Rim for Carriages, showing the thin flexible sides and thickened tread, and small portions of tire confined within the rim.



Section of Single Tube Carriage Tire, showing continuous thick walls and half of tire confined within the rim.

The capacity of a pneumatic tire to absorb vibration depends directly upon the quantity of air it contains and the flexibility of the envelope containing it.

These sectional views of the Dunlop Detachable Tire and the single tube tire show the striking differences in these and other respects between them.

The Dunlop is thin and flexible on the sides, but

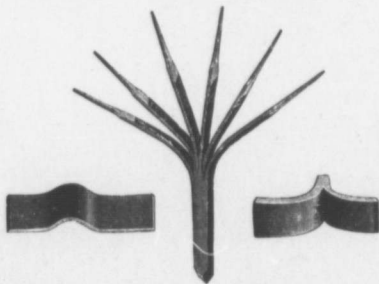
thick and tough on the tread, and the air space is much greater than in the other tire; very little of the tire is confined within the rim, and the edges of the rim are rounded and prevent the tire from chafing; the rim is also narrower than the tire, and is thus protected from damage by the road.

The company are prepared and expect to do a large business in carriage and automobile tires this year.

They have designed a new steel rim for carriage tires after the famous English Westwood rim. These rims are manufactured both for steel and wooden spokes, and may be had from 26-inch to 40-inch sizes.

Of Great Benefit to Iron Workers.

The "Cherry Heat" and "Eureka" welding compounds, prepared by the Welding Compound Co., of Paterson, N.J., are most wonderfully efficient aids to the



blacksmith and iron worker. The first-mentioned compound is intended for welding iron to iron, steel to steel, or malleable iron to steel, and has been extensively used for more than a quarter of a century; it stands without a peer for the purposes it is intended. The "Eureka" compound has been thoroughly and carefully tested on tool steel, spring and tire steel, axles and welds of steel on different kinds and qualities of iron, and in every case has made satisfactory welds. It is sold somewhat cheaper than "Cherry Heat" compound, and works more quickly. With this compound, the same as "Cherry Heat," welds can be made that cannot possibly be made with borax, and any weld made by its use will be stronger than if made with borax.

The "Cherry Heat" compound received a silver medal at the American Institute in 1874, a year after first being introduced. It was the only welding compound granted a medal and diploma at the World's Exposition in 1893; another medal was awarded it at Omaha in 1898, and it has been amply proven that no other welding compound equals it, unless it is their own "Eureka."

A genius comes forth with an aluminum skeleton for a buggy. He claims the aluminum buggy or sulky wheel will eventually solve the problem of all-round practical metallic wheel construction.

IMPLEMENTS.

Canadian Iron and Steel.

The Dominion Iron and Steel Company, of Nova Scotia, with its abundant capital, \$20,000,000, will be a big factor in the future development of our iron and steel trade. The new company is formed by the amalgamation of the Cape Breton Coal Co. and the Ferrona Steel Co., of New Glasgow, Nova Scotia, and has under its control a vast field of hematite ore, all the available Cape Breton coal mines, and all the Sydney limestone quarries. The presence of iron on Bell Island, Newfoundland, was first discovered in 1815, but it was only in 1892 that it was known to be of commercial value. The Ferrona Steel Co. bought the tract in 1893 for \$120,000. Last spring it was sold to the Whitney syndicate for \$1,000,000. Development of the ore field has led to such valuable discoveries that the company has been organized on a much larger basis than was at first contemplated, and the industry will be rapidly developed in one of the largest iron and steel enterprises in the world. The present output is 2 500 tons of ore a day. The plan outlined by the syndicate provides for an output of 150,000 tons of ore a month and its conversion into iron and steel ready for shipment. This mine is unique in its way; there is no other like it, it is said, in the world. It is an open bed or deposit of iron ore, 300 feet wide and some three miles long, and all the labor required is to blast it and shovel into cars.

British Iron and Steel Exports.

The total value of exports of iron and steel and their manufacturers from Great Britain in January is given by the Board of Trade returns as below:

	1899.	1900.
Iron and steel	£1,656,156	£2,729,478
Machinery	1,428,277	1,541,401
New ships	545,190	323,446
Totals	£3,629,623	£4,594,325

The total increase shown was £964,702, or 26.6%, this year.

