

A SOAP BUBBLE BURST.

TRICK OF A PROTECTIONIST PAPER EXPOSED.

The Chicago High Tariff Organ Tries to Prove the Tariff Is Not a Tax—Pears' Soap Sold as an Advertisement—A Liberal Offer Not Accepted—A Tariff Editor in a Hole.

The protectionist organs are hard pressed to prove that the tariff is not a tax. One would suppose that the fall of two cents a pound on sugar the very day when the duty was removed would silence them forever. But the old song still goes on, "The tariff is not a tax."

These organs even try to get what they call proofs that the consumer does not pay the tariff tax. The proofs they print are extremely ridiculous, and they are often tripped up on the spot. The Chicago *Inter Ocean* has recently suffered this fate.

Everybody knows that large retail dry-goods stores often sell some article far below cost in order to advertise their business and attract custom. The tariff editor of the *Inter Ocean* not long ago found some merchant doing this with Pears' soap, and instantly he uncorked his ink-bottle and wrote a paragraph to show how the foreigner pays the tax. This paragraph made a choice pin-hole bait with which to delude the ignorant, and it was extensively copied into the protection organs of the country.

In the meantime this morsel came to the notice of Messrs. Gaunt & Janvier, of New York, who handle every pound of Pears' soap imported into the United States. At once they sent the following letter to the *Inter Ocean*:

Chicago *Inter Ocean*, Chicago, Ill.:
Dear Sirs—Our attention has been called to a cutting from your editorial of March 31, in which you say that "Pears' soap, English made, and sold in England at 12 cents per cake, pays 20 per cent. duty for admission to the American market, and is sold there regularly at 10 cents, and occasionally at 5 cents. Hence, the tariff duty has not added to the price."

So intelligent a paper as yours will surely want to be put right on several misstatements made in the above. This soap is not sold in England at 12 cents a cake, but generally from 7 to 8 cents. The soap does not pay 20 per cent. duty for admission, but 15 cents per pound specific. It is not sold regularly in the American market at 10 cents.

You evidently have assumed that the marked retail price, 6d., is the price at which the unscented soap is sold in London. It is cut there as well as here to near cost price. We sell to jobbers here at precisely the English price plus duty and shipping charges. See price list inclosed.

We have yet to find importers who do not add to their imported goods the actual duty which they pay to the English and States government, and which, of course, the people have to pay back to the importer.

The net price of the unscented soap in London is about 7s cents United States money; one dozen soap weighs 24 pounds, and upon this the United States government assesses 15 cents per pound, or 33 1/2 cents. This is added to the cost of the soap, and in addition there is also added the cost of the United States consul fees in London, and the cost of clearance from the custom house in landing here. These, together with the freight, make \$1.16, at which price we sell to jobbers.

We have sold Pears' soap to be sold in One and 1/2 cents per cake, or 48 cents per dozen, for which the purchaser paid us in New York \$1.16 per dozen, he himself paying the freight to Chicago; he therefore sold the goods at much less than half the cost to him, and he seemed to think this was good advertising.

It seems to us that you have taken an unfortunate example to illustrate your argument. The tariff is unquestionably a tax, and is just as surely added to the cost of the goods as the freight is added to the beef in New York when it comes from Chicago or from Chicago, the oranges which are brought from California.

You must know that the selling price of an article at a certain point is based, first upon the selling price at the place of production or manufacture, plus transportation and other charges.

People, of course, may sell a certain article for less than cost, but that the great bulk of business is not done in this way goes without saying. We are, gentlemen, respectfully yours.

GAUNT & JANVIER.

