

BULLETIN No. 29.

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COMMITTEE ON FINANCE, UNITED STATES SENATE.

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REPLIES

TO

TARIFF INQUIRIES.

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**SCHEDULE D—Continued.**

WOODS, AND MANUFACTURES OF.

NUMBERS 3844 TO 3983.

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CIRCULAR LETTER OF INQUIRY.

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COMMITTEE ON FINANCE, U. S. SENATE,  
*Washington, D. C., December 20, 1893.*

MY DEAR SIR: In former years, when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, manufacturers, and producers, representing the industrial elements of the community, and others, making inquiries as to the character and amount of their output, the capital invested, prices, wages, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission; and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information, the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State name of corporation, firm, or individual, and character of manufacture.

2. State location of plant.

3. What amount of capital is invested.

4. When was the industry established?

5. State the amount of production, kinds, and value of articles manufactured annually since the establishment of your industry: Description, value, and quantity for each year.

6. Have you at any time during the past two years been running less than full time, and, if so, when and why?

7. What rate of ad valorem (or specific) duty is necessary to place domestic products on an equal footing with foreign producers, and your reasons why?

8. If the rate of duty upon your class of manufacture were reduced one-third, what reduction in cost of production would be necessary?

9. Please state the domestic wholesale price of your goods in 1884, 1890, and 1892, and at the date of your answer.

10. To your knowledge has there been an increased competition in your line of manufactures, either foreign or domestic, during the past four years?

11. Do you desire a specific or an ad valorem duty, and why?

12. Are you manufacturing or producing as many goods or commodities as you were in 1892, and if not, why not?

13. What has been the tendency of wages during the past twelve months?

14. If possible will you give an estimate of the exact cost of living of the families of two or more of your skilled workmen, specifying as near as may be items of expenditure.

15. Have you any difficulty in construing the existing law in regard to importations of the class of articles you produce, and have you any suggestions to make?

16. Has the price of living in your locality increased or decreased during the past four years, and to what extent?

17. What in your opinion is the cause of the present depression in trade, and what would be your remedy to correct it?

18. What component materials of your manufacture are, to you, raw materials?

19. Are the goods you manufacture luxuries or necessities?

20. What rate of interest are you compelled to pay on loans?

21. What effect has immigration had on your business?

22. What proportion of skilled labor do you employ?

23. How do you propose to meet any reduction of duty on the goods you manufacture?

24. Give the number of men, women, and children employed, and state the wages you pay for ordinary and skilled labor.

25. How many hours per week are they employed?

26. Do foreign articles of like kind enter into competition, and to what extent?

27. What proportion of your manufacture is exported, and do you realize a less price therefrom than from domestic consumption?

28. Has the cost of manufacture increased or decreased since 1883, and to what extent?

29. Has the increase or decrease been in materials or labor?

30. Have your selling prices increased or decreased since 1890?

31. What amount of the agricultural production of the country is consumed in your manufacture, or through it, indirectly or directly, and what amount of other domestic productions?

32. What component materials are used in your manufacture on which you pay a specific or an ad valorem duty? Give the rates of duty.

33. If your raw material were free would there be any necessity for a customs duty on the manufactured product?

34. Please state the wholesale prices for 1884, 1890, and 1892. Have these prices increased or decreased since 1892?

35. What changes, if any, do you recommend of existing rates of duty or administrative customs laws?

The committee are desirous that your reply shall give a full expression of your views and not be restricted to merely answering the questions categorically. It, however, should be confined to your specific business and expressed as concisely as possible.

Publicity will not be given to names or locations of business if you so desire.

Please make your reply on the inclosed blanks and return it in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,  
*Chairman, U. S. Senate.*

[No. 2—IMPORTERS.]

## CIRCULAR LETTER OF INQUIRY.

COMMITTEE ON FINANCE, U. S. SENATE,  
*Washington, D. C., December 20, 1893.*

MY DEAR SIR: In former years when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, importers, and others, making inquiries as to the character and amount of their business, prices and wages paid, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission, and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State the name or names of firms you represent.
2. State the character of goods imported.
3. State the cost of their production in the country of manufacture.
4. Give the rates of duty on your importations.
5. State with what character of domestic goods your imports correspond.
6. Give the wholesale price of your goods in domestic markets, less all discounts.
7. What changes were made in the rates of duty on your goods by the tariff act of 1890; and if, the change was made from ad valorem to specific duty, what was the ad valorem equivalent for each year, 1891, 1892, and 1893, for the new specific rates?
8. State whether the cost of goods imported by you, excluding freight, commission, and duty, has increased or decreased since 1890, and what per cent of increase or decrease (estimated on the cost of 1890) has taken place to date.
9. State your opinion as to the conditions necessary to be maintained in the United States to make it an exporting country of the same goods that you import.
10. State your opinion as to whether or not goods such as you import can be manufactured in the United States without a reduction of wages.
11. State whether or not the articles you import have ever been exported from this country to the countries from which they are now imported, and when and in what quantity.
12. State what difference there is between the price made for export on the goods you handle and the wholesale price made for the local market at the point of production.

13. State the retail and wholesale price of the goods at the point of production, and the retail and wholesale price of the same goods in the United States for the years 1884, 1890, 1892, and the date of your answer.

14. On what terms are goods generally sold?

15. State whether you are a manufacturer's agent, a consignee, or a purchaser.

16. What commission is paid you for handling goods?

17. Please give the average rate of interest in the country of production of your goods.

18. Give the wages paid there for the past three years for skilled and unskilled labor.

19. State whether an ad valorem or a specific rate of duty is desired, and why.

20. State whether duties are most likely to be evaded under an ad valorem or under a specific duty.

21. Please give, if possible, a description of the mode of living and expenditures for two or more families of skilled laborers employed by the concerns manufacturing the goods which you represent, stating the location of such families.

22. State whether free trade or protection exists in the country of manufacture.

23. Give the amount of imports and value of your goods yearly for the past four years.

24. How do you manage to compete with domestic productions?

25. Please give for a period of ten years the cost of transportation, from point of manufacture to destination, in this country.

26. So far as your knowledge extends, which of the European countries has been most prosperous during the past twelve months, and to what cause was such prosperity, if any, due?

27. Have you any suggestions to make concerning the administrative features of the customs laws?

The committee are desirous that your reply shall give a full expression of your views, and not be restricted to merely answering the questions categorically. At the same time it is desired that your answers shall be confined to your own business, and be stated concisely.

Publicity will not be given to names or location of business, if you so desire.

Please return your answer in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,  
*U. S. Senate, Chairman.*

## SCHEDULE D.

(Continued.)

### WOODS, AND MANUFACTURES OF.

Present law: 216. Timber, hewn and sawed, and timber used for spars and in building wharves, ten per centum ad valorem.

Proposed law: Placed upon free list. Par. 674.

Present law: 217. Timber, squared or sided, not specially provided for in this act, one-half of one cent per cubic foot.

Proposed law: Placed upon free list. Par. 675.

Present law: 218. Sawed boards, plank, deals, and other lumber of hemlock, white wood, sycamore, white pine and basswood, one dollar per thousand feet board measure; sawed lumber, not specially provided for in this act, two dollars per thousand feet board measure; but when lumber of any sort is planed or finished, in addition to the rates herein provided, there shall be levied and paid for each side so planed or finished fifty cents per thousand feet board measure; and if planed on one side and tongued and grooved, one dollar per thousand feet board measure; and if planed on two sides, and tongued and grooved, one dollar and fifty cents per thousand feet board measure; and in estimating board measure under this schedule no deduction shall be made on board measure on account of planing, tonguing and grooving: *Provided*, That in case any foreign country shall impose an export duty upon pine, spruce, elm, or other logs, or upon stave bolts, shingle wood, or heading blocks exported to the United States from such country, then the duty upon the sawed lumber herein provided for, when imported from such country, shall remain the same as fixed by the law in force prior to the passage of this act.

Proposed law: 168. Lumber of any sort, planed or finished, for each side so planed or finished, fifty cents per thousand feet, board measure; and if planed on one side and tongued and grooved, one dollar per thousand feet, board measure; and if planed on two sides and tongued and grooved, one dollar and fifty cents per thousand feet, board measure; and in estimating board measure under this schedule no deduction shall be made on board measure on account of planing, tonguing, and grooving.

NOTE.—Sawed boards, plank, deals, and other lumber, free. Par. 676.

Present law: 219. Cedar: That on and after March first, eighteen hundred and ninety-one, paving posts, railroad ties, and telephone and telegraph poles of cedar, shall be dutiable at twenty per centum ad valorem.

Proposed law: Placed upon free list. Par. 684.

Present law: 220. Sawed boards, planks, deals, and all forms of sawed cedar, lignum-vitæ, lancewood, ebony, box, granadilla, mahogany, rosewood, satinwood, and all other cabinet-woods not further manufactured than sawed, fifteen per centum ad valorem; veneers of wood, and wood, unmanufactured, not specially provided for in this act, twenty per centum ad valorem.

Proposed law: Placed upon free list. Par. 684.

Present law: 221. Pine clapboards, one dollar per one thousand.

Proposed law: Placed upon free list. Par. 677.

Present law: 222. Spruce clapboards, one dollar and fifty cents per one thousand.

Proposed law: Placed upon free list. Par. 678.

Present law: 223. Hubs for wheels, posts, last-blocks, wagon-blocks, oar-blocks, gun-blocks, heading-blocks, and all like blocks or sticks, rough-hewn or sawed only, twenty per centum ad valorem.

Proposed law: Placed upon free list. Par. 679.

Present law: 224. Laths, fifteen cents per one thousand pieces.

Proposed law: Placed upon free list. Par. 680.

Present law: 225. Pickets and palings, ten per centum ad valorem.

Proposed law: Placed upon free list. Par. 681.

Present law: 226. White pine shingles, twenty cents per one thousand; all other, thirty cents per one thousand.

Proposed law: Placed upon free list. Par. 682.

Present law: 227. Staves of wood of all kinds, ten per centum ad valorem.

Proposed law: Placed upon free list. Par. 683.

Present law: 228. Casks and barrels (empty), sugar-box shoocks, and packing-boxes and packing-box shoocks, of wood, not specially provided for in this act, thirty per centum ad valorem.

Proposed law: 180. Casks and barrels, empty, sugar-box shoocks, and packing-boxes and packing-box shoocks, of wood, not specially provided for in this act, twenty per centum ad valorem.

Present law: 229. Chair cane, or reeds wrought or manufactured from rattans or reeds, and whether round, square, or in any other shape, ten per centum ad valorem.

Proposed law: 179. Osier or willow prepared for basketmakers' use, twenty per centum ad valorem; manufactures of osier or willow, twenty-five per centum ad valorem; chair cane, or reeds wrought or manufactured from rattans or reeds, [seven] ten per centum ad valorem.

See also Par. 684.

Present law: 230. House or cabinet furniture, of wood, wholly or partly finished manufactures of wood, or of which wood is the component material of chief value, not specially provided for in this act, thirty-five per centum ad valorem.

Proposed law: 181. House or cabinet furniture, of wood, wholly or partly finished, manufactures of wood, or of which wood is the component material of chief value, not specially provided for in this act, twenty-five per centum ad valorem.

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### No. 3844.

*Reply of J. H. Heitland, of Quincy, Ill., manufacturer of stairs and fine hard wood interior finish, etc.*

[Established in 1873. Capital invested, \$10,000.]

The value of my production was \$11,000 last year. It increased about 10 per cent each year.

I average nine hours per day.

In a domestic line I have had an increased competition.

I am producing more goods now than in 1892.

Wages have been reduced about 5 per cent.

About \$500 per year is the estimated cost of living for a family of a skilled workman.

The cost of living is about the same.

A settling time has come, as it has in past years. If the tariff is settled at some issue so manufacturers can make calculation, all will be well soon, I think.

My material is about one-third raw.

My goods are necessities.

I pay 6 and 8 per cent on loans.

Immigration has no effect on my business.

My labor is about three-fourths skilled.

I employ 10 to 15 men.

About fifty-five hours per week are my hours for labor.

No foreign articles enter into competition with me.

The cost of manufacture has decreased about 5 per cent.

The decrease has been in both material and labor, but mostly on labor

My selling prices have decreased about 10 per cent.



No. 3845.

*Reply of Cutting & Thomas, of Buffalo, N. Y., manufacturers of furniture.*

[Capital invested, \$10,000.]

Our business now is new, only recently established.

We are now running on nine-hour time and short help until business picks up.

Wages have been reduced 10 and 15 per cent owing to scarcity of business. Can get more help than is needed, and at very low wages.

We do not know that the tariff affects our business directly, for our goods are not imported; but we think that the tariff, as a whole, has a bad effect on business and wages. Our business is wood and cabinet-work, to order only, thus requiring skilled labor.

We believe in high tariff, as we know under same there was plenty of business.

No. 3846.

*Reply of the Oelkers Manufacturing Company, of Newark, N. J., manufacturers of wood-work.*

[Established in 1868. Capital invested, \$10,000.]

As to yearly amount and value of production from commencement of industry at the first, about \$5,000 per annum, and it increased gradually until now it averages about \$25,000 per annum.

In 1893 from July to February, 1894, run on short time; a general depression of business.

We do not need any protection from foreign countries.

Domestic competition and improved tools have brought prices so it will not pay to import woodwork, except toys, which we do not make. Wages are for my skilled men the same; most of my hands have worked for me from ten to twenty years. Wages range from \$10 to \$20 per week. Do not know about their cost of living.

Suggestion: When the existing tariff went in operation we lost some of our export woodwork, because foreign countries against whom the tariff operated retaliated and put a duty on our ready woodwork. In woodwork, I think, we can beat the world, and we would export more if some countries did not have a duty on American woodwork.

A mechanic can live cheaper now than ten years ago, because coal is cheaper, flour, clothing, shoes, and other daily needs are cheaper; but most mechanics do not economize. I have some who own a house and have money in bank; others, nothing. They live from hand to mouth, and both receiving the *same wages* and are steady, sober workmen. Saving lays with the wife.

No. 3847.

*Reply of George Zimmerhackel, of Denver, Colo., manufacturer of cigar boxes.*

[Established in 1886. Capital invested, \$9,000.]

We make 4,000 boxes per week in best of times.

Since July 1 from \$6 to \$2.50 per week.

We would recommend no duty on Spanish cedar logs.

Paper used is of American manufacture.

We could not possibly be affected by reduction of duty.

As to domestic wholesale prices of goods in 1884, 1890, and 1892—1890, from \$7.75 to \$10 per 100 boxes; 1892, same; 1894, most boxes range from \$5.50 to \$8 per 100, according to Missouri River competition.

There is no duty on cigar boxes necessary.

The downfall of my business is due to demonetization of silver.

Wages has remained the same during past twelve months.

Remonetize silver, and everything will go well.

No. 3848.

*Reply of K. J. Pearson, of Manchester, Tenn., manufacturer of wagons and carriages.*

[Established in 1888. Capital invested, \$9,000.]

Have been running on short time for the want of orders, because the supply of our material was too great.

Price not affected by importations.

Domestic wholesale prices 20 per cent less now than 1892.

Domestic competition very much increased.

Not manufacturing so many goods as in 1892 because of dull sales.

Wages are about the same as last year, but demand for labor less.

Cost of living has decreased during past four years.

Rough timber is our raw material.

Our goods are necessities.

We pay the rate of 8 per cent per annum and more.

Immigration does not affect us.

About one-half of our labor is skilled.

The cost of living of families of skilled workmen: Expenses per year, family of 5—having a garden 100 by 150 feet and keeping a cow, I am enabled to keep up my family one year at a cost of \$266.50.

No. 3849.

