

## 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-hook 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*:

DEAR SIR:—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 6 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. The 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, 10 cents, 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 the United 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 78 cents United States money; one dozen soap weighs 3 1/4 pounds, and upon this the United States government assesses 15 cents per pound, or 33 1/4 cents. This is added to the cost of the soap, and in addition there is also added the cost of the United States consular 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 known Pears' soap to be sold in Chicago at 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 cost of the soap when brought from Chicago, or grain from Chicago, or 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, 365-377 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 included, at nominal rates. Tariff very seldom, very seldom, indeed, is added to cost. The Welsh tin-plate makers, who have given assurance of their willingness to supply American dealers with plates at old rates under an increased duty, will enlighten you on this point. Respectfully, JOHN W. TINDALL.

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 SIR:—I am in 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 at 6 cents per cake; this will then afford the firm \$5,000 profit.

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 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's* 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-league boots."

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 manufactures vastly cheaper on the Pacific slope. Yet, strange to say, the President waxed eloquent over the canal, and the Pacific audiences 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's 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 tax 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.	1890.	1891.
Tin plates,terne plates, and lagers' 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.			
Imports in January.....	54,822,770	50,785,064	
Imports in February.....	54,055,237	66,784,466	
Imports in March.....	48,005,438	101,174,577	
Three months.....	157,874,534	218,743,087	

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



crease 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 2-10 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 be 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 plate of the laborer?" And now to learn that the American market in six months' time has been so far filled by American tin plate as 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 American made tin plate been offered for sale in "commercial quantities."

**Selling Farm Implements.** 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 \$387,255. 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."

No; but it looks as though our manufacturers of farm implements, with a protection of 45 per cent, were succeeding pretty well in enlarging their foreign market by their method of making special discounts in that market below home prices. Why then do they need protection at home?

**The Price of Beef.** The wholesale price of beef in Chicago has advanced about 33 1/2 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 protection 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 in 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 fool the farmers.

A SMALL box filled with lime and placed on a shelf in the pantry or closet will absorb damp and keep the air dry and sweet.

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

Our imports of coffee from Venezuela during the fiscal year 1890 reached a value of \$9,602,207, 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—Killed by a Horse—Horrible Death of a Five-Year-Old Boy.

—Indiana has 535 acres devoted to floriculture.

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

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

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

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

—Saloon licenses have been raised from \$50 to \$150 at Mitchell.

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

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

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

—James Coroden, of Ellettsville, was wrestling and got one of his legs fractured.

—Michael Feiber fell dead while pumping water at his home near Greensburg.

—Crawfordsville's going to have a band tournament July 4 and will give \$225 in prizes.

—Dogs to the number of 1,555, including pugs, are wearing license tags in Evansville.

—J. D. Everly, of Spencer, is in a dangerous condition from being kicked by a vicious mare.

—Recent election at Crawfordsville cost \$750, and they only had three councilmen to elect.

—A barn on the DeForest farm near Butler, struck by lightning, and four fine horses cremated.

—Mrs. Permelia Baldwin severely injured by falling down a stairway at her home near Seymour.

—William Fountain, a farmer near Bedford, hanged himself in a barn. He was suffering from measles.

—James McHenry was struck by a freight near Romona and instantly killed. He leaves a family of seven.

—Thomas F. Patton, of Brown Valley, Montgomery County, claims to be the possessor of a five-legged calf.

—Ex-United States Treasurer Huston has discovered a ledge of fine blue marble on his farm near Connorsville.

—Mrs. Rev. Malson, New Goshen, had a needle extracted from her side recently which she swallowed forty years ago.

—"Lemon teas" are all the rage in Jeffersonville, having supplanted Japan, Young Hyson, Gunpowder, and "pink" teas.

—Jay Eaton, a prisoner in the county jail at Portland for burglary, while assisting the sheriff outside the jail, made his escape.

—Joseph Noonan, a laborer employed in Jaap's stone yard at Fort Wayne, was crushed to death by a falling stone. He leaves a wife.

—Mrs. Rose Early got judgment at Seymour, against the O. & M. Railroad Company for \$5,000—husband killed by the cars in 1887.

—Christopher Bader, a Jeffersonville boy with too many thumbs on one hand, underwent a surgical operation and parted with one.

—Forty Scottish Rite Masons were initiated at Fort Wayne, to the mystic shrine. Two hundred Indianapolis Masons attended the exercises.

—A series of lawsuits between a son and his father, which has been in the Montgomery County Court for ten years, has at last ended. The son froze to death last winter and his body lies in a pauper's grave.

