

TIME TO ADVERTISE.

It is really true that advertising is a part of business that should never be neglected and especially at this season of the year there is every reason why the wide awake business man should plead his case in print, set forth the virtues of the wares he handles and do his part to keep the money that is made in North Dakota in North Dakota. The catalogue houses are shipping their literature in the state in ton lots. They are going after business. The way to treat them to it is to push your business as thoroughly as they push theirs. Tell the people what you have and what it will cost them and why they should deal with you. The Independent has a proposition for those interested.

Recently a base ball team from the penitentiary went to Fort Lincoln and played a game. The fellows went without a guard and returned of their own accord. Some of the good people of the state have made complaint because the prisoners are given a little recreation once in a while. A rare example of Christian charity.

There remains to be raised for the silver service for the battleship North Dakota, the sum of \$1300. The service cost \$6,500 and all but this amount has been paid on it. We'll have to get busy pretty soon or the Dreadnaught will be out of commission before the presentation speech can be made. There are plenty North Dakotans willing enough to subscribe but the project seems to lack organization.

That man Burdick of Williston is always in hot water, politically. He either makes a rash statement and then upon sober reflection reconsiders, or else someone has a happy faculty for misquoting him. A few weeks ago, one of the Williston papers in a purported interview with the lieutenant governor, stated that he would support Woodrow Wilson. Burdick now makes a statement saying that he is a republican and will support the entire state ticket. Burdick has lost so much political prestige that it doesn't make much difference whom he supports.

The Independent has been designated by the secretary of state, P. D. Norton, as the paper in which the proposed constitutional amendments are to be published. One paper in each county of the state will publish the notices. Eight of them appear this week. They make interesting reading.

BIG HUSBANDS THE BEST.

Editor Brewer of the Forum recently published the following timely editorial. He might have added that big men are sometimes slow to break into the matrimonial game.

Big men make the best husbands—and little men, with sharp, thin noses are especially to be avoided. This is the expert testimony of Mrs. Anna Murphy, chief police matron of Chicago, backed up by that of Mrs. Marie Leavitt, clerk of the court of domestic relations.

"Big men, whether it is in business or in matrimony, are easiest to get along with," wrote Matron Murphy, in her latest report. "They are more likely to be easy-going and less irritable, and more generous. The little man is more likely to be nervous and fidgety."

"A man with a sharp, thin nose is apt to be a scold. Where a man of small stature is endowed with a nasal organ of this sort, you have a bad combination. There you have a prize faultfinder. He will rail at everything from the way the steak is cooked to the way his socks are darned."

Mrs. Leavitt added this: "The small men greatly outnumber the big men in the cases that come before this court. Most of our cases are for non-support, and on this complaint the little, unskilled man is the worst offender by far."

The Prison Reflector believes it would be bad policy to enlarge the penitentiary twine plant, because statistics show that the population of the penitentiary is on the decrease. The world is evidently growing better, at least one can only come to this conclusion if this portion of the terrestrial ball be taken as a criterion. The Reflector says it requires about 75 men to operate the twine plant, when the entire population of the institution is less than 200.

The question of whether judges of the supreme court will be elected for ten years instead of six will be submitted to the voters at the November election. It looks to the Independent as the ten years is too long for a poor judge, and a good one will have no trouble in being re-elected at the end of his six year term.

Over in Bottineau county, it cost Matt Johnson just 28 cents to be nominated clerk of the district court. Matt is an editor and knows how to make a little money go a long ways. John Haskett, editor of the Bottineau Courant, who was nominated for county judge on the Democratic ticket, spent \$15.16.

A Fargo youth has asked that he be sent to some other city in order that he may get away from temptation. Why not let him go to New York and get a job on the police force?



**When the Harvest Days are Over**  
LAY up a reserve fund against the future. Bad crops, misfortune or a great financial opportunity may come. Be prepared. Step in and talk it over to-day. Be wise in time---this time.

Start a savings account to-day.  
A dollar will do it.

**Scandinavian-American Bank**  
Minot, N. D.

ERIK R. RAMSTAD, President. M. R. PORTER, Cashier

The interstate commerce commission has begun to regulate the express companies, so that the rates charged shall not be excessive.

A more effective way to regulate them is proposed in the Bourne-Bristow parcels post bill, by which the postoffice department would carry packages at rates varying from five to twelve cents a pound.

ALWAYS CATCHES THEM UNAWARES

The crop season is young yet, but already the freight car shortage is making itself felt. Why is it that big firms always take the able railroad managers by surprise?

WHAT ARE "GOOD WAGES."

