

RIVALRY IN RIPARIAS.

NAPA VALLEY NURSERY AND ORCHARD, } NAPA CITY, CAL., Dec. 15, 1883. }

ED. MERCHANT:—We notice the advertisement of C. A. Wetmore, on Page 148 of this week's MERCHANT. While we admit that Mr. Wetmore is perfectly justified in reducing the price of his Riparia cuttings from \$10 (last week's adv.) to \$7.50, the price of ours, we would like to call attention to the fact that his statement, "This is the cheapest lot of Riparia cuttings ever offered in California" is not true, as our advertisement has appeared some weeks, offering Riparia cuttings from \$4.50 to \$7.50, according to size, as he well knows, for he wrote us last week regretting that he had not known sooner that so many Riparia cuttings could be obtained here, (we have about 300,000) or he would not have purchased so many in the East.

While, further, we are fully aware of the public good Mr. Wetmore is to the viticultural interests of the State, we protest against his using the position he occupies to misrepresent, and, in short, to "ride rough shod" over any who may seem to be in his way.

We would also say that our cuttings are being made fresh from the vineyard of Judge Jas. A. Stanley, (of Stanley, Storey and Hayes, N. W. Cor. Clay and Montgomery streets, S. F.) being heeled in every day, and that we can refer to Hon. M. M. Esteve, Prof. E. W. Hilgard and others.

Prof. Hilgard visited this vineyard in company with Leonard Coates, and after close examination, expressed himself as being "agregably disappointed" in the growth the Riparias had made, being planted on a hill-side, and in hard, cold soil. The wood is much shorter jointed, and better ripened, than that which is imported, and of course, must be superior.

Respectfully,

COATES & TOOL.

Competition.

Competition is not to be avoided. When it is healthful and just, it is not desirable that it should be. Its aggregate constitutes the wealth of a land, and its wholesome and stimulating operation promotes the prosperity of the multitudes who are not directly engaged in the circle of its contest. But it creates frequent and great perplexities to the individual trader, and often embarrasses and breaks down a young man of business in the beginning of his career. Frequently, also, there is great injustice perpetrated under the garb of just and equitable competition. A large trader, with abundant capital, will adopt the tactics and occupation of the tiger among flocks. He will devote himself to the oppressive persecution of competitors with smaller means. He will undersell them even at a loss to himself. He will even ascertain the main staple of their investment, that he may especially destroy them by a ruinous reduction of the market price for this one class of merchandise. His purpose is no longer honorable gain to himself, but a murderous ruin to others. Such a man, while far from an advantage to the trade, is no benefit to the community in which he trades.—U. S. Economist.

In San Francisco we have seen something of this folly, greed, or rascality would probably be a better name for it.

SEASON OF 1884!

VINES and VINE CUTTINGS

I take pleasure in informing my patrons that I shall be able to furnish, if called for soon, limited quantities of

GENTLE CUTTINGS Of the following rare varieties:—FOLLE BLANCHE, COLOMBAR (Sauvignon vert) MATARO, CARIGNAN, GRENAACHE, PETIT PINOT (Crab's Black Burgundy) CHAUCHE NOIR, TROUSSEAU, MEUNIER (same as the so-called Franc-Pinot of Mr. Scheffer—misnamed), CHARBONO, FOLLE NOIRE, MALBECK (same as Lefranc's so-called Cabernet-Malbeck) MOSELLE RIESLING, WEST'S WHITE PROLIFIC, MUSCAT of FRONTIGNAN, SEEDLESS SULTANA, etc.

The prices of the foregoing are capricious and some of the varieties, particularly MATARO, MALBECK, CARIGNAN, MEUNIER and WEST'S WHITE PROLIFIC, are nearly all engaged at the present time.

Price lists will be forwarded to those inquiring, as circumstances vary them.

Also, All the Well Known Varieties such as ZINFANDEL, RIESLING, CHASSELAS, CHAUCHE GRIS, BERGER, MUSCATS (Gordo Blanco and Alexandria) FLAME TOKAY, etc., etc.

ROOTED VINES.

Particular care will be taken in respect to rooted vines to guard against infection by diseases. I can furnish rooted ZINFANDEL, MALVOISIE, VERDAL, FEHER ZAGAS, CHARBONO, etc., at varying prices, according to the demands of different producers.

Also a few thousand CALIFORNIA SEEDLINGS; RIPARIA SEEDLINGS all engaged.

RIPARIA CUTTINGS.

Having made necessary arrangements, I am prepared until January 15th to offer fresh RIPARIA CUTTINGS from the forests of Nebraska—car loads already arrived in better condition than ever before received in this State, as follows:

36 inch cuttings at \$10.00 per M.  
42 " " " " \$12.00 " "

Ten per cent off for cash within 10 days after receipt and acceptance of orders.

For those who desire shorter lengths I will furnish

10 to 15 inch cuttings at \$3.00 per M,  
15 to 18 " " " " \$5.00 " "  
18 to 20 " " " " \$6.00 " "

But I advise purchasers to take the long cuttings and prepare them to suit themselves. This is the cheapest offering of Riparia cuttings ever made in California.

All of these Riparia stocks not sold before January 15th will be sold at public auction to the highest bidder.

SEED.

I have fresh Riparia seed (from Nebraska) to offer at

\$2.50 per lb. for less than 5 lbs.  
\$2.00 " " " " 5 lbs. and more.

