

The Grain Growers' Guide

Winnipeg, Wednesday, November 15th, 1911

THE EIGHTH WONDER

We have been waiting for a reply from the Cockshutt Plow Company, to our letter published in The Guide of October 25. Evidently the company has no explanation of the remarkable condition of affairs by which they send their gang plows into the United States, pay the freight and duty, and then sell them at a lower price than in Canada. Just to bring the matter freshly before the minds of our readers we will state the circumstances. We secured cash quotations on the eight furrow engine gang plow manufactured by the Cockshutt Plow Co. in Brantford, Ontario. This plow is sold both in Canada and the United States. There is 15 per cent. duty on plows going into the United States. Here are the cash prices quoted by the company to farmers at different points:

8 Furrow Engine Gang

Brantford, Ont. (factory).....	\$600.00
Peoria, Illinois	525.00
Winnipeg, Manitoba.....	680.00
Minneapolis, Minnesota.....	502.00
Saskatoon, Saskatchewan	705.00

Thus we see that the cheapest place to buy Cockshutt gang plows is in Minneapolis. At \$502.00, which is the cash price in Minneapolis, the Cockshutt Company must be making a good profit. The freight from Brantford to Minneapolis would be about the same as to Winnipeg. But there was 15 per cent. duty paid on the plow to get it into the United States, which would amount to at least \$45.00, for we presume the plow would not be appraised at less than \$300.00 for customs purposes. For this reason we feel that a "patriotic" company like the Cockshutt Plow Company, that opposed reciprocity on "National" and "Imperial" grounds would not willingly pursue any course detrimental to the Canadian people. Possibly the matter was not brought to their notice till our letter was mailed to them. And by the way that letter was registered. It was mailed 22 days ago. Possibly their leading "patriot" is absent and no one else feels capable of the task.

But at any rate when the company gets time to adjust matters we feel that their price in Winnipeg will be \$45 less than in Minneapolis, which would be \$467. That is what the price would be in Minneapolis were it not for the duty. But the cash price in Winnipeg is \$680 or an advance of \$213. There are a large number of 8 furrow Cockshutt engine gang plows used in Western Canada, we believe. This means that every man who has bought one of these Cockshutt plows in the Canadian West has contributed \$213 to the Cockshutt "patriotic" fund. Some people might be inclined to describe this by a harsh name. But our protected implement manufacturers insist that they are "patriots" sacrificing themselves to "build up a well rounded Dominion." It is a burning shame for the people of Canada to permit such sacrifices. What are the people thinking about?

One way to overcome such a sacrifice on the part of the Cockshutt Plow Co. would be for all Canadian farmers who want these plows to buy them in Minneapolis. Anything made in Canada and exported to a foreign country comes back into Canada duty free if it can be identified. But even if duty must be paid again it would only be \$45 and the freight to Winnipeg would not be more than \$12 on car load shipments. This would make the Winnipeg price only \$582 or \$98 less than the present Winnipeg price. This \$98 would pay the railway fare and expenses of a farmer from any point of the Canadian West to and from Minneapolis. This should

prove a great scheme for saving money. Perhaps the Cockshutt people don't know about this yet. May be they could buy from themselves in Minneapolis, and still make more money than they are now. It would only be a matter of bookkeeping and a good "patriotic" bookkeeper can do wonders with figures.

This protective tariff of ours is a great thing. The farmers should really know more about it to appreciate it. A subscriber who read our letter to the Cockshutt Plow Co. in the issue of October 25 makes a unique suggestion. He thinks it would be a good thing to purchase one of these plows at each of the places mentioned and exhibit them throughout the country. They might be properly labelled and would make a great hit at our western fairs. A slight admission fee of 10 cents might be charged to all protectionists as it would be well worth that to see how the "patriots" duped them. We believe there is some merit in this scheme. If the associations could take hold of it they might find it a good way to increase their revenues.

But after all we must admit our admiration of the protective tariff. Any institution that will induce a farmer to pay \$213 more than he ought to pay for a plow, and still make him a satisfied supporter of the institution, is a wonder. It is surely the eighth wonder.

WHAT DOES IT MEAN?

