

Plows and Protection

Continued from Page 7

quote you the price. We have referred your letter to them this day.

Yours very truly,

THE AVERY COMPANY,
J. M. Orton,
Mgr.

You will see that this letter does not contain very much information. The following letter is from the head office of the Avery Company, Peoria:

Peoria, Ill.

Oct. 2, 1911.

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

Gentlemen:

Your favor of the 28th addressed to the Avery Company at Minneapolis is at hand. Our price on an 8-bottom Cockshutt engine gang plow, either stubble or breaker, f.o.b. Peoria, not Minneapolis would be \$770.00. We do not handle Canada, that territory being reserved by the Cockshutt Company for themselves, but of course if you wish to purchase a plow from us, we can make you the above mentioned price.

Yours truly,

AVERY COMPANY,
C. E. Braumer,
Sales Manager.

\$525 to Farmer in U. S.

In this you will see that the price they quote us is \$770.00. But here is a letter written from the same office just two days later in which the price is somewhat lower.

Peoria, Ill.

Oct. 4, '11.

Mr. James E. Jackson,
Plano, Ill.

Dear Sir:

Replying to your letter of the 2nd inst, we are pleased to herewith enclose you price list on Cockshutt-Avery engine gang, which will give you the list prices on the plows, also list prices on extra shares, coulters, etc., which you may require, from which prices we are pleased to quote you a discount of 25% on terms net cash, f.o.b. Peoria.

We also wish to advise that we are manufacturing a Power Lift plow, which is built on the same principle as the Cockshutt with the exception that it has only one lever to which a cord can be attached and tied conveniently to the engine so that when you come to the end of the field, by simply pulling the rope and throwing the clutch in the gear, it throws the plow in and out of the ground automatically and leaves the plowed ground perfectly square where the plow goes in and out of the ground. This is without doubt one of the greatest improvements that has ever been gotten out to enable one man to operate the engine and plows, and is simply the saving of one man.

The list prices on our Avery Automatic Power Lift plow and extras are identically the same as on the Cockshutt, from which the same discount will apply. We are now shipping a great number of our Avery Power Lift plows throughout the entire country and wherever a customer has an opportunity of seeing the Power Lift plow, they will in every instance purchase this plow in place of the Cockshutt-Avery.

We will be glad to receive your order, which we will give our best attention.

Yours very truly,

AVERY COMPANY.

L. C. Grunert,
Assistant Sales Manager.

1910 Price List of Cockshutt-Avery Engine Gang Plows, Avery Company, Peoria, Illinois

Ratifier, \$500.00. 5-furrow engine gang with stubble bottoms.

Ratiff, \$500.00. 5-furrow engine gang with breaker bottoms.

Ration, \$575.00. 6-furrow engine gang with stubble bottoms.

Rational, \$575.00. 6-furrow engine gang with breaker bottoms.

Rattan, \$700.00. 8-furrow engine gang with stubble bottoms.

Ratter, \$700.00. 8-furrow engine gang with breaker bottoms.

Rattling, \$860.00. 10-furrow engine gang with stubble bottoms.

Rattle, \$860.00. 10-furrow engine gang with breaker bottoms.

Ravage, \$940.00. 12-furrow engine gang with stubble bottoms.

Rave, \$940.00. 12-furrow engine gang with breaker bottoms.

Raveler, \$40.00. Stubble bottom with beam.

Ravelin, \$40.00. Breaker bottom with beam.

Raven, \$20.00. Stubble bottom less beam.

Ravener, \$20.00. Breaker bottom less beam.

Ravine, \$4.50. Stubble share.

Ravish, \$4.50. Breaker share.

Rawly, \$2.50. Rolling Coulter.

Rayon, \$0.50. Fin cutter.

Whose Money is Good?

We note here that the cash price of the 8-furrow engine gang plow is \$700.00, less 25 per cent., or \$525.00. Now just why our money is not as good as Mr. Jackson's we cannot see unless it is that the Avery Company wished to hide the prices at which they were selling your plow. If they are hiding this why should they do so. Surely there is no reason why there should be anything to hide in the retail price of a plow. No doubt you will explain this fully in your letter.

