MEDURICAN NEWS DIFAL " we bay manufactured goods abrout

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## TARIFF AND TAXATION.

Income and Inheritance Taxes Instend of Custom Revenues. A dispatch from Washington intimates that President Roosevelt, in the METHODS IN GERMANY AND THE opinion of many congressmen, is strongly disposed to embark upon a more arduous and perilous venture than any which he has yet undertaken. It is impossible to say just what foundation, if any, there is for this belief, but the impression has gained prevalence that the president has in contemincomes. In a tentative way the presi-dent is said to be sounding congresscertaining what the situation may be cial that has ever served in the custo them for consideration.

ax, many members of congress expressed their cordial approbation of the idea. When they learned that it was Intervarm at once on the subject of enforce the customs laws and regula-the inheritance tax. They realized the strength of the president's position, as it is self evident that if a large reveat from taxes on incomes and inies of the government. Such redjustment naturally would mean the lowering of the duties.

We have heard all this before these in experience or weak kneed in cated. There has been no time during the past forty-five years when the exponents of the Calhoun-Cobden Demorracy have not sought to advocate every scheme of direct taxation which ald be devised and which would enable them to get rid of the duties imposed upon imports that enter into ompetition with our own products. There is no plan of income tax or in-heritance tax to which they would not dly assent if thereby they should get the opportunity to compel a reduc-tion on the duties on imports. The Brooklyn Times is not ignorant of the fact that in his earlier years of polit-ical life Mr. Roosevelt was closely associated with the young and arrogant reformers, whose devotion to what they were pleased to term "tariff reform" led them into the Cleveland camp in 1884. But at least Roosevelt was never allied with them to the extent of indoming their extreme view on the fariff question. The voted to Blaine, the high priest of protection nd he has had life to understand how vital even ye is the maintenance of the protective olicy to our industrial prosperity.-Brooklyn Times.

factured goods at home we get both the goods and the money." Statesmen who pretend to know more about the arin than did Lincoln have made long speeches on the subject, but it is plain as day that, as the exchange insists, old Abe's argument has never been surpassed for telling effectiveness .-Scranton, Republican.

## TARIFF ODDITIES.

UNITED STATES.

American Canvas Covered Hams Made to Pay High Duty as "Fine Vegetable Fabrics," While Rakes Are Taxed as "Decorated Wares," In view of the pending auestions of whether and how to so relax our cus plation not merely a readjustment of toms administration as to give to fore tariff, but a general revision of the eign exporters an easier access to our mational system of taxation. In dis-cussions of the subject with members of both the senate and the house he eral Subject of 'Customs Administraof both the senate and the house at the "prepared six years ago by the hopes for a consideration of the tax on Tichenor at the request of the secre-Tichenor at the request of the secre-American embassy at Berlin. Colonel on the subject with a view to as- Tichenor was probably the ablest offiwhen he formally presents the matters toms collection department of the United States government. He was one When the president presented his views on the subject of an inheritance appointed by President Harrison in 1890 and at the time of this appoint-ment was assistant secretary of the treasury, in charge of customs. Durthe president's idea that the tariff ques-tion should be discussed in connection death, he was distinguished alike for tion should be discussed in connection dealb, he was distinguished alike for with the inheritance and income tax his thorough grasp of tariff technicalpropositions, some of them became ties and his resolute determination to

Information has just been cabled me is to be derived by the govern- from Berlin that the American experts now in Germany to investigate tariff tances there will be less need for customs duties levied under the modification of our customs administhe customs duties levied inder the modification of our customs the Ger-congress to do, therefore, would be to readjust the customs duties to the use permitted to examine into Germany's own customs administration rules and This is greatly to be repractices. gretted. It will be seen from Colonel many years, but it is not easy to be-lieve that President Roosevelt is so much need of such an inquiry.

For example, the German ruling on American canned meats, cited by Colo-nel Tichenor, in which by the mere free trade enemy in the manner indi-trade enemy in t port officient these goods were classified as "fine hardware" and thereby made There are lots of interesting things in pay an extra high duty, a prohibitive duty, as "fine colored vegetable fiber tissue or fabric." And there was no recourse, no appeal, as there would be In the United States to the board of general appraisers, to the United States district court, to the United States circuit court of appeals and finally to the United States supreme court.

Again, an invoice of American hand rakes handsomely painted and tastefully illuminated with the trademark of the manufacturer was classified and compelied to pay enormously increased duties as "decorated wares."

They can and do do such things in ormany. We do not and cannot do hom in the United States. We cannot and do not, as Colonel Tichonor wittily observes, classify imported bologna usages as "comfits" or "sweetmeats," Imported sausage casings as "leather" or "india rubber tubing" or imported

sauerkraut as "perfumery." If written today under the stress of the German threat of fariff discrimination against American exports, this orandum" of Colonel Ticheno Reciprocity with Canada has some could not be more timely or m Boston, and they have brought up the spect of fairness and uniformity of matter again, apparently in the hope classification and valuation of imports or disinclination, congress will have no of the inquiry into German methods time in the short session of three which our tariff experts now in Germany have been forbidden to make. It throws a great volume of needed light upon the present situation.



No. 19. 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-

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Short Talks on

overtising

By Charles Austin Bates.

mouts 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.

other feature. This is true of many department stores all over the country.

In many cities there is just one man who appre-

General Merchants,

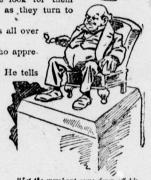
to pay a far higher rate of duty than that which applied to the contents of the "lardware." Again, in the case of and its telegraph news, for that matter, American hams covered with ocher fillend and you'll see that the majority of the ed canvas these imports were made to the items are more or less closely related to some 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." Let the merchant come

11 to The newspaper goes right into its reader's house and sits down with Asm."

pliow off a siles pulleon toom out



"Let the merchant come down of his pedestal."

down off his pedestal and talk in his ads. He needn't be flippant-far from it, but let him 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 your business-clearly, plainly, convincingly-as one man talks to another.

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

horse power up-

earnest champions in the vicinity of "ful in enforcing the point that in re that congress may be induced to give for dutiable purposes the Ame the subject attention. Their hopes are system of customs regulation and ad-picity certain to be disappointed, for, ministration is the fairest system in aside from the question of inclination the world. It may well serve in place months properly to consider reciproc-Nor is there within sight or hearing anything to indicate an overwhelm ing desire by the people either of this country or of Canada for an arrange ment which will modify existing tariff provisions.

DOING PRETTY WELL.

Lack of Reciprocity No Bar to Cano-

Doubtless much could be done that would be of mutual advantage, but as long as Canada finds it profitable to make big purchases of our protected main. That condition is fav goods, notwithstanding the heavy discrimination in her own tariff law in you .- Troy Times.

Abraham Lincoln on the Tariff. in was delivered by Abraham Lincolu. here it is: "I do not know much about -Philadelphia North American. the tariff, but I know this much--when

What Fosters the Trusts. Some of the trusts operate under elfer of the fariff, and some do not. All of them could continue in existence without the tariff if the other condition which gives them prosperity should re-main. That condition is favoritism in

Without an exception the trusts, . favor of the English products, the site which actually menace the consumer uation cannot be unbearable. And Un- and tend to destroy rival producers, are cle Sam is doing pretty well, thank the recipients of cut rates from railroad companies. This preference has enabled them to acquire riches and power and monopoly, and to withdraw An exchange is of the opinion that from them tariff protection would sim-the best speech ever made on the tar, ply expose their unfavored compatitors, nheady working at grievous disadvan-It was brief, but to the point, and tage, to flereer rivalry from foreigners.



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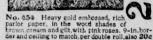
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