



Eisenberg's "Underselling" Store of Baltimore.

There are many reasons why the Eisenberg Store can undersell, that is, sell "the same goods at lower prices." Among these reasons are: 1--Selling strictly for cash; 2--Giving no discounts to a favored class--but treating all alike; 3--Buying for cash from wholesalers and getting the benefit of discounted bills; 4--Having no burden of expense for what are known as "trading stamps"; 5--Keeping in close touch with wholesale markets and taking immediate advantage of every trade condition that forces prices down; 6--Dealing with manufacturers and saving middlemen's profit; 7--Employing the shrewdest merchandise

DEPARTMENTS

All the following lines of goods are sold at Eisenberg's at Underselling prices:

Dress Goods	Women's Suits, Waists,
Silks	Skirts, Dresses, Petticoats,
Wash Goods	Coats, Wrappers, Capes, Etc.
Household Linens	Shoes for Women & Children
Domestics	Overshoes and Gum Boots
Embroideries	Trimmed Hats
Laces	Untrimmed Hats
White Goods	Millinery Trimmings
Linings	Ribbons
Gloves	Boys' Clothing
Blankets and Comforts	Men's Clothing
Jewelry	Trunks, Suit Cases and Bags
Toilet Articles	Lace Curtains
Stationery	Window Shades
Leather Bags & Pocketbooks	Portieres
Art Goods	Carpets and Rugs
Notions	Mattings
Hosiery	Oil-cloths and Linoleums
Neckwear	Enamelware
Men's Furnishings	House Furnishings
Knit Underwear	China and Glassware
Handkerchiefs	Cut Glass and Bric-a-Brac
Umbrellas and Parasols	Table Silverware and Cutlery
Muslin Underwear	Bathroom Fixtures
Corsets	Wooden and Willow Ware
Little Children's Coats and Dresses	Gas and Electric Lamps
	Oil and Gas Stoves & Heaters

experts, who know how to negotiate the lowest wholesale prices; 8--Scientific merchandising that lessens the cost of store operation; 9--Small Profits. And there are still other reasons. Sometime we'll tell you more about them.

Freight prepaid on purchases of \$5 and over.

Eisenberg's
Underselling Store Baltimore
Lexington Street Pet. Park Ave. & Howard

THE RELATION BETWEEN THE TRUSTS AND THE TARIFF.

BY LEWIN WETHERED BARROLL, YALE UNIVERSITY.

The relation of the tariff to the trusts is that of parent to offspring. The tariff limits the field of competition among producers within the borders of the United States itself, by absolutely excluding foreign goods by the high rates charged for their importation. This device enables the domestic producer to levy on the domestic consumer the taxes which the government has set up as a barrier, but has not collected at the post of entry. The government says: "I do not want the revenue, but I will lay the tax so that you, the selected and favored producer, may collect it. I do not need to tax the consumer for myself, but I will hold him for you while you tax him." Obviously the control of the production and price of commodities by corporate monopolies is greatly facilitated. The American trusts while not absolute monopolies, except in a few cases, so entirely control the market, and by indirect means can so effectively prevent outside domestic competition, that they may as well be termed monopolies. As a matter of fact they absolutely control production and regulate prices, no matter what they may or may not do in theory. Webster defines a monopoly as, "The exclusive power, right or privilege of dealing in some article or of trading in some market." As far as the consumer is concerned the trusts are monopolies.

The first step in the formation of a trust is to persuade Congress to place and keep a high tariff on the article which the trust intends to control. There is little difficulty in doing this, since although the plea of establishing infant industries through protection from foreign competition is worn threadbare, Congressmen abound whose faculties are keen enough to perceive that political success can be best assured by serving the interests of their richest constituents even at the price of betraying the rights of the voters they represent. There are a majority of such creatures in Congress now, called reactionaries, who, led by Aldrich and Cannon, passed a tariff law on August 5th last—which they had promised in their party platform before election would be a tariff of honest revision downward—higher and more oppressive than anything which even an American Congress had before enacted. This is a conclusive proof of the great power trusts have over legislation and is a commentary on the decay of public virtue.

During the hearings of the various interests concerned before the Ways and Means Committee in November, 1908, relative to the rates to be levied in the Aldrich bill, Speaker Cannon makes a significant assertion. He complains that with all the requests and entreaties the committee was daily hearing from industrial interests begging for higher protection on their products, not a single petition had come in for a lower tariff. He further says that the consumer is a myth, that his interests are such that no advocate appears for him. Who, Mr. Cannon are the consumers' advocates and representatives but the honorable Senators and Representatives who have betrayed his interests and the sacred trust committed into their hands?