*Reply of C. Dodge Furniture Company, of Manchester by the Sea, Mass., manufacturers of furniture.*

[Established in 1841. Capital invested, \$8,000 to \$10,000.]

Amount of production varies from \$10,000 to \$20,000 of furniture and articles of woodwork and millwork.

Have run on full time, although sometimes at a disadvantage, yet in order to accommodate customers and to do millwork.



We do not believe much in the doctrine of protection, but from a selfish standpoint would of course like all the protection we could possibly be blessed with, even against domestic competition in the Western States and elsewhere in the United States, which we fully believe to be as bad as any foreign competition could ever be in our particular line of manufacture.

If rate of duty was reduced one-third, we do not think it would affect our cost of production over 10 per cent.

Domestic wholesale prices in 1884, 1890, and 1892 have been about unchangeable.

Competition has increased the past four years, mostly domestic competition.

We do not care whether we have specific or ad valorem duty.

Not producing as many goods as in 1892 owing to the prevailing business depression and lack of orders.

Wages have tended downward some in past year.

Cost of living of workmen with families is as follows: House rent, \$125; clothing, \$100; fuel, \$50; groceries, etc., \$150; miscellaneous, \$75.

No suggestions to make regarding the existing law.

Price of living averages about same as past four years.

Present depression in trade we attribute to overspeculation, fraudulent schemes, land booms, endowment orders, living beyond means, overproduction by labor-saving machines, uncertainty about the currency, especially silver, and the fear that many have that the Democratic party are going to radically alter the tariff, thereby affecting prices generally more or less.

Our raw materials are lumber and coal to make steam with.

Goods are partly luxuries and partly necessities.

Can borrow money at 5 per cent if desire to.

Immigration brings cheaper labor to the cities, thereby lowering wages in cities, which indirectly affect prices, which we might obtain greater if not for the surplus labor in the cities.

All our labor is skilled.

We would meet reduction in duty by cut in wages and prices if necessary.

Twelve to 15 men employed at from \$12 to \$15 per week. They work about fifty-four hours per week.

Foreign articles of like kind do not enter to any great extent in competition with us, but the foreigners themselves come over here in altogether too great numbers and injure our trade.

Very little of our manufacture is exported, and as it goes through other hands we can not inform you what proportion or about prices for export.

Cost of lumber and coal is greater than in 1883, and some kinds of hardware. Labor is about the same.

Upon an average would think cost of manufacture about the same as in 1883.

Selling prices about same as in 1890, on an average.

We consume in our manufacture 3,000 to 4,000 feet of lumber, hardware, shellacs, glue, etc.

We only pay direct duty on steam coal when used; if obtained from Prince Edward Island or Cape Breton Island it is 75 cents per ton.

Free raw materials would not offset the benefit, or supposed benefit, of customs duty on finished products.

Wholesale prices in 1889, 1890, and 1892, were about same. Since 1892 prices are tending toward a decrease.

We recommend free raw materials and a moderate duty upon manufactured products, at the same time informing you that our honest opinion is that protection does not fully protect, and we are of the opinion that free trade is the only correct principle. But while we have to raise a revenue to carry on the Government by taxing imports, hope it will be done in as wise a manner as possible in interests of all the citizens of the United States, and hope that legislation will soon be settled and the tariff not disturbed again for several years. Otherwise would prefer no tariff at all, and direct taxation, which eventually would be the best thing for the country.

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No. 3850.

*Reply of E. S. Dail, of Windsor, N. C., manufacturer of carriages.*

[Established in 1874. Capital invested, \$8,000.]

Our yearly value of production, \$3,000 to \$6,000. I have been running full time during the past two years. I am not producing as many goods as I did in 1892 on account of the unsettled state of finance and short crops.

There has been a slight downward tendency in wages during the past twelve months.

The cost of living of the families of our skilled workmen is about \$400 or \$500 per year.

The price of living in our locality has decreased 10 or 15 per cent during the past four years.

The cause of the present depression is the unsettled legislation. Remedy, settle policy of Government and low tariff.

I pay the rate of 8 per cent on loans.

Immigrants do not settle in this part of the country.

Nearly all of our labor is skilled.

I employ 8 to 10 people, and I pay skilled labor \$10 per week. They are employed sixty hours per week.

Foreign articles of like kind do not enter into competition in our manufacturing.

Cost of manufacture has decreased 15 per cent since 1883. The decrease has been in materials. Selling prices have decreased since 1890.

The amount of agricultural production in our manufacturing is about 10 per cent of the total.

There would be no necessity for a customs duty with free raw material.

I recommend a tariff as low as Government can exist on.

No. 3851.

*Reply of ———, of ———, manufacturers of baskets, shingles, etc.*

[Name and location withheld by request.]

[Established in 1856. Capital invested, \$8,000.]

Can not very well tell about yearly sales, as I sell at wholesale and retail a large share for cash, at home. Sales of all kinds of goods I handle, probably reach \$15,000 to \$20,000 some years; not one-half of that this past year.

Have run full time. I do not know how many baskets are imported, and those are not my style, and I could not near make at prices they are sold for. As compared with 1884, 1890, and 1892 my prices have not materially changed; some kinds I have stopped making and am not making so many of any.

There has been increased competition by foreigners making cheap goods, which drive out good stock to a great extent.

I do not know what it costs my workmen to support their families.

I am not making so many baskets or handling so much lumber, shingles, or staves as commonly. I think not two-thirds as much doing as usual. A great many mills and shops that I sell to or that use my baskets have been shut down or running on short time and buying just as little as they can. There was a short crop of fruit in this State last fall, which affected sales some, but nothing like the general stagnation in manufacturing. Two large furniture shops near me that consumed lots of my lumber have bought almost nothing for a year; in fact, one shop has been closed up and sold out and the other has not run so much as a month since last July.

Wages have been cut down generally, 15 per cent, I think, an average. I have not cut down yet. I am afraid I must if I keep on in business.

Living expenses have not materially changed during the past four years. Flour, grain, and sugar are very low. Rents and taxes are high. Meat and potatoes keep up.

I think the fear of the reduction of tariff generally has destroyed the confidence and ambition of manufactures, and that it will not rally again while the uncertainty of what may be exists as at present. If goods can be got in here from foreign countries free of duty and have been made up where wages are lower and hours of labor more and laborers living poorer, these things enabling manufacturers in those countries to offer those goods much cheaper than can be done here, how can manufacturers here have courage to go on? It seems to me, too, that the tariff should be decided on speedily, either fixed or let alone, so we may know what we must come to.

I use in my business hard-wood logs, oak, hickory, elm, ash, and maple, and nails, tacks, rivets, and brass, lumber of all kinds, both hard and soft.

I consider my goods necessities.

Interest in 5 to 6 per cent on common loans. Large loans with good security less.

Immigration has brought here many persons who work in my business more hours than my help do, and living so very much cheaper, undermine our own citizens, and they mostly work on very cheap goods, which in many cases displace better goods, and that hurts my business.

About one-half my help are expert hands. If I have to cut down my prices for goods I fear my help must share with me. People owning timber will not cut much without a fair price, unless they are compelled to, but the forests are getting felled off fast enough anyway.

I employ from eight to twenty men, as the season demands; two or three girls, sometimes. Wages run from \$1 to \$2; not much \$2 help. Fifty-nine hours constitute a week with most of them.

Tariff probably hits my lumber trade and may affect nails, rivets, etc., that I use in baskets.

I have no knowledge of my goods being exported.

Cost of manufacture remains about the same for past ten years, and prices of what I sell are very much same, but with sales so much less, and taxes, fuel, lights, and wear being same as if I was doing three times as much, my part is very small.

I depend, as you see, upon a home market, and I think we have a good one if we supply it ourselves. It has cost us something to make this market and does to run it, and I do not think it best to let foreign countries throw their goods in here without helping strongly to bear the expenses of keeping all in good order. I have written more than I intended when I begun. I hope the tariff matter will soon be settled.

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No. 3852.

*Reply of Wm. Snider & Co., of Somerset, Ohio, manufacturers of lumber.*

[Established in 1878. Capital invested, \$8,000.]

Always had steady employment for our men until within the last six or eight months; have worked one-half time since then.

We employ men and boys; pay \$2 per day for skilled labor.

Our raw material is timber.

In regard to the duty on imports, would recommend free sugar and wool and no change in anything else.

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No. 3853.

*Reply of C. K. Murray, of Hinesburg, Vt., manufacturer of excelsior.*

[Established in 1873. Capital invested, \$8,000.]

We have not been running full time for the last three months; lack of orders.

To reduce the rates of duty one-third would allow Canada to go into the competition.

There has been an increased domestic competition.

We are not manufacturing as many goods as we were in 1892, owing to depression in trade.

Allow excelsior to be sold in our markets at \$15 a ton; also allow a duty of \$15 a ton would make no difference in our price. Allow it to be free and it is possible for Canada to drive us out.

Cost of living has been about the same during past four years.

Cause of present depression, too much cry and too little wool; remedy, more wool and less cry. Free trade is a ferocious animal, and has been caged so long I would not let the critter out yet.

My raw materials are logs.

Almost my entire output goes into the manufacture of baby carriages, therefore it would be a luxurious necessity I think.

I employ usually two ordinary men and myself. We work about fifty-six hours per week.

I export about one-third of my manufactures at the same price as or home trade.

Cost of manufacture remains about the same.

Selling prices have decreased one-third in ten years.

The agricultural production of the country is nearly all consumed in my manufacture.

Wholesale prices have been about the same since 1892.

The present rate of duty is injurious to no one in the United States.

#### No. 3854.

*Reply of E. Borst Wood Company, of Westons Mills, N. Y., manufacturers of pine, hemlock, and hardwood lumber.*

[Established in 1888. Capital invested, \$8,000.]

Production from commencement of industry has been: In 1888, 75 cars; 1889, 100 cars; 1890, 150 cars; 1891, 175 cars; 1892, 200 cars, and in 1893, 180 cars.

In 1893 ran three-fourths time on an average. No demand for manufactured goods.

Was a reduction from \$1.40 per 100 in 1890 to \$1.15 per 100 in 1893 and \$1.10 at date of answer.

Very little increase in competition, perhaps 10 per cent, not over.

We are not manufacturing as much as in 1892. The class that purchase our goods have been largely, for past eight months, out of employment, therefore could not buy largely.

Tendency of wages has been very much downward.

The cost of living of families of skilled workmen: About \$600 per year.

Cost of living decreased first two years; about an even thing last two.

All of our component materials are raw.

Our goods are necessities.

Pay 6 per cent on loans.

Immigration has had no effect on our business.

Don't employ any but Americans.

About 20 per cent of our labor is skilled.

Employ 22 men, 8 boys, 8 girls; rate skilled men, \$2.25 per day; common labor, \$1.50 per day; girls, \$1.44; and boys, \$1.25 per day. They work sixty hours per week.

No competition with foreign goods of like kind.

None of our goods are exported.

Cost of manufacturing has decreased about 12 per cent since 1883. The decrease has been in labor.

Selling prices since 1890 have decreased about 13 per cent.

None of our component materials are dutiable.

The uncertainty of tariff legislation has caused present depression. If there had been none I think we would be better off every way, or if Congress would dispose of the tariff bill as it is, so manufacturers could know what to base wages on, business would certainly be better. Of course it means lower wages, but better than uncertainty and no work.

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No. 3855.

*Reply of Marshall Building Company, of Marshalltown, Iowa, manufacturers of lumber.*

[Established in 1885. Capital invested, \$8,000.]

Our average sales each year have been \$10,000.

Run short hours in the winter always.

Ad valorem duty does not affect us.

We make nothing but odd work.

There has been no change in amount of competition in past four years.

There would be necessity for a customs duty if raw materials were free.

Wages are 20 per cent lower than a year ago.

Estimate \$1 per day as the cost of living.

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No. 3856.

*Reply of Potman & Jacobsen, of Erie, Pa., manufacturers of carriages.*

[Established in 1883. Capital invested, \$8,000.]

Trade grew constantly up to latter half of 1893. Business in 1893 was about \$12,000.

Ran overtime up to August 1, 1893; since then, two-thirds time.

The principal imported goods used by carriage manufacturers are cloths. Under the tariff system of late years the domestic manufacturers of cloths have produced an article superior to the imported, at the same price, but a decreased duty will, we think, make it impossible for home manufacturers to compete in price and the English cloths will get the market, and then up goes the price, just as was the case years ago. Give us American goods.

There has been no increase in competition in four years.

Prefer specific duty always. Prevents collusion and fraud between manufacturer and importer.

Our production now does not equal that of 1892, because of hard times. Our trade is mostly with well-to-do business men whose incomes have suffered.

Wages are lower, about 20 per cent.

We employ all highly skilled mechanics. An approximate of cost of living for man with family of 5 is, rent, \$13.50 per month; provisions, \$35; rest, \$12 to \$20.

There are very few of our goods imported. It is materials such as cloth, leather, etc., that should have a fairly high tariff.



No difference in cost of living, except rent, which is slightly lower.

Remedy for present depression: An honest dollar and don't interfere with the tariff.

Our raw materials are axles, wheels, cloth, leather, bolts, coal, varnish, paints, etc.

Our goods are both necessities and luxuries.

We pay the rate of 8 per cent, and can't get paper discounted at that without difficulty.

All our labor is skilled.

Reduction of duty on goods must be met by reduction of wages.

Sixteen to 20 persons employed, at \$12 to \$18 per week. Our hours of labor are forty-eight per week.

There is not very much competition with foreign goods of like kind.

None of our goods are exported.

Cost of production since 1883 has decreased 15 per cent; materials are lower.

Selling prices since 1890 have decreased a little.

Concerning consumption by us, directly or indirectly, of products of agriculture, \$100 per week or thereabouts. Scarcely any of our component materials are dutiable. Use domestic goods almost wholly.

If raw materials were free there would be a necessity for a duty unless wages were reduced to the English prices.

Concerning our recommendation of change of existing rates, let them alone. We are firm believers in a tariff high enough to protect American manufacturers and enable them to hold our own home market against all comers—America for Americans. Give us laws to regulate more immigration strictly.

No. 3857.

*Reply of A. Eidlebach, of Flatonia, Tex., manufacturer of tanks.*

[Established in 1883. Capital invested, \$8,000.]

Have run about half time during past two years.

I am not in competition with foreign products.

No duty is needed on my product.

Wholesale prices: A tank of 2,000 gallons in 1884 sold for \$40; 1890, and since, the same sold for \$30, and all other sizes in proportion.

Domestic competition in my line has increased.

I am not producing as many goods as in 1892, for want of money.

There has been a reduction in wages during the past twelve months.

Price of living has grown a little cheaper during past four years.

Cause of depression is the scarcity of money.

Our raw materials are pine and cypress lumber and band iron.

Our goods are necessities.

We pay the rate of 10 per cent on loans.

Immigration increases our business.

About half our labor is skilled.

We employ 4 men. Wages from \$1.50 to \$2.50.

Have not run one-fourth time since January, 1894.

We have no foreign competition.

We do not export.

There has been no change in cost of manufacture since 1883.

## No. 3858.

*Reply of O. B. Rowlett, of Richmond, Ind., manufacturer of sash, doors, and blinds, furniture, etc.*

[Established in 1880. Capital invested, \$8,000.]

Planing mill, sash, doors, and blinds, and manufacturer of chairs and office furniture. Amount of manufacture \$50,000 in 1893.

Have been running less than full time on account of general depression.

There is plenty of domestic competition. Don't think there has been any foreign. Have not felt it.

We are manufacturing more goods than in 1892, as we have added additional lines.

Wages have remained about the same in the past year.

I do not know whether I construe the existing law right or not, but I think, beyond any doubt, the duty should be removed from lumber.