Also, Fresh California Seed at \$1.50 per lb. for less than 5 lbs.  
\$1.00 " " " " 5 lbs. and more.

CITRULARS.

will soon be ready to explain the importance of certain of the rarest varieties and will be furnished on demand.

Address CHAS. A. WETMORE, No. 321 Montgomery St., or No. 111 Leidesdorff St., San Francisco, Cal.

P. O. Address No. 111 Leidesdorff St. S. F.

A RIVAL RIPARIAN REPLIES.

SAN FRANCISCO, Dec. 19, 1883.

EDITOR MERCHANT: The letter of Messrs. Coates & Tool which you have submitted to me for "explanation," has been duly read. I do not know what is the matter with the gentlemen; certainly, I do not intend to "ahut up shop," because they have concluded to compete with me in a business that I have been engaged in for four years. They seem offended because in my advertisement I say that my offering of RIPARIAS is the cheapest ever made in this State, viz.; 36 inches at \$10 per M; 42 inches at \$12 per M. If this is not the cheapest offering I am willing to be corrected, and in order to make my cautious competitors feel better and to quiet their fears lest I may be deceiving the public, I will now agree to sell this consignment, which I have offered at 10 per cent discount for cash within ten days from receipt and acceptance of orders. In order not to compete unnecessarily against the prices fixed by Messrs. Coates & Tool I offered to cut up my long cuttings and furnish 15 to 20 inch cuttings at \$7.50—the price asked by them for similar size; inasmuch as this courtesy does not please them I will now change my offer to the advantage of the public and will furnish cuttings 10 to 15 inches long for \$3.50; 15 to 18 inches long for \$5.00 and 18 to 20 inches long for \$6.00 per M. My clients are therefore referred to my revised price lists and they may be well assured that I do not mean to be run out of a legitimate business by the ill-matured complaints of my competitor.

But, Mr. Editor, I think it is time that the public should understand distinctly that, the fact that I hold a public office, the duties of which I have performed without fear, favor or partiality, to the best of my ability, is no reason why I should abandon a business which I had engaged in before I was called to fill such office. I have imported for several years large quantities of resistant stocks and taken large risks in doing so; last year I lost considerable money by the operation. This is, however, a legitimate branch of a necessary business, and I feel compelled to continue it, even if at a loss, to keep pace with my competitors, against whom I have never lifted any obstacle, unless they were practicing deception or leading planters into error.

Early this year I ordered a carload of RIPARIA cuttings to be made for me in Nebraska, knowing that when made immediately after the leaves fall, the chances of success in rooting them are increased. I have to pay for them all, whether I sell them or not; I have to advance the money, which including freight is nearly two thousand dollars, and I may have a lot of them left on my hands when the season is

over. If I had known that any were to be had in this State in large quantity, (I did not know Judge Stanley had not grafted his vines) I should first have ascertained what could be done here, and so I would have saved my risks. Knowing now how many there are offered, (I do not, however, believe that Messrs C. & T. can make 300,000 good cuttings), I am naturally anxious to get rid of my stocks without loss, and so I have made "the cheapest offering of Riparias ever made in the State." My stocks are first-class and better than any ever before imported. If I do not sell all I have, at the revised price list now published, before January 15th, I shall put up the balance on hand for sale at public auction to the highest bidder. If Messrs. Coates & Tool don't like my way of doing business, let them plead the baby act, a thing which they will never find me fool enough to do. Yours respectfully,

CHAS. A. WETMORE.

The Tobacco Outlook.

There has nothing transpired in Congress as yet to indicate whether any action or not will be taken this session in regard to internal revenue taxation. Mr. Carlisle, it is true, has been elected to the Speakership on a platform of tariff reform. His friends interpret this to mean that no legislation will be had in the House affecting internal taxes and that the tent of the House will solely be toward lowering the customs duties.

We have claimed that the discussion of the tariff will necessarily involve a discussion of the internal revenue. We think so now, but if Mr. Carlisle's friends' declarations are to be taken as true, no other hurt will injure to the tobacco interest other than incident to agitation. The trade can stand "agitation" so long as it is assured there will be no actual legislation. But we are not so sure that Mr. Carlisle's, or his friends', declarations will be carried out. The protectionists throughout the country are already becoming alarmists as to the effect of any further lowering of the tariff. Particularly is this the case with the iron and steel men. They are looking for the removal of the tobacco taxes as a necessity for their salvation, and there is no doubt that a great pressure will be made for their abolition. It remains to be seen how Mr. Carlisle and his followers in the House will withstand this pressure.

Judge Kelley can be relied upon to urge the abolition of the tobacco taxes unceasingly, and there may be enough protection Democrats to join in Republican policy to keep up the tariff by reducing or abolishing the internal revenue.

There will be no definite policy formulated until after the holidays, but then, without doubt, "the music will begin."—U. S. Tobacco Journal.

J. B. J. Portal, the well known viticulturalist of San Jose, writes in reference to Rixford's "Wine Press and Celler" obtained from this office. "I find it full of valuable information to wine growers." Every vineyard owner or wine maker in the State who has not a copy of this work should send us \$1.50 by postal note or in one-cent stamps and we will mail him the book by return.

To Hawaiian.

After January 1st, 1884, postage of fifty cents will be added to the subscription price of the MERCHANT, making the cost to Hawaiian Island subscribers \$3.50. We do this in consequence of the change in the rate caused by the Hawaiian Kingdom entering the Postal Union.