

### THREE MISTAKES ABOUT FARMERS

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The free traders make three great mistakes in appealing to Canadian farmers. The first mistake is in supposing that every farmer's heart is in his own pocket, that farmers as a class are entirely lacking in that patriotic sentiment which makes men desire to see their own country grow great and prosperous, that if they think a few cents or a few dollars can be saved yearly by buying foreign goods they do not care how many Canadian workingmen are driven out of the country or how far Canada may lag behind other nations in industrial progress. The second mistake is in assuming that Canadian farmers think only of the present, that they are unwilling to make any immediate sacrifices for the sake of future gain for themselves or for their children. The third mistake is in supposing that buying is of more importance to the farmer than selling, that the farmer's sole aim is to buy cheap goods even if he loses his most profitable customers by doing so.