

frances) for a 5' Binder, without transport truck, was \$150.00 and for a 4½' Mower with Dropper Attachment, \$200.00; for an 8' Dump Rake, \$100.00.

As stated above, prices in England and France are relatively much higher now than in 1918, but the exchange is now so high that although comparisons at present are greatly in our favour they are hardly fair.

Proper Comparison Between Canada and U.S. Prices must be based on Retail Prices.

The relative costs of implements to the grain growers in the United States and Canada have been grossly misrepresented. The grain grower is interested only in the retail price. Nevertheless, nearly all the comparisons made in the past contrast the Minneapolis wholesale prices with Winnipeg wholesale prices. To realize the situation it is necessary to understand the difference between the Canadian and U.S. practice in the sale of machines. In Canada we sell every dollar's worth of our goods direct to the consumer through the medium of a commission agent. We fix the retail prices, which are uniform over large zones and vary simply to the extent of the difference in freight rate from one zone to another. Our goods are delivered free of charge at the customer's nearest station.

In the United States by far the largest percentage of the business is done through dealers who buy their goods from the manufacturers and who fix their own retail prices. Such prices vary in accordance with the dealers' judgment as to what is a fair margin for expense and profit, so that many different retail prices will be found in the same State. Secondly, their sales are made based, to quite a large extent, on the price at their distributing centres, the customer paying local freight.

We contend that a proper comparison must be based on retail prices and that retail prices of States such, for instance, as Wisconsin, Southern Minnesota and Illinois, thickly settled and contiguous to implement factories, should be compared with Ontario prices, whereas our Western Province prices should be compared with points in Northern Minnesota, the Dakotas, Montana, Idaho, Washington, California, Texas, etc.

Just prior to the outbreak of the war Sir Thomas White, then Minister of Finance, sent a special Customs official into Minnesota, Dakota and Montana to enquire as to prices and this officer's report was quoted by Sir Thos. White, in Parliament and is recorded in Hansard of April 30th, 1914. (No. 70, p. 3257).

We have figures of our own, procured by having sent an official of the Company at two different periods over this ground to secure at first hand retail prices. Our figures are somewhat more