Despite the fact that a number of transient laborers have been holding out for \$2.50 per day for work in the harvest fields it is apparent from a reading of the state exchanges that the "going wage" is \$2.75 to \$3.00.

SHIFTING THE TARIFF BURDEN.

(Continued.)  
In article No. 1, I discussed this question from the standpoint of tariff

tor revenue. Now I shall examine this feature under the principle of tariff for protection. The law having prohibited the importation of the goods. Mr. Taft's tariff commission on schedule K, page 14, describes the condition thus: "It is found that on goods entirely excluded the nominal rates of duty would reach an ad valorem rate of 150 or even 200 percent, but that the American fabric is actually sold in the market at from 60 to 80 per cent higher than similar goods sold abroad." Let us take 80 per cent as the prohibitive rate. The home or American companies having formed a compact and agreed to uniformly raise their price 80 per cent on a suit of clothes costing abroad, \$2. The profit created by statute would be \$9.60, which added to the \$12.00 equals \$21.60, the price to the wholesaler dealer. The wholesaler would figure his cost and profit on the \$21.60 and sell to the retailer accordingly. Thus shifting the \$9.60 tariff to the retailer. Now, the retailer adds his profit and sells to the consumer who may be a farmer, laborer, or professional man. Again I ask can you see yourself paying \$9.60 tariff, not as taxes to support the government, but as an extra profit which passes back thru the retailer and wholesaler to the manufacturer? Now, my dear reader, if "all men

are created equal \* \* \* in the pursuit of happiness" then the consumer is entitled to an 80 per cent advance somewhere in order to shift this tariff burden onto the next fellow. In fact, if an equilibrium is to be maintained thruout the circuit of exchange then the tariff must be shifted until it is paid by the manufacturer to the person whom first received it. But if that were true there would be no tariff. See illustration in next article.

If the manufacturer is entitled to add the same per cent to their selling price then every method of reasoning that permeates all systems of justice affirms the right of every consumer to a similar advance—over what? This I shall explain under the subhead, "Comparative Justice."

Let us send a farmer to town to make the necessary purchases to produce a crop. He buys a wagon, plow, drag, seeder, mower; hay rake; harness, stove, lantern, twine, suit of clothes, dress goods for his family, sack of sugar, saw, hammer, lumber, coal oil, medicine at the drug store, furniture, has horses shod and many other things. On almost everything there is a tariff. No matter whether the tariff is low or high the facts are just the same. Some of the tariff he pays passes back to the government and some back to the manufacturer as a profit by statute. Now bear in mind that the farmer pays another man's price in all of his purchases. Just the same as the retail and wholesale merchants did. The farmer has produced his crop and while doing so he has read of the profits made by all the concerns that make goods to sell to the farmers. He has figured the cost of production, interest on indebtedness, the cost in wear and tear of machinery, land and horses. On the same basis that the courts allowed the combinations of capital to figure prices—then started to market with a load of grain. Now, Mr. Farmer, when you go to market you cannot have one word to say about the selling price of your own grain. Some one who does not understand the process of marketing farm products may say "why don't the farmer take his grain home and hold it until the price goes up?" He cannot do that for those who gave him credit make the accounts mature on a date so the farmer must rush to the market in order to meet his obligations. It may be asked why don't the farmer make such arrangements with the retail dealers as will give him more time? The retail dealers are in the same condition as the farmers. The wholesale and manufacturing dealers set the maturing dates so the retailers have to make a rush for their creditors.

If the farmer controlled his own selling prices like the wholesaler and retailer he could shift the burden of tariff, excessive freight rates and other high prices. If you ask a merchant why he sells an article higher than he formerly did, he will answer promptly "because it cost me more." Thus he collects and shifts the burden of high charges. Now, Mr. Farmer, can you see yourself collecting the tariff (either one or one hundred per cent) or any other unusual charges when you sell your products? It is safe to say that the answer of

1,000,000 farmers would be "no." With the farmer it is a question of "give and take." That is when he buys he must give another man's price when purchasing implements, groceries, dry goods, etc., and "take" another man's price when he sells his wheat, flax and other products. If the manufacturers desire to increase their profits what do they do? and what does the farmer do? The manufacturer, if a president and congress that opposes the creation of profits by statute is in power will first agree to run a limited number of concerns and shut down all the factories possible. By so doing they throw out of employment a large number of laborers and which, also, stops the consumption of farm products. When the laborer approaches the superintendent or manager of any department and ask "when will you start up again?" The answer will be, "If Mr. Blank (who opposes high tariff), is elected (or re-elected as the case may be), the plant will be closed for good." The object of this reply is an indirect method of coercing the laborer's vote. The plant works in 99 out of 100 cases. The laborers become a regular campaigner for the factory's profit-by-statute. When the producer of wool, cotton, sugar beets or cane, or other products entering into use by the "shut downs" is offered for sale the same reply comes and thus the farmer's vote is coerced. Mr. Farmer goes home and tells his wife, "we always did have good times when so and so was in power, but since so and so got in we can't sell a thing." Of course he used the political synonyms that as a rule means high and high tariff. Not once did the laborer or farmer inquire into the facts to ascertain whether or not the "protected" paid the same per cent increase for wages and on prices of products that the statute enabled the manufacturer to earn, without one cent of expense or cost except their contribution to the campaign funds of the high tariff candidates.

