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MERCHANTS AS WELL AS CONSUMERS GOUGED.

The following inquiry has been received:
"To the Editor: Do not the retail merchants overcharge the consumers, and would any tariff revision help us, or would it merely help the retailer? Does not the retailer now figure upon from 15 to 33 per cent profit. Consumer."
As a general proposition the retail merchant could not overcharge if he would, and would not if he could.

He could not, because his competitors, selling at fair prices, would get all his trade.
He would not, because he seeks by fair prices and honest dealing to build up an element called "good will," which is of tremendous value.

Many of the things sold by retailers have their retail price fixed by the manufacturer. This is especially true whenever the manufacturer is a trust. It is also true that on trust made goods the price to the consumer is higher and the profit to the retailer is smaller than on goods not handled by a monopoly or trust.

The reason is that the same competition that fosters fair dealing between retailer and consumer compels independent wholesalers and manufacturers to charge reasonable prices and to give good goods. Once a trust secures complete monopoly it need not fear competition and it can and does fix not only the price it receives but also the price the consumer shall pay the retailer.

Before answering "Consumer's" second question, it is necessary to make quite clear what is meant by profit. To buy eggs to 10 cents a dozen and sell them at 15 cents does not mean that the grocer has made five cents profit. Retail merchants must pay rent, taxes, insurance, wages and they must figure losses by reason of damaged and lost goods, bad accounts and all such.

It is fair to say that the retailer's real profit is what remains after paying all expenses and a fair salary for the merchant's own time.

This idea of "profit" makes that word mean the same as "dividends," and it is fair to say that no retail merchant makes any such profit at the rate of 20 per cent on goods he sells to the consumers. A trust "dividends" is net profit and is declared after all expenses, wages, losses and bad accounts are taken care of. This matter was neatly thrashed out in the senate the other day between the blind senator, Gore of Oklahoma, and Smoot, the Mormon senator from Utah.

Aldrich and Hale, demanding high tariff for the cotton and woolen mills of New England, practically indicted the merchants of the country of being the ones who "fatten on the consumer."

Gore denied this. He said:
"You say, sir, that the retailer takes a profit of 33 per cent. But that's gross profit, not net profit. Out of that must come rent, taxes, wages, freight, losses and all other charges. It is not a dividend such as has been declared by the New England cotton and woolen manufacturers who are asking us for more "protection." They have paid dividends of 66 per cent in a single year. How will the senator from Maine (Hale) explain these enormous, these extortionate dividends?"

Senator Hale didn't attempt to explain, and Smoot jumped in with a question. He asked:
"Will you name a manufacturer who has declared such a dividend?"

Smiling blandly, the blind senator replied:
"The Troy Cotton & Woollen manufactory in 1907 declared a dividend of 67 per cent. The Achusnett Cotton Manufacturing Co. of New Bedford, Mass., the same year declared a dividend of 66 per cent and the Dartmouth Cotton manufactory of New Bedford the same year also declared a dividend of 66 per cent."

Senator Smoot: "I should like to ask the senator if that dividend was payable in cash or was it a stock dividend?"

Senator Gore: "It was in cash; and in order to shield such enormous dividends in the future they have resolved to double their capital stock. If there be any other inquiry, I shall yield."

But Smoot had enough, and the New England senators looked relieved when he let the matter drop. Gore paused for another question, and none being asked, he concluded:
"Sir, it is a miserable sham to try to say that the merchant is robbing his customers. The trusts, seeking a shield, malign the retail merchants of the United States. It is not true, and I will not sit in silence and hear the millions of retailers in this country made scapegoats to bear away the sins of the greedy trusts and monopolies in this country."

LABOR

BY PETER POWER.

Indications are that, along with various political questions and internal jurisdictional controversies that will create lively fights in this year's convention of the American Federation of Labor, the prohibition issue will also be precipitated to the excitement. The convention of the hotel and restaurant employes in Minneapolis recently appealed to the people of the country to smite the prohibitionists wherever found, the coming brewery workers' convention will demand that action be taken against the "dry" movement, and the cigarmakers and other trades are requesting that a definite stand be made.
On the other hand the temper-

ance sentiment in the federation is being centralized. Rev. Charles Stelzle, superintendent of the department of church and labor in the Presbyterian church, who was formerly a machinist and is now a fraternal delegate to the A. F. of L., has sent a confidential letter to prominent labor officials and is sounding them on the question of organizing a "temperance fellowship" at the next federation convention in Toronto. Rev. Stelzle points out that such a "fellowship" exists among the unionists of Great Britain, a meeting of which he recently attended, and suggests that "the time has come for the organized workmen of America, and especially the leaders among them, to take a firm and determined stand on this question."
The conductor from the front of the car.
"Hold on," cried a shrill voice. "Wait till I get my clothes on!"

MOST ANYTHING

A WORD FROM JOSH WISE.



