

investment of \$250,000 in developing the water power; this large investment earned only what it saved, viz., \$25,000, or 7 2-10 per cent. The general opinion is that the southern water power is, as has been demonstrated in New England, very much over-rated, and only under the most favorable conditions is it at all to be compared to a modern economical engine and cheap fuel; probably \$15 per horse power is a safe estimate for the average southern mill using water power. Steam power will cost from \$12 to \$14 per horse power per year, according to favorable or unfavorable conditions.

## COST OF MANUFACTURING

Proportionate elements of cost for 40-inch 2 60 cloth	
Raw material.....	61 38 per cent.
Labor.....	15.09 "
Fuel and fixed charges.....	13.61 "
Commissions, discounts, etc.....	9.92 "
	100.00 "

The following table will indicate the proportionate cost of incidentals, etc.:

Fuel cost.....	18 10 per cent.
Supplies.....	17 11 "
Freight charges on finished goods.....	7 00 "
Repairs.....	9 58 "
Salaries.....	10.34 "
Real estate.....	2.67 "
Insurance and taxes.....	4.93 "
Interest and commissions.....	30.27 "
	100.00 "

These last figures represent the yearly charges of a steam power plant doing a business of \$700,000.

## AVERAGE WAGES PAID PER DAY IN THE FOUR STATES WHICH COMPLETE WITH NEW ENGLAND

	Georgia.	N. C.	S. C.	Alabama.
Picker hands.....	75 cts.	68 cts.	65 cts.	60 cts.
Card hands.....	95 "	80 "	85 "	72 "
Speeder hands.....	90 "	75 "	78 "	80 "
Spinner hands.....	75 "	65 "	56 "	54 "
Spooler hands.....	90 "	78 "	78 "	60 "
Weaver hands.....	100 "	85 "	90 "	90 "
Yard and general help hands.....	70 "	68 "	65 "	60 "

The above table will come very near the average wages in the four States. They are, without doubt, slight variations from the figures given, but not of sufficient extent to alter the general average. The hours of labor vary in the above four States, fully as much as the wages paid.

The best southern mills on print goods with common looms, will have an advantage of two cents per pound over the New England mills using similar machinery. We frequently read in southern papers of the South's advantage of cheap cotton, estimated from one-half cent to three-quarters of a cent a pound; these writers fail to remember that a large proportion of the goods manufactured in the South are first sent to New England for finishing and then possibly returned to New York for distribution, thereby losing the advantage gained on the low-priced cotton. A mill producing coarse goods will generally use local cottons, and may thereby have this advantage of one-half cent to three-quarter a cent a pound. But suppose the character of the goods demands a better cotton than is

found in the near locality; for instance, if cotton has to be freighted from Arkansas or Tennessee to South Carolina, this advantage would nearly disappear, and if the freight charges on finished goods to New England be added to its cost, the southern mill is then laboring under a disadvantage. I fail to see any climatic restrictions whatever of No. 40s and under, not being spun and successfully woven in any part of the South, and when the time comes, as it will, for spinning finer numbers, I apprehend artificial conditions, suitable for such manipulations, will be possible; this has been the experience in the East India mills, where the excessive heat of summer gives way to artificial conditions within the factory. For ten years the South should make but little effort to spin fine as No. 40s, simply because the help will not have had sufficient experience. Meanwhile there will be little need of the South undertaking to spin finer numbers, as there will be no demand for it; but on print cloth numbers the help will during this time develop dexterity not excelled by any class of operatives, foreign or native. That the South will in ten years from now produce with its native operatives the bulk of seven-yard standard print goods there can be no question; when this assertion is denied we thereby acknowledge that the French Canadians, Poles, Russian-Jews and Portuguese, who are now being introduced into New England mills, will accomplish more and have a higher mental make-up than those who are natives and are acquainted with our customs and ideas.

Dog day weather, so-called, has no terrors for the southern spinner, even without the use of humidifiers; with their use, however, the help labor with much less fatigue, not so much from better running work, as from being in a more healthful atmosphere; one singular fact is that we seldom hear of heat prostrations, either from outside or inside labor; this condition, I really believe, gives an advantage to the southern manufacturer not possessed by those in other sections, and is accountable for the continued vitality of our operatives during the severe heated term. We may be asked to explain why it is that so many more hands are required in a southern mill than in a New England one. In weaving departments our southern help will manage successfully as many looms as in any cotton manufacturing country; in spinning and card departments this is not always the case and is to be expected when one considers the length of time our help have been in the mill; some mills are compelled by circumstances over which they cannot exercise control, to give employment to children of rather tender years. This is the only class of southern help which are not considered economical, and this is a difficulty which will in time adjust itself. One will always find in southern cotton mills a far greater proportion of young persons than will be seen in a New England mill; for instance, on drawing machinery and around cards, boys of 14 and 18 years are used, when in northern mills help of not less than 18 years and upward will be found around such machinery. With these few exceptions, hand for hand, we obtain from each operative fully as satisfactory results in the run of a year as are obtained elsewhere.