

If the tariff arrangements were reciprocal we could enter their territory.

Fairbanks & Co. broke down the Howe Company because the latter did not make a good article.

We make the identical scale that Fairbanks makes ; the person who was his foreman is now one of our partners in this business.

The Great Western Railway have determinately used our scales, and they have been persecuted on the border by the officials of the United States by their refusal to accept the grain weighed by our scales.

In the manufacture of card-clothing, which we established some time ago, we have not made three per cent., because the machinery was admitted free. Card-clothing was put on the machine and thus entered free of duty.

We have had an intimation, since the ten per cent. duty was put on machinery, of an order for 600 looms from two Canadian firms.

Reapers and mowers are manufactured by us in Dundas.

During the last year there has been a great many American machines introduced.

We manufacture the same kind of machines as are imported from the United States.

The improvements could only be patented prior to the past two years. Americans could not obtain patents in Canada unless they took the oath of allegiance.

In case a reciprocal tariff, would be met by the patent laws of the United States and would therefore fail to enter their market in that particular instance.

There is very great hostility to Canadian industry in the Patent Office at Washington ; we made application on a valuable stove and could not procure a patent.

*Cross-examined :*

Experienced great competition previous to the war, at that time there was a 20 per cent. tariff.

Previous to 1859 and 1860 we suffered from serious competition, from 1854 to 1857 the competition was continuous.

Our firm successfully competed.

We did a large proportion of our business with the back settlers, on a credit basis.

Built up a considerable business notwithstanding, as we used a larger amount of capital to enable us to sell, as we had to do, on credit.

The Americans sell for cash at lower prices to our people than to their own.

We can compete with the Americans now, and did. During the last ten years our business has grown, and we have therefore been able to manufacture cheaply.

Complain of last year's transactions, as we lost our cash market.

The Americans sold last year at half cost in some instances.

Think that a duty of five per cent would not have kept out that class of goods last year, some goods were sold only a little lower than ours.

There are six large establishments in the stove manufacturing business in Hamilton, five in Toronto, four in Montreal, one in Oshawa, two in London, and two in Brantford.

The effect of goods coming in from the United States has not had the tendency to lower the prices, our price being lower than the ordinary selling price in their own country.

Have no idea what proportion of American goods come to this market.

If the Americans had the whole field to themselves the price would be raised to the Canadian buyer.

If we had our capital out of business, could make more out of it.

Have to expend large sums in the getting up of patterns.

A protective duty in favour of our iron manufacture would increase the price of the article manufactured from it.

Iron is now lower in this country on account of the present competition between the American and Scotch iron makers.

I think that if a duty was put on now the price of iron would be ultimately lower.