The Iron Market Firm.

We learn that the condition of the iron market shows little change. Prices show no signs of weakening, and there is little disposition to make concessions, as sellers are becoming firmer in the belief that they are sure of a good year's business and there is no necessity for them to give way in order to secure work. This disposition is strengthened by the increasing number of inquiries from abroad, both for raw iron and steel, and for finished material.

The Carnegie-Frick suits are still the topic of general discussion in the trade. It is generally accepted that the Standard Oil interests are behind Mr. Frick. Every one in the trade almost has an interest in the fight, and will watch its progress closely.

The failure of the contractors for the heating and electric plant of the new "Tombs"—the city prison—in New York, is an instance of the effect which the rise in prices of material has had on many contracts.

The McCormick Harvester and Machine Co. of Chicago, who began business in Canada in '99, now have their agencies well established. They are represented as follows: W. A. Cavanagh, manager at Winnipeg; T. W. Stanhope, manager at Toronto; F. E. Breckenridge, manager for Eastern Ontario, with headquarters at Ogdensburg, N.Y.; and E. A. McCormick, manager for Quebec and the Maritime Provinces, with headquarters at Boston.

The World's Harvest Calendar.

January.—Harvest is ended in most districts of Australia, and shipments have been made of the new crop; Chili, New Zealand, Argentina.

February.—India, Upper Egypt.

March.—Egypt, India.

April.—Coast of Egypt, Syria, Cyprus, India, Persia, Asia Minor, Mexico, Cuba.

May.—Persia, Asia Minor, Algeria, Syria, Texas, Florida, Morocco, Mid-China, Japan, Central Asia.

June.—California, Oregon, southern United States, Spain, Portugal, Italy, Hungary, Turkey, Roumelia, south Russia, south of France, Danube, Danubian principalities, Greece, Sicily, Louisiana, Mississippi, Alabama, Georgia, Carolina (North and South), Tennessee, Virginia, Kentucky, Kansas, Arkansas, Utah, Colorado.

July.—Southern, Eastern and Midland English Counties, Oregon, Nebraska, Minnesota, Wisconsin, Iowa, Illinois, Indiana, Michigan, Ohio, New England, New York, Virginia, Ontario, France, Germany, Austria, Hungary, Switzerland, Italy, Russia, Poland.

August.—Great Britain generally, France, Germany, Belgium, Holland, Manitoba, Columbia (British), Lower Canada, Hudson Bay Territory, Denmark, Poland.

September.—Scotland, England (hops and roots), America (corn), Athabasca (wheat, barley, etc.), Sweden, North Russia, France (beet-root, buckwheat).

October.—Scotland, America (corn crop), France, Germany (vintage).

November.—Australia (North), Peru, South Africa.

December.—Australia (South), Chili, Argentine Republic.—*Agricultural Engineer.*

The Cockshutt Plow Co., Brantford, have established a nice Australian trade. Their traveling representative will leave for the Antipodes next week.

The Wilkinson Plow Co.

"Trade is moving along on a solid foundation. The man who complains about business hard times now had better go and hide himself; there is something wrong with him," remarked Manager E. G. E. Ffolkes, of the Wilkinson Plow Company, Toronto Junction, to THE CARRIAGE AND IMPLEMENT JOURNAL.

By way of preface, it may be stated that the above-named Toronto Junction company is a pioneer in the Canadian plow trade, the first Wilkinson factory having been erected at Aurora in 1867. Ten years later they removed to Toronto, where at first a small building sufficed for their needs, but their sales showing steadily continued growth, successive additions were made, until in 1884 the present company, with strong financial backing, was organized and the ground was broken for the large three-story brick factory building now occupied by them.

The company's factory output is about equally distributed between the provinces, and selling as they do,

the local makers, who made say 50 plows each and sold direct to the farmer, out of the trade. The increase in raw material put them out of the competition, with the result that the trade of this country is practically controlled by six factories. The Canadian plow trade is limited—it could be done by half the present number of manufacturers—so that we are all compelled to take up side lines.

