

STORY OF ONLY ONE WEEK

If Women Could Vote There Would Be a Change

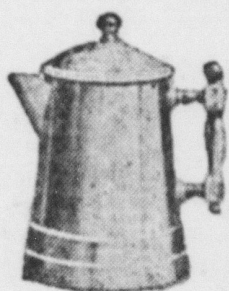
By BYRON W. HOLT.

(Chairman of the Tariff Reform Committee of the Reform Club.)

While most protected manufacturers were ashamed of themselves even back in 1890 for selling their goods at greatly reduced prices to foreigners and were certainly not parading the fact that they were discriminating against our own citizens—who pay the tariff taxes and who are therefore entitled to all the "benefits" of "protection"—yet it was comparatively easy in 1890 to obtain the export prices of most exported articles. In fact, two export journals, the *American Mail and Export Journal* and the *Australasian and South American*, then published the export prices in Spanish, while a monthly issue of the *Engineering and Mining Journal* contained a "prices current" with the statement that "discounts are for export only."

"BE MOST INJURIOUS"

Of course many leading Republicans and protectionists then denied that protected manufactured goods were commonly sold cheaper for export. Such prices, they said, were given only in rare instances and under exceptional conditions. Moreover, they claimed that the lower prices quoted to foreigners were for the wholesale trade alone. To refute these statements the *New York World* published a letter from the *Engineering and Mining Journal* which freely admitted that the lower (export) prices quoted in its "prices current" were the retail prices at which any foreigner could buy our goods in our domestic markets and that "our domestic subscribers are barred from the prices quoted in these columns." The letter stated that in a number of instances "houses have written us: 'Prices



**ALUMINUM
COFFEE
POT
MADE IN
NEW
KENSINGTON
PA.**

**EXPORT PRICE \$1.04
HOME PRICE \$1.50
(44% HIGHER)
"PROTECTIVE" DUTY 45%**

furnished are for export only, and it would be most injurious to us if these figures were circulated in the home market."

FOREIGN FIELDS PREEMPTED

Ten years ago, before American manufacturers had established so many agencies abroad, it was easy for the foreign

TYPICAL HOUSEHOLD ARTICLES SOLD CHEAPER TO FOREIGNERS

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.		
Kitchen coffee mill.....	\$.90	\$ 1.13	\$.23 equals 25%	45
Oil heater	2.20	3.08	.88 " 40%	45
Aluminum coffee pot.....	1.04	1.50	.46 " 44%	45
Aluminum frying pan.....	.51	.75	.24 " 50%	45
Cook stove	15.00	20.00	5.00 " 33%	45
Wringers (doz.)	31.65	38.00	6.35 " 20%	45
Baby carriage	9.50	12.67	3.17 " 33%	45
Vacuum bottle	3.07	4.32	1.25 " 40%	60
Flatirons (set)93	1.23	.30 " 33%	*
Meat chopper93	1.87	.94 " 100%	45
Hammock (doz.)	7.00	9.90	2.90 " 40%	45
Folding camp stools (doz.).....	3.50	4.50	1.00 " 30%	45
Mirror	6.65	8.00	1.35 " 20%	45

*4-5c. per pound.

purchaser to get American goods shipped to him in retail quantities direct from the manufacturer at the export price quoted in the discount sheets. But in this year's investigation the Tariff Reform committee's "export agent" frequently met with such limitations as this:

We already have the Australian territory covered and would, therefore, not be in a position to allow you to make any export shipments to that country.

Of all the manufacturers from whom our "export agent" sought prices on goods for Newfoundland, only one denied giving special rates for export lower than domestic prices. This one happened to be a manufacturer of agateware from whom our "exporter" actually had purchased goods when he was engaged in the export trade on his own account, and the concern did sell cheaper abroad than at home.

NONE EXCEPT THEIR GREED

The large manufacturers generally have representatives in New York who now look after their foreign sales, and to these agents many of our "exporter's" inquiries were referred. Dun and Bradstreet were asked to look him up, and his office was besieged by salesmen anxious to press upon him at special discounts the goods he had inquired about in his letters.

There are about 22,000,000 households in the United States. That not one of them escapes the greed of the tariff-protected manufacturer will be very plainly seen by comparing export and domestic prices on articles of common use in the home.

THE TAX ON GETTING UP

Despite the alleged blessings of "protection," a large proportion of American households have to get up early, as the long day is still the rule. In "protected" industries the nine and ten hour day is

common, and even the twelve-hour day still prevails. The American who toils to prove protection a blessing is entitled to the cheapest waking to his day's labor. But instead of a cheap alarm clock the American gets a dear one, after voting a protective duty of 40 per cent., that prohibits competition from foreign clockmakers.

Nearly everybody is familiar with the discrimination that has been practiced by the "Watch trust" against the American consumer, resulting in some merchants buying Elgin, Waltham and other American watches cheaper in Europe than the trust sold them here and shipping them back to this country. But clocks are too bulky to make this practice profitable, and the American is helpless.

IN THE KITCHEN

Hit by tariff discrimination at their waking moment, the American family meet it at every turn. To get breakfast they use a kitchen coffee mill which is

**MADE IN
PHILADELPHIA**

**EXPORT
PRICE \$.93**

**AMERICAN
PRICE
(33% MORE)
\$ 1.23**

offered for export at 90 cents, but to the American purchaser not under \$1.13—one-fourth added to the price—while the protective tariff permits the American manufacturer to do business without competition from abroad.

The oil heater on which the working-