

# The Workingman's Tribute to Protective Greed

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With the higher tariff duties of the Dingley bill, in 1897, and the era of trusts and higher prices (at home) that then began, the practice of selling goods at lower prices for export grew more rapidly with our growing export trade. So dictatorial in fixing high prices at home and so bold in selling their products at greatly reduced prices to foreigners had the protected Steel trusts become in 1900 that even the McKinley high-tariff administration got frightened at the extent of these vicious practices and decided to issue an official warning to the trusts. This was done in a special article on iron and steel in the report of the Bureau of Statistics on commerce and finance for August, 1900.

The McKinley administration virtually "read the riot act" to the bold steel combinations that were playing fast and loose with American consumers. The steel manufacturers were told that their policy of selling goods at lower prices to foreigners was short-sighted and would, if continued, surely result in the removal of all tariff duties. It especially blamed the American Steel and Wire Company for advancing its home prices from \$1.35 to \$3.20 in the course of a year, and the steel companies for selling rails at Pittsburgh for \$35 a ton for home consumption while the foreign consumer was purchasing them for \$22 to \$24 a ton.

As we know, these warnings went unheeded. In 1901 the greatest of all steel trusts was formed. This trust immediately enlarged its export trade. Its policy has been to "charge abroad what we can get," as was stated by its first president, Charles M. Schwab, to the Ways and Means committee in 1908. Its foreign prices have always been (at least until 1911) far below its home prices. The average foreign price on all exported products has been about \$30, as against \$40 for the same products in the domestic market. That is, up to last year the Steel trust, through the tariff, forced American consumers of steel to pay 30 per cent. more than it charged foreign consumers.

## Buying in Dearest Market

To retain the allegiance of the few workers who favor protective tariffs and to win the allegiance of those who now vote for lower duties the protectionists must show them HOW it pays them to buy goods and tools in the dearest market and sell their labor in the cheapest market to which employers can force them.

Here are typical advantages, or "high price blessings," for builders, masons, carpenters, mechanics and miners in Protection's dearest market, as discovered by our "export agent:"

A Cheney adze-eye hammer made in

## SAMPLES OF "BENEFITS" HANDED TO THE "PROTECTED" MECHANIC

Prices quoted to the Tariff Reform Committee's "export agent:"

	—Wholesale Price—		Excess charged American consumer as cost of "protection."	Payne-Aldrich duty—Per ct.
	Export.	Domestic.		
Combination pipe vise No. 712..	\$ 6.00	\$ 9.00	\$ 3.00 equals 50%	45
Plumbs and levels, 30-in. (doz.)	6.84	9.36	2.52 " 37%	45
Geiser stationary 8 h. p. gasoline engine .....	332.50	403.75	71.25 " 22%	45
Geiser gasoline pump.....	10.50	12.75	2.25 " 21%	45
Machine bolts, 1/2x7 (per 100)...	1.40	1.94	.54 " 38%	"
Brick trowels, 8-inch (doz.)....	5.90	8.05	2.15 " 36%	45
Barnes scroll saw No. 7.....	10.50	12.75	2.25 " 21%	25
Mortising machine, foot.....	14.00	17.00	3.00 " 21%	45
Richardson hack saw (doz.)....	1.38	1.88	.50 " 36%	25
Hand and rip saws, 26-in. (doz.)	11.55	15.75	4.20 " 36%	25
Iron horse shoes (cwt.).....	3.20	4.10	.90 " 28%	Pr.lb. 1/2c
Cheney's adze eye hammers, 1 1/2-lb. (doz.) .....	4.76	5.58	.82 " 17%	45
Ames cast steel shovels (doz.)..	10.50	12.00	1.50 " 15%	45
Collins contractors' picks (doz.)	8.10	9.00	.90 " 11%	45
Branson knitting machine, 72 needles .....	19.00	22.50	3.50 " 19%	45

\*1/2c. pound.

Little Falls, N. Y., costs the American carpenter a sixth more than the price at which the Henry Cheney Company finds it profitable to sell the same hammer for export to the English carpenter, who votes for no protective duties.

For his hand and rip saws, made by the National Saw Company in Newark, N. J., the American carpenter pays 36 per cent. more than the price to the Canadian carpenter.

A mortising machine made by the W. F. & John Barnes Company in Rockford, Ill., costs the American builder who favors tariff for revenue only, as well as the deluded protectionist, 21 per cent. more than the export price of the same article to any builder beyond the country's boundaries. The American apprentice who buys a scroll saw from this company also has to pay 21 per cent. more than it sells for abroad.

An eight-horse power Geiser stationary gasoline engine made in Waynesboro,

Pa., costs the American builder, even if he can get it at wholesale, \$403.75, while for export it sells for \$332.50. The same discrimination of 22 per cent. in favor of the foreign purchaser applies to this company's gasoline pump at \$10.50 for export and \$12.75 for home use.

## Tax on Workingman's Tools

Plumbs and levels (30 inches) made by the National Saw Company, Newark, N. J., cost 37 per cent. more; their plastering trowels (11 inches) 30 per cent. more and their brick trowels 35 per cent. more to Americans than they charge for export.

"Protection" for the American working man is placed at 45 per cent. on these tools for earning a living. Where the protection for the workingman comes in no one but the manufacturers of the protected articles can see, and they can see it clearly enough to contribute generously to the campaign fund of the Republican party and to leagues working for high protective tariffs.

The domestic price of a machinist's vise No. 72, manufactured by the Prentiss Vise Company at Watertown, N. Y., is 21 per cent. higher than the export price. This company charges wholesale the American mechanic \$9 for its combination pipe vise No. 712, which it sells for export for \$6.

Machinists' hammers (two pounds) manufactured by the Henry Cheney Hammer Company of Little Falls, N. Y., cost machinists here \$1.51, nearly one-third more than the export price per dozen.

Coe's Wrench Company at Worcester, Mass., charges machinists for some wrenches an advance of 25 per cent. over their export price. The price of their

