WILLIAM J. GIBSON
COUNSELOR AT LAW
32 LIBERTY STREET
TELEPHONE 4037 JOHN

Collin

NEW YORK, Aug. 13, 1910.

My dear Miss Tarbell,

Yours of the 12th inst., returning memoranda, received.

I thank you very much for your suggestions. I have serious doubts about the propriety of it at this time myself, but the matter had been so occupying my mind that I thought I would put it into some sort of shape. We cannot tell what might go until we try. Public sentiment on this matter is being awakened, and parties are disintegrating, and there is nothing for the people to cling to excepting fragmentary parts of the old parties. The people are a good deal like bees: they have got to have some person or idea presented for them to cling to I think if this matter were put out now in a good way, and under proper surroundings, it would be found that there was a place for it, and that the people were demanding something of that sort.

I wish you would think the matter over, as I rely a good deal on your judgment and your point of view. I have not determined whether or not I will issue this at all, so of course have not determined how. I know it is too long and too general, but this is substantially a draft, and I would expect to modify and curtail it very much. When I make some changes in it, and have had it copied, I will be very glad to send you a copy.

I was speaking to a friend of mine, who has a department store in a town in Oregon, and is here buying goods. I spoke to him about the increase in the price of cotton goods, to the consumer, on account of the increase of the tariff on cotton goods. He said the consumer would not really feel the full effects of that Act for some time; he says at the beginning, now, the domestic manufacturer does not put the full force of it on, and the wholesale dealer bears a little of it, and that the retailer also bears a portion of the loss of the increase, but that by-and-bye they will all increase it up to the consumer. So that you will see that if this statement is true,-and it seems reasonable,-the retailer will not immediately increase his cotton goods to the consumer by the amount of the increase in the tariff. He gave me the enclosed note to send you, and said that if you would call on Mr. Waltz, at Arnold Constable's, he would give you full information in regard to the retail price on the cotton articles you wanted to know about, and also the wholesale price. This gentleman's name, as I see he has signed only by his initials, is Mr. Percy A. Young, of Albany, Oregon. He gave me this note to Mr. Waltz voluntarily for you.

Digital Images, 2009. The Ida M. Tarbell Collection, 1890-1944, Allegheny College Pelletier Library.

I am very glad you went to the Public Stores, as that is the place where, as they say, the "trick" is done, in the protective tariff, and by the examiner. It is said that some of these examiners are in the pay of the domestic manufacturers, and that they value the goods to suit them. Of course, this is a very hard thing to prove, but I heard of one case not long ago which was pretty convincing.

Respectfully yours,

H. L. Gibson

Digital Images, 2009. The Ida M. Tarbell Collection, 1890-1944, Allegheny College Pelletier Library.