GEPUBLICAN NEWS ITEM. CHARLES L. WING, Editor.

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CONDENCED REPORT of the condition of The First National Bank at Dushore, in the State of Pennsylvania at close of business Nov 12th, RESOURCES.

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EXPORT DISCOUNTS.

A COMMON PRACTICE IN FREE TRADE GREAT BRITAIN.

Products of Industry In the United Kingdom Are Sold Abroad at Prices Much Lower Than Those Paid by British Consumers.

It has been a favorite boast of the Englishman that owing to Great Britain's system of free trade he could buy the products of British industry in his own country for less than those products were sold for anywhere else in the world. He claimed that the operation of free trade was to make his home market the cheapest for the output of his domestic industry.

It is no longer possible, if indeed it were ever possible, to make this boast truthfully. The manufacturer in free trade England makes one price to his customers at home and dumps his surplus output upon foreign markets at lower prices. In the one great country in the world without protective customs duties there are to be found two prices for the products of domestic manufacture, the higher for the home consumer, the lower for the foreign purchaser

The truth of this statement is proved beyond question by evidence gathered from a variety of trustworthy and independent sources of information in the United Kingdom. Some of that information is here presented. The condition that confronts the manufacturer in free trade England is well summed up in the words of the chairman of one of the principal electrical companies in Great Britain, "An anxious seller takes the best price he can get." British sellers nowadays are usually anxious sellers.

Without a protective market at home for their product, they have to face a great and growing competition in other markets. The best prices these anxious sollers can get in colonies and in for-eign countries are often less than they charge at their factory doors. Very often, it is true, they sell their goods at the same prices whatever the mar ket. But very often they do not. Thus under free trade there has been developed a system of dumping upon foreign markets goods made in Eugland at lower rates than the prices for home consumption.

Let us look at specific examples Take as the first of these one afforded

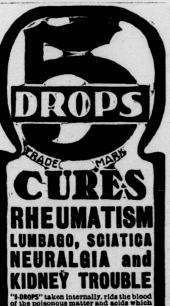
of keeping a large plant fully employ ed in order to minimize the dead cost of its maintenance when idle some orders must be accepted at lower prices than others. In the nature of the case the fiercest competition has to be met in foreign markets, and it is conse-quently there that the manufacturer finds it easier and better to make reductions. Seemingly the contiguity of factory and of purchaser in the home market should operate against this process, but as a matter of fact it does

Nor is the English manufacturer's payment of freight charges the only way in which he sells at lower prices abroad without the difference being apparent to the superficial observer. The Englishman often pays as well the import duties for admission into the foreign market. A certain Glasgow firm shipped 200 tons of boue charcoal to Philadelphia. The price charged by this firm to home consumers of bone charcoal was \$50 per ton. The Philadelphia purchasers also paid \$50 a ton for their consignment. But the Glasgow manufacturer actually received only \$40 per ton, because they paid the American duty, which was \$7.88 per ton, plus the freight, which was \$2.12 per ton. What is that but selling at a lower price to the foreigner than to the home consumer? That is only a slight illustration and not at all an exception al instance.

A maker of Sheffield steel goods as serts that as a rule he obtains higher prices abroad than in England. His assertion, however, applies to a high class of goods, certain tools, for example, which have special trademarks of worldwide reputation. Such goods are sold on that reputation rather than at competitive prices. The purchase of such articles is little more than a sign of wealth in the purchaser, and it may easily be, as seems the case in this particular instance, that the ordinary condition is reversed and the home market is made the dumping ground to keep the plant going and to dispose of the surplus. It is admitted in Sheffield that this condition of higher prices abroad does not apply to Sheffield products of lower grade, in whose sale the question of trademark plays no part. Moreover, these occasional examples of higher prices at home than abroad for domestic products occur in other countries than in England. Quite recently a Berlin manufacturer sold a motor to a London contractor for \$157.50, and he admitted that he could only get \$150 for it in Berlin. Yet Germany is not a free trade country.

Just the Opposite Effect.

The president meets the Bryanite programme of assailing the tariff as the incubator of trusts by reverting to his familiar argument that the abolition of protection would have just the opposite effect of that they claim it would have. It would extinguish the independents, the smaller corporations, and leave industry at the mercy of our foreign commercial rivals. Cer-tainly it is difficult to conceive of a tariff system that should prescribe duties applicable to A, but not to B, and at the same time be safe from hostile judicial interpretation. Yet if the Bryanites have any other way for reaching the trusts through the tariff they have not taken the country into their confidence.-Boston Transcript.



John D. Reeser's Big Store, Bank Block, Dushore, Prn'a

CASH DEPARTMENT STORE.

Big Reduction on Holiday Goods of Every Day Needs.

Just received a Manufacturer's line of swell coats--stripes, plaid's, reds and blacks, also browns.

