

More Strong Examples of Tariff Discrimination

BY BYRON W. HOLT,
(Chairman of the Tariff Reform Com-
mittee of the Reform Club.)

Can any business man see the advantage of "protection" which excludes foreign competitors and enables the domestic manufacturer to charge the American consumer nearly twice the price he charges the foreign consumer for the same type of goods, especially since the domestic price is from three to four times the cost of manufacturing?

The typewriter manufacturers have explicitly denied discriminating in this way against the home consumer. Testifying before the senate finance committee, Feb. 1, 1912, as representatives of the Underwood, Remington, Monarch, Smith-Premier, Sun, Elliott-Fisher, Standard, Yost and L. C. Smith Typewriter companies, Charles Straus of New York city said:

"I wish to make as plain and as absolute as possible that the typewriter industry of America does not dispose of its products in Europe below the figures it receives for the same in this country. There is not a single company that sells abroad for less money than here. Nor have I been able to find a single company that does not sell its product for more money abroad than it gets here.

But the tariff reform committee "export agent," who succeeded in obtaining the confidential discount rates on hundreds of American manufactures, has proved that this discrimination is still practiced. He chose for his imaginary trade in the unprotected market of Newfoundland the L. C. Smith machine. On a model which sells in the United States in wholesale quantities for \$90, and retails for \$100, he was quoted the export price of \$55. He could get one machine or a hundred at this price, while the American Business Man, who helps maintain a tariff of 30 per cent on typewriters, has to pay 64 per cent more for the identical article.

Under this "protection" we imported in 1911 only \$599 worth of typewriting machines, while we exported \$9,778,498 worth, or nearly one-fourth of our entire production.

Physicians, by the common consent of ordinary thieves, are exempt from their depredations, but the protectionists are no respecters of persons or professions. Headers of the sick are simply so many more "patriotic" American citizens to be mulcted for the enrichment of protected interests' coffers.

For most office and operating room furniture the physician must pay a bonus of at least one-fourth more than the price for which the American manufacturer sells the same article abroad. Of course, the higher prices the doctors pay for all their office furniture must be added somewhere to the charges they make for their services.

For an Allison physician's table No. 36 the American doctor must pay \$18.50 more than the same table costs a doctor abroad. On all of the Allison line of physicians' office equipment, manufactured in Indianapolis, the same discrimination is maintained against the American doctor, who is compelled to pay on account of "protection" one-quarter more than his fellow doctor in Europe, Asia, South America and Africa.

The same discrimination is practiced against the American business man in the furnishing of his office. The real estate agent, the insurance agent, the broker, the lawyer, the editor, the architect—every man who has to maintain an office feels the burden of protection's toll from the minute he gets inside his office door. When he sits down to read his morning's mail in a revolving desk chair would he feel "protected" if he stopped to contemplate the fact that for export to England or the continent, this same chair is sold nearly a third cheaper than the price he has paid, and that his rolltop desk, costing him \$55, was sold for \$45.50, or \$10.50 less, to go abroad? The duty on these two necessary pieces of office furniture, desk and chair, is 45 per cent.

For safe and other metal office furniture the "export agent" went to the Melink Manufacturing company of Toledo. Its export discounts must be met by other manufacturers, so its prices can be taken as representative. The business man's safe, steel filing boxes, the card index and desk telephone brackets made by the Melink company are sold to the "protected" business man in America for one-fifth to a third more than the export price. A \$75 office safe goes abroad for \$18 less than to the American consumer. At 6 per cent that means \$1.19 a year for safe "protection." The \$6.30 steel filing boxes cost the American \$1.65 more than if he were buying for export; the \$5.18 card index costs 86 cents more and the desk telephone bracket one-third more than it costs for export to the business man in London, Berlin, Paris or Vienna.

The protected lead pencil manufacturer "soaks" the "protected" American consumer with prices 60 per cent higher than he is willing to sell his goods for in the world's markets. In 1911 we imported only \$498,103 worth of lead pencils, on which we paid a duty of 45 cents per gross, plus 25 per cent ad valorem. This compound rate figured up to an average duty of 79.14 per cent. That is, we paid \$159,747 duty on \$498,103 worth of imported pencils.

Meantime what was the American manufacturer doing, safe from competition behind the prohibitive tariff wall? He was charging the American consumer just as much as imported pencils of the same grade would cost with the duty added. In addition to this, he was exporting just about as many pencils as we were importing, and was quoting prices for export three-fifths of the price he charged at home.

