

Plows and Protection

NOTE—In order to gather as much information as possible upon the agricultural implement tariff, we have secured the cash prices of Cockshutt 8-furrow engine gang plows in United States and Canada. We have placed these prices in the form of an open letter to the Cockshutt Plow Co., and mailed it to the head office of the company at Brantford, Ont. on Oct. 24 by registered post.—Ed.

AN OPEN LETTER

Oct. 24, 1911.

Messrs. The Cockshutt Plow Co.,
Brantford, Ontario.

Gentlemen:—

We understand that your company is strongly in support of a protective tariff for the "upbuilding of home industries" and for the protection of such home industries against destructive foreign competition. We also understand that advocates of a protective tariff agree that no protection should be afforded to any industry when it becomes sufficiently strong and well established to meet all competition. During the past two years The Grain Growers' Guide has advocated the abolition of the tariff upon farm implements because we have maintained that not only did they not need protection but, also, that the protection afforded was taken advantage of by the manufacturers to levy a special tribute from the farmers of Canada. We believe that farming is the basic industry of Canada and, as such, that no unnecessary burden should be placed upon those engaged in agriculture.

Export Prices and Profit

It is a very difficult matter to ascertain whether any industry is or is not paying extraordinary dividends without making a detailed examination of the books of the company. But in the case of an industry that exports its products to other countries, where they are sold in competition with the products of that country, there is another basis to work upon. It may be taken for granted we presume, that no Canadian manufacturer would seek to carry on export trade unless it was profitable. Taking this for granted it would seem reasonable that no manufacturer should sell his product in a foreign country more cheaply than at home. If he does such then it seems to us that an extra and unfair burden is being placed upon the shoulders of the home consumer under the shelter of a protective tariff. For this reason we have been making inquiries as to the prices at which the engine gang plows, manufactured in your factory at Brantford, are sold in Canada and the United States. We wish to place these facts before you and ask you to explain them for the benefit of the readers of the Grain Growers' Guide, who are the men engaged in building up Canada and also who are paying for the protection afforded to the manufacturers by the tariff. We are, therefore, writing this open letter to you and will publish the same in The Grain Growers' Guide in our issue of October 25. We should be very glad to have your reply for publication as soon as possible. If there are any errors in our letter we will be glad to correct them as we desire that nothing but the truth shall be set before our readers. Also you will note that this letter casts no reflection upon the quality of your plows. We believe that they must be of first class quality or they would not sell in competition with the others. The letter is simply dealing with tariff and prices.

Prices Quoted Direct

Our method of securing the information has simply been to have friends of ours ask for the prices of your 8-furrow engine gang plows at your factory and various points throughout Canada and the United States. We understand that your plows are handled in the United States by the Avery Company, Peoria, Illinois, with branch offices at Minneapolis, Minnesota. The letters which have been sent out from the various offices in Canada and from the offices of the Avery Company in the United States are in our possession; and upon the cash prices quoted in these letters we base the statements in this letter.

We find that you quote \$600.00 as the cash price of your 8-furrow engine gang plow f.o.b. your factory at Brantford. We find that your cash price for the same

plow at Winnipeg is \$680.00 and at Saskatoon \$705.00.

American Prices Lower

But to our great surprise we find that the same plow is sold by the Avery Company, f.o.b. Peoria, Illinois, at \$525.00, while at Minneapolis, Minnesota the price is \$502.00. Just how the price becomes lower the farther they go away from the factory we do not understand but you will no doubt explain that fully in your reply. There is 15 per cent. duty collectable upon plows going into the United States. We presume that your plow would not be appraised for customs purposes at less than \$300.00 and in that case you would pay \$45.00 duty on each plow to get it into the States. We estimate that the freight from Brantford to Peoria would be \$15.00 per plow. If these figures are correct then there would be \$60 extra expense in taking your plow from Brantford to Peoria. Now we find that the sale price in Peoria is \$75.00 less than at Brantford. To this we add the \$60.00 freight and duty and find that your 8-furrow engine gang plow is sold for the American trade at \$135.00 less than is paid by the Canadian farmers. If these figures are not correct we should like to have them corrected. If they are correct now we should like to have them explained.

Why Buy in Canada?

We understand that your company is a member of the Canadian Manufacturers' Association, which organization maintains that it is a high, patriotic and national duty for the people to support a pro-

and we should be glad to have you inform our readers of them in your reply. We think we can speak for the Western farmers in stating that no one would ask you to sell your plows without a good working profit upon your business. If you will demonstrate that the present prices are reasonable then we believe that there will be no objection. If you do not demonstrate that fact then we presume you will agree with us that in the interests of the farmers of Canada that the duty upon engine gang plows should be completely abolished.

Authorities for Statements

Now we wish to give you our authorities for making the statements and using the figures we have used above. We will reproduce the letters we have in our possession. You will note that the letters are given in full so we presume you will not dispute their authenticity. First we reproduce two letters which were recently written from your head office to farmers in Ontario.

Brantford, Ont.

Sept. 12, '11.

Mr. E. J. Pierson,

Kintore, Ont.

