

would be greatly increased, but in the case of yeast the cost was the same to the consumer as it would be if there was no duty on it at all. The price lists used by the firm in the United States and Canada were identically the same. There was no trust in the yeast business in the United States and no arrangement as to prices.

It will be observed that Mr. Dobie is one of that peculiar class who think that one hundred per cent. protection is just about the correct thing for his industry, but that any such protection for other industries would add greatly to the burden of the consumer. It is all right for him to speak with reference to his own industry, but by what authority does he speak for other industries? Mr. Dobie promised to prepare for the Ministers written statements setting forth the cost of raw material in proportion to the value of the finished product, the amount of capital invested, etc.

ENAMELLED WARE.

Mr. A. E. Kemp, of the Kemp Manufacturing Co., Toronto, and president of the Canadian Manufacturers' Association, was the next witness. He regretted that there had not been any joint action on the part of the other manufacturers of enamel ware, stamped tin ware, copper ware, etc., in Montreal and London, to present their views to the Commission.

The Commissioners said they were under the impression that some such action would be taken, and being now undeceived, agreed to receive a joint deputation of manufacturers at a date to be named later. Mr. Kemp then went on to speak in a general way about the business in which he is engaged. He manufactured enamelled ware, stamped tin ware, copper ware, nickel-plate ware, and other household utensils. The business to which he had succeeded was established about 1876, but the enamelled ware department had only been in operation for three or four years. The competition in the enamelled ware came chiefly from the Germans. For a great many years the Americans had the market to themselves. The Germans were large producers of the same articles, but their shapes and designs were not what the American trade required. Accordingly, about seven years ago, they sent over agents and copied the designs, after which they came in and captured the American market. The Americans sought to drive out the Germans, and in the struggle for supremacy a lively fight had been going on, and prices had become reduced. In the midst of the war, Mr. Kemp commenced to develop the manufacture of the new ware, as tin-ware was being driven out of the market, and was able to sell goods at a cheaper rate than they were sold for in England or the United States. The trouble, however, was that the Germans had established agents in Montreal, to whom large consignments of culls had been sent at a very low valuation, and auctioned off. This had had the effect of badly demoralizing trade. Mr. Kemp did not care to make public the cost of raw materials and labor, the amount of capital invested, and other facts of the kind, but promised to prepare a brief for submission to the Ministers. The duties on the articles he manufactured varied from twenty-five to thirty-five per cent. In the case of raw material some articles were free, whilst the duties on others ranged from five to forty per cent. Enamelled ware had largely taken the place of tin ware, and articles which according to invoices sold for one dollar eight years ago, now sold from thirty to thirty-three cents. His firm employed 300 hands.

Referring to Mr. Kemp's reluctance to make public information of a private character, Sir Richard Cartwright said -

"If you come here wanting to tax the public, you will have to give information to the Government. We will respect your trade secrets," to which Mr. Kemp replied:—"We do not tax the public, and I am here to tell you that we are selling our goods, manufactured in Canada, cheaper than such goods are sold for anywhere else in the world—cheaper than in England, Germany or in the United States."

In the course of further remarks Mr. Kemp stated that a copper tea kettle which four or five years ago cost \$1 60 was now being sold at seventy-five cents. A saving had been effected through improved methods of manufacture. With regard to exporting, the firm had tried Australia, and had made shipments to South Australia, but at present there was nothing in it for them. They could not compete with German enamelled ware at the present time. The firm fancied they could compete at foreign points with the Americans. He had no hesitation in saying that the Germans were their strongest competitors, and he could not say what that competition might develop into.

BICYCLES.

Some interesting information in regard to the bicycle industry was presented by Mr. E. R. Thomas of H. A. Lozier & Co., Toronto Junction, and Mr. S. F. Evans of Evans & Dodge, Windsor, who represented the manufacturers of completed wheels. Mr. Thomas, in his statement to the Ministers, said that for some years England had a monopoly in the manufacture of wheels. In 1884 there were only six bicycle factories in the United States, and their output was about 11,000 completed wheels. In 1895 there were over 500 bicycle manufacturers in the United States, each one on an average making not less than a thousand bicycles. In the United States altogether there were supposed to be 900 bicycle manufacturers with an invested capital of \$90,000,000.

In addition to this \$35,000,000 were employed in manufacturing cyclometers, lamps and other accessories. Up to 1895 the supply had not equalled the demand in the United States nor in England. The cost of the bicycle in the United States had been greatly reduced within the last few years. The reason was that manufacturers had the advantage of cheap fuel, steel and oil. The decreased cost of production and the increased output gave to the manufacturers a greater margin of profit than he had heretofore, consequently they were seeking a market for their surplus, and naturally they would seek the market nearest their doors, which was Canada. Mr. Thomas said that a few dollars difference in the tariff on bicycles would neither increase nor decrease the shipment from the United States if their supply in the United States did not equal their demand. They would certainly supply the home demand first. Consequently he believed that the revenue derived from bicycles would not be increased should the tariff be decreased. The export of American bicycles to Canada would not be affected by the tariff one way or the other. The consumption at home would regulate the disposition of the output. Mr. Evans and Mr. Thomas explained the process of importing wheels in parts and the method of conducting assembling shops. Mr. Thomas said that H. A. Lozier & Co. made everything, except the rims, which were purchased in Canada; the tires, which were brought from the United States in the face of a duty of thirty per cent, and