## No. 3859.

*Reply of O. M. Weber, of North Wales, Pa., manufacturer of sash, doors, blinds, etc.*

[Established in 1864. Capital invested, \$7,532.]

Planing mill work (doors, shutters, blinds, etc.) averages about \$36,000 per year. Have been running full time except two months, when days are too short to make ten-hour days by sunlight.

There has been an increase of competition on account of hard times.

We are producing as many goods as we were in 1892.

There has been a 10 per cent reduction in wages in the past year.

High tariff is the remedy for the present depression in trade.

All of our component materials are raw.

Our goods are both necessities and luxuries.

We pay the rate of 5 per cent on loans.

Immigration has no effect whatever on our business.

Two-thirds of our labor is skilled.

We employ 27 men and boys (no children or women). Wages range from 12½ to 20 cents per hour. They are employed from fifty-four to sixty hours per week.

We have no competition with foreign articles.

Cost of manufacture has decreased since 1883, in both materials and labor.

Agricultural production consumed by us is the horse feed for three horses.

Selling prices have decreased since 1890.

Wholesale prices have increased in some grades of lumber since 1892.



## No. 3860.

*Reply of John J. Keefe, of Boston, Mass., manufacturer of trunks.*

[Established in 1866. Capital invested, \$7,500.]

My annual production of fine trunks amounts to about \$15,000.

Have run on half time since last July because of lack of trade from threatened tariff changes.

Don't think a reduction of duty would affect the cost of manufacture much.

Domestic wholesale prices have gradually advanced from 1884 to 1892; sharp reduction since.

There has been no marked increase in competition during past four years.

I desire a specific duty; think it the most honest way to collect duties.

I am not producing as many goods as in 1892; cause, no trade for more than half.

Tendency of wages has been downward during past twelve months.

The cost of living of families of skilled workmen is about \$600 yearly. Principal items are food, rent, and clothing.

I don't import directly; in fact, 95 per cent of our materials are of American manufacture, and I only wish the tariff would be left undisturbed, thereby allowing a steady and profitable business.

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No. 3861.

*Reply of John W. Kerr, of McEwensville, Pa., manufacturer of wagons.*

[Established in 1882. Capital invested, \$7,000.]

We worked on miscellaneous articles about one-fourth time last year.

Wholesale prices from 1884 to 1894 decreased about 25 per cent.

Domestic competition has been much increased.

I am making more at present than in 1892.

Wages have been lowering from 20 to 25 per cent.

As to price of living, food and clothing have decreased; coal has not.

My goods are necessities.

I pay 6 per cent on loans; on some, 5 per cent.

My labor should be three-fourths skilled.

I employ 4 men at wages of from \$1 to \$1.50.

I have no foreign competition to my knowledge.

Cost of manufacture has decreased since 1883, but to what extent can not say, for reason given.

Wholesale prices have decreased since 1892.

Cause of depression, an insufficient amount of money per capita to supply the wealthy with what they want and afford the needy wherewith to buy. Remedy, an increase of 20 per cent per capita legislated into the hands of the poor and needy.

No. 3862.

*Reply of Cook & Smith, of Redwood, N. Y., manufacturers of sash, doors, blinds, etc.*

[Established in 1878. Capital invested, \$7,000.]

We do all our work ourselves.

A mixed duty would be acceptable with such modification as the wisdom of the Senate shall judge.

Not any reduction in cost of production would be necessitated by reduction in duty on manufactured articles.

We manufacture for the home market, not for exportation to any part.

Have not felt any increase in competition.

We manufacture sash, blinds, and doors and procure our lumber wherever we can purchase at low price. The duty on lumber might be lowered and be beneficial to us, possibly.

In this particular locality the duties upon importations would make little difference to any, unless possibly farmers, and I notice about the same quantity of farm produce, except barley, maybe, is exported by our neighbors in Canada. Hay seems to find its way into the States from Canada in quite as large quantities as before the present tariff law went into effect. The barley product of the farmers seems to have been knocked out entirely; for some reason don't bring as good a price at home as before the present law was enacted. The fact that transportation can be had at cheaper rates for those across the border is quite evident, as I was assured by a member of the Canadian Parliament that prime hay brought as high a price in Canada as here in the States, i. e., the farmers sold for as high a price.

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No. 3863.

*Reply of John Brown, of Summer Hill, Pa., manufacturer of furniture.*

[Established in 1890. Capital invested, \$7,000.]

Produced about 8,000 to 10,000 per year until April, 1893, but have done but little since then, as the general depression in all branches of business caused general stagnation. No orders or money; have been shut down most of the time since. I manufacture about fifteen lines of furniture—beds, chamber suits, cupboards, sinks, extension tables, bureaus, etc.—ranging in price from \$1.75 to \$20 as to quality and style.

Prices are nearly the same as they were in my goods for the last three years, but prices are lower now.

There has been increase in domestic competition.

I am not producing as many goods as in 1892, as there are no orders.

Tendency of wages during past twelve months has been lower and lower.

The cost of living of families of skilled workmen is about \$25 per month. Some take more, but they will average that.

Cost of living has decreased, likely, 15 per cent in four years.

Concerning present depression and remedy, we submit: Change of administration and the Wilson bill; give us protective tariff.

Our goods are necessities.

We pay the rate of 6 to 10 per cent on loans.

Our labor is three-fourths skilled.

Have been working 17 men, but much less now.

We have been closed most of the time since August, 1893.

I export no goods

Cost of production has decreased in labor since 1883.

Selling prices have decreased since 1890.

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No. 3864.

*Reply of the Newton Falls Basket Company, of Newton Falls, Ohio,  
manufacturers of baskets.*

[Established in 1886. Capital invested, \$7,000.]

We make market baskets, half bushel and fourth bushel; 1886, barely started; 1887, \$14,000; 1888, \$20,000; 1889, \$20,000; 1890, \$24,000; 1891, \$21,000; 1892, \$16,000; 1893, \$7,000.

We ran in 1892 after August, two months on eight hours per day; in 1893, only seven months in the year, eight hours per day.

Foreign products can be no competitors.

Tariff on these goods could not protect us.

Domestic wholesale prices: 1887, 36 cents per dozen; 1888, 1889, and 1890, 32 cents; 1890 and 1891, 30 cents; 1892, 28 cents, and 1893, 25 cents; same price now.

Domestic competition has increased.

No duty on baskets could protect.

Our trade is all or nearly all in Pittsburg, and the stoppage of the factories and mills stops the demand for our goods. Laboring men are the consumers, and having no money to fill baskets need no baskets.

There has been no change in wages in our business.

Price of living has been decreased, perhaps 20 per cent in four years.

Cause of present depression is the uncertainty of the action of Congress, and the remedy would be such protection as would give laboring men wages according to their needs.

Our raw material is timber.

Our goods are necessities.

We pay the rate of 7 per cent on loans.

Immigration has no effect on our business.

Our labor is practically all skilled labor.

We do not regard duty.

We employ 9 men at \$1.50 per day, 6 women, 8 children who work by the day. Women earn about \$1 per day; children, 40 cents.

They work forty hours per week.

Foreign articles do not enter into competition with us.

We do not export.

Cost of manufacture has increased since 1883.

The increase has been in materials.

Selling prices have decreased since 1890.

Wholesale prices for 1890, 32 cents per dozen; in 1892, 28 cents. Prices were lower in 1893.

Tariff could not affect the kind of goods we make directly; but it does and must affect the consumers of these goods, and by cutting off their ability to buy them affects the manufacture.

No. 3865.

*Reply of Chas. B. Criswell, of Cochranville, Pa., manufacturer of vehicles.*

[Established in 1886. Capital invested, \$6,000.]

Amount of business in 1887 was \$3,000, with a gradual increase each year to about \$12,000 last year.

Have always run on full time.

There has been an increase in competition.

We are producing more goods than in 1892.

Wages are about the same as the previous twelve months.

The price of living has remained about the same for a number of years past.

The depression is due to overproduction. The large manufacturers in the Republican party are holding things back as much as they possibly can for political reasons.

Our goods are partly luxuries and partly necessities.

We pay the rate of 6 per cent on loans.

Immigration does not affect us.

Sixty hours per week are our hours of labor.

Foreign articles of like kind do not enter into competition.

Cost of manufacture has decreased about one-fourth since 1883.

The decrease has been in materials.

Selling prices have decreased since 1890.

No. 3866.

*Reply of South Side Cigar Box Company, of Milwaukee, Wis., manufacturers of cigar boxes.*

[Established in 1889. Capital invested, \$6,000.]

We do a business of \$15,000 a year.

We have been working three-fourths time since June, 1893, because we only work on orders, and cigar manufacturers claim they can not sell goods nor collect money.

Duty does not affect us to my knowledge.

We are not making as many boxes now as in 1892, although we have more customers, because my customers can not sell so many cigars as at that time.

We made no change in wages.

We pay our labor from \$10 to \$12 a week.

We only use imported lumber and buy it in New York from dealers.

There has been no change in price of living in my judgment in four years.

Our goods are a luxury, in my opinion.

We pay about 10 per cent per annum for small amounts.

Immigration has no effect on our business, I think.

We do not think cigar boxes will be imported.

We employ usually 8 men and 12 to 16 girls. The men from \$8 to \$15 per week; girls from \$2.50 to \$8.

Men work sixty hours per week; girls about forty-five hours.

Competition does not affect us direct, but it does through manufacturing.

Selling prices remain about the same. We use only lumber and paper.

No. 3867.

*Reply of E. C. Paige, of Antrim, N. H., manufacturers of cradles.*

[Established in 1858. Capital invested, \$6,000.]

My average output is \$7,000 annually.

Shut down one month (August, 1893), because of general depression of business.

Am not producing so many goods as in 1892 for lack of sale and on account of too slow collections.

I have continued old rates of wages so far.

I think a laboring man, with an average family, can live comfortably on \$400 per annum in my vicinity.

The price of living has, I think, decreased within the last four years.

I think that the present depression in trade a consequence of the lack of harmony in the Democratic party. I am a Republican. If that party had been united and had settled the silver and tariff questions promptly, business would have been rushing by this time, and the Democratic party might hold power for the next twenty years; but here we are and let her rip.

The goods I make are cradles to rock the babies in, so I put them in as necessities.

Rate of interest is 6 per cent.

Immigration improves my business; the foreigners have the children.

All skilled labor employed; number, 10 men; work fifty-seven hours per week.

Cost of manufacture continues about the same. Selling prices have decreased.

Average wages are \$1.50 per day of nine and one-half hours.

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No. 3868.*Reply of Elmer C. Gregg, of Kempton, Ind., manufacturer of excelsior.*

[Established in 1889. Capital invested, \$6,000.]

Amount of production was between 400 and 500 tons per annum up to 1893.

I only ran ninety-six days in 1893. I could have run night and day during 1891-'92, and did part of the time; but in 1893 I had no orders to amount to much, and what I did get were from 20 to 33 per cent less on price, and I could not afford to run, for it would not keep up wear and tear on machinery.

Our goods are not affected to any extent by duties directly, only indirectly, as other articles being high-priced makes excelsior look up in proportion.

Wholesale price of excelsior in 1884, 1889, 1890, and 1892 was \$9.50 to \$10. In 1892 it was from \$11.50 to \$12.80 per ton. In 1893 prices were crazy; was offered as low as \$7, and the goods were so bought, but not at my place. I stood still. Prices now run from \$9.75 to \$10.25 on time. That I accept; lower I refused.

I am not interested in duty.

We are not producing as many goods now as we were in 1892. No demand. I am furnishing one man that in 1892 used 2 cars per week, now he has used 3 since 1st of December, 1893, with none ahead till April 1. In 1892 I could have sold the product of six hundred and twenty-six days' run, night and day, as easy at \$12 per ton as I sold the product of ninety-six days' in 1893 at \$9. In 1892 I sold from home. In 1893 I had to go on the road for sales.

I have not reduced wages per day, but ask more cut per day.

I can see no change in cost of living. Rents are lower here; flour is cheaper; eggs are cheaper; chickens are cheaper. I am speaking of last eight or ten months. Canned fruit, dried fruit, and many other things are higher—local causes for most such cases. In our town board is 50 cents per week higher than in 1890 and 1891, also most of 1892. That is local.

The cause of the present depression in trade is a simple fact to any plain thinker. An overwhelming change in policy, the Democratic party cried "robber tariff," the people sent political policemen (our Congressmen) in after the robber tariff, and have since been standing shivering, waiting to know who is going to get killed, the police or robber tariff. They have shivered twelve long months. Can you wonder their business digestion is not good? Yet they are still told to wait.

Our raw materials are taken from the green woods.

Our goods are, you might say, both luxuries and necessities.

We pay the rate of 8 per cent on loans, which is a "robber" interest. Immigration has no effect, as I can see, on us.

Our labor is about one-half skilled.

Reduction of duty on goods must be met by cutting expenses; enlarge, and then cut prices for business; if that will not do, quit.

We employ 10 men at from \$1 to \$1.50 per day.

Working hours are uncertain now; they are employed from six to ten hours per day and many not an hour.

Foreign articles enter into competition only as the general prices are cut down. It affects all classes of goods.

Our goods are not exported.

There has been no change in the cost of manufacture.

The decrease has been labor.

Selling prices have increased up to first of 1893, then decreased till now.

We use wood and labor, is all.

Wholesale prices have decreased since 1892 all the time; also look much like going lower.

Let the laws alone. If that does not suit all concerned (which I say it does not), do what you intend to do and then adjourn, and business will soon find its level in the world. If the world is to govern United States of America instead of United States of America governing herself, the people want to know what they have before them as soon possible, then they will go to work on some plan.



## No. 3869.

*Reply of John Guenster, of Jamestown, N. Y., manufacturer of boats.*

[Established in 1888. Capital invested, \$6,000.]

Yearly value of production is \$2,000.

We have been running less than full time during the past two years; there has not been enough business.

To place domestic products on an equal footing with foreign producers no duty would be necessary.

If the rate of duty on our class of goods were reduced one-third no reduction in the cost of production whatever would be necessary.

Domestic wholesale price of our goods has remained about the same during the years 1884, 1890, 1892.

There has been no increase in competition during the past four years. We desire no duty.

We are producing the same amount of goods as we did in 1892, as far as I can see.

Wages have remained the same during the past twelve months.

The cost of living of skilled workmen and families is about \$500 a year.

We have no difficulty in construing the existing law, and believe all boat-builders or other people who wish to use cedar should be enabled to save from \$15 to \$20 duty on a carload of the same.

The price of living during the past four years is the same, so far as I can see.

The causes of the present depression, in our opinion, are too many pensions, silver purchases, World's Fair, monopolization of lands, and extravagant living of laboring classes.

Lumber is our raw material.

We pay 6 per cent on loans.

We employ all skilled labor.

Don't think reduction of duty would have any effect on our business.

We employ 2 men at \$2.75 and \$2 per day, and 1 boy at \$2 a week.

We have no competition with foreign articles.

None of our goods are exported.

The cost of manufacture has lowered since 1883.

The decrease has been in labor.

Selling prices have been about the same since 1890.

With free raw material there would be no necessity for a customs duty.

Wholesale prices have lowered, if anything, since 1892.

We want all raw materials and products free.

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No. 3870.

*Reply of ————, of ————, manufacturers of shoe lasts.*

[Name and location withheld by request.]

[Established in 1859. Capital invested, \$6,000.]

Pairs of lasts finished by us for three years, respectively, ending October 31 of each year: 1891, 37,259, value, \$21,506.80; 1892, 25,876, value, \$11,280.16; 1893, 32,190, value, \$15,485.50. Since June, 1893, we have been running on about two-thirds time, owing to a falling off of the demand for our goods.

There has been an increased competition—domestic—in the last four years.

