

of it. I know the political game. I told the farmers what will get votes; to hell with the truth."

### **Prices of Implements Lower at Home than Abroad**

My Company has exported machines to practically every grain-growing country in the world for well over thirty years and we have never during that time sold machines in foreign countries at as low prices as at home.

Australia provides a fair basis of comparison with Canada in the matter of farm implements prices because in that country—and in that country alone—we use the same system of distribution to the farmer direct through commission agents, as in Canada. We submit herewith, marked "Exhibit "B," an Australian retail price list of 1913 and retail price lists for Alberta and Ontario for the same year. (Exhibits "C" and "D"). These two Canadian price lists give the lowest and the highest prices.

We could give retail prices for the same year in Great Britain, France, Germany, Russia and also for Argentina, but, because of the different system of distribution in these countries, there are no printed lists in existence to substantiate the statement.

For years the implement makers of the United States were confronted with the charge that they sold more cheaply in foreign countries than at home. They finally appealed to their Government to instruct their Consular Agents in various countries to report officially on the retail prices in their different countries of farm implements of U. S. manufacture, and Mr. Cyrus H. McCormick, President of the International Harvester Co. of America, issued a pamphlet on December 29th, 1911, summarizing the result of the Government investigation and report. He says:

"The results of our Government's investigation of foreign prices were published in the 'Daily Consular and Trade Reports,' French prices in the issue of February 22nd, 1909, (No. 3413); prices in Germany, Denmark, Sweden, Hungary, Russia and Siberia, March 31st, 1908 (No. 3420) and those in Great Britain, April 8th, 1909 (No. 3450). These reports show that, while the American farmer was buying the 6-ft. Self Binder for about \$125.00, the same machine was sold in Great Britain for \$135.16; in France for \$173.70; in Germany for \$203.00; in Denmark for \$167.50; in Sweden for \$160.80; in South Russia for \$168.95; in North Russia for \$180.25 and in West Siberia for \$187.98. So also as to Reapers, Mowers and Rakes. Furthermore, the wholesale price charged and received by the American manufacturer is greater in the exported machines."

We have no doubt your Commission could secure copies of these Consular Reports and compare them with prices prevailing in Canada at that time. The result will be to prove amply the assertion we have made that prices at home were much lower than prices abroad. Moreover, if you could instruct Canadian Trade Commissioners in these countries to report on the pre-war retail prices of machinery, you would have an official confirmation