The *Inter Ocean*'s tariff man replied to this letter as follows:

Messrs. Gaunt & Janvier, 355-367 Canal street, New York;

GENTLEMEN—Your favor of date 6th of April has been referred to me. The firm mentioned by the *Inter Ocean* as selling Pears' soap at 5 cents a cake assures me that it did not sell at a loss; that it does not buy from Pears' New York agency; that it purchases surplus lots of all sorts of goods. Pears' soap is included, at nominal rates. Tariff very seldom, indeed, is added to cost. The Welsh tin-plate makers who have given assurance of their willingness to supply American importers with plates at old rates under an increased duty, will enlighten you on this point. Respectfully, JOHN W. TINDALL.

Tariff Editor.

Mr. Gaunt replied to the above in the following "put-up-or-shut-up" style:

Mr. John W. Tindall, Tariff Editor *Chicago Inter Ocean*, Chicago, Ill.

Dear Sirs—A receipt of your letter addressed to Gaunt & Janvier. In our private letter I called your attention to the fact that the three statements which you made in regard to Pears' soap were not true, and that the inferences you drew are false. In your letter of April 10 you evade the issue, but I assume that you have been imposed upon.

You say that the firm sells Pears' soap at 5 cents per cake, and that it did not sell at a loss.

Now I will buy twenty-five thousand dollars' (\$25,000) worth of 5 cents per cake; this will then afford the firm \$5,000 per month.

Further, when this purchase is made, I will give such an order for advertising to the *Inter Ocean* as shall make it worth while to have started the discussion.

If the source of information upon which you make your assertion that the "Tariff very seldom, very seldom, indeed, is added to the cost," be as inaccurate as the source of information about Pears' soap, it is without the pale of discussion, and it is hardly worth while to go to Wales until we have settled the present. Respectfully,

JAMES GAUNT.

Of the firm of Gaunt & Janvier.

No answer has been made to Mr. Gaunt's liberal offer; and it can safely be assumed that the *Inter Ocean* man "feels like a fool." Meantime the country press of the protectionist persuasion go on repeating his fib as a part of protection's gospel. A lie travels with "seven-
to-
eight legs."

President vs. Tariff-Maker.

When President Harrison was in the Pacific States he made allusion in nearly all his speeches to the Nicaragua canal. He thought it would prove of great advantage to those States by facilitating trade with States lying on the Atlantic.

The protective theory is sound, ought not the President, on the other hand, to have offered his sympathies to the people on the Pacific? The completion of the canal will "flood" California and neighboring States with cheap Eastern

goods. Wages are very much lower in the manufacturing States of the East than in the far West. So great is the difference, in fact, that the Pacific people might well call our goods "pauper-made."

Now there is nothing which so paralyzes the protectionist soul as the fear of the "cheap pauper-made goods of Europe." Nothing, to his mind, threatens such dire ruin to this country, and his patriotism demands a high McKinley wall to shut out these goods, or, at any rate, to make them dear.

The building of the Nicaragua canal will make all kinds of Eastern manufacturers vastly cheaper on the Pacific slope. Yet, strange to say, the President waxed eloquent over the canal, and the Pacific audience applauded warmly. If protection is true, how can the people of the far West bear to think of cloth, iron manufactures, steel rails, window glass, etc., coming in at the Golden Gate at prices far lower than they have ever known? Will it not "ruin" California? Will it not make the people there "cheap men?"

As if all this were not enough, the President even spoke eloquently about extending our foreign trade. Here is one of his sentences: "I believe we have come to a time when we should choose whether we will continue to be non-participants in the commerce of the world, or will now vigorously, with the push

the duty imposed upon coffee at the beginning of next year if no agreement is made in the meantime.

According to the terms of McKinley reciprocity, it is made the duty of the President next January to put a duty of three cents a pound on coffee coming from countries which by that time have not given us a reciprocity arrangement satisfactory to him.

This is the "reciprocity principle. We will ourselves to punish the people who will not buy from us."

Tin-Plate Lying.

McKinley's high duty on tin-plate goes into effect July 1, and the importers have been bringing in enormous quantities of plate in order to save the extra duty.

How imports have grown may be seen from the following table:

IN THE LAST TWO YEARS.

1889. 1891.