—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 excommunicated 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 Medoria, 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.

—Frank and Harris Burns sawed their way out of Jeffersonville Penitentiary.

—An accident occurred four miles northeast of Greenwood, in which the 5-year-old son of David Carney met a horrible death. Mr. Carney was using a roller on his ground, and, wanting a drink of water, left the team in charge of the boy. While his father was absent the boy placed the lines over his head and started the horses. The lines caught under the roller, drawing his head to the ground and against the roller, choking him to death.

—A sad case of accidental poisoning occurred at Huron. Charles King, a boy about 13 years old, with four or five companions, spent the afternoon in the woods. While there they ate some kind of wild roots, which, it is supposed, were wild parsnips. None of the lads experienced any bad effect until after 6 o'clock in the evening, when two or three were taken violently ill. Young King was a stiffened corpse in less than two hours, but his companions have recovered from the effects of the poisonous herbs.

—A beautiful oolitic limestone monument, ten feet high, and well proportioned, with proper inscriptions, was dedicated ten miles west of Greensburg, as the center of population in the United States. The monument is surrounded by a court, or open space, and on the eastern face is the following inscription: Center of Population of the United States, 1890, 35 degrees 32 minutes and 53 seconds West Longitude, 39 degrees 11 minutes and 56 seconds North Latitude. Erected by Chicago Herald.

—Numbers of fish are being found dead and dying in White River, near Matinsville, and the river banks are lined with buzzards, feeding on the bodies. People who have examined the fish say dynamite cannot have been the cause. It is claimed the fish are poisoned by filth thrown in the river at Indianapolis.

Some, however, say that dynamite is being used, regardless of the law, and it is certain that explosions are frequently heard about daylight. The Fish Commissioner's attention will be called in this direction.

—As the south-bound through freight train entered Flat Rock bridge near Columbus, the engineer, Rar Bennett, was horrified at seeing a man step upon the center of the track, only a hundred feet away, and deliberately lay down. The danger whistle was sounded, but to no purpose. The man's head was severed from his body, over which the entire train of thirty cars passed. The unfortunate man was Rost Test, and his home was in Jennings county, near North Vernon. He is a single man and is said to have grown despondent over a love affair.

—The 5-year-old son of James Miller, residing near Round Hill, met a horrible death by hanging himself in the door of a granary. The door was made to slip up and down, and it fell down after the child had put his head through, holding him fast. The boy struggled hard to free himself, and in his efforts knocked the measure from under his feet. This left him hanging by the neck and soon life was extinct. After his mother had missed him for two hours, she found him in his awful position, cold in death. In his efforts to release himself, the boy had knocked all the skin from his knees and otherwise bruised himself.

—Conrad Morgan beat his way from Dublin to Richmond on a freight train, to see Forepaugh's circus, and after the show he was trying to beat his way back. It was dark, and Morgan leaped from the train to avoid arrest. It happened to be on the bridge, nearly seventy feet to the water where he jumped. The train was stopped and word sent back to look for his dead body, but he had struck some soft dirt in the side of the bluff, and rolled, perhaps, sixty feet to where he was found unconscious. He had sustained only a fractured wrist and a few bruises, and after a night in St. Stephen's Hospital was able to be sent home.

—A large pin-oak log was being sawed at Jesse Cox's saw-mill, at Seymour when the saw struck some hard substance. The engine was stopped, and the side of the log was chopped into, and a whole horse-shoe was found, the outer end of which had been struck by the saw. The tree had been sawed down in the old fair grounds in the northeast part of the city. The shoe was located about three feet from the end of the log, and there were twenty-six distinct yearly growths over the outside part of the shoe. The outside of the tree was smoothly grown over, and there was nothing to indicate the hidden shoe and save an indistinct snare in the bark.

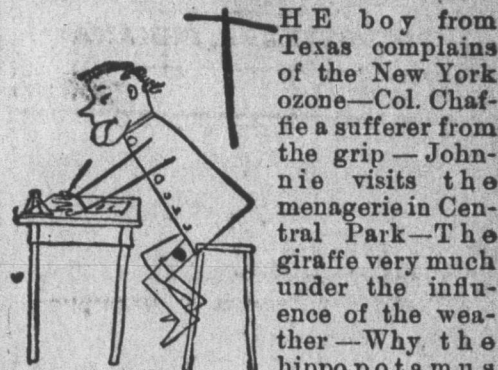
—At the Lake Erie and Western railroad bridge across White River, just east of Muncie, an accident occurred that will likely cause the death of Daniel Ferguson, of Lafayette. The bridge is a covered trestle structure, high enough to permit a man passing safely under it standing on top; a box-car, Ferguson was standing on a high car, and as the train rushed into the bridge he was struck in the face. He fell insensible to the top of the car, from where he was in the act of rolling off when caught by the other brakeman on the train. The young man's condition is quite serious, with his face so badly mashed that his friends could not recognize him.