A high tariff having been placed on a commodity, the production on that commodity becomes so very profitable that thousands of men and millions of dollars rush into the manufacture of it. "Cut-throat competition" results, the market is glutted, with overproduction prices fall. Competition kills itself. This is the moment the promoter and trust organizer has been waiting for. By fair means and foul, by ham stringing opponents and the promise of golden rewards he brings the hitherto competing concerns under the control of one governing body of men. A trust is formed. Where before there was a maelstrom of competition all is now calm. The tide of prices may rise until it is over the consumer's head but he will be the only one that will suffer. The path of the trust is now one of roses, rebates from benevolent railroads, monopoly prices, privileges and special immunities from complainant State legislatures remove the thorn of competition, and sweet zephyrs of rising dividends gently remind the controlling board that a fresh issue of watered stock is almost due to the public. Here one of the worst effects of the tariff is seen. Its beneficiaries capitalize the privileges of taxation it grants to them and have done so to such an extent that a reduction of the tariff and a consequent destruction of this privilege would cause a ruinous fall in the price of stocks and bonds and unnumbered bankruptcies.

Of course the price of the necessities of life may go up, and the cost of living actually has increased over 45 per cent. in less than twelve years, but then we have the inestimable satisfaction of knowing that we are contributing to the private fortunes of the interesting family of Mr. Havermyer or Mr. John D. Rockefeller.

The process of trust genesis is well illustrated concretely by the formation of the United States Steel Corporation. The Carnegie Steel Company, of Pittsburgh, as early as 1882, was bending all its energies to obtaining monopoly control of all the factors necessary in the production of steel, from the ore and coal to the steel billet and the steel rail. Until 1896, it was quietly acquiring undeveloped coal and iron mines, perfecting its equipment and concentrating its

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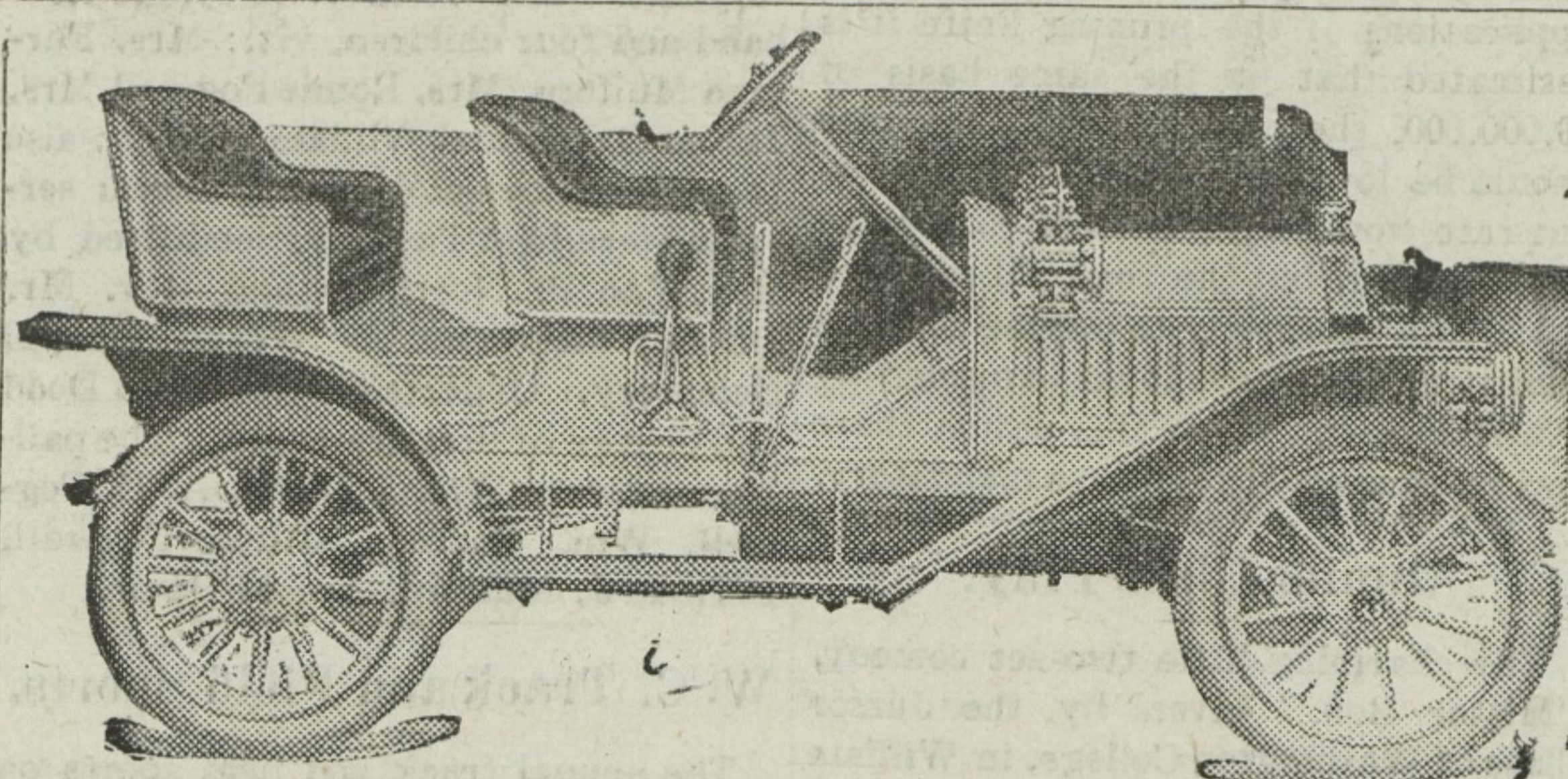
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