Tin plates, terne plates, and taggers' tin imported in the calendar year, pounds..... 742,135,688 737,735,029

Average quantity per month..... 61,844,640 61,477,919

FIRST THREE MONTHS OF 1890 AND 1891.

1890. 1891.

Imports in January..... 54,52,770 50,729,364

Imports in February..... 54,05,231 50,784,468

Imports in March..... 48,608,439 101,174,577

Three months..... 157,474,314 218,721,037

The figures for April, May and June will be still more remarkable. The in-



Harrison's Unsuspecting Happiness.—Chicago Times.

and energy which our people have shown in other lines of enterprise, claim our share of the world's commerce."

Now, this is diametrically opposed to McKinleyism. In his speech a year ago on his tariff bill, McKinley said:

"If our trade and commerce are increasing and profitable within our own borders, what advantage can come from passing by confessedly the best market, that we may reach the poorest by distant seas? In the foreign market the profit is divided between our own citizen and the foreigner, while with the trade and commerce among ourselves the profit is kept in our own family and increases our national wealth, and promotes the welfare of the individual citizen."

Let protectionists decide which is right, President or tariff maker.

Serves Mexico's Interests.

Is not this too bad? A dispatch from the City of Mexico announces that since we have abolished the duty on sugar Mexico has begun to export sugar to this country. "During the present year," the dispatch goes on, "there will be a large increase in area devoted to agriculture, and especially by sugar planters, who are everywhere prosperous. The trade of the country is increasing daily."

Whenever anybody in this country talks about reducing duties, the McKitleyites instantly pop up on all sides and shout that he "serves foreign interests," that he is working against the interests of his native land, and charges are made that he has in his pockets Cobden Club gold. These McKitleyites hunt up all the news they can find and print it in their papers showing how McKinley's high duties on foreign-made goods have closed up factories in Europe and thrown thousands of workmen out of employment. Thereupon they smile very broadly, rub their hands in glee, and exclaim, "Europe's loss is our gain."

But where we remove a duty, as we have just done with the sugar tax, and the removal of it brings renewed prosperity to other nations, must it not inevitably follow, upon the protectionists' argument, that we have done a very bad day's work for our own country? If "Europe's loss is our gain," it must be true that Mexico's gain is our loss. But are our people suffering a loss? On the contrary, they are buying their sugar two cents per pound cheaper than before the removal of the duty. Who concerns himself that Mexico is helped? Let Mexico enjoy to the full every advantage that our vast free-sugar market gives it, n. man except a protectionist, not even the veriest ignoramus in the world, could suppose that we have given Mexico that advantage at our own expense.

Trade, like charity, blesses that gives and him that takes. Trade must be beneficial to both buyer and seller, or trade ceases—a principle constantly and persistently ignored by the whole school of McKitleyites. Therefore we can say to the Mexicans, "Dump your pauper-made sugar upon our markets as rapidly and in as great quantities as possible; the more the better. The cheaper sugar is the better for our people, and we don't begrudge your 'paupers' the pennies which they earn in producing it."

The Price of Beef.

The wholesale price of beef in Chicago has advanced about 33 1/3 per cent. within the last month. The cause of the advance is said to be the scarcity not only of good cattle but a general scarcity of all grades and the advance in price of corn.

So far as known, not even the blindest protectionist journal has been so idiotic as to claim that this rise is due to McKinley's doubling the duty. He changed the duty from one cent per pound to two cents. The Treasury reports do not mention any beef among the imports into this country. But they show that last year we exported more than \$35,000,000 worth of live cattle and beef.

McKinley's beef duty was only made to foal the farmers.

increase from forty-eight million pounds in March, 1890, to 101 million in March, 1891, shows how tin plate with a tax of 1 cent per pound is preferred in the market above plate taxed 2-20 cents.

If the foreigner pays this tax, is there any reason why our tin plate dealers should be in such a hurry to fill their warehouses?