At the present time we are not manufacturing as many goods as in 1892.

Cost of living has increased about 10 per cent.

Lack of confidence in the Government and the unsettled tariff question have caused the general uncertainty in business.

Our raw materials are wood blocks.

Our goods are necessities.

We pay the rate of 6 and 7 per cent on loans.

Immigration does not touch our business.

Our labor is 90 per cent skilled. We employ 12 men. Average weekly wages paid, skilled labor, \$15; ordinary, \$10. Our hours of labor are at present fifty-four a week.

There are no foreign competing articles in our line.

The cost of labor and material have decreased since 1883.

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No. 3871.

*Reply of J. M. Eggleston, of East Portland, Oreg., manufacturer of furniture, etc.*

[Established in 1880. Capital invested, \$5,500.]

I have been running less time since April, 1893, owing to slow sales and slow pay.

No goods are imported in my line.

Domestic wholesale prices of goods in 1884, 100; 1890, 120; 1892, 90. At date there is no fixed price.

There has been an increase of domestic competition in our line.

I desire a specific duty.

I am not producing as many goods as in 1892 because of poor demand and slow pay.

Wages have been down; cause, foreign workmen coming from Europe and crowding out American workmen, preventing their sons and daughters learning trades.

I have no difficulty with existing law.

An import tax on immigration will do more toward solving the labor question than all the fine-spun abstract theories that can be produced. The foreigner must live off the country, and consumes the material wealth to a greater extent, compared with the return he gives, than the American. Most foreign workmen are content to live in the most primitive fashion, and do not add greatly to the wealth or intelligence of a community.

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No. 3872.

*Reply of J. A. Thurston, of Newry, Oxford County, Me., manufacturer of dowels, spool wood, etc.*

[Established in 1878. Capital invested, \$5,000.]

We produce from \$10,000 to \$15,000 per year.

We have ran full time for two years.

Not any duty is needed, as we export both dcwels and spool wood.



Reducing rate of duty would make no difference with us.

There has been an increase in domestic competition.

We don't want any duty.

I am not producing as many goods as I did in 1892 and there is less demand.

Wages are tending downward.

I don't import anything.

I should say the cost of living has decreased 10 per cent in four years.

The remedy would be to pass the Wilson bill, or something similar, at once.

All my materials are raw.

The goods are necessities.

We pay 6 per cent on loans.

Immigration has not affected our business.

One-fourth of our labor is skilled.

We employ from 10 to 25 men.

Our hours of labor are sixty per week.

Don't think I have foreign competition.

One-third of our goods exported, and we get same price as for domestic sales.

Cost of manufacture has decreased. Since 1883 we use better machinery.

Selling prices have decreased since 1890.

We consume none of the products of agriculture in our manufacture.

With free raw material there will be no necessity for a customs duty on manufactured goods.

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No. 3873.

*Reply of William Finn, of Boston, Mass., manufacturer of furniture.*

[Established in 1863. Capital invested, \$5,000.]

I am doing comparatively nothing, owing to the present tariff.

I am in favor of free trade.

The only article I use that is imported is glass, and the duty ought to be reduced one-half from present rate.

My selling price was reduced from 1892 to 1894 fully one-third or more, and it costs more to manufacture on account of increased duty. We have a very narrow profit.

Competition in my line is double what it was last year.

I desire no duty.

I am not manufacturing one-third usual amount of goods, owing to increased cost.

Wages have been lowered from \$15 to \$8 and \$9 at the present time per week, and there is no work at that scarcely.

The cost of living has increased, owing to trusts and corporations.

Lower the duty on glass, alcohol, and linseed oil.

Cost of living has increased, owing to house rent, and will increase in all large cities.

Pass the Wilson bill, or one lower, and do it quickly. Limit immigration.

Our labor is all skilled.

No foreign articles compete with ours.

Formerly we did export to Canada, but not now.

Cost of materials has increased and labor has decreased since 1883. Selling price has decreased since 1892 one-third.

Give me free raw materials, and I can defy the world.

I am an absolute free-trader; my experience after forty five years of a business life confirms it. I hope and pray that the Senate will relieve the country from the peril we are in.

No. 3874.

*Reply of Wilbar Bros., of Newport, R. I., manufacturers of doors, sash, etc.*

[Established in 1863. Capital invested, \$5,000.]

We have not any skilled workman as we do most of the work ourselves. The wages paid are \$2.50 per day.

During the past two years we have run about half the time, owing to the lack of work.

No. 3875.

*Reply of J. A. Johansson, of Boston, Mass., manufacturer of antique and art furniture.*

[Established in 1869. Capital invested, \$5,000.]

Amount produced varies from \$20,000 to \$30,000 yearly.

Have been running full time up to one year ago, since then about two-thirds time. Think it the fault of present administration.

Think that if we could have a 50 per cent duty (ad valorem) on my line of goods it would be sufficient. As this labor is done mostly by hand, and a workman is paid \$1 in Europe for what he gets \$3 for here, the reason is evident.

Prices have not varied any since 1880.

Have no competition to speak of in this country, and at present rates the foreigner does not compete.

Should prefer a specific duty if it were practicable, but my line is so varied that an article of the same name oftentimes represents many different values; for instance, a marquetry sofa can be had for \$50 or \$500. If it could be arranged so that there could be no undervaluation, suppose the ad valorem duty would work best.

Owing to the general depression throughout the country this business, of course, suffers with the rest. Output is reduced one-third.

I am paying the same wages to workmen.

It may cost skilled workmen \$10 per week to live.

## No. 3876.

*Reply of D. N. Butterfield, of New Boston, N. H., manufacturer of furniture.*

[Established in 1883. Capital invested, \$5,000.]

Yearly amount and value of production from commencement of industry, 350 dozen tables, 225 dozen desks, 1,500 dozen bureaus; value, \$8,000.

We ran full time last year, but with less help.

Reducing the rate of duty one-third will cause at least 25 per cent reduction in cost of production.

Domestic wholesale prices of goods have remained about the same from 1884 to 1893.

Competition has increased in four years.

We prefer a specific duty.

We are not producing as many goods as we did in 1892. Can not sell the goods; dealers won't buy.

Wages are down.

Just kill the Wilson bill and let the present law remain.

Price of living has decreased; should say 10 or 15 per cent.

The depression is due to the advent to power of the Democratic party.

Our raw material is lumber.

Our goods are useful luxuries.

We pay the rate of 6 to 9 per cent on loans.

Our labor is 25 per cent skilled labor.

Reduction of duty on goods must be met by reduction of wages.

We employ 10 men and boys, from \$1 to \$2.50 per day.

Our hours of labor are sixty per week.

We export a very small amount. Prices about the same as domestic.

Products of agriculture consumed are in the form of food and clothing for help and their families.

## No. 3877.

*Reply of George L. Foster, of Cambridgeport, Mass., manufacturer of wood mantels.*

[Established in 1889. Capital invested, \$5,000.]

Amount of production is about \$25,000 yearly.

We have been running less than full time only this December, January, and February. No orders.

No foreign goods are imported that I know of.

To reduce the rates of duty one-third, it would help me, if French and German mirrors were on the free list.

Domestic wholesale prices of goods in 1890 and 1892: 1890, 75 per cent higher; 1892, 40 per cent higher; 1894, selling at cost and less.

I have had increased domestic competition.

I have to buy of the combine or trust on mirrors, now called the Boston Plate Glass Company. New York market is the same.

I am not doing the business now that I was in 1892.

I have paid the same wages, \$15 to \$18, for fifty-four hours' work per week.

Our workmen, as a rule, spend all they get.

I would like to see lumber and French and German mirrors on the free list.

I think no German mirrors are made in this country.

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No. 3878.

*Reply of The Winona Carriage Works, of Winona, Minn., manufacturers of carriages.*

[Established in 1889. Capital invested, \$5,000.]

Yearly amount and value of production from commencement of industry has been about 300 carriages; value, \$12,000 to \$15,000.

Last we year we ran full time eight months; two-thirds time, four months in the winter.

Too much competition and overproduction.

Duty does not affect our business.

If rate of duty were reduced one-third there would be no necessity of reducing cost of productions we manufacture.

Wholesale prices in 1890, buggy, \$125; 1892, \$100; 1894, \$90.

Competition has increased one-third during past four years.

Duty don't affect us.

We are not manufacturing as many goods as we were in 1892 on account of decreased demand.

Wages have decreased little, but not in proportion to decrease of manufacture.

Cost of living of families is from \$5 to \$7 a week.

We have no difficulty in construing the existing law in regard to importations.

Price of living has decreased 10 per cent during the past four years.

Cause of present depression: Too much politics and speculation and unsound business principles.

Our materials are iron, steel, and wood.

Our goods are necessities and luxuries.

We paid 6 per cent interest on loans years ago; now 8 per cent.

Immigration does not affect our business.

We employ one-half skilled labor.

We employ 15 men; wages, \$3 per week to \$2.50 per day. They work ten hours a day in summer and eight in winter.

Foreign articles do not enter into competition.

Cost of manufacture has decreased one-third since 1883 in both material and labor; more particularly in material.

Selling prices have decreased since 1890.

There is no consumption by us, directly or indirectly, of products of agriculture.

Wholesale prices have decreased since 1892.

## No. 3879.

*Reply of The John A. Griggs Furniture Works, of Springfield, N. Y., manufacturer of furniture.*

[Established in 1874. Capital invested, \$5,000.]

The tariff may not affect me much only in the general prosperity of the country; that affects us all. My personal sentiments are for protection, and a restriction of immigration and of the formation of syndicates.

This being a local enterprise, we work on orders, mostly custom; work on machinery, such as sawmill, planing mill, etc. The present depression does not affect only in less call for the better grade of furniture and the almost impossibility to collect bills.

Have not been running on short time during past two years.

If duty is reduced one-third would have to reduce wages paid help, or steal stock.

A bedroom suit sold in 1889 for \$25 I now have to make for \$15.

There has been increased domestic competition.

There should be a duty upon foreign goods; for instance, this being a hop section, a duty upon hops would help us all.

In somelimes we are manufacturing less, in others more than in 1892; my business having so many branches, can conform to the times.

Wages are higher from the fact that hop farmers require men of hop experience.

The cost of living is less than five years ago.

Cause of present depression is the instability of prices, too free immigration, too much freedom in the formation of trusts. In fact, we, as Americans, are overdoing the freedom business.

Get the tariff adjusted and with the assurance that it will stay, then producers will adjust prices.

## No. 3880.

*Reply of John C. Bone, of Batesville, Ark., manufacturer of sash, doors, etc.*

[Established in 1880. Capital invested, \$5,000.]

I have not run one-third time for three years.

Competition has decreased, because no market could be found at home.

I desire ad valorem duty, because the duty falls in equal ratio to all, amount or quantity being the difference.

I am not producing as many goods as in 1892; no market, no money, and everything in a business way demoralized.

Tendency of wages during past twelve months has been downward, if any could be had at all.

As to cost of living of families of skilled workmen I could not say. I pay \$40 to \$60 per month, and I know they never have any ahead.

I do not import any, and could not answer knowingly concerning existing law.

Present depression is due to high-tariff-protected manufacturing corporations that shut off small investments and close up factories

when there is no demand for their wares. I believe in throwing our markets as nearly free to the commercial world as possible. Can't expect foreigners to buy from us if we close our doors to them.

Immigration has had no effect on our business; too far away from main line.

Our selling price has decreased since 1890.

From 1884 to 1888 (and this without bias of political belief) I ran factory full time—had all I could do, and trade brisk with prices fair; but since 1888 there has been steadily a downward tendency until now there is nothing doing, and the inference is that vicious legislation has brought it all about.

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### No. 3881.

*Reply of Joseph Knauber, of Lancaster, Erie County, N. Y., manufacturer of furniture.*

[Established in 1858. Capital invested, \$5,000.]

I manufactured furniture a few years ago; about \$1,200 per year. Of late years I have done mostly planing-mill work, which was mostly made by contracts.

In the summer months have run full time, and in the winter eight to nine hours per day.

Our goods made mostly by contract.

No increase in competition during past four years.

No duty is necessary.

We are producing as many goods as in 1892.

Wages have decreased during past twelve months.

The cost of living of families of skilled workmen: From \$5 to \$6 per week.

Cost of living has increased slightly.

Overproduction is the cause of present depression.

Lumber is our raw material.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration has a good effect on our business.

Employ 18 to 20 men, who are skilled laborers; 2 to 4 boys at \$9 to \$10, on an average, per week.

Our hours of labor are fifty-five, on an average, per week.

Cost of production since 1883 has increased a little. The decrease has been in both material and labor. Selling prices since 1890 have decreased somewhat.

None of our component materials are raw.

There would be no necessity of duty on imported articles with raw material.

Wholesale prices have increased since 1890.

I recommend adoption of the Wilson bill.



No. 3882.

*Reply of A. F. Stille, of Crossingsville, Pa., manufacturer of carriages.*

[Established in 1830. Capital invested, \$5,000.]

The amount of production varies from \$3,000 to \$5,000 per year—wagons, carriages, sleighs, and wheelbarrows.

The last year ran half time with a light crew. Scarcity of money principal cause.

Articles I manufacture are for local trade and the duty affects me but little.

Domestic wholesale prices of goods: In 1884 wagons, \$85, carriages, \$135; 1890, wagons, \$75, carriages, \$100; 1893, about the same; 1894, not selling on account of scarcity of money.

I desire a specific duty; easier to obtain a rate on.

I am not making as many goods now as in 1892.

The tendency of wages is downward.

I pay my men \$2.50 per day.

Price of living has decreased.

Present depression is due to banks drawing in their money. My remedy would be for the Government to issue greenbacks, legal tender for all debts, and keep the amount at \$50 per capita, then there would not be any panics.

I have paid from 6 to 15 per cent on loans; have put my business down so I don't pay any now.

Selling prices have decreased since 1890.

In my opinion the finance of the country affects the business more than tariff. Give the people money and business will be good.

No. 3883.

*Reply of Standard Table Company, of Grand Rapids, Mich., manufacturers of tables.*

[Established in 1890. Capital invested, \$5,000.]

It is impossible to state amount of annual output, kind is tables, bookcases, desks, etc., of our goods annually.

In 1893 we ran less than full time as we had no orders to keep us busy all the time.

A desk in 1892 was worth \$10.50; now, \$8.

There has been an increase of competition.

We are not producing as many goods; business is dull.

Wages are less than they were twelve months ago.

Lumber is our raw material.

Our goods are both luxuries and necessities.

Immigration has no effect on us.

We employ machine hands, carvers, and cabinetmakers.

We employ 20 men at from \$4 to \$12 per week. Our hours for labor are usually sixty, now forty-eight per week.

The cost of manufacture has decreased some, since 1890, in labor.

No. 3884.

*Reply of W. H. Davis & Son, of New York, N. Y., manufacturers of church organs.*

[Established in 1840. Capital invested, \$5,000.]

Our annual production is \$12,000.

We have not run less than full time during past two years.

A duty of 25 per cent would be sufficient to protect against any foreign competition. Canada has a duty of the above amount and it effectually keeps us from entering our work in there, and also keeps the foreign manufacturer out also. The duty should be the same on finished organs or any parts thereof.

The duty should not be reduced more than one-third if it brings the rate below 25 per cent.

The prices have not changed in the last five years.

Competition has increased nearly twice in the same time.

We desire specific duty.

As our business is entirely from the gifts of the people, the present depression affects the cheap work, but the costly instruments are unaffected.

Wages are the same during past twelve months.

The best workmen get from \$3 to \$4.50 per day and most of them own their own homes near the city.

We have no difficulty in construing existing law in regard to importations.

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No. 3885.

