

goods. You say they can import cheaper. Are the goods sold in Canada at a lower rate than you can afford to sell them?—Yes.

What is the difference?—It is hard to tell the per centage.

But if a pair of tweed trousers were brought to you, you could tell the difference?—Don't often buy in England. We pick up styles anywhere, but don't buy in bulk as a rule.

Can you give us the approximate difference between the imported and the manufactured value selling price?—The publication of this would go against me, not that I don't wish to tell you. The English houses have travellers all over Canada, selling goods, and they could easily cut out a slip from the papers and show against us.

It is in the interest of those who wear the pants that we don't advise any change in the law without cause. It is necessary for you to answer?—Maybe fifteen per cent.

They undersell you by fifteen per cent and pay the duty?—Maybe that. Have not examined it closely. But think they beat us from ten to fifteen per cent on low made-up stuff, after paying the same duty that we do on our raw material.

Can they afford to do that?—They can fairly compete with us. There are some kinds of goods which differ. In cheap black union clothes it is pretty hard for us to compete with them. The labour is cheaper in England.

The sewing machine enters largely into your manufacture?—It does. It takes two hands to close the work for one machine.

But do you mean to say that the English maker, although you both do a large amount of work by machinery, makes his goods thirty per cent. under you, or can sell them under you?—I did not say so.

But fifteen and the duty, that makes thirty. I want to know if the English manufacturer can pay the duty and still sell fifteen per cent. under you. He can make thirty per cent cheaper than you?—He cannot beat us thirty per cent., for if ready-made clothing imported paid a ten per cent. higher duty than our raw materials, we could favourably compete with them.

In any large proportion of his materials?—

The wages you say are higher in this country than in England. Do you pay more to your foremen and the superior officers of your establishment?—I have not enough acquaintance with foremen's wages in the old country to say.

Where do you get your hands?—Canada.

And they work for you nearly as cheap as they would in England?—No.

The general expenses of your business are of course less than those of an English manufacturer?—No; our business being much smaller than the English competing firms our proportionate expenses must naturally be higher.

Your taxation and rental?—Have no experience which enables me to say. But labour is growing dearer and dearer with us every day, and great numbers of our hands are leaving us for the United States where they can earn higher wages.

Do you sell about all you can manufacture?—I could manufacture more if I could command sales.

Why do they leave you then if you can employ them?—For two reasons. Some go for larger pay while others leave us and go elsewhere out of the country for employment because we cannot give them employment. There is more demand for them in fact in the States.

Is that certainly so?—I think so in my line. I don't know how it is with other lines. I go to the States and enquire the prices, and find Canadians there, in Boston, working in this industry. They get higher wages in the States than at Montreal.

Have you much acquaintance with other manufacturers in Canada than your own in your own business?—I am acquainted with all the clothiers in Montreal, and slightly so with those of Western Canada.

Do you find many Americans working on this side?—Not in Montreal, but there are a few in Western Canada. They are mostly foreigners from the old country or from Germany.

While you find labour leaves you to go to the States you believe that some establish-