

\$279 Profit in a Few Days

How a Woman Paid \$100 for a "Ferocious Brute" and in a Few Days Made it Worth \$379

An actual fact—this is Mrs. Louis McCutcheon of Kitchener, Ontario, bought a mare for \$100. The mare absolutely refused to work. Even to harness her was a day's work in itself. She kicked, bit, balked and shied at everything. No one on the farm could do anything with her. Then a neighbor told Mrs. McCutcheon the secret of his own mastery over horses—and how she too could learn it.

In a few days she had the mare eating out of her hand! In a few days this "ferocious brute" became a hard and willing worker. In a few days Mrs. McCutcheon turned \$100 into \$379. What was the secret? How did she do it?

The Secret of Horse Training

Mrs. McCutcheon, like more than 107,000 others, learned the secret of mastering horses from Prof. Jesse Beery's Course in Horse Breaking and Training. And thru learning Beery methods she was able to sell the mare for \$379 more than she paid for it.

It took Prof. Beery over 30 years to learn these secrets. They are now all disclosed in his home study course in horsemanship. No matter how mean, wicked-tempered or wild your horse may be he cannot resist the Beery methods. They are easy—certain—and humane. They guarantee lasting results. Bad traits are overcome for good and for all. Bad habits are broken forever.

Big Profits For You
You can make big money breaking and training green colts or "cranky" horses. Hundreds of our

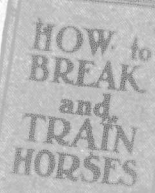
former students now make a business of buying up "outlaw" horses, training them, and selling them at large profits. Others make big money in their sparetime. All find it profitable. What they have done, you can do. Our free book tells you how.

Free Book
Our big illustrated book "How to Break and Train Horses", tells you how you can become master of any horse. Gives you several pointers on how you can make easy money. Full of interesting reading. Send for it today! Fill out coupon below. Or a post card will do. **WRITE NOW!**

THE BEERY SCHOOL OF HORSEMANSHIP
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Prof. JESSE BEERY

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Dear Sir: Please send me free and postpaid your book, "How to Break and Train Horses."

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AUCTION SALE OF Thirty Head Dual-Purpose SHORTHORNS

The property of JAS. H. MORRISON, Walton, Ont.,
five miles south of Walton, six miles north of Seaforth.

Thursday, Nov. 18th, 1920, at one o'clock

Sixteen cows and heifers in calf, six with calves by side, eight heifers one year and up, six young bulls ready for service; all but one by the herd header, Cluny Sort, by Right Sort (imp.). Other bulls used have been sons or grandsons of Blood Royal (imp.), Royal Sailor (imp.), Indian Chief (imp.).

Catalogues on application.

JAMES H. MORRISON, Walton, Ontario

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WE'VE thought of everything! In every operation of cooking with a Corona you will find your work made smooth and easy by some wonderfully handy improvement. For instance—

See the wonderful closet door (exclusive). It opens and closes without obstructing in any way, either the closet or the space underneath the closet. Think of the comfort of this handy, easily closed door on a busy morning.



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Western Distributing Houses: Winnipeg, Regina, Saskatoon, Calgary, Edmonton. Eastern Distributing Houses: London, Ont.; Smiths Falls, Ont.; J. Clarke & Son, Ltd., Fredericton, N.B.; Lounsbury Co., Ltd., New Castle, N.B.

**Corona
Steel
Range**



Agricultural Implement Industry Vindicates Canada's "National Policy."

Continued from page 1957.

their implements, and their proper housing, they would have been doing their readers an immensely greater service than in agitating against a duty, which only amounts, at the outside, in a cost to the farmer of one cent a bushel for grain produced.

The Charge of Special Privilege

There is probably no more effective or more commonly used argument against the tariff than that of special privilege, or, in other words, the charge that the tariff is a class legislation, designed to make a few manufacturers wealthy at the expense of the general community. The protective tariff was first instituted under the term "National Policy," and when it ceases to be to the advantage of the people at large, the charge of "special privileges" will have some force.