The Manufacturer's loss is youur gain. So come early and Icok these swell garments over. They are sold 1-3 to 1-2 under value. You can't aford to miss this opportunity.

John D. Reeser's Big Store, Bank block TANKE LOPE DUSHORE . Cultivate the Habit of buying reputable Williamsport & North Branch Railroad good from a reputabe concern TIME TABLE. We are ag-nts for W. L. DOUGLASS SHOES froi 2.50 In effect Monday. Sep. 25, 1906. Read down Flag stations where time is marked "f" Read up to 5.00 p2 Wood School Shoes AM P M P. M. P.M P M A M A. M. A M STATIONS. A M A M A. M. A. M. P M P M PM PM
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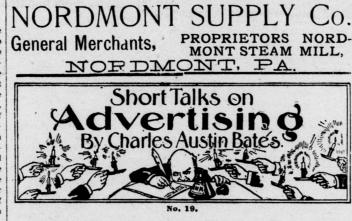
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 of CHILDRENS' and LADIES' Heavy Sho e Fine Goods at co rec A. M. _ A NI A. M P M PM WLDOUGLAS prices.

Clothing Made to Order All have the right appearance and guaranteed otsd in both material and workmanship and price mte. We also manufacture Feed. the Flag Brand. It is not cheap, but good. Is correctly made. Ask your dealer for it or write us for prices.

E BEST \$3:50 SHOE IN THE WORLD.

BROCKTON. Mass.



People generally read advertisements more than they did a few years ago. The reason is to be found in the advertisements themselves. Advertisers are more careful than they used to be. They make the advertise

ments more readable. Some of them even become, in a way, a department of the paper, and people look for them every day with as much zest and pleasure as they turn to any other feature. This is true of many department stores all over

the country. In many cities there is just one man who appre-

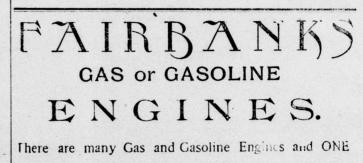
ciates the value of such interest. He breaks away from the old set style. He tells comething interesting in his space every

day. There are lots of interesting things in business. Look over the miscellany page of any paper-look at its local news columns, and its telegraph news, for that matter, and you'll see that the majority of the



We have the best goods at the lance t prices of you want a good sack of flour, try the Lance Brandoff will be wheat and you will use no other. Special priles on large quantities. Our motto is: "Best Goods at Lowest Prices."





e British Westinghouse company. a highly important manufacturing or ganization. It is the admitted custom of that company to mark down prices for all export quotations, and the same practice is common throughout the electrical trades. This practice has greatly increased of late because of the en largement of plants in England seek-ing orders. This development of plant, because of larger supply, doubtles caused all prices for electrical goods to fall, whether for the home or the for eign market. But one of the larges of these electrical manufacturers a: thorizes the positive statement that the fall was greater in the prices for sal abroad than in prices for the home market.

This same manufacturer cites an il lustration from his own experience. He took a heavy order from the Transvaal for electrical mining equipment fo \$115,000 against American competition The result of this sale was a practical loss, but it helped to keep his works going. Nevertheless-and this is the important point to bear in mind-this manufacturer declares that he would not have accepted such a price for a similar order at home. Yet his establishment is in free trade England. The simple explanation is that in the stress of competition and under the necessity

ernally it affords almost from pain, while a permi-ber effected by purifying olving the poisonous emoving it from the system ing the

DR. S. D. BLAND n, Ga., writes: a sufferer for a no o and Rheumatist tried all the remedi

"drug habit," Ingroutence. Bothle, "S-DEOPS" (800 Decce) (1.00. For Sale by Draggista SWANSON RHEUMATIS OURS COMPANY, Dopt. 50. 160 Lake Street, Chicage. items are more or less closely related to ome business fact.

Dress these facts up in a becoming garb of words, and they will find readers, even though they be in a "mere advertisement."



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Let the merchant com down off his pedestal and talk in his ads

He needn't be flippant-far from it, but let kim not write as if he were addressing somebody afar off, and telling him about something at even a greater distance.

The newspaper goes right into its reader's house-goes in and sits down with him.

It is on the table when he eats, and in his hands while he is smoking after the meal. It reaches him when he is in an approachable condition.

That's the time to tell him about our business-clearly, plainly, convincingly-as one man talks to another.

Copyright, Charles Austin Bates, New York,

"FAIRBANKS

Some resemble it in construction, others in name BUT THERE IS ONLY ONE

FAIRBANKS ENGINE.

Engines that excell in quality and moderate in cost. Vertical from one to ten horse power. Porizon al three horse power up-

THE FAIRBANKS COMPANY, 701 Arch St., Philadelphia. CHARLES L. WING, Agent, Laporte