Our "export agent" took the great pencil house of Dixon to prove this and secured Dixon's export discount sheets. Three samples will suffice. Dixon's round No. 143 is \$3.60 per gross to the American purchaser and \$3.25 for export. Dixon's hexagon No. 124 is \$5 a gross at home and \$3.24 abroad. Dixon's stenographer's pencil is \$3.60 a gross if you are buying for the American, but \$3.25 cheaper, or \$2.25 a gross if for use abroad. Dixon's rubber erasers, bevel end, are \$1.20 a box for home use, but we could buy as few or as many as we desired to send to Newfoundland, or anywhere else outside of the "protected" United States, for 80 cents a box. Although the home price is 50 per cent higher, the duty is only 35 per cent.

When the American barber understands what "protection" costs him will he keep quiet? The Archer Manufacturing company of Rochester, N. Y., was taken by the tariff reform committee's "export agent" as representative of the manufacturing industry as it affects every barber and its prices for export to the Newfoundland market were obtained. We found the Archer company—and others would be just the same—glad to knock off one-fifth of its home market price for the benefit of the barber in Newfoundland, or, for that matter, for any barber outside of the United States. Archer's No. 63 chair with lowering movement, such as is found in any good barber shop is quoted to Americans at \$55, but to foreigners for \$9.45 less. The manufacturer knows he can exact this excessive price, because the American barber is prohibited from importing a similar chair unless he pays 45 per cent duty.

The barber might ask the American manufacturer, or some republican congressman, or senator, why he must pay \$2.16 more than the export price for Archer's oak manikure table No. 1, and Archer barber's oak mirror case No. 458, in three sections. To the foreigner the Archer company is willing to sell this outfit for \$199.50, but the home price is \$240.

While the barber is talking about it he might ask the giant Colgate corporation of Jersey City why he has to pay just double the export price for Florida water, 34 per cent more for violet water, 39 per cent more for talcum powder, and 20 per cent more for bay rum, "Quinol" hair tonic and shampoo mixture. On such things the Payne-Aldrich tariff law lays a duty of about 60 per cent.

Where does the barber get on, or off, on this "protection" deal? Suppose he bought three of these chairs, the oak mirror set and manikure table for his little shop. This is how his account would stand as compared with what he would pay for the same furniture if his shop was, for example,

Pre-Removal DISCOUNT SALE

FOR TEN DAYS WE WILL GIVE

A Discount of 20% on all Merchandise in Our Store

This is a chance to fill in on your Silverware and Cut Glass.

You know the quality of our Jewelry and Watches.

EVERYTHING MARKED DOWN 20%

J. RAMSER JEWELER

OPPOSITE HARPER HOUSE

in Niagara Falls, Canada, instead of Niagara Falls, N. Y.:

	American Export Differ-	Price.	Price.
Three chairs	\$168.00	\$139.65	\$28.35
Mirrors	240.00	199.50	40.50
Manicure tables	12.80	10.64	2.16

Totals \$429.80 \$349.79 \$79.01

And even the bootblack is not too humble for "protection" to rob. For an iron bootblack chair and stand made by the same Archer Manufacturing company, which sell for export for \$11.97, the bootblack in America is charged \$14.40, or an excess of \$2.43—that is, 20 per cent more.

Watchmakers and jewelers are not forgotten when it comes to this kind of discrimination. The Prentiss Vise company is up in Watertown, N. Y., not far from the Canadian line. The price for watchmakers' vise No. 30 is \$2.63 if it's to go across the border, but one-fifth more, or \$3.15, if it is to be used by an American. The duty is 45 per cent.

A protectionist government which permits manufacturers to export hundreds of millions of dollars of unearned profits from its citizens will not, if it knows it, carry a tenth of an ounce overweight in its mails, but it does permit the Howe scale company of Rutland, Vt., to charge \$3 for its 16-ounce post office scales to every American who wants to be fair with the government and weigh his mail, while it sells the same scales for export for \$2.57.

The grocer too is helped to appreciate the necessity of a fair weight, if not a just way, of government by being compelled to pay nearly a fifth more than the export price for Tow's counter grocer scale No. 343—American price, \$5.30; export price, \$5.39.