"This is th' age o' eyeop'n-ers. Ye kin all remember inventiofs that seemed funny at frs."

Eighty women from the old harem have been transferred to a separate palace, indicating that Abdul Hamid is going to be some summer widower.

Thomas F. Lawson has been "muckraked" by a rival Boston financier, who takes him seriously.

What the country wonders is whether Chicago ever adopted an official pronunciation of Mayor Busse's name.

Winston Wobbled

Alex Winston was vigorously pleading the cause of Fourth ward clients before the council, against the onward march of the North Coast railway across their property.

"These people," he solemnly assured the city solons, "went out there and got a house and built a lot on it. Now, I want to ask you, is it fair—" But everybody was smiling then.

JUST WHY THEY CALL HIM BWANA TUMBO



GALALLA TELLS LITTLE GEE-WOP ALL ABOUT THE GREAT BWANA TUMBO.

(Senseless Photo by Powwow, Nairobi.)

Telles Aerogram from The MOMBASA LIAR.

MOMBASA, May 27.—(Very Special, by runner from Nairobi)—While the world knows the natives have draped the name of Bwana Tumbo upon Colonel Roosevelt, it remains for this dispatch to explain why that name was chosen. Bwana Tumbo is the equivalent of Portly Master. Other more or less correct explanations of the idea are contained in Big Noise, Main Cheese and Whole Push. It expresses the superlative of barbaric admiration and awe and was based on such scraps of his fame as reached the interior ahead of him. However, he has so far disappointed none of the natives. His prowess among the lions and rhinos will make the name stick.

The African conception of the great faunal naturalist's personality is best indicated in a literal translation of the talk given by Chief Galalla of the Wozoo-goo tribe to the little crown prince Gee-wop the other day.

"Him see?" said old Galalla, pointing to Colonel Roosevelt's phiz in a copy of the Outlook.

"Him Bwana Tumbo. Much big teeth. Much big stick. Much big pull with white folk. Him big warrior. Him real goods. Bust um big trust. Smash um big nature fake. Boost um big family. Sail um 16 big war canoe round world himself. Kill um bob cat, um welsch rarebit, um mountain billy goat, um Jokannon. Bite um big piece out of senate. Swing um buckinbronco by tail. Biff sun and moon for um tennis lawn-ball. Choke um mollycoddle; skin um malefactor. Boil um Forakerhaskell in oil, make big feast for um pet steamroller. Put um dent in world with um Ananiasclub. Make snort, sell um four pigs; make sneeze, sell um for ivory tusk, to hit in white man's word-read-rag. Him come Uganda. Make big talk—big write—big shoot. Him Bwana Tumbo. Got that? Good. Now you stand way back from um ropes or you get hurt."
They say little Gee-wop was never so impressed in his life.

COMPANY FIGHTS PAYMENT

A motion for a new trial has been filed by the Western Union Life Insurance Co. of Spokane in the Hoeland case in which it was required by the verdict of a jury to pay Mrs. Hoeland \$10,400 on two policies carried by her husband in that company. The company proposes to carry the case to the supreme court in the event of being denied a new trial. A re-

sistance to the payment of the policy was made on the ground that Hoeland had violated the policy requirements by committing suicide.

FROM DIANA'S DIARY

As an Amateur Hawkshaw, Miss Dillpickles Gets on the Trail of a Kidnaped Chee-ild



III.
The chase grows hotter. That is, those who are chasing the kidnapers are growing hotter in the collar.

It looks like Chesterton Quince Duberry will not be found unless he is located.

Last evening the father left \$60,000 in actual money in an empty tomato can on a vacant lot as the ransom, but there was so many tom to cans lying round that the kidnapers couldn't find the right one, although the authorities lent them a locomotive headlight to hunt it. So the child ain't restored yet.

I had another narrow escape from finding the lost darling. The description said he had squirrel teeth, and I saw a tacky dressed girl of 6 on Main street and thought she might be Chesterton

TAFT HAS DODGED TARRIFF

—SAYS BRYAN

IN SPECIAL ARTICLE NEBRASKAN DISCUSSES THE DIFFERENCE BETWEEN WORDS "REVISED" AND "REDUCED" AND PUTS TARIFF OUTRAGE UP TO REPUBLICAN PARTY

BY WILLIAM JENNINGS BRYAN.
Party platforms are necessary, but are misconstrued, unless they are positive and specific. I make this statement in view of the way in which the republicans are revising the tariff upward instead of downward.

Senator Aldrich and his crowd in the senate construe the tariff plank in the republican platform to mean an increase in duties. The people thought differently, but the republican tariff plank was so indefinitely worded that there is room for the two views.

The republican platform was ambiguous, and the democratic party platform specific. The republicans in their tariff plank used the word "revised." The democrats in their party platform demanded a reduction of the rates. The word revision is subject to a double interpretation, while only one construction can be placed upon the word "reduced."