The following statement was handed out to the press at Ottawa on November 10 by Hon. J. D. Reid, Minister of Customs:

"A deputation of lumbermen from British Columbia has been in the city for the last few days laying before the minister of customs the claim that American lumber is being shipped into Canada free of duty when it should be liable to duty if entered upon the proper item of tariff. Their claim was that rough lumber planed on one side only was free of duty, while in the cases mentioned the lumber so imported had not only been planed on one side, but tampered with and further manufactured than it provided for under the item of tariff free.

"The minister referred the claims of the deputation to the board of customs, which was constituted many years ago for the purpose of deciding matters of this kind.

"The result was that the evidence submitted to the board was considered sufficient to justify them in coming to the conclusion that it would advise the department to notify all collectors of customs to be more careful and scrutinize and examine importations, and where the lumber that is being imported has been tampered with and did not fall under the grade of that on the free list that the requisite duty should be collected."

The Minister has not been very explicit in his statement. Reading between the lines, however, it appears that some concessions have been made to the British Columbia lumbermen. The government would hardly care to face the responsibility of placing the duty on lumber that now comes in free, but the same thing may be accomplished by a change in the customs regulations. Any person who imagines that the tariff laws of Canada are made by Parliament would be greatly enlightened by a study of the various rulings of the customs department. By Mr. Reid's statement the collectors of customs are to be more careful henceforth, which means that they will have definite instructions to work upon. What will these instructions be? We will know very soon. The Lumber Combine is looking at the people on the prairies with greedy eyes and if the customs department will help them they will certainly bleed the farmers who use lumber.

China is feeling the effect of the progressive spirit now manifesting itself in every land. What effect a progressive regime in China will have upon the rest of the world no one can predict.

THE ELEVATOR HAND

The action of the elevator interests in the Winnipeg Grain Exchange in causing the suspension of MacLennan Bros., the well known commission firm may have far reaching effects. The crime of which MacLennan Bros. were guilty was of paying country agents \$3.00 per car, instead of \$50.00 per month, to secure grain for them. The rules of the Exchange provide that no agent shall be paid less than \$50.00 per month—unless he is hired by the elevator interests, and then he may be paid anything that suits them. It requires no shrewdness to see that these rules are designed chiefly to benefit the elevator interests. Only last year some of the elevator companies ran counter to the rules of the Exchange by their manipulation in the terminal elevators. They were convicted of their crime and fined \$5,550 by the magistrate. But the Exchange made no attempt at that time to enforce the rules of the Exchange against these very influential concerns. When a commission firm, however, breaks a rule that interferes with the elevator interests, the rules must be enforced. As a result of the suspension, MacLennan Bros. will be boycotted by all the other members of the Exchange. If this action is not a restraint of trade, then it looks like it. It was this same "\$50.00 a month" clause that was at the bottom of a great deal of the trouble four years ago, and by order of the Manitoba government the Exchange was forced to abandon this iniquitous section of the otherwise necessary commission rule. This "\$50.00 a month" rule is certainly a most unjust one. The elevator interests did not feel safe to revive it until after they dropped their old charter and began operating as a "voluntary association." Fortunately, the Manitoba legislature has the same power over "voluntary associations" as over the old Exchange. The courts of the land are also able to redress injustice, even though under the sanction of the elevator interests.

AN OPPORTUNITY

We are continually receiving letters from our readers telling us that they are going to spend the Winter in Ontario, or the Old Country, or United States, or Australia or New Zealand. Probably there will be upwards of one hundred of our readers who will spend the winter in one of these places. We hope they will take a note-book with them and bring it back filled with information of immense value. For instance they might secure the cash prices of Canadian made farm implements and manufactured articles in these various countries and compare it with the price of the same article in Canada. It would be well to have all such information quite exact in order that it cannot be disputed. Catalogues and price lists would be valuable evidence to have and would assist materially in demonstrating the truth or otherwise of the statement made that our manufacturers often sell more cheaply abroad than at home.

THE GRAIN MARKET

In Mr. Kennedy's letter published in this issue our readers will find some startling statements. Mr. Kennedy analyses our present grading system and points out some serious weaknesses which he maintains are costing our farmers a tremendous amount of money every year. Are these charges made by Mr. Kennedy correct? That is a point which every farmer who sells a bushel of grain can well afford to consider most carefully. If our present grading system is taking as much

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