

Competition from the United States.

The United States manufacturers have their raw material at least 20% cheaper than we have.

Fuel is much cheaper than it is in Canada.

Labour is paid about the same in Canada as in the United States.

The manufacturers of the United States are the largest in the world of shirts, collars and cuffs; one concern in Troy, N.Y., Cluett Peabody & Co., have an output of twenty-five thousand dozen collars per day, while Canada in all her factories only produces twenty-five hundred dozen collars per day. In addition to the one firm mentioned, there are a number of firms, each of whom is producing almost as many goods per day as all the combined factories of Canada produce.

The Shirt Manufacturers in the United States are also enabled to produce goods cheaper than Canadian Manufacturers because of their immense output. Cluett Peabody Company alone produces over Six Million Dollars worth of shirts per Annum, and there are a number of manufacturers in the U.S., each of whom is producing more goods than all of the factories in Canada combined produce.

Their overhead charges are down to a minimum, while, owing to the limited output, such is not the case in Canada.

According to the Census of the year 1900 in the United States, ending June 30th, there were Collars and Cuffs produced amounting to \$9,077,700, of which \$8,073,271, or 89%, was made in Troy, N.Y., and 99.4% in the State of New York. This is important as really representing the portion of the business controlled by Troy Manufacturers, as almost all the collars and cuffs made in New York State outside of Troy are branch factories of Troy concerns. It would be fair to assume that the next returns from the Census, which are about to be published in the United States, would show that the output of the Troy factories is at the present time double what it was in 1900.

Troy firms control a very large portion of the Shirt business as well, but not to such a great extent as they do Collars and Cuffs.

Troy firms advertise very largely in magazines and newspapers published in the United States, which have a very large circulation in Canada, which is increasing every year. Five years ago the value of the magazines and papers coming into Canada was \$370,000; last year the value was \$750,000, showing increased circulation of more than three times what it was five years ago. Canadian manufacturers could not afford to advertise