"The taking of paper is the great curse of the implement trade, but thank goodness the plow makers are pulling up the longest-winded fellows considerably. Where two years ago our notes ran at about 18 months, they will not now average longer than 8 months. We have a very small proportion of consignment accounts, and that only in cases where we know the parties to be perfectly good, and where we can get our cheque on the mail for the goods sold out of stock."

Mr. Clarkson Jones is the President, and Mr. E. G. E. Ffolkes, Secretary and Manager, of the Wilkinson Plow Co.



chiefly through dealers, many of whom have been included for a number of years in their customers' list, their season's demand can be closely estimated. We are informed by Mr. Ffolkes, the manager, that as a result they have no slack or busy time at their factory, and that they are able to give 125 men steady employment the year round. The advantage of this system from an economical and mechanical standpoint is obvious, it being well understood that one experienced mechanic at a machine can do the work of two green hands.

"The remarkable advance in the price of steel," said Mr. Ffolkes, "is a contingency that has seriously affected the plow-makers' profits. For instance, where roller plates were last year quoted at 90 cents (Pittsburg), the quotation is now \$2.85 and the tendency is still stiff. Against this we have raised the prices on plows only about 10 per cent. For the factory men this has, however, had a compensating advantage in forcing

Binder Twine Quotations.

The price of binder twine is steady at 11½ cents for threshing and standard. There is no indication of a decline, and as the factories have deemed it dangerous to put up large stocks on account of the decline in fibre, which would follow the opening of the Philippine ports, the price will rule still higher in the event of a good wheat crop in this country next fall. Manilla, 600 feet to the pound, is quoted at 14½c., and pure Manilla, 650 feet to the pound, at 16 cents.

A. C. Faulkner, Belleville, Ont., has opened up a transfer house, and is very busy these days shipping out Deering machines.

One of the most striking advertisements we have in this issue is that of the Dayton Malleable Iron Co. They evidently make fifth wheels in big bunches.

HARNNESS.

The Dealers' Varied Lines.

But a few years back the carriage or implement dealer deemed it good policy to look after sales in his own particular line and that alone. What would he have thought of the dealer of to-day? This is an age of concentration; that spirit has invaded every branch of industry, and none to a greater extent than in the lines before mentioned. The dealer of to-day is a member of a class unheard of less than a decade ago. Versatile to a degree, he is at home selling anything, provided it will add to his income; carriages, all the various lines of implements, harness, and in many cases bicycles are to be found in his salesroom, and in his tactful handling of the varied classes of patrons with whom he is as a sequence thrown into contact, he demonstrates an enviable ability to adapt himself to circumstances.

In pursuing the course he has taken the dealer has been wise in his day and generation. In the economical working of agencies, it has been found that carriage and implement lines "jibe well together," for the farmer who purchases a reaper or plow from a dealer is just as ready to talk carriage or buggy to the same man, when he feels that he wants something in that line. It is generally more convenient for him to keep his accounts in fewer hands.

It is only recently, though, that harness has proven to be a profitable side-line for dealers. Altered conditions have given him that opening. Less than five years ago the local harness makers controlled the trade, but since then the springing up of large harness factories has put a different face upon matters. The law of supply and demand created the harness factories; the consideration of production at the lowest possible cost led to its establishment; and in marketing the product thereof the dealer has been the best agent available. It looks as if, from a dealer's standpoint, the carriage, implement and harness trades would work hand in hand for some time to come.

Selling Below Living Prices.

The harness trade has lately taken on a peculiar phase. Quotations on leather have within a year gone up over 33½ per cent., and with that the natural conclusion would be that harness prices must be raised proportionately. The factories have taken this step, but the local harness makers have thus far neglected to follow suit. The wholesale leather men recognize that a persistence by the latter in their stand means ruin to them, and consequently affects adversely their own position as creditors. They may, it is stated, adopt in self-defence, drastic measures, and refuse to supply

leather to makers who are determined to maintain their old harness quotations. It is thought that the free discussion of costs entered into at the Harness-Makers' Convention, now being held in the city, will lead to an understanding all round.

Progressive Harness Manufacturers.

A firm that can justly lay claim to be one of the most successful and progressive in the Canadian harness industry to-day is that of Mr. George A. Rudd & Co., 10 and 12 Alice Street, Toronto. Their business was originally started in a small way at Brockville, 25 years ago. Moving along on conservative lines, their trade gradually extended, until desiring more scope they removed to this city in 1895, and the wisdom of that step has been abundantly proven.