If there is a printer in the land who is not working overtime to earn a living under the aegis of "protection" let him be pointed out, and let him say if even he is satisfied to pay 11 per cent more for his mechanical equipment than the protected manufacturer will sell it for abroad. The Kelsey Press company of Meriden, Conn., is doing only what other American manufacturers have made the general practice behind the tariff wall. The Kelsey company charges the American printer the following excess over the prices at which it offered these articles to our "export agent":

Excelsior hand cylinder press	\$50
Union rotary press	16
King job press	14
Victor hand press	3
Type cabinet stands	2

Total excess to protected American printers on these five articles \$85

DO EXPORT PRICES PAY? We exported last year about \$1,000,000 worth of manufactured products wholly or partially ready for consumption.

Some manufacturers claim that they sell abroad cheaper "to get rid of

SENATOR PERKINS TO LEAVE PUBLIC LIFE



George C. Perkins.

Senator George C. Perkins of California has announced his intention to leave public life March 4, 1915, when his present term expires. He gives failing health as the cause of his retirement. Senator Perkins has been in active public life more than 40 years. In 1869 he was elected to the state senate, serving eight years; later he served four years as governor of California. He has served in the United States senate since 1893.

He has been known for his "surplus" and "to keep labor employed."

But, sometimes manufacturers frankly tell the truth about this business of selling abroad cheaper than at home. At a hearing before the senate finance committee on Feb. 7, 1912, Senator Williams asked J. D. Frederick, representing the Kokomo Steel and Wire company of Kokomo, Ind.,

"As a matter of fact the object of exporting is to make money, is it not?"

Mr. Frederick replied: "The object of exporting is to make money, of course."

Every business and professional man knows that exporting is for money-making, not for pure philanthropy, and every one of them knows that money is made on the basis of export prices or exporting wouldn't be kept up.

Why, then, is the American consumer not entitled to "export prices" at home?

River Ripples

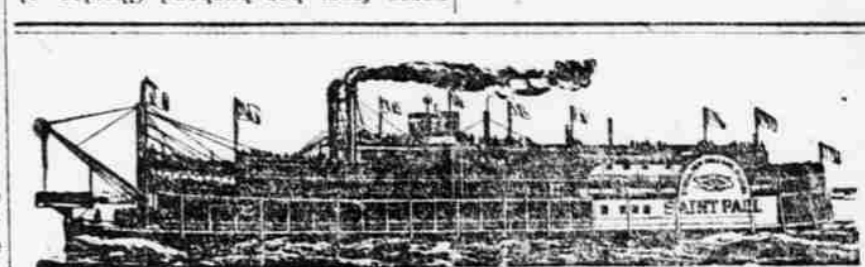
That grouchy dispelling crew, commonly known as the Jollies, are living up to their name thus far in their plans for the last big excursion of the season on the palatial steamer G. W. Hill and from the dope that they are noising abroad regarding their

cruise over the placid waters of the Mississippi tonight, the excursionists will have, beside their nice cool ride, all sorts of diversions to entertain them while they are "sailing along." First of all, plans are afoot for a real public wedding with Master Louis Roddewig as the pilot of the engaging couple. A handsome prize is to go to the couple as a well-wisher from the Jollies. Then there will be a male quartet and some real dancing. The "Hill" floor has become one of the most popular on the upper Mississippi because of the levelness and size and so any one who takes this, the last trip of the season, will surely be amply requited by the pleasure accruing therefrom.

Two Seek Divorce.

Conrad Josephson of Moline today filed suit for divorce from his wife, Myrtle, the charge being desertion.

Andrew Olson is the attorney. Emily N. Erickson also of Moline seeks divorce today with the circuit clerk.



LAST SAILINGS TO ST. LOUIS AND ST. PAUL

The season of 1912 will close with the following sailings:
Steamer "Quincy," leaving Rock Island for St. Paul, Aug. 30, 2 p. m., and Sept. 4 for St. Louis, at 12:30 p. m.
Steamer "St. Paul," leaving Rock Island for St. Paul, Sept. 4, 2 p. m., and Sept. 9 for St. Louis, at 12:30 p. m.

SPECIAL RATES IN SEPTEMBER.
To St. Paul, transportation only, \$6.00; round trip, \$10.50.
To St. Louis, transportation only, \$7.75; round trip, \$14.50.

MAKE YOUR SEPTEMBER RESERVATIONS NOW.
STRECKFUS STEAMBOAT LINE, St. Louis, St. Paul, or C. J. Mangan, Agent, Rock Island, Ill. Telephone West 326.