The democratic senators and representatives who had voted for the imposition of duties had made a mistake, and whether elected upon or before the adoption of the platform of the party, ought to feel bound by its declarations.

I most heartily approve of the resolution offered by Senator Gore of Oklahoma, proposing an investigation as to the responsibility for the high cost of living.

Senator Gore is entirely right. The high tariff republicans have tried to shift the responsibility from the manufacturers to the merchants. This is important, and it is only right that the public should know the truth.

It has been found by experience that unless a party formulates a platform, its representatives in office cannot agree upon a definite policy, owing to the influence brought to bear by favor-seeking corporations. Even when there are platforms they are misconstrued unless they are positive and specific. Sometimes positive and specific platforms are violated, but a positive and specific platform is not apt to be violated, and when they are violated the guilt can be fixed and the guilty punished.

The trouble with the republican platform of last fall was that it was not specific and definite. The tariff plank used the word "revised" instead of the word "reduced," and now Senator Aldrich and his crowd construe it to mean an increase, while some of the western republicans insist it contemplated a decrease in the rates.

Mr. Taft dodged the question. So far as I could learn from his speeches the nearest he ever came to a construction of the platform



WILLIAM JENNINGS BRYAN.

was to declare, when in the west, that it meant an "honest revision," at one time declaring that while some schedules ought to be raised and some lowered, the revision would probably be downward.

The republican national convention was at fault in not making a specific promise of reduction, and the republican voters were at fault in accepting so indefinite, so evasive and so deceptive a word as "revision" as a sufficient promise. The voters ought to have known that "the friends of the tariff" will never give us any material reduction.

As to the democrats who voted for the imposition of duties, they have as a rule defended their conduct on the ground that the duties voted for were revenue duties, and they have not been high duties. Measured on an ad valorem basis, the duty on lumber on iron ore are but a small portion of the price. I think that the democrats who voted for the duty made a mistake.

The democratic platform demanded free lumber, and I believe a platform is binding upon all who run upon it, and it ought to have weight with the members of the party who were elected before the platform was adopted.

Those who voted for a duty on lumber did so, I presume, because of lumber interests in their districts and states, but in doing so I think they gave the preference to a few owners of timber lands over those who buy lumber. There is no state in the union where the consumers of lumber do not outnumber the persons who profit by the tariff on lumber, and the man who votes for tariff on lumber votes to tax a majority of the people of his district and state for the benefit of a minority of his constituents. But the men who get the benefit of the tax are more active in presenting their demands than the consumers are in presenting their protests, and as long as this is true, the tax eaters will have the advantage over the taxpayers.

If the taxpayers would take a little more interest in the tariff question and chastise the representatives who, ignoring the interests of the consumers, follow the advice of the protected interests, relief would come sooner.

As to the duty on iron ore, the chief objection to it is not that it is a high rate of duty, but that it helps people who do not need help, and gives an excuse for higher duties on manufactured iron. The man who owns a bed of iron has such an enormous advantage over the man who owns farming land that it is hardly fair to make the farmer pay tribute to the ore owner.

Every duty placed upon raw material is a burden upon the manufacturer unless he is permitted to transfer it to the consumer. A tariff on iron ore, therefore, is likely to be transferred to the consumer. A duty put upon raw material increases as it proceeds, interest being added each step—it grows like a snow ball in the spring, and is more objectionable than the ad valorem rate levied upon the finished product.

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JONES GETS CHANCE TO SEE HIS CHILD

Judge Hinkle has modified his order as to the custody of Burton Immel Jones to the extent of allowing the father, A. C. Jones, see the child one day in the week, on Wednesday. The father is to provide someone to take the child to his room and the little one is to remain with him one hour, in the presence of the person bringing the child.

The former order gave the father the right to see the child at any time by calling at the home of his mother, but Jones said he had not been given permission to see the child for nearly three months.

The troubles of the Jones have kept the courts busy since last November.

It's when a girl snuggles closest to her best young man that she has a faraway look in her eyes.

Who judges others condemns himself.

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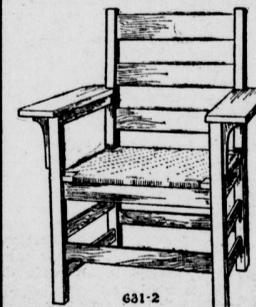
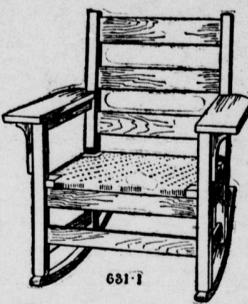
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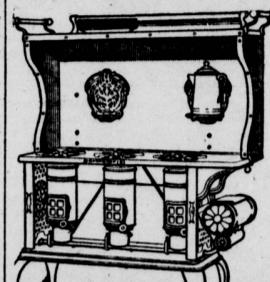
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