

# Machinery *by* Car Lots



*Dollars saved  
by those who buy  
Co-operatively*

Below are interesting figures showing what you can save by clubbing with your neighbors and buying from us in car lots. There is a big difference between the freight charge on a whole car order and on the same commodities sent in small lots. Here is a typical carload of implements, engines, etc., sent out by our Machinery Department recently:

Eight 20 double disc G. G. G. Imperial Drills; two 22 double disc G. G. G. Imperial Drills; three Private 2 disc plows; one Private 3 disc plow; six zigzag lever harrows; three 16 x 16 G. G. G. disc harrows; one 20 x 16 G. G. G. disc harrow; one 14 x 16 G. G. G. disc harrow; six tongue trucks; six 1 1/2 h.p. gas engines; two 2 1/2 h.p. gas engines; four 4 h.p. gas engines; six pump jacks; two light tractor 3 bottom plows; and two light tractor 4 bottom plows.

The value of this carload was, in round figures, \$3,200 and the weight of the various articles 35,800 pounds. Such shipment to Lethbridge, Alta., would cost \$221.96 less for freight than the same articles sent on smaller orders, or almost 7 per cent of our listed prices. Tariff changes will make slight alterations.

Following are the comparative charges for delivering that carload of machinery to three points, one in each province:

	To Lethbridge	To Fillmore	To Nee-pawa
Freight on Small Lots	\$411.70	\$225.54	\$121.72
Freight on Car Lots	189.74	100.24	60.86
<b>Saving on Car Order</b>	<b>\$221.96</b>	<b>\$125.30</b>	<b>\$ 60.86</b>

Why not persuade your neighbors to save \$60.00 to \$240.00 on machinery needed in your locality this season?

Like savings are possible on Binder Twine, Fence Wire, Fence Posts, Lumber, Building Materials, Scales, Washing Machines, Flour, and dozens of other farm and home needs listed and described in our big 1915 catalog. No person or corporation has a greater right to these savings than you and your neighbors.

Ship us that Car of Grain. If you want Seed Grain or Feed Corn, write us at once. Whether you are selling or buying, you get Prompt and Efficient Service from the pioneer farmers' company.

**The Grain Growers' Grain Co., Ltd.**

WINNIPEG CALGARY FORT WILLIAM NEW WESTMINSTER

## Customs Officials Interference

Customs Act Used to Increase Prices as Well as Duty on Farm Implements

The publication in last week's Guide of the statement of H. W. Hutchinson, of the John Deere Plow Co., that the customs department has arbitrarily decided to collect duty on valuations considerably in excess of the cost price of imported articles, has brought to The Guide further information of high-handed procedure.

In this case, of which details are given below, the customs department has not only undertaken to fix the value on which it will collect duty but has actually interfered between a business man in Canada and factories in the United States, and dictated the prices at which goods are to be purchased. This information was given to The Guide by A. E. Donovan, manager of the Cushman Motor Works of Canada, and invoices and correspondence were shown to The Guide representative to prove the accuracy of his statement. The full particulars, naturally, could not be given without disclosing trade secrets, but the documents shown to The Guide representative established beyond question the fact that the customs department has undertaken to interfere in the price as well as the valuation for duty of fanning mills, grain picklers and gasoline engines. For one article, used on every well-conducted farm in Western Canada, the Cushman Motor Works has been in the habit of paying to the manufacturers in the United States, \$10.00, on which they paid duty at twenty-five per cent, amounting to \$2.50. Since February 6, 1915, the company is required to pay for the same article \$13.34 and duty on \$14.04. Another article costing \$23.10 has been raised in price by the customs department to \$26.25.

### The Dumping Clause

This action has apparently been taken by the customs department under what is called "the dumping clause," being section 6, of the Customs Tariff of 1907, which reads in part as follows:

"In the case of articles exported to Canada of a class or kind made or produced in Canada, if the export or actual selling price to an importer in Canada is less than the fair market value of the same article when sold for home consumption in the usual and ordinary course in the country whence exported to Canada at the time of its exportation to Canada, there shall, in addition to the duties otherwise established, be levied, collected and paid on such article on its importation into Canada, a special duty (or dumping duty) equal to the difference between the said selling price of the article for export and the said fair market value thereof for home consumption; and such special duty (or dumping duty) shall be levied, collected and paid on such article altho it is not otherwise dutiable."

Mr. Donovan states that the dumping clause was put into effect after a visit by an official to the factory from which he purchases goods. It was there shown to the inspector that the price at which goods had been invoiced to Mr. Donovan previously were bona fide prices and as high, and in some cases slightly higher, than were paid by jobbers in the United States. The customs department, however, ruled that the Cushman Motor Works of Canada must not purchase at jobbers prices, and must pay the small dealers' list price with certain discounts, which is a somewhat higher figure.

### Charges Nearly Doubled

At the time this ruling was made on February 6, one carload of goods was in transit to Winnipeg from the factories in the United States, and on receiving the invoices Mr. Donovan handed them to his broker, who presented them at the customs house. There the invoices were amended by the customs officials, the valuation placed upon each item was increased and the duty changed from \$378.50 to \$426.11, the original item including \$87.77 for war tax and the amended bill showing \$97.51 under that heading. In addition to this a fine of \$126.95 was imposed because

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