*Reply of Rogers Rake Company, of New Hartford, Conn., manufacturers of rakes.*

[Established in 1878. Capital invested, \$5,000.]

We have always run full time up to June, 1893.

Hand hay rakes, backs for brushes, and chisel handles are our products. In hand rakes and brushes there is not much change. In chisel handles up to June, 1893, we used 8,000 per week; since then have not averaged 2,000 per week.

Cause is the depression on edge tools, anticipating the removal of a protective tariff.

There has been a decline of 25 per cent in the wages of many men in the past year.

The price of living has decreased in all manufactured goods as well as flour and sugar. Butter, eggs, and potatoes have sold at better prices than for a long time. Eggs have been higher because of the duty on eggs from Canada.

There is but one way to meet the reduction of duty and that is to reduce wages.



No. 3886.

*Reply of Elmer E. Milliken, of Bridgewater Center, Me., manufacturer of shingles.*

[Established in 1884. Capital invested, \$5,000.]

Amount of production, 2,500,000 cedar shingles; value each year, about \$5,000.

Have not run less than full time in past two years.

We must have at least the present rate of duty on shingles of protection, because the stumpage in New Brunswick is not near as high as on this side, and wages are lower over the line than here.

Domestic wholesale prices: 1884, extra shingles, \$3.75; 1890, \$3.50; 1892, \$3.50; at present \$2.75 at Boston points.

There has been a very great increase in competition in my goods in the Province of New Brunswick within four years.

I desire the duty to remain as it is now.

I am manufacturing as many goods as in 1892.

The tendency of wages has been downward in past twelve months.

Cost of living is about \$1.50 per day for a man with a large family.

I have no difficulty in construing the existing law in regard to importations.

The price of living has remained the same in the past four years.

Cause of present depression is the overproduction of goods of all kinds, combined with the possibility of free trade, has discouraged the manufacture.

My goods are necessities.

I pay 8 and 10 per cent on loans.

Immigration has no effect on my business.

One-half of my labor is skilled.

Reduction of duty on goods must be met by going out of the business.

I employ 5 men; skilled laborers, \$1.50; ordinary, \$1.10 per day. They are employed sixty hours per week.

It would seem as though foreign shingles would even now drive our productions from the market.

None of my goods are exported.

Selling prices have decreased since 1890.

If raw materials were free there would be a necessity for a customs duty.

No. 3887.

*Reply of C. A. Schindler, of West Hoboken, N. J., manufacturer of upholstery and interior decorations.*

[Established in 1849. Capital invested, \$5,000.]

We have produced almost nothing during the past two years.

To place domestic productions on an equal footing with the foreign product the rates of duty should be 50 per cent at least, ad valorem, on new goods, 25 per cent ad valorem on old; antiques, over two hundred years old, free.

If you reduce the rates of duty one-third I will have to go West, plant corn and potatoes, and raise chickens.

The competition in that line is desperate since 1892.

We prefer ad valorem duty on account of the nature of the goods.

There is no demand for goods on account of the uncertainty of the future.

Wages went down to starvation prices during the past year.

The workmen live on charity and former earnings, if any.

Nothing but a reasonable protection can save this industry.

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No. 3888.

*Reply of Adam Bock, of Murfreesboro, Tenn., manufacturer of carriages.*

[Established in 1850. Capital invested, \$5,000.]

Amount of production is from \$2,000 to \$5,000 per annum.

I have only run one-half time during the past year; first, on account of rebuilding, and, second, no sales.

Do not know of any manufacturers having made themselves rich under a high tariff.

If duty is reduced one-third a reduction in cost of manufacture to a very small amount would be necessary, as I use now home manufactured stock and goods.

In 1884 I sold one-third higher; in 1892 a very small per cent higher than to-day.

There has been an increase in domestic competition the past year.

I desire a specific duty on articles of luxury.

I do not find buyers for my goods now.

Wages have been lowered 20 per cent in past twelve months.

Estimate as to cost of living: White people, \$500 a year; colored people at one-half that amount.

I have no difficulty in construing the law as regards importations.

Price of living has decreased about 10 per cent in past four years.

Let every one that needs anything pay cash is the surest of all I can think of to remedy the present depression.

Lumber and iron are our raw materials.

Our goods have become necessities.

There has been no effect on our business from immigration.

Labor is all skilled.

I employ from 10 to 12 people from \$1 to \$3 per day. They are employed ten hours a day or sixty a week.

Foreign articles do not enter into competition with ours.

None of our goods are exported.

Cost of manufacture has decreased about 10 per cent since 1883. The decrease has been in material.

Selling prices have decreased since 1890.

Concerning consumption by us, directly or indirectly, of products of agriculture, we use one-third agriculture products and one-third of other domestic material.

I pay no duty.

I think there would be no necessity for a customs duty if raw material were free.

Wholesale prices have decreased since 1892.

No. 3889.

*Reply of Columbian Manufacturing Company, of Chariton, Iowa, manufacturers of hayrakes, tanks, etc.*

[Established in 1891. Capital invested, \$4,500.]

Yearly amount of production from commencement of industry has been: 1891, 21 stackers; 1892, 100 stackers, 50 rakes; 1893, 180 stackers, 400 rakes, 35 stock tanks. Value, 1891, \$630; 1892, \$3,500; 1893, \$11,000.

We have been running less than full time in 1891 and 1892, only local demand; 1893, on account of financial panic, purchases stopped, orders taken were canceled, and left a surplus on our hands to be disposed of this season; hence we had no need for help and turned them away at close of last season, and with present outlook expect to use little, if any, help this season.

There has been no change in domestic wholesale prices; stackers, \$30; lever rakes, \$15; plain rakes, \$11.

There has not been any increase in competition.

We desire no duty.

We are not producing as many goods in 1894 as we were in 1893 because of surplus left over on account of financial panic.

Tendency of wages has been downward.

Cause of present depression and remedy: Cause, an insufficient available volume of money. Remedy: Coin all gold and silver into ounces and multiple ounces, and use it for settling balances between nations and demonetize it for money uses, so that its accumulation or export will have no effect on prices whatever. Treat them as commodities and as any other product of labor. Let supply and demand regulate their value and their ratio. Let the Government then supply each State full legal-tender paper money sufficient for the demand within its borders, the State to stand responsible to the Government. Let the State then furnish to the counties, the counties standing responsible to the State; and the counties through their regularly elected county officers to the people, accepting as security from them such as is accepted by solid loan and banking institutions, the county officials selecting a competent cashier and giving necessary bond for faithful performance of duty. There will then be no sudden stoppages of a circulating medium for the people, no expansions or contractions beyond the demands of business, no setting up of a new standard of value from year to year because of a fluctuating volume of money not resulting from a fluctuating demand. The rate of interest will be the governor and should, in my opinion, be fully as high as the average charged by private parties until its effect has become fully known, when the rate might gradually be lowered until it more fully comports with the average increase of wealth. At 6 per cent, I should say that 1 per cent should go to the Government, 1 per cent to the State, and 4 per cent to the county. The institution would be self-supporting and leave a surplus, relieving taxation to that amount in Government, State, and county. The rate of interest might remain fully high, so that private capital may be freely loaned when desired at a just remuneration, so that private interests will not be injured, and yet, if for any reason they should choose to call in their loan, that an available source is always open to prevent money stringency.

Even though the rate were made 10 or 12 per cent it would be an

avenue of escape from total wreckage. As it was in the late panic, men worth thousands above all indebtedness, with other thousands of gilt-edged paper, were unable to realize \$1. Our present financial system is unworthy of an intelligent people composing a great nation like this.

Our raw materials are wood, iron, and paint, but the hand of labor has touched them all before reaching us.

Our goods are necessities.

We pay the rate of 10 per cent quarterly in advance on loans.

Immigration makes customers for us.

We employ with full force probably 10 per cent of skilled labor.

In the season of 1893 we employed 10 men, 4 boys.

Ordinary labor, \$1.25 to \$1.50; skilled, \$2 to \$2.50.

Foreign articles do not enter into competition.

None of our goods are exported.

Cost of manufacture has decreased in cost of materials 15 per cent since 1893.

Selling prices are the same.

With such a financial system as I have outlined, in operation, I believe in free trade with such nations as will grant it to us, otherwise reciprocal arrangements.

With the metals as part of our circulating medium a decrease of tariff results in increased imports and a loss to us of our metals and a consequent reduction of our volume of money, followed by lower prices and hard times, and free trade catches the blame. With the metals out of money circulation in this country, their export means an increase of circulating medium in the foreign country an advance in their prices and a restoration of the equilibrium of prices followed by free exchange of all products. With the metals used as money, any reduction of the tariff that will increase importation is dangerous to the prosperity of our people.

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No. 3890.

*Reply of George J. Bond, of Searsburg, Vt., manufacturer of wooden ware.*

[Established in 1856. Capital invested, \$4,000.]

Amount of production is about \$2,500 each year on an average.

I ran full time all through the past year.

I think ad valorem duty generally is most just and less evaded. In regard to lumber, if the duty is removed, the importer can buy of Canada for 50 cents less per 1,000. The lumber man will make 50 cents per 1,000 more profit and the consumer will pay just the same. Such a duty should be imposed as will give Americans a fair chance with Canadians, not less than \$1 per 1,000 and not more than \$1.50.

If duty on lumber is reduced  $33\frac{1}{3}$  per cent, the cost of manufacture should be reduced as much, for lumber on the stump in Vermont ought never to be less than at present.

In 1884 lumber was worth \$10 per 1,000; 1890, \$9; 1892, \$9; 1893, \$8. 1884, washboards, 65 cents per dozen; 1890, 60 cents per dozen; 1893, no sale.

Competition has not increased.

As to output of goods now compared with 1892, not so many goods. No sale.

Concerning tendency of wages during past twelve months, downward.

My best hand lives very well on \$1.25 per day with wife and 2 children.

Price of living has decreased somewhat in past four years.

Cause of depression, tinkering with the tariff law undoubtedly.

I would recommend that a fair tariff bill be passed embodying the best features of both the tariff of 1890 and the Wilson bill, and being fairly protective in its effect, and then a constitutional amendment passed compelling political parties to let it alone for ten years.

Our materials are raw.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

There is not very much effect from immigration in our business.

Reduction of duty on goods must be met by cutting down wages, or stop business.

We employ 4 to 6 persons; wages from \$1 to \$1.25 per day. They work sixty hours when on full time.

We have no foreign competition.

Cost of manufacture has not changed in ten years.

We export nothing.

Selling prices have decreased since 1892.

We consume, directly or indirectly, probably \$1,000 of products of agriculture.

We pay no duties.

As a whole there is, in my opinion, no doubt that the present tariff is too protective in some of its sections. But the Wilson bill is far too sweeping the other way. I believe in a protective tariff, and a bill that is fairly protective in all its branches, but not radical in any. It is impossible to make a bill that will just suit all sections of the country, but any radical change as contemplated by the Wilson bill is sure to react principally on the workingmen. Capital is comparatively independent and can stand it, but the workingmen must eat, drink, and be clothed.

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No. 3891.

*Reply of Herman Kraff & Co., of Detroit Mich., manufacturers of sash, doors, and blinds.*

[Established in 1876. Capital invested, \$4,000.]

The production will average us \$3,000 to \$5,000 to the end of 1892.

We do not run on full time any year.

The best year we have had was the year of 1892.

The year of 1893 our work did not commence till about the middle of April and we were obliged to quit in October for the want of work.

We manufacture sash, doors, and blinds, and moldings, and run a general custom planing mill; our trade is only in the city.

Foreign trade don't interfere with us.

The tendency of wages seems to be lower for the last twelve months.

The price of living has decreased a little.

Our opinion concerning the depression of trade is that Congress should do its duty and say free trade or leave it as it was when this administration took charge of the Government. As long as the people voted for free trade give it to them, and, in our opinion, this should have been done in the first session of Congress and settled before this.

The goods we manufacture are necessary, for every man who builds himself a home must have our goods.

We employ 2 skilled workmen and 4 common workmen. Skilled workmen get \$2.50 and \$2, and the others \$1 and \$1.50 per day, in full time of ten hours per day; fall and winter, five hours per day. The cost of manufacture has not decreased since 1893; the selling price has not decreased since 1890.

We pay 7 per cent on loans.

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No. 3892.

*Reply of George Merrill & Son, of Danville, Vt., manufacturers of doors, sash, blinds, etc.*

[Established in 1872. Capital invested, \$4,000.]

The value of our yearly production is \$2,000—door, sash, blinds, any jobbing, general house finish, planing, matching, local.

We have been running less than full time, because of want of orders.

We have been in favor of a tariff that would encourage home manufacturing.

There has been an increased competition.

We desire specific duty.

We are producing as many goods as before; our business increases.

Wages have decreased during past four years.

We have no difficulty in construing present law.

The cost of living has decreased in the past four years.

The cause of the depression is the want of confidence in the party in power and the difficulty of knowing what they will do.

Our raw materials are one-half lumber and glass.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has no effect in our locality on us.

All our labor is skilled.

We employ 2 men and 1 boy sixty hours per week.

Foreign articles do not enter into competition that we know of.

None of our manufacture is exported.

The cost of manufacture has decreased since 1883, in both material and labor, except lumber; that has advanced.

We consume 20,000 feet of lumber in our manufacture; we have farms and produce most of our hay and vegetables.

We pay duty on window glass; we use 200 boxes yearly.

Our selling prices have decreased 10 per cent since 1892.



No. 3893.

*Reply of George J. Bond, of Searsburg, Vt., manufacturer of washboards and clothespins.*

[Established in 1856. Capital invested, \$4,000.]

Amount of production is \$1,000 to \$3,000 per year; in the years 1887 to 1889 more lumber than washboards and pins.

During the last year we run less than full time. Cause, stagnation of business.

To place domestic productions on an equal footing with the foreign product the rates of duty should be as much as will be necessary to enable the manufacturer to give the laborer good wages.

There is no duty, I think, on washboards and clothespins, but, of course, if you reduce the duty we must reduce the cost of manufacture.

Domestic price in 1884 for lumber, \$10 per 1,000; washboards, 75 cents per dozen; clothespins, 50 cents per box; 1890, 10 per cent off; 1892, same; and 1894, no sale.

We have no competition.

We desire ad valorem duty. It is more just.

As to output of goods now, compared with 1892, it is not so good, for there is no sale.

Tendency of wages is downward.

Family of 4 persons can live on \$1 a day, and live pretty well.

Cause of depression, tinkering the tariff, of course. Remedy, stop tinkering it.

Our goods are necessities.

We pay 6 per cent on loans.

Timber is our raw material.

Immigration does not affect our business.

Reduction of duty on goods must be met by reducing wages.

We employ 3 to 5 persons; pay from \$1.25 to \$2 per day. They work ten hours a day.

No foreign competition.

Cost of manufacture has increased 10 per cent.

Increase has been in both material and labor. Selling prices have decreased since 1890.

I am very sorry that the Democratic party should have undertaken to make so radical changes in tariff at this inopportune time, and still more sorry that they should be unable to agree on some bill, so that the country could have something tangible to look forward to. I am a Republican and always have been, but am not so radical that I can not see faults in both parties. And the most serious fault of both parties is the fact that they seem to legislate more for the existence of the party than for the existence and welfare of the country. I believe that our Constitution should be so amended that the tariff could be revised only once in ten years, and the unparalleled prosperity of our country from 1865 to 1890 is, in my opinion, due not so much to any particular tariff legislation, but to the fact that no radical changes were made during that time. But whatever Congress does in the way of tariff legislation I hope they will do quickly, so that the country can have some solid ground to stand on before our gray hairs get too numerous.



