

Any increase in the tariff will have a tendency to keep out foreign goods.

Most manufacturers look for 25 per cent.

If the tariff were raised to 25 per cent. the price of stoves would not be raised to the consumer.

If the manufactures in this line were run to the full capacity, they could supply Michigan and New York as well as Canada ; in other words, we could more than double our production.

The wages paid here are fully as high as in the United States, taking the money of the two countries on a gold basis.

Laborers are paid more in the States than they are here.

We import all our raw material.

If you place the pig iron interest in the same position as we are placed in, we are quite satisfied. I mean the relative position of the two interests.

A duty is put on pig iron in the States of \$7.00 per ton.

The stove manufacturer in the United States can lay down his iron as cheaply as the Canadian can.

The capacity of American furnaces is now five millions of tons.

Four years after the duty of \$7.00 was imposed it was not one million.

In consequence of the duty on pig iron, it has developed the trade in the States. The duty was put on in 1862.

We are importing iron from the United States. We will this year import two-thirds of our stock from thence.

We find it better iron than the Scotch.

The manufacturers increased in the same ratio with the furnaces.

Think that the protection being put on developed the iron mines of the States.

Some of the iron in the States is not so good as the Scotch.

Lake Superior ore mixed with New York brands is better than the Scotch.

Where the demand is great the price is also great.

Large quantity of Canadian ore is used in Charlotte, near Rochester.

The relative cost of iron in the States and England is about the same.

Importers of Scotch iron offer at a less price than formerly, because the Americans offer lower, the price has been reduced from \$50.00 to \$27.00 per ton ; this is owing to American competition.

We are buying iron now cheaper than the American manufacturers in the States can buy for.

The Americans sell lower to us on account of the great over-production,—*e. g.*, the mines at Charlotte have a large quantity of iron on hand, and rather than blow out their furnaces they offer at lower prices.

Are able to purchase from the Scotch maker on account of American competition.

The American stove manufacturers do not to-day pay as much to their own people for iron as they do to the Scotch for theirs.

The Americans, taking off all duties, can to-day use their own iron more cheaply than the Scotch.

The Scotch makers regard the United States as a closed market.

If the Americans took off the duty now they could sell their own iron as cheaply as they could import. They could not have done so when they first commenced to manufacture iron.

Our firm is also engaged in the manufacture of scales, card-clothing, cotton, and woollen looms, reapers and mowers. The scale business is carried on in the city of Hamilton.

Have to meet the competition of the name of Fairbanks & Co., of Vermont.

They have, during the past few years, obtained our price list, and found theirs on ours.

We form so small a part of their whole territory that we cannot successfully compete. They do not lower the price to their own people.