

can be no such difference in the two classes of work. The women who run the fancy stitching and braiding machines may earn much more than the women who make military tunics, but there the divergence ceases. The work is practically of the same quality on the average and we are face to face with a problem. Do the cloak manufacturers pay an average of four times what the labor they employ is worth, or do the Government clothing contractors and their sub contractors, who also in some cases work for the cloak manufacturers, we believe, pay one-quarter of what their laborers really earn? Or again, is Mr. McKinnon, one of the most acute business men in Canada, mistaken in the facts of the case, or is Mr. King, a trained economist, who has distinguished himself in both Canadian and United States universities, mistaken as to his facts? We should like some assistance in clearing this up.

HOW TO BE IN IT.

An incident of general interest to the manufacturers of, and dealers in, textile fabrics throughout Canada will be the publication of the fourth edition of the Canadian Textile Directory, which is now rapidly going through the press. This work is more than a mere directory of names. It gives facts and figures about the textile trades of Canada which have been attempted in no other work. It contains not only a list of all the general stores, retail dry goods dealers, hat and fur dealers, clothiers and haberdashers, tailors, milliners, etc., but all the wholesalers and commission merchants or manufacturers' agents in similar lines, and all the mills and factories engaged in manufacturing fabrics of all kinds connected with the textile and kindred trades. These will be found specified in the advertisement on page 314, and by referring to that it will be seen that it gives information of special value relating to the capacity, products, sale agencies, and other facts of interest to those seeking information concerning the mills. The publishers desire completeness above all things, and a great amount of money, time and correspondence have been spent to obtain this completeness. Considering that all this information is of most benefit to the manufacturers and dealers themselves, one would think that not a single dealer or manufacturer in the country would fail to report promptly, seeing that it is of more importance to themselves than to the publishers. Yet there are a few who have been thus negligent or forgetful. If this touches any reader of this notice will he look up the announcement elsewhere and send in his report at once, as the work will soon be issued. As an advertising medium the Canadian Textile Directory is unequalled. The cream of the manufacturers and dealers in every line we represent are the most prominent users of space in this work. Every copy goes to the trade and counts in influence because it is a standard work. The first edition contained 318 pages; this edition will make a book of over 500 pages. It is the only work in Canada which gives a full list of the boards of trade, travelers' associations, and dry goods and kindred associations, while the immense amount of statistical information, such as the details of the imports and exports of dry goods, etc., the tariff of Canada, the United States

and Newfoundland, sterling exchange rates, etc., make it indispensable in any office of any pretensions.

The price of the book to non-subscribers is \$3, to subscribers \$2, and the advertising rates are as follows: One page (4½ x 7 in.), \$25; one-half page, \$15; one-third page, \$10; one quarter page, \$8; one-sixth page, \$6; ten lines in classified list, \$5. Address at once,

BIGGAR, SAMUEL & Co., Publishers,
Fraser Building, Montreal, or 62 Church st., Toronto

SOUTHERN COTTON MILLS AND COTTON MANUFACTURING.*

EDWARD B. WILBER, NEWBERRY, S.C.

Very much of that written concerning manufacturing in the South has been largely exaggerated, for which there is no excuse. What are the advantages we hear so much of, and do they exist to the extent claimed for them by many writers? First is the cost of construction and equipment. Brick mills of the best material and all modern conveniences, having been erected at a cost ranging from 40 cents to 50 cents per square foot, and at a total cost of construction and equipment ranging from \$17 to \$20 per spindle, local conditions having been somewhat unfavorable, together with the fact that the machinery cost ten per cent. more than it would in New England. A number of the above mentioned mills were equipped with the latest up-to-date machinery for about \$14.25 a spindle, which is higher than the same would have cost at railroad centres in New England. Town taxes in North Carolina and South Carolina average one-half of 1 per cent.; city taxes average three-quarters of 1 per cent.; Georgia and Alabama taxes may by vote be remitted for a term of ten years. In Arkansas the aggregate taxes cannot exceed 2 per cent. for town, county, state and school.

Pocohontas coal costs the North Carolina mills \$3.25 per ton, while Tennessee coal is delivered at \$2.95 per ton. In South Carolina Pocohontas coal costs \$3.75 per ton, while Tennessee coal can be secured from \$2.80 to \$3.20 per ton. Georgia uses Tennessee generally, costing \$1.90 to \$2.10 per ton. In Alabama coal costs from \$1.15 to \$1.35, and it is stated one Alabama mill is using local coal, which costs from 75 to 90 cents per ton. The development of water power for cotton manufacturing in the South will not be carried on to any great extent in the future, as steam is proving itself much more reliable and fully as economical. If electricity is to become very much of a factor, then this statement will need to be modified. Southern manufacturers have by experience learned that the actual cost of their water power is only to be arrived at when compared to the relative earning power of a steam plant and a water power plant of equal capacity; and experience has demonstrated that water power is cheaper only under favorable conditions. A 25,000-spindle mill can be built in the South, we will say, for \$18 per spindle. Its fuel for a 1,300 horse-power engine will cost \$18,000 per annum, which is \$13.84 per horse power per year. The most recently built water power mill of that size constructed at cost of \$25 per spindle, required an

*From a paper read before the New England Cotton Manufacturers' Association