## No. 3894.

*Reply of R. W. Hopkins, of Wyandotte, Mich., manufacturer of sash, doors, and blinds.*

[Established in 1882. Capital invested, \$4,000.]

Since July last have run on short time. Nothing to do.

Competition has increased.

Duty does not affect my business.

Not doing as much business as in 1892 because of the hard times.

Tendency of wages during past twelve months has been downward.

Have no importations.

Think cost of living is somewhat less.

Cause of present depression, tariff tinkering. Remedy, "Give us a rest."

Lumber is our raw material.

Our goods are necessities.

We do not borrow.

Our labor is about four-fifths skilled.

Employ all men; from \$1.25 to \$2.50 per day; hours of labor are sixty a week, ordinarily.

No competition with foreign articles.

None of our goods are exported.

Lumber costs more and therefore the price of manufacturing has increased since 1883.

No great change in selling prices since 1890.

No consumption by us, directly or indirectly, of products of agriculture.

Do not export.

Don't recommend any changes in tariff.

## No. 3895.

*Reply of J. F. Riche & Son, of Milroy, Ind., manufacturers of carriages.*

[Established in 1867. Capital invested, \$4,000.]

Have run less than one-half time.

To place domestic productions on an equal footing with the foreign product the rates of duty should be none.

In regard to reducing the rates of duty one-third, one-third reduction in cost of production is necessary.

Wholesale prices about one-third of what they were in 1884, 1890, and 1892.

There has been an increased competition.

We desire ad valorem duty. A specific is too flexible to allow adjusting one's business to the exigencies of the times. We had better by far have a foreign article imported at a moderate duty than have the foreign workman imported as a life-long eyesore to the real American laborer.

We are not manufacturing as many goods as in 1892. The falling off in the quality and the increase in quantity by the use of foreign labor and the use of patented machinery in manufacture dates back

to about 1873 or 1874. Competition has been more aggressive as the years go by. The farmer and his dependents, who were consumers of products of our labor, have been so weakened in purchasing ability that they now require a cheaper article to be able to use it at all. Whatever benefits him benefits us, and whatever injures him injures us.

The policy pursued of filling the United States with such a dense mass of ignorant, un-American, cheap foreign laborers without sufficient means or intelligence to maintain themselves; when these people are employed it relieves a better class, a people of a higher order of intelligence, who when relieved take from others positions at lower wages, etc., and a fictitious, imaginary set up job on the part of capitalists and corporations to reduce demand for labor has precipitated matters in the labor markets until the question of competency is no more considered.

About \$600 is a reasonable estimate for the living expenses of a family of 4 persons at any place where employment can be had.

We are consumers more than producers; we want cheap clothing, iron and steel goods, manufactured woolen goods, leather, varnishes, paints, lumber, transportation. Large dividends on watered stocks, pooling, consolidations, combines, and trusts of corporations, etc., are, like leeches, drawing the very lifeblood, financially, out of those on whom they subsist.

Cause of depression, pure cussedness on the part of capitalists and monopolists, trusts; equalize so far as possible by graduated income tax. Make it a felony to water or make fictitious value of stocks. Make it a misdemeanor for corporations to fix exorbitant salaries to their officers more than such service or labor is worth in the market for competent persons and proper service.

Our raw materials are manufactured lumber into woodwork parts, manufactured bar iron, steel, bolts, screws, glue, paints, oils, turpentine, varnish, hair, moss, excelsior, paint, and varnish, brushes, ground and lump pounce, sand-paper, files, rubber goods, cotton and woolen cloths, malleable castings, many other articles too numerous to mention here that go into the make-up and tools and machinery to make up carriage work in good shape.

Our goods are necessities in most cases.

We pay 8 per cent on loans, by building and loan companies 12 per cent.

Immigration furnishes cheap labor to man the machinery, drive out American citizens, to annihilate the apprentice system; makes practical mechanics in skilled labor scarce already and growing scarcer. A duplicate system, so called, never fits the laborer to be an independent tradesman.

To make first-class work it requires four-fifths of skilled labor.

No duty required with free raw material.

As a matter of principle it is error to rob one man merely to enrich another.

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No. 3896.

*Reply of James E. Wall, of Boston, Mass., importer of bamboo furniture.*

[Established in 1879. Capital invested, \$4,000.]

Import raw material (bamboo) from India, Japan, and China.

I produce bamboo easels, furniture, etc. Average amount of business annually, \$5,000.

There was no absence of orders in year 1893, but scarcity of money and slowness of business firms in paying.

There were few goods bought. We decided to shut down July, 1893, and have not started up on full time yet.

No duty is required to place domestic products on an equal footing with foreign products, as we have free raw materials.

There has been no duty on any kind of bamboo from any country.

Reduction of duty on manufactured bamboo articles would not, in our opinion, cheapen the cost of goods here.

We desire no protective duty.

Cheapest grade, 1884, \$15 per dozen; 1890, \$7; 1892, \$6; 1894, \$4.

There has been a large increase in domestic competition.

I desire ad valorem, if any; but no duty preferred.

We are not producing as many goods as in 1892; slowness of collections stops our output.

The tendency of wages has been downward during the past twelve months.

I have no difficulty in construing present law.

My raw materials are bamboo, varnish, and domestic wood.

My goods are luxuries.

I do not borrow.

Immigration has no effect on my business.

I employ all skilled labor.

Reduction of duty on goods must be met by going to work and meeting it.

I employ 4 men, and pay from \$12 to \$15 per week.

My hours for labor are fifty-nine per week.

None of the foreign articles enter into competition with my goods.

I do not export.

The cost of manufacture has decreased 50 per cent since 1883.

The decrease is on both: Labor, 20 per cent; material, 30 per cent.

Prices have decreased 20 per cent since 1890.

We consume of the agricultural product about 10 per cent in materials used, including lumber and hardware.

I pay no duty on my material.

My raw material is free; no necessity for duty.

Wholesale prices have decreased 20 per cent since 1892.

I recommend no changes in the present laws or rates of duty.

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No. 3897.

*Reply of ———, of ———, manufacturer of pumps.*

[Name and location withheld by request.]

[Established in 1876. Capital invested, \$4,000.]

I manufacture from 1,500 to 1,800 wood pumps per year.

My men work short hours only: During winter months, nine hours; summer, ten hours.

No duty whatever necessary to protect American goods.

Reduction in duty would not affect cost of production.

I am selling goods for less money this year than in any year since in business.

There has been no increase in competition in past four years.

My production now equals that of 1892.

With me wages are the same; other factories have cut some.

The cost of living of families of skilled workmen estimated at \$400 to \$450 per year.

Have no difficulty to any great extent in construing existing law in regard to importations.

Cost of living has decreased to some extent since 1890.

I attribute depression to the unsettled condition of the tariff question and the silver question.

Lumber is our raw material.

My goods are necessities.

I pay 8 per cent on loans.

Immigration has had no effect that I know of in my business.

All my labor is skilled.

Do not expect to have to meet any reduction in duty.

Have from 4 to 6 men employed.

Our hours of labor are sixty per week in summer, fifty-four in winter.

Have no competition with foreign goods of like kind.

None of our goods are exported.

Cost of production since 1883 has slightly increased in material.

Selling prices since 1890 have decreased.

No direct consumption by me of products of agriculture.

Think no duty on manufactured articles is necessary with free raw material.

Wholesale prices have decreased since 1892.

Give me free lumber is all I ask.

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### No. 3898.

*Reply of Jenness N. Madden, of West Bridgewater, Vt., manufacturer of chair rounds.*

[Established in 1857. Capital invested, \$4,000.]

As to yearly value of production from commencement of industry, about \$5,000.

Have run along as usual.

In regard to reducing the rates of duty one-third, it would make a difference of one-third in cost of production.

Domestic wholesale prices of goods in 1884, \$1.40 per 1,000; 1890, \$1.40; 1892, \$1.35; 1894, \$1.30.

There has been a large increase, should say one-third, in competition.

As to output of goods now, compared with 1892, about the same.

Tendency of wages about the same as usual.

Cost of living has reduced during the past four years.

Present depression is due to a lack of confidence in the administration. My remedy to correct it would be to let the tariff alone.

My goods are necessities.

I pay 6 per cent on loans.

Reduction of duty on goods must be met by reducing the price of wages paid, and also the price of my stock.

I employ from 12 to 15 men.

My hours of labor are fifty-nine per week.

Cost of manufacture has decreased a little since 1883. Decreased in both materials and labor.

Our selling price has decreased since 1890.

With free raw material, I should still need protection.

Wholesale prices have decreased since 1892.

I would leave the tariff as it now stands.

No. 3899.

*Reply of Burhen & Bro., of Cincinnati, Ohio, manufacturers of bank, office, and saloon furniture.*

[Established in 1891. Capital invested, \$4,000.]

The amount of production is from \$7,000 to \$8,000 annually.

We have been running less than half time for the past seven months; cause was could not collect money enough to meet price of labor.

As we understand that domestic products are a little higher than foreign products, it would naturally stand to reason that we would have to cut in wages to put our production on an equal with foreign production.

We know of no duty on our class of goods, as they are all made to order only, but if there were a duty on our class of goods and a cut made in duty of one-third and possibly allow foreign products to enter against us, we would have to cut all around in order to get below that foreign price, and wages would suffer most.

Prices are according to work desired.

There has been an increase in our line of manufacture.

We are not manufacturing as many goods now as in 1892 because the demand is not made for it.

Beginning with 1893 there was a demand for higher wages, but at present it is any price.

There are men married who live upon \$12 per week; we also know others who earn \$12 per week and save \$2 each week.

As there are no goods imported from abroad of our manufacture we have no suggestions to make in regard to the present laws.

There has been an increase of at least 10 per cent in the cost of living during the past four years.

The present depression of trade seems to be the tariff issue; do something with the tariff bill and see if those who are afraid of it now will come from under cover or smother worse; it will tell.

Our raw materials are lumber, coal, glue.

My goods are necessities.

We pay 8 and 10 per cent on loans.

Immigration has a beneficial effect.

We employ nine-tenths skilled labor.

We would meet reduction of duty by reduction of wages principally.

We employ 5 skilled men at present and 1 boy; 3 receive \$2 per day; 2, \$1.75 per day; boy 50 cents per day of ten hours.

No foreign competing articles enter into competition.

None of our goods are exported.

Our selling prices have decreased since 1890.

We have no agricultural consumption. Nails, screws, glue, trim-

gings, hardware in general used in the furniture line, is what we consume in our manufacture.

If raw material were free we would need customs duty as it would keep the cheap labor productions from this country and give an opportunity to our home labor.

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No. 3900.

*Reply of Stephen Jackson, of Water Village, N. H., manufacturer of wooden ware.*

[Capital invested, \$4,000.]

I think the cause of the depression in trade of late is more imaginary than real necessity. I think if the party that went out of power had done what they might have done to avoided it we might have had very much less trouble.

I think a moderate tariff which will equalize the interests of the greatest part of the nation would be best if all parties would agree to some standard to have it remain so, there would be less trouble at a change of government. We are all one people, whether manufacturers, laborers, or agriculturists; one can not suffer without a damage to the other.

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No. 3901.

*Reply of Shafer & Medders, of Kennedyville, Md., manufacturers of wagons, etc.*

[Established in 1861. Capital invested, \$4,000.]

We manufacture wagons, heavy and light, harrows, cultivators, etc., and general repairing of all kinds of implements.

We have been making full time.

We don't wholesale.

There has been increased competition in the line of goods manufactured by us.

We are manufacturing just as much as we did in 1892.

The tendency of wages with us has been higher.

It costs for two of our workmen's families about \$450 a year.

Price of living here now is about the same as it has been for four years.

My opinion of cause of the depression in trade to some extent, the change of Government. The people voted tariff reform and want it, but Congress is too slow, too inactive. Pass the tariff bill speedily and settle it, so the people will know what to do in the matter, and you will then see things improve.

Our goods are necessities.

We pay 6 per cent on loans.

We employ about one-half skilled labor.

We work from 6 to 8 men, about sixty hours a week.

Foreign articles are not in competition with us.

We do not export.

The cost of living is about the same as in 1883.

We are local manufacturers, and sell at retail prices.



## No. 3902.

*Reply of H. Dickinson & Son, of Lowell, Ind., manufacturers of pumps.*

[Established in 1882. Capital invested, \$4,000.]

Amount of production \$350 to \$500 per year.

We ran less than full time in 1892 for want of trade. World's Fair has given us a boom now.

Wholesale prices: 10-foot pump, 1884, \$7.75; 1890, \$6.15; 1892, \$5.75; 1894, \$5.10.

There has been an increased competition in my line of manufactures.

I desire an ad valorem duty, because it is more equal.

I am not making as many goods as in 1892, because of the close times.

The tendency of wages has been lower during past twelve months.

Price of living has decreased. The articles we live on are lower and also the articles we sell to get our living are lower.

Cause of depression, lack of confidence. Remedy, let the tariff alone and abolish liquor.

Our goods are necessities.

We pay the rate of 7 per cent on loans.

Our labor is all skilled.

We employ 3 men, 1 woman; work by the piece.

No foreign manufacture of this kind in competition with us that we know of.

Cost of manufacture has not changed since 1883.

Selling prices have decreased since 1890.

A small tariff as a protection we think would be a good thing on a good many articles.

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No. 3903.

*Reply of Mountain Eagle Handle Factory of Pennsylvania, manufacturers of handles.*

[Established in 1883. Capital invested, \$4,000.]

Yearly amount and value of production from commencement of industry:

1883	.....	\$2,000	1889	.....	\$4,000
1884	.....	2,500	1890	.....	4,500
1885	.....	3,000	1891	.....	5,000
1886	.....	3,500	1892	.....	6,000
1887	.....	3,700	1893	.....	6,500
1888	.....	3,800			

We have been running full time in 1891, 1892, 1893, and 1894.

Domestic wholesale prices of goods about the same now as in 1883.

There has been some little increase in competition.

The output of goods now, compared with 1892, is about the same, perhaps more.

I have been paying the same wages for eight years.

Not any difficulty in construing existing law.

Cost of living has decreased 10 per cent in past four years.  
 Not any effect felt in our business from immigration.  
 Reduction of duty on goods must be met by making a finer article.  
 Employ 4 men, \$1.25 per day, of ten hours.  
 Foreign goods do not enter into competition with our's.  
 Cost of living during past four years has been about the same with us.  
 Selling prices since 1890 have been about the same.  
 None of our component materials are dutiable.  
 No necessity of duty with free raw material.  
 Wholesale prices have been about the same with us since 1892.

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No. 3904.

*Reply of George E. Messer & Co., of Boston, Mass., manufacturers of light furniture.*

[Established in 1870. Capital invested, \$4,000.]

Amount of production on an average about \$6,500.  
 Have only had a third of our usual number of men for the past year, on account of dull business.  
 Our class of goods are not made abroad.  
 All our goods are sold by the dozen, and the price has been maintained because they can not be made for any less.  
 We are not producing as many goods, on account of dull trade.  
 Wages are the same as a year ago.  
 Cost of living about the same as four years ago.  
 Cause of present depression is change in the administration. Remedy, a larger sincerity among Democrats who pretend to believe in tariff reform.  
 Our raw materials are lumber mostly.  
 I do not call our goods necessities.  
 I do not borrow money.  
 Our labor is half skilled.  
 We employed formerly (prior to fifteen months ago), 9; now, 4, part of the time; 3 the rest. From \$1 to \$2.25 a day.  
 They are employed fifty-nine hours per week.  
 Foreign articles do not enter into competition with us.  
 Have tried to export, but the duties prevent.  
 Cost of manufacturing has not changed since 1883.  
 Our consumptions are all domestic productions.  
 Wholesale prices on my work have not changed.  
 I desire absolute free trade, for I have tried a great many times in the last sixteen years to export my work, and in every instance the duties they would have to pay prevented any business being done out of our country; and, if I could have my way, there would be a system of free trade extending over the civilized world, for I know that under such conditions I could increase my business more than a hundred fold; and the furniture business (manufacturing) of New England is doomed on account of there being no chance to extend their market.  
 And in conclusion, let me say, I am a radical free-trade Republican.

