

The amount imported is about \$900,000, which does not include British Columbia. My opinion is that there are more goods imported than the returns show; that is, I think that there are more goods used in the Dominion than the value of the importations of the manufactured goods seem to indicate. I make my estimate from the number of wholesale and retail dealers, who claim to do largely in English clothing, taking the wholesale only: There are three in Prince Edward's Island; eighteen, New Brunswick; twenty two, Nova Scotia; eight, Quebec; six, Ontario; five, British Columbia, making a total of sixty-nine agents of English houses, seven wholesale importers, to say nothing of hundreds of retailers who import direct, giving an average, after allowing one-third of the amount as being sent direct to the retailers, of less than \$10,000 each.

The duty on the manufactured article is the same as that on the cloth.

We ask for ten per cent. additional on ready-made clothing, and we are satisfied that we can then give you goods as cheap, if not cheaper, than we do now.

If ten per cent. were added to the cloth the effect would be, we would have to do business with additional cost; our position would be worse than now if we had to look to a foreign market only.

If there was twenty-five per cent. duty on cloth we would use much more Canada goods.

Our prices are fully twelve and one half per cent. lower than in the United States; they have a protection of one hundred per cent.

The larger the field the cheaper we can supply the goods; that is to say, we believe, if protected from foreign competition, we could do over \$200,000 additional business in the field we are now doing business in through the same agencies, and without any but the most trifling additional cost, consequently we could afford to do it at a much less profit.

The proportion of female to male labour that we employ is about 75 per cent.

The great proportion of our employes work at their own homes.

Cross-examined:

Began the manufacturing and wholesale of clothing over twelve years since.

Began with a moderate capital of less than now.

Our capital has largely increased.

Had no competition with English goods when we commenced.

Have no remembrance of any being imported.

Within the last five or six years the business has sprung up.

Do not know that the price of English clothing has advanced any more than the increased price of the material would necessitate.

I am aware that the price of labour in England has increased, but not the price of pauper labour, which is largely employed in the manufacture of the low stuffs.

We can obtain as much labour in Canada as we wish. We have what may be called a school of labour in connection with our business, where we help young girls by teaching them the business, and in that we have been enabled to keep up the supply of labour which we require.

The English manufacturer, I am told, pays from 40 per cent. to 50 per cent. less for labour than we do.

The cheap low-priced goods which are imported are in demand for a certain class chiefly, *i.e.*, those employed in the making of canals and railways.

A change in the tariff such as we seek would enable us to make those cheap low-priced goods.

A large amount of our goods, such as the clippings, we have to cast away; whereas, in the United States they get eight cents per pound for them, but when we sell we can only get half a cent to one cent per pound; if, therefore, the tariff were increased our manufacturers would make, with these, low-priced shoddy cloths which now we import.

If the makers of shoddy goods here had an increase of duty on such goods, I am of opinion that they would use up a large amount of material that is now almost worthless.