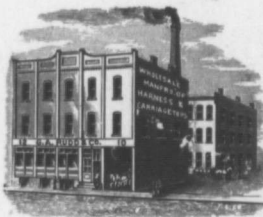
A representative of THE CARRIAGE AND IMPLEMENT JOURNAL, who called at their place of business last week, found them exceedingly busy filling a volume of orders which he was shown came from all parts of the Dominion, east to Halifax and west to Vancouver.

The firm's specialty is hand-stitched goods (they make no machine goods), turning out about 200 sets of harness a week, and they make 55 different lines, ranging in price from \$8 to \$150 per set. They also manufacture horse collars and carriage tops, which latter branch of their trade is also attaining large proportions. In the past three years the firm have twice been compelled to increase their capacity, and their large three-story brick factory on Alice Street, with its up-to-date plant, now presents a busy appearance, lending probability to the assumption that in the no distant future still more space will be requisite.

Asked regarding the present status of the harness trade, Mr. A. E. Rudd drew attention to the revolution that has recently overtaken it. "Five years ago," he said, "not

40 per cent. of the goods sold were factory made, but now the conditions are reversed, the percentage being almost the other way on. The dealers and buyers have had it proven to their satisfaction that factory harness is more uniform in quality, and as we can also turn it out cheaper, the local harness maker, as a rule, now buys instead of manufacturing, limiting his shop work to his repairing trade."

Mr. Rudd believes that the harness industry was never upon a more solid basis than at the present time. "Whether it is," he said, "for pleasure driving or for heavy draught purposes, buyers are not afraid to lay out money for the better class of stuff. Times are all right,



and we have this demonstrated to us by the calls we have for our more expensive lines of hand-stitched harness."

A Harness Makers' Association.

On the invitation of the Leather and Saddlery Hardware Travelers' Association a convention of harness makers was held in Toronto last Thursday and Friday, when the matter of harness prices was talked over, and it was decided to make a raise adequate to the increased cost of raw material.

A Harness Makers' Association was formed with the following officers: President, Benjamin Shortley, Peterborough; first vice-president, Charles Kelly, Uxbridge; second vice-president, John Broderick, Mitchell; treasurer, E. P. Snow, Bradford.

A Mare's Sagacity.

A writer in *The Carriage-Dealers' Journal* tells the following story: "Back in 1857 a man by the name of Walker, who lived in Mansfield, Cattaraugus County, N.Y., bought a black mare in Canada. After having her a few years he sold her to a minister, who had her bred. When her colt was about five months old the minister emigrated to the west, and shipped the mare and colt at Buffalo on a vessel for Chicago, with himself and family. The boat encountered a terrific

gale soon after leaving Buffalo, and came near going to pieces. Everything that in any way was thought to relieve the danger was thrown overboard. Among the rest were the mare and colt, with a number of other horses. The boat finally weathered the storm and arrived safely at Chicago. The minister was repaid for his mare and colt. He wrote Mr. Walker about it and said, although he received ample pay for the mare and colt, it nearly broke his heart when he saw them struggling in the water, where they must shortly drown in the waters of old Lake Erie. Soon after this Mr. Walker received a letter from the man of whom he had bought the mare in Canada, saying he was thunder-struck one morning to find the black mare, with a fine colt standing by her side, standing by the old barn door. How she got there was the puzzle. Had Mr. Walker sold her to some one in Canada, or how was it that she came back home? Finally the thing was explained. The boat happened to be somewhere near where the mare was raised, and when she was thrown overboard she must by some sense have found out she was near her old home, started that way and was followed by her colt. The man said he would never let her again be taken from the farm if he could help it, but was willing to pay for her. How it was at last settled I never learned, but many old residents of Cattaraugus County will remember the circumstance, which was considered a remarkable happening.

From Manufacturer to Dealer.

High grade and second grade look near
Enough alike to be deceptive to the eye, but
Cheapness yields to the test of experience.

There is no factory better equipped to turn out reliable goods than this.

There has not been a year our output has not increased 75%.

We never carry over a lot of unsold stock from one season to another.

We have never attended an Exhibition that we have not carried off first honors in lines we exhibited.