## No. 3905.

*Reply of George Main, of Susquehanna, Pa., manufacturer of carriages.*

[Established in 1875. Capital invested, \$3,500.]

Have been doing very little work for three years past on account of poor health and hard times.

Goods are sold at the present time lower than ever before.

There has been increased domestic competition during past four years.

Duty does not affect my business.

I am not making as many goods as in 1892 because I can not get cost of production.

Wages have been on the decrease during past twelve months.

Little change in price of living during past four years.

Remedy for present depression: Stop tinkering; let well enough alone.

Very small part of my materials are raw materials.

My goods are both luxuries and necessities.

Immigration helps to lower price of labor.

Reduction of duty on goods I manufacture must be met by reducing wages.

I could get at present skilled labor for \$1 per day, and laborers for enough to feed them. They work sixty hours per week.

I have no foreign competition. I do not export.

Cost of manufacture has decreased since 1883 on account of machinery and less cost in labor and material.

Selling prices have decreased since 1890. I use no goods in my business on which I pay duty.

As to the necessity of a customs duty, with free raw material, I can not see that it would make much difference.

Wholesale prices have decreased since 1892. I would recommend rates of duty equalized, if necessary.

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No. 3906.

*Reply of O. N. Avery, of Allen, Mich., manufacturer of butter tubs.*

[Established in 1872. Capital invested, \$3,000.]

My business was started about twelve years ago; when started I made about 1,000 butter tubs; been increasing until 1893; in 1892 I put on the market 15,000 butter tubs; in 1893 we fell behind, only about 11,000 sent out. They will average about 20 cents apiece; if I do not hold my own this season, shall shut down for good; last year we run about two-thirds of the time.

I ship to Ohio, Indiana, New York.

In 1884, I sold tubs at 30 cents apiece, now sell at 20 cents.

No foreign competition, the duty on my goods does not bother me.

Do not make as many goods as I did in 1892.

Wages run from \$1 to \$1.30 a day; paid that the last three years.

Have no trouble in regard to the tariff laws.

Our workmen lay up nothing, they spend all they make.

In referring to free trade, it will benefit me more than to have a duty on foreign goods, but would like to have protection for some reasons: That protection will keep wages higher; if we have free trade wages will come down on an equal to foreign wages; then I can get men cheaper, but rather pay more and get more for the goods I manufacture. The more we get for goods the more money is in circulation.

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No. 3907.

*Reply of Charles Skidmore, of Riverhead, N. Y., manufacturer of sash, doors, and blinds.*

[Established in 1836. Capital invested, \$3,000.]

During winter months run only three-fourths time.

I do not import.

Prices have held good since 1884.

No increase in competition to speak of.

Am doing as much business as in 1892.

Wages are \$2.50 per day.

Cost of living about the same as in 1890.

Lumber is our raw material.

Our goods are necessities.

Pay 6 per cent on loans.

Immigration does not affect us.

The whole of our labor is skilled.

Employ 4 men; they work sixty hours per week.

Glass only enters into competition with our goods.

None of our goods whatever exported.

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No. 3908.

*Reply of I. H. Elliott, of Allapaha, Ga., manufacturer of furniture.*

[Established in 1885. Capital invested, \$3,000.]

I do not import nor export goods in my line, which is the manufacture of furniture, consisting of dressing cases, bedsteads, kitchen safes, tables, bookcases, wardrobes, or anything else in the furniture line. Prior to 1892, I employed several hands, and since that time business here has been growing weaker in nearly all branches, purely from the lack of money to run these industries, consequently business of all classes are more or less paralyzed. I do not know the exact cause of the scarcity of money. However, we need more funds to run our business in this locality.

I have been running less than full time during past two years for want of money sufficient to carry on my business. There has been an increase of competition in our line during the past four years.

I am not producing as many goods as in 1892. Cause: Lack of money.

My goods are necessities.

I do not borrow money.

I have employed no skilled labor during past few months.

Foreign articles compete with mine.

My selling prices have decreased since 1890.

No. 3909.

*Reply of H. F. Gilmore, of Jackson, Ga., manufacturer of sash, doors, blinds, etc.*

[Established in 1888. Capital invested, \$3,000.]

Have not run full time in 1893, for I could not sell what I could make.

My goods were 20 per cent higher in 1888 than in 1893.

There has been an increase of competition in our line.

I am manufacturing more in 1893 than in 1888, because I am better fixed for it now.

Tendency of wages has been upward in my business during past four years.

I do not have trouble construing existing law, and have no suggestion to make.

Cost of manufacture has decreased during past four years.

Idleness is the cause of depression in business. Let every man go to work and earn his supplies and quit demanding his wages, and be willing to do his part.

Our goods are necessities.

We pay 12 per cent on loans.

Immigration has had no effect on my business.

One-fourth of our labor is skilled.

We employ 6 men on an average. Our hours of labor are seventy per week.

Foreign articles do not compete with ours.

We do not export to amount to anything.

Cost of manufacture about the same as in 1883.

Our selling price has decreased since 1890.

With free raw material no duty is necessary on cost of manufacture.

Our domestic wholesale prices have diminished since 1892.

I have answered the questions as near as I can. I am not posted as to what will help us. I contend that we have too many loafers and not enough at work. Let the people get out and get at something. If he can't get one job let him go to the farm. We all know he can farm. Let us have more farmers and better ones. We need to raise our own supplies at home and we can always have some money and something to eat. I say idleness and extravagance the whole cause of this crash.

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No. 3910.

*Reply of William M. Amer, of Lititz, Pa., manufacturer of cigar boxes.*

[Established in 1886. Capital invested, \$3,000.]

Annual amount of production, 28,800 boxes, at 5 cents a piece.

Have been running on half time during last year. My opinion is that the cause is the change in Government and the uncertainty of how things will be changed.

The wholesale prices varied one-half cent on a box the last two years.

No competition to any great extent during past four years.

I am making only about one-half the number of goods as in 1892. The reason is so many people are out of work that they can not afford to buy cigars.

I have not cut any wages.

The cost of living of families of skilled workmen about \$4 per week, including rent.

My business has not much to do with imported goods.

Relative to cost of living: It has decreased with the working class about one-fourth.

My opinion as to the cause of depression is part free trade on one hand, and the uncertainty of how the change will be has much to do in closing down our manufactures and throwing thousands of people out of work.

My goods are luxuries—boxes for cigars.

I pay 6 per cent on loans.

Immigration has no effect on my business.

None of my labor is skilled.

I employ 8 men and 6 girls when running on full time. Men's wages run from \$10 to \$6 a week; women, from \$4.50 to \$6.

They work ten hours a day.

Foreign articles of like kind do not enter into competition.

None of my goods are exported.

Cost of manufacture is about equal since 1883.

Selling prices have decreased since 1893.

There is no duty, as far as know, on goods that I manufacture.

Wholesale prices for cigar-box lumber has been about the same.

#### No. 3911.

*Reply of H. F. Barker, of Sioux City, Iowa, manufacturer of butter tubs, barrels, etc.*

[Established in 1886. Capital invested, \$3,000.]

Cooperage, butter tubs, oatmeal barrels, flour barrels, and general cooperage work. Sales about \$20,000 per year for the last six years.

Have run full time up to September, 1893; since that time have run about half time. Cause: Stringency on account of tariff legislation. The question should have been settled immediately after the Democrats took possession of the Government (that is what the people wanted but have not received; silver will not hurt us) in extraordinary session. That is the great mistake of the administration.

No duty is necessary to place domestic products on an equal footing with foreign products.

No reduction in production from reducing the rate of duty.

Domestic wholesale prices of goods: In 1884, price of a 60 pound butter tub was 35 cents per tub; 1892, 25 cents; 1894, 21 cents.

Penitentiary-made work ruins our business.

We desire no duty.

We are not producing as many goods as we did in 1892.

Tendency of wages during past twelve months downward; from \$2.50 per day to \$1.25 and \$1 per day.

A family of 5 can live on \$1.50 per day if well invested.



We buy our raw material in Canada, and we want free trade only (justice to all).

Free trade and plenty of silver, in my opinion, is what the majority of the people want, but they do not get it. We, the people, are tired, especially the Democratic people. We want tariff reform and silver, but we do not get it, and the prospect seems to grow darker every day. Business is dead on account of tardy work in Congress. We will have a change. We depended on our Democratic principles, but we have failed to get any relief to date. No class legislation is wanted for the West, at least.

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No. 3912.

*Reply of D. J. Howenstine, of Mansfield, Ohio, manufacturer of wind engines, tanks, and towers.*

[Established in 1888. Capital invested, \$3,000.]

My yearly value of production of wind engines, tanks, and towers has been as follows: 1888, about \$5,000; 1889, \$5,000; 1890, \$5,000; 1891, \$3,000; 1892, \$3,000 and 1893, about \$1,500. During 1893 I was doing some building and moving which accounts for part of this falling off.

Have run nearly all the time. Money scarce with most of people wanting this line of goods.

Do not know that foreign competition would affect the market in this line of manufacture.

My domestic wholesale prices of goods: 10-foot wind mills, 1884, \$30; 1890, \$20; 1892, \$17, and 1894, \$15.

There has been an increase of domestic competition in our line during past four years.

We are not producing as many goods as in 1892 owing to dull times.

Tendency of wages has been downward during past twelve months.

I have no difficulty in construing existing law.

There has been very little change in cost of living since 1890; some things are higher, others are less.

Present depression is due, in the first place, to not enough money; then made worse by the present tariff agitation, and, no doubt, in some localities by the World's Fair. I think there should be no more Government bonds issued, and that the silver bullion on hand should be coined and put in circulation, or silver certificates in its stead.

Wood is our raw material.

Our goods are both luxuries and necessities.

We pay 8 per cent on loans.

Importation has had no effect that I know of on our business.

About all of our labor is skilled.

We do not employ workmen regularly. Pay about \$1.75 per day for skilled.

We do not know of any foreign competition in our line.

None of my goods are exported.

Cost of manufacturing has decreased about 15 per cent during past four years. Decreased in both labor and material.

Our selling prices have decreased since 1890.

Our component materials are all domestic, unless a small proportion in paint.

No. 3913.

*Reply of Jackson Novelty Works, of Jackson, Mo., manufacturers of wood work ornaments.*

[Established in 1889. Capital invested, \$3,000.]

Our yearly amount of production from commencement of industry: About \$2,000 worth of various articles.

In the last year have run only about one-half the time on account of loss of confidence and scarcity of money.

We need no ad valorem duty, but an immigration law to exclude foreign labor.

In regard to reducing the rates of duty one-third, it would not affect my industry.

Our selling price has been reduced since I began 25 per cent.

Competition has increased during past four years and all large manufacturers belong to an association or trust.

We desire no duty.

We are not manufacturing as many goods as in 1892; there is not so much demand on account of the low price of wheat, the staple product of the country.

Tendency of wages is downward.

Our workmen have to be very economizing to live.

I don't see that any high tariff would help me.

Cost of living is just about the same as in 1890.

Present depression is due to too much national bank—too many trusts. Remedy: Issue no bonds; remonetize silver; issue greenbacks to cover deficiencies.

Our raw materials are lumber—native yellow poplar.

Our goods are both necessities and luxuries.

I do not borrow money; if I did, would have to pay 8 per cent on loans.

Nearly all my labor is skilled.

Reduction of duty on goods must be met by economizing and buying home products.

We pay skilled labor \$2 per day; ordinary, \$1; boys, 50 cents.

Our hours of labor are sixty per week.

None of our manufacture is exported.

Cost of production since 1883 is about the same.

My ideas, which are shared alike by all political parties of my section, or at least the majority, are free coinage of silver, 16 to 1; take the money power away from national banks and have no middlemen between the people and the Government. Protect the laboring man and the farmer, and let the rich manufacturers and millionaires take care of themselves. Let the Government be of the people, by the people, for the people.

## No. 3914.

*Reply of L. E. Morton, of Greentown, Ind., manufacturer of sash, blinds, moldings, etc.*

[Established in 1889. Capital invested, \$3,000.]

Amount of product for 1890, \$1,000; 1891, \$1,500; 1892, \$2,000; 1893, \$1,000.

During 1893 ran on half time, on account of general depression of business.

I consider a specific duty of \$1 per 1,000 necessary.

I prefer specific duty; reason, less liability to fraud.

The tendency of wages for the past twelve months has been downward.

Have no difficulty in construing existing importation laws, and suggest that they remain as they are.

Logs are my raw material.

My goods are necessities.

I pay 8 per cent on loans.

Immigration has had a depressing effect on my business.

All my labor is skilled.

Wages, \$1.25 per day at present.

My hours of labor are ten per day.

My business for the past year has been seriously damaged by the general depression, caused, as I believe, by the undue tinkering with the tariff question. Placing logs and lumber on the free list would work injuriously to manufacturers of and dealers in lumber generally. I would be in favor of increasing the duty on logs and lumber, rather than decreasing it.

## No. 3915.

*Reply of The Sandusky Whipstock, Company of Sandusky, Ohio, manufacturers of whipstocks.*

[Established in 1885. Capital invested, \$3,000.]

Duty is too high now.

No reduction in cost of production would be called for by reduction in duty.

No change in competition.

We pay our men \$1.50 per day of ten hours.

One dollar and fifty cents per day is what it costs them to live.

No change in cost of living during past four years.

Our goods are necessities.

Immigration does not affect us.

Employ on an average 6 skilled laborers.

Our men work sixty hours per week.

Since 1883 cost of manufacture has decreased. The decrease has been in material.

Selling prices have decreased some since 1890.

## No. 3916.

*Reply of Ed. Hartman, of Pemberville, Ohio, manufacturer of wagons.*

[Established in 1880. Capital invested, \$3,000.]

We have never run less than full time.

Domestic wholesale price of wagons, \$60.

There has been an increase in competition in our business.

Yes; we are producing as many goods as we were in 1892.

There has been no change in wages.

The cost of living of workmen is about \$500 a year.

We have no difficulty in construing the existing law.

There has been no change in price of living.

None of our component materials are raw.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has no effect on our business.

All of our labor is skilled.

We employ 3 men at \$1.75 a day. They are employed sixty hours per week.

We have no competition with foreign articles.

None of our goods are exported.

Cost of manufacture has decreased 5 per cent.

The decrease has been in materials.

Selling prices have neither increased nor decreased.

All of our component materials are of domestic productions.

We recommend lower duties.

## No. 3917.

*Reply of V. C. Bond, of Dodge Center, Minn., manufacturer of sash, doors, etc.*

[Established in 1874. Capital invested, \$3,000.]

I hired 2 hands until one-half year ago, when business was so dull it did not pay to hire any help, so I quit hiring anyone and run it myself for the last six months, and if business does not change for the better I will have to close the business, as I am running behind. I have done a great deal of work on borrowed money, which I could get until last summer at 7 per cent, but since that time I could not hire it for 10 per cent.

Prices have declined in the twenty years on the manufactured goods, and wages have increased in that time until last summer.

I am in favor of a specific duty, as there would be less chance to evade the law.

I am satisfied that the cost of living has not increased in twenty years except in extras, which we did not have at that time.

I think the present depression in trade is caused by the clamor for reducing the tariff laws, which will reduce the cost of all things produced and will reduce the wages of laboring men to a lower standard, which will cause very much trouble in our beloved country.