Dear Sir:—

We have your favor re engine gang, and we are sending you under separate cover one of our engine gang catalogues which illustrates the many styles of these plows we manufacture. The 8-furrow plow you mention we would be pleased to supply you for \$600.00 fitted as you describe. Kindly advise

Mr. C. T. Watkins,
Langvale, Man.

Dear Sir:—

Your favor of the 4th inst just reached us today and we take pleasure in forwarding you under separate cover, our engine gang catalogue and would quote you an 8-furrow plow as follows,—1-8 Furrow Engine Gang fitted with stubble bottoms \$680.00 cash f.o.b. Winnipeg. We have also requested our salesman to call on you at an early date and he will be pleased to give you any further particulars you may require.

Trusting to be favored with your order, we are,

Yours very truly,

THE COCKSHUTT PLOW CO., LTD.
Per A. W. Williams.

You will note here that the cash price at Winnipeg is given as \$680.00.

\$705 in Saskatoon

Here is another letter sent from your Saskatoon office to a farmer in Saskatchewan:—

Saskatoon, Sask.

March 13, '11.

Mr. F. J. Sandmeyer,
Coblenz, Sask.

Dear Sir:—

Your favor of the 8th inst addressed to our Winnipeg office has been referred to us for our attention, as your district comes under the supervision of this branch and as requested now wish to quote you an 8-furrow engine gang fitted with breaker bottoms and fin cutters, and which would cost you f.o.b. Saskatoon, \$740.00 on the following terms:—
\$175.00 cash on delivery of plow,
\$200.00 payable July 1st next,
\$365.00 payable Oct. 1st next,
Or one cash payment of \$705.00 on delivery of plow.

You will note that we make a special inducement to our customers who pay cash. We are mailing you under separate cover, a copy of our engine gang catalogue in the event of your not being already supplied with one of these and will be pleased to hear from you further with regard to your requirements in an engine gang and also to receive your valued order for the same.

We may just add that we are represented in Coblenz by Mr. A. Bell who will no doubt be pleased to give you any further information you require and also receive your valued order which we will be glad to give prompt attention.

Thanking you in the meantime for the inquiry and trusting to be favored with your valued order.

Yours very truly,

THE COCKSHUTT PLOW CO., LTD.
Per JNO. ADAMS,
Mgr. Saskatoon Branch.

Thus we see that your cash price for the plow is \$705.00 at Saskatoon.

\$770 to Guide

Now we will reproduce copies of letters from the Avery Company to farmers in the United States. First, however, we will reproduce letters which we received direct from the offices of the Avery Company in response to our request for their prices. Here is the letter we received from their Minneapolis office:—

Minneapolis, Minn.

Sept. 30, '11.

The Grain Growers' Guide,
Winnipeg, Man., Canada.

Gentlemen:—

We acknowledge receipt of your letter of the 28th in regard to the Cockshutt plow price f.o.b. Minneapolis, and as we understand it, you wish to ship the plow into Canada. We would prefer that our home office

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Cockshutt Plow Prices

8-furrow Engine Gang

Brantford, Ont. (factory)	-	-	-	-	\$600.00
Peoria, Illinois	-	-	-	-	\$525.00
Winnipeg	-	-	-	-	\$680.00
Minneapolis, Minn	-	-	-	-	\$502.00
Saskatoon	-	-	-	-	\$705.00

ective tariff for the upbuilding of home industries. If we are correct we should be glad to have you point out to our readers in your reply just how the farmers of Canada are assisting in the upbuilding of the nation by paying you \$135.00 more for your plows than they can be bought for in the United States. Do you think that it would be better business for the Western farmers to purchase your 8-furrow engine gang plow in Minneapolis where they are sold for \$502.00 than to purchase them in Winnipeg where they cost \$680.00? There would be no duty upon the plows coming back into Canada and the difference in cost would pay the extra freight and the farmers train fare to Minneapolis from any part of the West. In this we cannot see how it is helping to build up "Canada for Canadians" unless that phrase is interpreted by you as "Canada for the Canadians who enjoy tariff protection."

Free Trade Prices

Further we should like you to explain why the farmers of Canada should not be privileged to purchase your plows at the same price at which they are sold in the United States? If the duty on these plows were entirely abolished would you not then sell them at Brantford at \$465.00, and in Winnipeg at \$545.00, and in Saskatoon at \$570.00 or even less? And could you not do so and make a reasonable profit? These are things that you know far more about than we do

us if we will have our representative call on you.

Yours faithfully,

THE COCKSHUTT PLOW CO., LTD.
Per W. S. McFarlane.

Brantford, Ont.

Sept. 6, '11.

Mr. A. Gilford,

Meaford, Ont.

Dear Sir:—

We are in receipt of your favor and we are sending you under separate cover one of our engine gang catalogues. We will be pleased to supply you with one of our 8-furrow plows fitted with either breaker or stubble bottoms for \$600.00. This price is cash f.o.b. Brantford.

Our representatives in Meaford are Messrs Taylor & Carroll, and we are writing them by this mail about your enquiry.

Yours faithfully,

THE COCKSHUTT PLOW CO., LTD.
Per W. S. McFarlane.

These letters place the price of your plow in Brantford at \$600.00 cash.

\$680 in Winnipeg

The following letter is from your Winnipeg Office and is addressed to a farmer in Manitoba:—

Winnipeg, Man.

Sept. 21, '11.