Again I urge the reader to keep in mind these facts when you study the demonstration in next article, to show that the manufacturer would not favor any tariff if all classes could participate equally in the benefits of tariff.

What does the farmer do when prices are low, crops fail, etc.? Does he seek the aid of a tariff statute? No. Farmers do not control the selling prices of their products and hence could not add the tariff if such a law were enacted. Then, what do they do? They wear their old clothes and thus suffer from the cold winters, they put less on the table and thus starve their families, they cannot provide their children with necessary books and clothes to attend school and thus keep their children illiterate; they cannot summons the physician in time and thus suffer pain and many times death in the family; they cannot aid the church and thus degenerate their families' morals, not only this, but many are compelled to walk off and leave their farms to their creditors.

(Continued in next issue.)  
GEO. T. MURRAY,  
Berthold, N. D.

TARIFF ILLUSTRATION.

If the reader will make four circles say 3 inches in diameter, marking them, Manufacturing, Wholesaling Retailing, Consumer-farmer (or laborer), respectively. Place in the consumer-farmer circle any number of objects as six matches. Let each match represent the amount of tariff, 25 cts. or \$10, on an article, as a knife, or suit of clothes. Now let the consumer-farmer pay the tariff on one article by placing the match into the retailing circle. Let Mr. Retailer pay the tariff by placing the match into the wholesaling circle. Let Mr. Wholesaler pay the tariff by placing the match into the manufacturing circle. There is no record of anyone paying a tariff willfully when he had no way of shifting that burden onto some other fellow. Mr. Farmer, if you will continue this illustration on the things you purchase during one season you will agree with the writer that the tariff is the sluice box or channel thru which rushes at a cyclonic speed the finances of the country from the remotest calling directly into the pockets of the trusts—the "protected" richer, the plebian poorer.

(Continued in next issue.)  
GEO. T. MURRAY,  
Berthold, N. D.

Money to Loan  
On Farms and on City Homes  
We pay 5% on Savings Accounts  
G. S. YOUMANS, Pres.  
Savings Deposit Bank

FARM LOANS

If you want a loan on your land and cannot call and see us—write us a letter stating where your land is located; what improvements and how much of a loan you want.

We will then let you know by return mail what our best terms are.

**E. J. LANDER & GO.**

Grand Forks      Rugby      Minot      Williston  
H. C. LANDER, Manager Minot Office

A BASEBALL BRAINSTORM

TRANSCRIBED BY APPY FROM THE VERACIOUS VERSION OF JOE TINKER.



Ever take notice, this time o' the Spring,  
Pitchers uncover some new-fangled thing,  
Some weird cadooey to put on th' ball,  
Warranted certain to bozzle 'em all!  
Zephyrs an' fade-aways, spirals an' such,  
Most of 'em never amountin' to much,  
But I can remember back there in th' past  
One fink that hed 'em all lashed to th' mast.



That fink was th' Fourth o' July,  
Biffer determines to do or to die.  
Seventeen innings, I give you my word  
Not a man gettin' as fur as to third;  
Dilly, of course, stood nothin' to none,  
When Biffer decides it is time for a run.  
Crowd in th' grandstand could see by his face  
Biffer meant biz when he stepped to his place.  
Jake turned her loose like a meteor's flash—  
Jumpin' G. Whilliker jinks, what a crash!  
Biff drops th' wattle an' starts round th' square,  
Infield an' outfield looks up in the air,  
Gaze to th' left an' they gaze to th' right,  
But th' tar-nation pellet is nowhere in sight.  
Biffer trets home while they're gawpin' around,  
Then picks th' saplin' up off'n th' ground—  
An' maybe th' multitude wasn't floored flat—  
There was th' baseball stuck fast to th' bat!  
Whole proposition hed worked out, you see,  
Strictly accordin' to Biffer's idee:  
Knowned how that medicine drawed on a horse,  
Same way with horsehide. Quite simple, of course.

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