\$502 at Minneapolis

Finally we quote a letter from the Minneapolis office of the Avery Company to a farmer in Minnesota. You will note here that the price for the same plow that is quoted in the other letters is \$700.00, less 30 per cent., with the freight from Peoria added making the cash price \$502.00.

Minneapolis, Minn.

March 14, '11.

Mr. F. B. Sandmeyer,
St. James, Minn.

Dear Sir:

We have received yours of March 13 in regard to the Cockshutt plow, and are mailing you the Cockshutt plow price list herewith. We wish to call your further attention that on the inside of the contract, you will find the Cockshutt plows listed. If you will take the discount mentioned in the contract, you can very easily figure up any combination that you want. We are afraid that you have not looked the contract over to get the prices on these goods.

Now, an 8-bottom gang, either stubble or breaker, is listed at \$700.00. If you want extra lays with either one, they are \$4.50 apiece. If you want rolling coulters with either one, they are \$2.50 apiece. The fin cutters, are 50 cents apiece. Now, take it on an 8-bottom either stubble or breaker the list is \$700.00. Eight extra breaker shares if the party wanted them, would be \$36.00 more. If he wanted rolling coulters, it would be \$20.00. Or \$756.00 in all. At 30% off the list for cash, it would be \$529.20, plus Peoria freight to Minneapolis in carload lots, which would be about \$12.00. Add the \$12.00 and it would be \$541.20 for that kind of a plow f.o.b. Minneapolis. We believe that with this price list before you, you would be able to figure out any combination.

Now, we are not selling these plows to anyone, unless we are getting cash right down for them, or one half cash and the balance June 1; for the reason that we are unable to get them fast enough to take care of the orders. We have three coming which will undoubtedly be here inside of the next two weeks. If you want one you will place your order at once, or we would be unable to get it for you. It isn't a matter of selling them. It is simply a matter of getting them from the factory. It does seem as though everybody wanted Cockshutt plows. When they can't get them, then they turn to some other kind as 2nd or 3rd choice.

Yours truly,

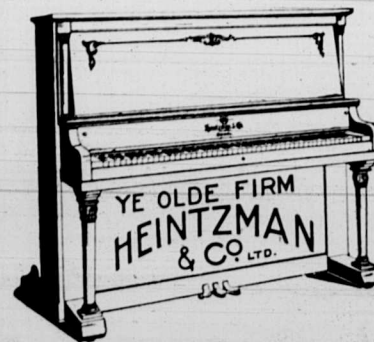
AVERY COMPANY,
J. M. Orton,
Mgr.

Reply is Requested

Now, gentlemen, we believe that the letters reproduced will be of great value to all farmers who use agricultural implements as well to every Canadian who is interested in the tariff question. We know that as Canadians who are interested in securing for Canada a "well rounded development" that you will be glad to assist in unraveling the puzzle presented by the above letters. We should also be glad to have your opinion on this matter. Do you consider that

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any Canadian Manufacturer who can face competition in foreign markets should be given protection in the home markets? If so why?

Now, gentlemen, we trust that you will give this letter your most careful consideration and will answer it as promptly as possible. We shall be glad to give you room in The Guide for a reply as long or even longer than this letter because we believe it will be for the benefit of the country. There is nothing better than publicity for national problems. By the time your reply is received by us our readers will have read this letter and will be looking forward in eager anticipation to your reply. This is a problem vital to this Western country and we solicit your co-operation in its solution.

Awaiting your reply,

We are,

Yours very truly,

THE GRAIN GROWERS' GUIDE.

THE PENSION GRAFT

The number of persons on the pension roll of the United States for the past fiscal year is 892,098, the total of their pensions amounting to \$159,842,287. This means a tax of \$1.50 for every man, woman and child in the United States and its possessions. The pension expenditure is one of the strongholds of the high tariff system of the United States, as neither political party dares to propose any cutting down of pensions, and the high tariff supporters are always ready to raise the cry that tariff reduction will cut away the revenue that provides the pensions. The advocacy of pensions is organized. The opposition to pensions is unorganized. Politicians do not trouble themselves greatly over unorganized sentiment. The actual survivors of the Civil War on the pension roll number 529,844. The last pensioner on account of the Revolutionary War died in April of this year.—Free Press