This inrush of tin plate from England shows clearly where the large stocks now in our markets come from. Yet the lying New York *Tribune* has the brazenness to make the following remarks in commenting upon the reports that the Welch tin plate mills are to shut down on July 1 for one month:

"Why, the McKinley bill was going to raise the price of tin plate! Don't you remember the free trade tears that were shed over the little tin pall of the laborer?" And now to learn that the American market in six months' time has been so far filled by American tin plate to compel the Welch trust to shut down to prevent a glut of the market. This is sad for the free trader.

The only evidence that American tin plate is filling the market is found in the shape of tin plate bills of fare at protectionist banquets, and sheets of tin hung in the windows of protectionist newspapers. In no American city has an American made tin plate been offered for sale in "commercial quantities."

Selling Farm Implement.

The New York *Press* rejoices thus in the increased exports of our agricultural implements:

"United States Treasury reports do not lie. The one just issued dealing with our exports and imports shows that whereas in March, 1890, we sold American agricultural implements to other nations to the value of \$387,253. In March, 1891, we sold these implements abroad to the value of \$621,721. This does not look as though the McKinley tariff was checking our exports."

—Melvin Bennett, the Jeffersonville boy who was shot a year ago, and who still carries the bullet beneath the skull, prefers constant suffering to taking the risk of having the skull reamed out and the ball removed.

—John Mock, wife and daughter ex-communicated from Muncie Baptist Church because Mrs. Mock claims to have recently discovered that she possesses strong powers as a spiritual medium. Pioneer members of the church and representative citizens.

—A strange case is reported from Michigan City, where Henry Boyle, a life-term convict, has recovered his reason after being a raving maniac for many years. Boyle was received from Fort Wayne for a most atrocious murder. After being confined several months he became deranged. For two years it was found impossible to keep an article of clothing on him. He has now seemingly recovered, and protests his innocence of the crime for which he was convicted.

—At Medora, Vance Hunsucker, a boy of 7 years, was shot and killed, the whole left side of his face and neck being torn off. The Coroner's verdict in the case showed that he came to his death accidentally, at the hands of parties unknown. At the time of the shooting the boy was in a room of his father's house with two little boys of about his own age, and they are so badly frightened they can give no account of the affair. The child's parents are almost wild with grief.

—A bitter fight is going on over the naming of a postoffice recently located at the station east of Elizabethtown.

—Amos Hudson, who cut his throat at Wingate, was insane and imagined a mob was after him. May recover.

—Joseph Micner and Perry Wagner, of Wakarusa, met in Nappanee and swapped horses. On the way home Micner's horse reared up and kicked over the dash-board, planting its hoofs in Micner's abdomen. The latter died that night.

—Miss FORTUNES come to some men when they get married, and they don't mind it a bit.

—The Reciprocity Principle.

Our imports of coffee from Venezuela during the fiscal year 1890 reached a value of \$9,662,207, making her the most formidable competitor of Brazil, from whom we purchased \$45,664,127 worth.

Negotiations are now going on to form a reciprocity arrangement with the United States, and it is said there is among the Venezuelans a wholesome fear of having

READ ABOUT INDIANA

IN THIS COLUMN FULL OF FRESH NEWS.

Regained His Reason—Boy Accidentally Shot—Kicked by a Horse—Horrible Death of a Five-Year-Old Boy.

—Indiana has 535 acres devoted to horticulture.

—Wm. Rowe, Dublin, killed by the cars at Jeffersonville.

—Burglars got \$200 in Littell Bro.'s store, at Greensburg.

—August Markus suicided with rough rats, near Oak Hill.

—A mad dog was killed at Greensburg, after biting two children.

—Saloon licenses have been raised from \$50 to \$100 at Mitchell.

—Louis H. Frey has been missing from Evansville since March.

—Rolling Prairie has \$4,400 toward a creamy and cheese factory.

—Mrs. Eliza Haggard found dead in bed at her house near Morgantown.