YOU'LL have to step lively to get in on this DOLLAR SALE

The quality of the merchandise and the prices mean quick clearance—it's an unusual opportunity to buy the best furnishings at a saving. Tomorrow's the last day—get busy.

\$1 SUPERIOR UNION SUITS **\$1**

one of the best known, best made garments, sold regularly at \$1.50, with short sleeves, ankle or three-quarter length—for Friday and Saturday only **\$1.00**

Fifteen dozen shirts, sold at \$1.50; the balance of our sale stock—plenty of clean, neat patterns to choose from, sizes 14 to 18½ for Friday, and Saturday **\$1.00**

Boys' \$1.50 knicker trousers, sizes 7 to 17 years, Friday and Saturday **\$1.00**

Children's wash suits, sold at \$1.50 and \$1.95, ages 2½ to 8, for quick clearance, Friday and Saturday **\$1.00**

Children's Eton Caps, sizes 6 to 6½, formerly sold at 50c, Friday and Saturday **10c**

Men's Porosknit Underwear, all sizes, Friday and Saturday **29c**

Boys' plain pants, \$1 and \$1.50 values, for **50c**

Vests left from suits that sold up to \$35, worsteds, cashmeres, serges, Friday and Saturday only **50c**

One lot Brighton Garters, 25c value.. **10c**



25c Wash Four in Hands, 10c, 3 for **25c**

Simon & Landauer

Davenport, Iowa

Davenport Buyer Buys a Fine Kimball Player

Removal Piano Sale Is Making
History for the Bowlby
Piano House.

Prices Reduced—Terms Cash
or Easy Monthly Payments.

There were just five more pianos sold—five more homes made happy—and history made yesterday at the Sam W. Bowlby Piano House, 1611 Second Avenue, Rock Island, in that fact that never before in the 35 years of piano selling have so many pianos been sold within a given time.

Mrs. Jennie Lowden, 2035 Dixwell street, Davenport,

closed a deal for the highest priced instrument in yesterday's sale—a beautiful colonial design Kimball Player Piano in the finest quality of San Domingo mahogany.

It Means Cash Money saved if you will take advantage of the opportunity to save on your piano purchase now.

Exposition Pianos are on sale at prices lower than ever before quoted. Beautiful high grade pianos that are famous for tone quality all over the world are here for you to choose from.

One Good Used Piano \$120, \$5 Cash, \$5 per Month.

Here is your opportunity to secure a bargain in a thoroughly good used piano in perfect condition and one that is modern and up-to-date.

Do You Want a Square Piano? We have one here in good playable condition at \$9.75 cash with stool.

Whitney Organ in Walnut, \$17. To go for a song. It is a very large size full octave—walnut case which originally cost when new \$180. In good condition at \$17. Others at \$7.40, \$11.50, \$14.75, etc. Hit the trail for Bowlby's, it will pay you to buy your piano now.

S. W. Bowlby PIANO HOUSE,

1611 Second Ave. Established 1877.



Mrs. ZIEBART AND BARE.

A WOMAN'S WISDOM.

The worried mother wakes up to hear her baby's heavy breathing—a little cough—perhaps the crowd or whooping cough. She does not want to send for the doctor when perhaps the trouble does not amount to much. Finally she thinks of that medical book her father gave her, The Common Sense Medical Adviser, by R. V. Pierce, M. D. She says "just the thing to find out what is the matter with the little dear." Two million households in this country own one—and it's to be had for only \$10. In stamps—1,000 pages in splendid cloth binding. A good family adviser in any emergency. It is for either sex. This is what many women write Dr. Pierce—in respect to his "Favorite Prescription," a remedy which has made thousands of melancholy and miserable women cheerful and happy, by curing the painful womanly diseases which undermine a woman's health and strength.

"My desire is to write a few lines to let you know what your valuable medicine has done for me," writes Mrs. MARGARET ZIEBART, of 223 S. Benton Street, Baltimore, Md. "Before the doctor came to our house I was a very sick woman. I wrote you for advice which was kindly given and which made me a different woman in a short time. After taking the first bottle of 'Favorite Prescription' I began improving so that I hardly knew I was in such a condition. I did my own housework—washing and ironing, cooking, sewing, and the worst of all nursed three children who had whooping cough. I hardly knew of the advent ten minutes before my baby was it. The baby is as fat as a butter-knife. Dr. Pierce's Favorite Prescription is the best medicine for any woman to take when in this condition. I recommend it to all my friends."