We endeavor to interest the retail buyer, as well as you (the seller), and no one but a jobber can buy our goods direct.

These are facts, and should influence you to some extent in placing your orders.

We don't make all the buggies sold in Canada, nor all the good ones; at the same time, we don't make the poor ones.

It strikes us that our success should be an argument to use in your case. We make good reliable work; our goods are in demand, and if we can make a success of it with them, why not you carry the lines and do likewise.

We should like to hear your side of the story now, and promise prompt attention.

The NOVA SCOTIA CARRIAGE CO., Limited, - Kentville, N.S.

The Origin of Vehicles.

With what tools was the original wagon constructed? Very likely the first wagon was made with no other tools than an axe—or it might as well have been called a mallet or a pounder or pestle. It had an approximate edge, but was utterly unfitted to fine hewing. The saw was unknown. The wagonmaker had a hard task, and his work was of necessity rude. But the bronze axe was a finer tool and capable of doing nearly as good work as the steel-edge tool swung so proudly by a modern farmer. Fire played a prominent part in burning holes and charring down the solid wheels into usable shape and size.

The ropes used were, in all probability, twisted strips of hide taken from wild animals that were slaughtered, or were made from twisted vegetable fibre. Both these ropes or thongs were skillfully made by primitive races as they are by wild races to-day. The wheels of coaches of the earlier part of the nineteenth century were kept from flying off the axle-tree only by the insertion of a bit of sole leather, called a linch pin. Then an iron peg was used, and finally a nut displaced both. It does not need the most powerful imagination to picture the making of the first wagons in the forests of antiquity.

We thus have our wagon, or van, which is nearer the old word used by our sires of antiquity, for they called it vah, from which the Romans called it a vehicle, and to draw a wagon was "vehre." But can we determine by what sort of animal the very first vah was drawn? The first animal trained seems pretty surely to have been the dog. At any rate, his remains are found most freely with those of man. He seems to have domesticated with the savage beast who dwelt in caves, as a sort of co-hunter.

One of our best authorities, Buffon, says the dog is the greatest conquest ever made by man—the first element in human progress. "Without the dog," says Townsend, "a man would have been condemned to vegetate eternally in the swaddling clothes of savagery. Without the dog there could have been no flocks or herds, no assured livelihood, no legs of mutton, no roast beef, no wool, no blankets, no spare time, and consequently no astronomical observations, no science, no industry." But the two varieties of dog whose bones were found most ancient were of the shepherd

and pointer stocks, or like them. The former of them may have been used largely for light drawing. But the horse is also of very ancient lineage, his bones being found in the refuse heaps of the European lake villages. All through the bronze period the horse was common.

The oldest Egyptian monuments do not note this animal, but the later ones, from 2500 B. C., constantly portray him. One eminent authority shows that there was a domesticated horse in Europe during the glacial epoch, and this animal was afterward displaced by the large Asiatic breed. In China the horse seems to have been in use 4,500 years ago. There seems to have been two animals, one designated as swift, one as slow, by our Aryan ancestors, and these may have been the ass and the horse. From Egyptian monuments and from fossil remains it is also pretty clear that the ox or horse was domesticated for labor during the same era. Pictures on the monuments show him harnessed with a yoke.

Of the larger animals, it is hard to determine which was first driven, the ox, horse, camel or reindeer. Perhaps the evidence is weightiest that makes the last most ancient. The proof is, however, open to a good deal of question. The ox seems to have been known as "the slow," the reindeer as "the swift." Very probably the former was mainly used, as now, for plowing and the latter for journeying. The horse seems to have been a native of the western continent as well as the eastern, but to have become extinct long before the advent of Europeans.—*Saddlery and Harness.*

The new factory of the McLaughlin Carriage Co., of Oshawa, promises to be a very handsome structure. The original plans have been somewhat altered, adding 80 feet. When completed, the factory building will be 380 feet long by 80 feet wide. The warerooms, shipping rooms, and offices will be detached from the main building, and be no less than 252 feet long by 60 feet wide. This latter structure will have all the modern conveniences, while the factory will be supplied with the latest machinery and appliances. Then again, north of the main building the boiler house and engine house will be placed. The total floor space figures 142,070 feet.



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