WEDNESDAY, AUGUST 15, 1923

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PRICE FIXING THE CONSUMER

(By Wickes Wimboldt)

One of the most pernicious and audacious attempts ever made to squeeze further pennies from the already hard pressed consumer is the move to induce Congress to pass a law permitting manufacturers to arbitrarily fix the retail price at which their goods may be sold and compel retailers to maintain these prices. There have been raw deals attempted before, but this caps the climax. Such a practice would create nothing less than a vicious trust composed of the manufacturer, and the retailer, with the manufacturer in autocratic command. Such a law would make the highest tariff look like a iow hurdle. The present proposed law would give the manufacturer absolute freedom to name any price he saw fit and compel the retailer to adhere to this price.

If the manufacturer were given this unrestricted power he could be expected to name the highest price for his commodity at which the retailer could possibly sell it. Why? Because the more he can compel the retailer to pay him for it. He could not charge the retailer a dollar for an article that the retailer had to sell for a dowwar. But if he could make the retailer sell this same article for two dollars and fifty cents he could charge him two dollars for it

This move has been advanced unde rthe argument that it is for the



aw of competition serves to check he urge of cupidity with which lealers as well as other humans are more or less afflicted.

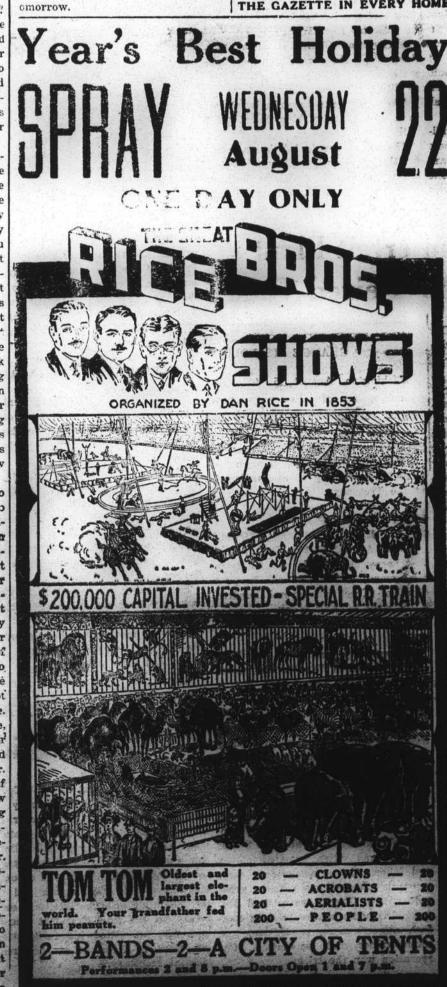
If this vicious price cutting law hould ever become effective, the next logical step would be to permit he producers of sugar, flour and other necessities of life, to fix their retail selling prices and these prices would soar. It would make legal the greatest hold-up game that eve: windled a long suffering public.

A wise old adage says, "Competiion is the life of trade." This proposed price fixing law is a step tovard eliminating competition. It hould be stepped on, and stepped on hard. The price fixers would entirely liminate the influence of competiion in reducing prices or in holding prices down. They would permit manifacturers to inflate prices and force etailers to observe them. They would misuse the great power of the Congress of the United States to naintain this inflation. Our Congress is to be a heartily commended for ts present stand in refusing to enlorse such a scheme.

IMPROVED SERVICE

WEST AND SOUTHWEST Sleeper Winston-Salem to Cincinnati. Dining Cars on all trains Lv - Stoneville 1:16 P. M. Lv - Ridgeway 1:35 P. M. Lv - Martinsville 1:54 P. M. A: - Roanoke 4:15 P. M. Lv - Roanoke 4:40 P. M. Ar - Cincinnati 7:20 A. M. No change of trains between oneville and Cincinnati, Ohio. Pulan reservations and all information eerfully furnished upon applican to Agents of the Company, or B. Perkins, T P. A. Winstondem N. C.

Cloudy today; probably showers





protection of the retailer and the consumer. What bosh! As an instance the case of the sale of an imaginary Eagle handsaw is cited. In the story the Eagle saw is a fine saw. Thru advertising a retail dealer has built up a big business on this saw. A rival retailer offers the same saw at a cut rate in order to bring business his way. The man who had first handled the saw either had to meet the price-cutter or lose business. He does meet the price. They cut back and forth until neither is making any profit on the Eagle saw. Then they begin substituting a cheaper saw at the same price. The cutting goes on and a still cheaper saw is introduced until finally the public is forced to buy a saw that is no saw at all.

This argument is so absurd and so far-fetched that it is an insult to public intelligence. It would certainly seem that a better illustration could have been concocted. According to this we can never buy a first class naw unless the manufacturer has the right to fix the retail selling price. And yet, strange as it may seem, today you can buy any kind of saw you want, good, bad or indifferent. There are all kinds of saws on the market with prices to fit any pocketbook in spite of the fact that the manufacturer is not permitted to enforce a selling price. If a retailer is cutting the price, on an article, let his competitor meet that price as a grocer would meet a competitor's price on sugar. Then let the situation take care of itself as it always does. Every now and then the grocers get to slashing prices on sugar or some wher commodity but that does not mean a deterioration in the quality of sugar.

The Eagle handsaw argument presupposes that dealers will shove inferior stuff on the public if the occasion requires. It further presupposes that dealers are in business to cut each other's throats rather than to make money. The intelligent dealer is going to give his customer an article that is satisfactory. The

"Safe on Thirst"

Two strikes, three balls, an Orange-Crush, and "You're safe on thirst." When you've yelled until the old throat gets husky, it fairly aches for a cold, sparkling drink. Here they are—right off the ice—Ward's "Crushes," Orange, Lemon or Lime flavors. Good! Say, the "Crushes" are great. The Krinkly Bottle signifies a Big League drink and lets you know it's genuine Ward's "Crush." Telephone your dealer for a case.

> Orange Crush Bottling Co. Phone 238 Leaksville, N. C.,

MARTING MARTING AND THE DESCRIPTION OF THE

Leaksville-Spray, N. C.

PHONE 236

Ward's "Crushes" owe their distinctive and delightful flavors to the natural fruit oils of oranges, lemons and limes. To these have been added pure cane sugar, citrus fruit juices, U. S. certified food color, fruit acid and carbonated water.

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CONSTITUENTS



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PLEASURABLE ANTICIPATION

is natural where it is known that our perfect ice cream is to be served. Its surpassingly delicious flavor reflects the absolute purity of the ingredients of which it is made. It is smooth, full-flavored and nutritious, and as much appreciated and enjoyed by the grown-ups as it is by the children.

CDEAM COMPANY