It is not self-evident that there is no monetary privilege enjoyed by manufacturers generally under the tariff, as our manufacturers as a class make no more money than the manufacturers of the United States, although it is not too much to say that they equal the United States manufacturers in ability, courage and initiative. Speaking of the company I represent, I say most emphatically that any privilege the tariff has conferred upon us has not been in the direction of making money. The same capital, backed by the same men who have conducted the business since its infancy—70 years ago—would have made quite as much money had their efforts been devoted to building up this business in the United States. The tariff has conferred this privilege—that it has enabled those connected with the industry to invest their money and live their lives in Canada, a privilege greatly appreciated. So far as the Massey Harris Company is concerned, even today, placing no other consideration in the scales but that of money-making, we should be quite prepared to have the tariff taken off our implements if at the same time it were taken off everything that enters into the cost of producing them. In fact, considering how large our foreign trade is, in proportion to the whole, we honestly believe we could make more money under such a free trade condition than we are making at the present time.

On August 14th, 1917, following a very full discussion of the whole tariff situation and its effect upon our company, the following resolution was unanimously passed by our directors and placed upon the minutes of the board.

"A further discussion on the tariff situation followed, and the president submitted figures illustrating the effect of the tariff on our business, and, while the consensus of opinion was that, given free materials, machinery and all other articles entering into the manufacture of our goods and the operation of our plants, we would be as well off with free agricultural implements, it was not thought desirable to make a statement of any kind at present with regard to the position on account of the unsettled political situation, and the feeling that the effect of practically free trade on other Canadian manufacturing industries might be different from its effect on ourselves."

Our reasons for not giving publicity to our views were several. First, we had no desire to see the present situation change. The consideration of the matter was brought about by a desire to know what effect the free trade policy of the Grain Growers would have upon our business. The investigation satisfied us that, owing to our peculiar position in having a business about half domestic and half foreign, we could make as much money under the Grain Growers' proposal as at present. We were smarting then under the vicious attacks made upon us as a company in connection with the tariff, and we seriously considered whether we ought to declare our position. But, because we knew it would work a hardship upon the great bulk of the other 100 implement companies in the Dominion—most of whom

had no foreign trade—and a hardship also upon other manufacturers supplying us with materials, and, more particularly because of its possible effect upon the welfare of our own workmen, we decided not to make our conclusions public. We are doing so now not to suggest that we favor free trade in implements—we are absolutely opposed to it—but to show that our opposition to the policy is not actuated by selfish interests.

To sum up, we would express our belief that it is in the best interests of Canada that the tariff on implements should not be lowered further. Duties range at present from 12½ per cent. to 20 per cent. Under present circumstances they are not equal to a revenue tariff and are considerably below the duties designed to give protection to industries generally.

We urge the necessity of more stability in the customs tariff on implements than we have had in the past, for the following reasons: Some years ago a number of very fine branch factories of United States implement companies were established in Canada. If the tariff on implements had been more stable we should have had many more such branch factories erected in Canada during the past twelve or fifteen years. The factories which will supply implements for the needs of Western Canada ten or fifteen years hence have yet to be built, and the tariff policy on implements will determine whether such factories will be built in Canada or in the middle western states.

I am not suggesting that free trade would immediately drive our company out of Canada, but it must be perfectly clear to any thinking person that under free trade the requirements of Western Canada in implements would ultimately be supplied by factories in the middle western states, where they would be close to their raw materials and closer to their market than in Ontario, and we protest most vigorously, on behalf of our employees, against a policy which a few years hence may impose upon them the necessity either of giving up their occupation or being forced to migrate with the industry to the United States; and we submit that there is nothing extreme in the suggestion that this is not only possible but probable if implements are put on the free list.

We have shown in our statement that there is no justification for any discrimination against agricultural implement makers. They have already, in the interests of class legislation, been discriminated against in nearly every tariff revision, and it is time, in the interests of the industry, and of the farmers of Canada as well, that the customs tariff on implements should be allowed a period free from change.

We further sincerely believe that the Western farmers would not receive the advantage which some of them expect if the tariff were removed, as the Western provinces would naturally fall into the same position in regard to prices and general conditions as now exist in the more remote states of the republic, such as the Dakotas, Montana, Washington, Oregon, Idaho, Utah, California, Texas, etc.

In conclusion, may I express the conviction that the only sane course for this country to pursue is to produce, not only the fruit of the soil, but also the manufactured goods which it needs, and thus to conserve its wealth for itself. The wisdom of such a policy is surely more apparent than ever during these days when we have to cope with a serious situation in exchange, a depreciated currency and an adverse balance of trade.

Yours truly,

(Signed) THOS. FINDLEY.

NOTE.—Documents mentioned as exhibits were filed with the statement with the Tariff Commission in Winnipeg on September 14th, 1920.—Advertisement.