—Martin Griner, a one time wealthy and prominent citizen of Logansport, shot and killed his mistress, Mrs. Anna Keister, and then blew out his own brains. Left a wife and family.

—Spartansburg citizens have met and passed resolutions calling on the jury to do its duty in the trial of Charles Kenny, the tramp who is held for the murder of Farmer Morgan a few days ago. The atmosphere is full of lynch talk around Winchester and the jail is being guarded night and day.

## JOHNNIE CHAFFIE.

He Writes of the Grip and of Scenes in New York.



HE boy from Texas complains of the New York ozone—Col. Chaffie a sufferer from the grip—Johnnie visits the menagerie in Central Park—The giraffe very much under the influence of the weather—Why the hippopotamus smiled—Severe remarks about the New York police.

MISTUR EDITUR: par Has had the grip but he is okay now, o how he did kuss. He didn't say hello as if he was working a telephone, but said it backwards with the o first. He kuss so that everybody said profanely was on the inkreas his nose felt as if it was stuff fuller putty in noo yark winter has several back bones dammit says par i wish i was in Texas. April came in like a lion with jimjams, a soar tale and feelin ugly.

Par took me to see the manygeerie in sentral park bekos it is a free thing

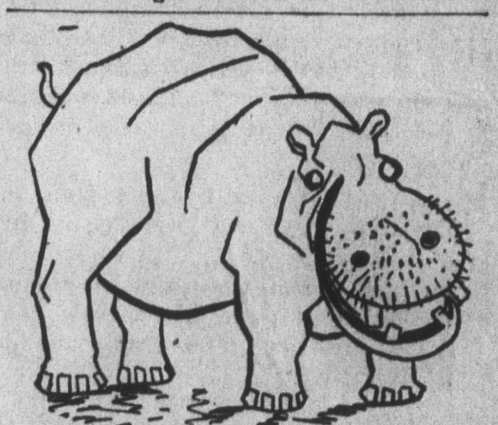


even the animals was sufferin from the grip, and sum of them has jined the angel manygeerie abuv.

Par almost had a fite with the keeper bekos par insisted that the sakred kow of india was a beast of pray henery, henery, says mar the keeper should no beat. The keeper sed it kost 24 dollars a week to feed the bengal tiger in that case wat does the bord of a kat amount to, asked par.

The keeper went oph in a pet says mar sum day says par He will go off in a pet sure enuff when the tame tiger swallers him.

The giraf had the grip komplikated with roomytism and so had the rocky mounting gote, wich maid it full of kinks and warped its neck—I wish i was a giraf when it kums to drinkin sody water and eating jam but i don't like 3 yards of sore throte not mutch, then the giraf is in a bad plix—the reason the giraf looks so natural was



bekos it was alive it is a way it has says par.

The elephants lookt flabby as if they had got hold of some of the red suckus lemonade wen they was on the rode so did the lions and tigers—an ole fashioned hare trunk with a paint brush tale and a brass eye kood put them awl to fite.

The only real happy animile in sentral park was the hippopotamus bekos it had a chill, and the keeper gave him fore gallons of wiskey—mar says elephants like wiskey two ways explains why pars breth smells of wiskey wen he has been to see the elephant par said lets tork about some other wild animile—I would if i was u sars mar.

There are several ways of seeing the manygeerie eating mints pi is one—if i could be a animile i would not be a



elefant or a hippopotimuss altho they gets lots of peenuts—ide be a wasp thats the kind of a kvadrooped ide be so i could sting my sunday skool teacher.

Speaking of feroshus animiles par says the New York perleece is the most dangerus—it would be safer for the publick to put sum of the perleece behind the bars, and turn out the dekrepid ole lions and tigers with their decade teeth, sunkin eyes, slinking tales wich is harmless kompaired with the perleece—I would like to see them feed. Your friend

JOHNNIE CHAFFIE.

—Texas Siftings. ONE BULL, a nephew of the dead chieftain, related an interesting incident that happened just the day before Sitting Bull was murdered. He said Sitting Bull that day climbed to the top of one of the highest neighboring buttes, where he fell asleep, and dreamed of the startling tragedy that would happen the next day. He came down, and told his people that their great medicine man would be killed on the morrow. How true his words were was attested by developments the next morning.