I would be in favor of keeping the duties up to a standard so that we would not come into competition with the low price of foreign labor, etc.

No. 3918.

*Reply of John Regan, of Newark, N. J., manufacturer of furniture.*

[Established in 1881. Capital invested, \$3,000.]

For the past three years my sales would average about \$4,000 annually. For the past three months business has been very poor. I make many kinds of common furniture.

Have been running for the past three months about one-half time; cause, lack of orders and the impossibility to collect debts.

My business needs no protection. We want free raw material.

The wholesale prices of our goods for the past three years have been decreasing, owing chiefly to competition and overproduction by Western and Southern manufacturers flooding this market with their goods. Their material and wages have been much cheaper than ours; also it costs more to ship to this city a carload of lumber than to ship a carload of manufactured goods, the railroads favoring the shippers of such goods to the detriment of manufacturers here.

We want no duty; competition degrades enough.

I am not making as many goods as in 1892.

Wages have been decreasing in past twelve months.

But a few men working; wages \$10 weekly, full time; less for less time; you can compute that after paying house rent, doctor's bills, clothing, etc., the food of such a family is meager.

I have no suggestions to make as to law in regard to importations, only, if men would try every day to do good and shun evil, our lives and our country would be happy and prosperous.

The items of food remain about the same.

Lumber is my raw material.

Our goods are necessities.

I pay 6 per cent on loans.

I would restrict the worthless and the wicked—these bring a curse instead of a blessing—wherever they go.

About three-fourths of my labor is skilled.

I employ from 3 to 5 men and a boy; \$10 weekly, when full time. They work usually fifty-four hours; now only forty-two hours a week.

No foreign articles enter into competition.

None of my goods are exported.

Lumber has increased fully 20 per cent since 1883.

Increase in cost of manufacture has been in materials, as above; wages about the same.

The selling price has decreased since 1890 about 10 per cent.

Some of the lumber comes from Canada. The hard wood, glue, varnish, etc., is manufactured in this country.

Our goods need no protection.

We want lumber and all other raw material free as they grow.

No. 3919.

*Reply of ———, of ———, manufacturer of pick handles.*

[Name and location withheld by request.]

[Established in 1893. Capital invested, \$3,000.]

My yearly value of production is \$3,000 to \$4,000.

I have run less than full time during the past year, owing to no demand for goods.

Wholesale price is from 60 cents to \$5 per dozen, owing to the kind and quality.

Reducing the rates of duty one-third, it would not affect my trade in any way.

There has been an increased home competition in the past four years.

I think duty is not necessary.

None of my goods are imported.

I am not producing as many goods as in 1892.

The low price in silver, closing of many mines, makes less demand for the goods I make.

Wages are tending downward.

Think there are no importations of the kind of goods I make.

The cost of living has been about the same during the past four years.

Cause of business depression is overproduction in some lines of manufactured goods, the free importation of wool or woollen goods, the stoppage of the coinage of silver, and the general extravagance and habit of fast living and not providing for future emergencies. Remedy, place a duty or tax on all foreign importations that come in competition with goods manufactured in the United States.

Free and unlimited coinage of silver mined within the United States, except those that are operated and controlled by and with foreign capital and not citizens of this country. Protect all home industries that have competitors outside of the United States.

My raw materials are the wood or material I make all my goods of.

My goods are actual necessities.

I pay the rate of 8 per cent on loans.

Immigration does not affect my business.

Our labor is about one-half skilled.

I think there is no duty on the class of goods I make.

I employ 2 to 8 men. Pay ordinary labor \$6 to \$7.50 per week; skilled labor, \$12 to \$15 per week. Our hours of labor are sixty per week.

None of my goods are exported.

Hand work has not decreased, while machine work has decreased by the improvement in machinery since 1883.

My selling price has decreased since 1890.

I think there is no duty on the raw material I use.

Wholesale prices continue to decrease.



## No. 3920.

*Reply of Theo. Terrell, of Yonkers, N. Y., manufacturer of hatters' blocks.*

[Established in 1881. Capital invested, \$3,000.]

I manufacture hat blocks, flanges, and hatters' tools. The value of such production would amount annually to about \$6,000.

Last year I ran less than full time, owing to the nature of business.

I have no competition with foreigners.

Competition has increased in the past four years.

Hatting business is not so brisk.

Wages are the same as last year. The cost of living of skilled workmen is about \$25 a month. The price of living has decreased about 10 per cent in four years.

The depression is due to fulfillment of prophesy. Trust in the Lord and do good, so shalt thou dwell in the land and verily thou shalt be fed.

My raw material is poplar wood.

My goods are necessities.

I pay the rate of 5 per cent on loans.

My labor is all skilled.

Hours of labor are about fifty per week.

Foreign articles of like kind do not enter into competition.

The cost of manufacture is the same as ten years ago.

Selling prices have decreased since 1890.

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No. 3921.

*Reply of Corey & Dickson, of Lewisburg, Tenn., manufacturers of agricultural implements.*

[Established in 1894. Capital invested, \$2,500.]

Wholesale prices are from \$10 to \$65 per 1,000, according to size and quality.

There has been an increase in the manufacture of our class of goods within the past four years.

Wages have been lower, but are increasing a little now.

Think present depression in trade is due to the late uncertainty regarding the money question, and that a 100-cent dollar is the remedy.

Goods we manufacture are necessities.

Loans are made at 6 and 7 per cent.

Skilled labor is 99 per cent of our help.

Labor is paid from 75 cents to \$2 per day.

Imports do not affect us.

## No. 3922.

*Reply of Frederick Preisendanz, of Philadelphia, Pa., manufacturer of wagons.*

[Established in 1873. Capital invested, \$2,500.]

Since July, 1893, I have never had an order for more than two wagons. I kept my 3 men working on full time. I have about \$1,300 worth of wagons for sale—the worst business I have had and as bad times as I ever saw. It just serves the Democratic party right; every time they get in power they make fools of themselves by playing with the tariff question. You want higher tariff on manufactured goods and low tariff on raw material.

I pay my blacksmith, per week, \$16; helper, \$9; wheelwright, full time, \$14.

## No. 3923.

*Reply of Andrew J. Favinger, of Philadelphia, Pa., manufacturer of bricklayers, plasterers, painters, and bakers' tools of wood.*

[Established in 1872. Capital invested, \$2,500.]

We have been on short time during the past year, and stopped entirely on several occasions.

There have been several domestic competitors.

We are making as many goods as in 1892.

Wages are \$10.50 to \$13 per week.

Men use about what they earn in living.

Our business is local.

## No. 3924.

*Reply of Virginia Wheel and Wagon Company, of Carrsville, Va., manufacturers of wheels, wagons, etc.*

[Established in 1888. Capital invested, \$2,500.]

Yearly amount and value of production from commencement of industry: In 1888, 25 wagons, at \$60 each; 1889, 35 wagons, at \$60; 1890, 50 wagons, at \$60; 1891, 60 wagons, at \$60; 1892, 75 wagons, at \$60; 1893, 100 wagons, at \$45.

We run less than full time only in midsummer, as that is our dull season.

Reducing the rates of duty one-third would cause about one-third reduction in cost of production.

In 1890 and 1892 the wholesale prices were about \$60 each on an average, as our productions are of a heavy character.

Domestic competition has increased in four years.

We prefer a specific duty, because it is easier understood and more generally correct, and leaves less opportunity for dishonest importers and exporters, the same as undervaluation.

We are producing more goods owing to the domestic competition in our line.

The tendency of wages has been lower.

The cost of living of skilled workmen is about \$250 or \$350 per year.

We would prefer a protective tariff, specific, as when the manufacturer is protected his workmen are also protected; their interest is identically the same.

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No. 3925.

*Reply of A. M. Karns, of Everett, Pa., manufacturer of vehicles.*

[Established in 1885. Capital invested, \$2,000.]

Amount of production in 1890 was buggies and carriages valued at \$7,000; 1893, \$5,000.

We have not been running full time, and during last six months we were on half time. Trade dull, financial disturbance.

The cost of production would have to be reduced sufficiently to meet the reduction of duty.

Since 1892, wholesale prices have lowered 10 to 15 per cent.

There has been no increased competition in our manufactures during past four years.

We desire an ad valorem duty.

We are not manufacturing as many goods as in 1892, on account of threatened change in tariff.

Wages have decreased from 10 to 25 per cent during past twelve months.

We have no difficulty in construing the existing law.

Price of living has decreased during past four years.

Cause of present depression is the threatened change in the tariff; my remedy would be the overwhelming defeat of the Wilson bill.

We pay 6 per cent interest on loans.

Immigration does not affect our business.

We have employed no skilled labor since July 1, on account of depression in trade.

Reduction of duty on goods must be met by reduction of wages.

We have been employing 3 men at \$1.75 per day.

Our hours of labor are nine per day.

Foreign articles do not enter into competition with us.

We do not export.

Selling prices have decreased since 1890.

Wholesale prices have decreased since 1892.

We would not change the existing rates of duty or administrative customs laws.

Am opposed to the Wilson bill, believing it to be the cause of the present financial distress.

## No. 3926.

*Reply of G. G. Booth, of Warrenton, Va., manufacturer of carriages and harness.*

[Established in 1858. Capital invested, \$2,000.]

On account of dullness in business I have been running less than full time for the past two years.

There has been increased competition in the sale of domestic carriages during the past four years.

I desire an ad valorem duty.

I am not manufacturing as many goods as in 1892 on account of dullness of times.

Wages have been lower since the present tariff went into operation.

I have no skilled workmen in my employment.

My raw materials are leather, wood, cloth, and iron.

The carriages for the most part are luxuries, whilst wagons and harness are necessities.

We pay 6 per cent interest on loans.

Immigration does not affect my business.

We employ very little skilled labor at present.

Reduction of duty on the goods I manufacture would produce no other effect but to increase business.

There is no competition with the foreign article here.

Cost of manufacture has decreased since 1883; the decrease has been in materials and labor; selling prices have decreased since 1890.

As to necessity of duty with free raw material, I could do well without protection on the manufactured products if the materials were let into the country free.

Wholesale prices have decreased since 1892.

A strong reduction in the rates of duty I would recommend.

NOTE.—Where a reduction of duty would not affect directly my business, indirectly it affects it beneficially by the prosperity which a general tariff reduction would impart to business at large.

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No. 3927.

*Reply of Darius Briggs, of Briggs Corner, Mass., manufacturer of carriages.*

[Established in 1849. Capital invested, \$2,000.]

I keep a general job shop and always run on full time. Iron and steel are the only things dutiable, and it makes no difference to me what kind of duty we have as all my products are custom work.

There has been no increase in competition in my line of manufacture.

It is immaterial to me what kind of duty we have.

I am manufacturing more goods now than in 1892.

Wages have increased during the past twelve months.

I have no difficulty in construing the existing law.

No. 3928.

*Reply of G. S. Van Buskirk, of Wiscoy, N. Y., manufacturer of wood.*

[Established in 1883. Capital invested, \$2,000.]

I could not give the amount sold, but it has increased since 1883. The most of our work is upon materials brought to our shop by parties who are building, or contractors and builders.

We have worked more time the last year than any preceding year. I believe in *ad valorem* duty almost exclusively.

I do not think there would be very much change needed in cost of production if duty were reduced one-third.

There has been a decreased competition, for the reason that our shop turns out a superior quality of work.

We prefer an *ad valorem* duty and to be placed upon articles used as luxuries, such as diamonds and precious stones, silks and other valuable fabrics, morphine, opium, tobacco, etc., that are not the necessities of life.

Our trade was larger in 1893 than it ever has been before.

Wages are about the same as the preceding year.

There is a decrease of nearly 25 per cent in the cost of living of a family within the last two years.

My opinion is that there is a large amount of manufactured articles in the country and they, or a certain per cent, have got to be consumed before manufacturers resume full time. For the laborer the cost of living has decreased, and of course he must expect a decrease in wages to some extent. It is impossible to better the condition of the farmer, day laborers, capitalists, and all by changing the duty. When you benefit one you injure some of the rest.

We use rough lumber and shingle bolts in our manufacture.

Our goods are necessities principally.

Do not hire money now, but what has been hired in the past have had to pay 6 per cent.

There is an increase, if anything, in competition.

If we have to sell cheaper will have to buy cheaper.

We work about six days a week.

Cost of manufacture has decreased since 1883, for the reason of better machines.

Selling prices have decreased on some things.

We run a variety woodworking shop and shingle mill and consume rough lumber and shingle bolts.

The thought that I wished to convey is to get as much duty as possible out of the things that are luxuries and place the duty as small as possible on the necessities.

No. 3929.

*Reply of J. J. McKnight & Son, of Tarrytown, N. Y., manufacturers of furniture.*

[Established in 1871. Capital invested, \$2,000.]

We desire no duty whatever. With free raw material no foreigner can compete with us in the manufacture of furniture.

If rates of duty were reduced one-third it would not be necessary to reduce cost of production.

There has been an increase in domestic competition.

The Wilson bill suits me, and is popular with the thoughtful element of both parties in this locality.

We are not manufacturing as many goods as in 1892, because of the obstructive tactics of New York's Democratic Senators toward the repeal of the Sherman silver bill.

Until the event related above wages were steady, tending upward.

Price of living has been on the decrease during the past four years.

A slight and brief depression in trade was expected with the advent of a Democratic administration pledged to tariff and financial reform. This temporary expectant waiting was turned into universal stagnation when the country realized that those Democrats who could not rule nor ruin the labors of the national Democratic convention had merely adjourned their onslaught to the halls of Congress, confidence was lost, business ceased, and the people sighed, not for work nor bread, but for election day, that they might have an opportunity of burying out of sight a majority that tolerated a few demagogues aiming to assassinate their own administration. Remedy: Immediately pass the Wilson bill, including the income-tax clause.

Our goods are necessities and luxuries.

We pay 6 per cent interest on loans.

The effect immigration has had on all business is a beneficial one.

Reduction of duty on goods must be met with a smiling countenance and in expectation of increased income.

We pay \$2.50 per day.

Our hours of labor are fifty-three per week.

Foreign articles do not enter into competition.

The changes proposed in the Wilson bill will, I believe, be extremely beneficial.

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### No. 3930.

*Reply of Thomas Watterson, of Nashville, Tenn., manufacturer of sash, doors, and blinds.*

[Established in 1882. Capital invested, \$2,000.]

I do a varying business of from \$5,000 to \$60,000 per annum.

During the greater part of the last two years I have been running less than full time on account of the falling off in the building trade. My business being strictly local is not influenced by the rate of duty on imported products of the same class. I can not see that the reduction of duty on the products would make any difference to my selling price, as my principal raw material, poplar lumber, is an article of export from this State and the price is governed more or less by foreign demand.

Prices increased about 40 per cent from 1882 to 1890 and from then to the present time have decreased about 20 per cent. I do not wish any duty, either specific or ad valorem, nor an export duty. I am not manufacturing as much as in 1892 on account of the decreased demand for my output.

The tendency of wages during the past twelve months has been downward.

I have had no incentive to examine closely existing laws relative to my class of manufactures, and so have no suggestions to make concerning them.



Cost of living in this locality has decreased fully 10 per cent during the past four years.

The present depression in trade may be attributed, in the first place, to wild speculation in schemes of the South Sea and Mississippi bubble genus, and in a minor degree to speculation and defalcation in local banks; money-lenders, also, have been more active in drawing in old loans than making new ones.

As above stated, the principal raw material used is yellow poplar lumber; then yellow pine, oak, and cedar, all, except yellow pine, products of this State, the yellow pine coming from Georgia and Alabama. The necessary hardware, such as nails, screws, etc., is a comparatively small item.

The goods made are necessities and not luxuries.

Eight per cent interest is paid on loans.

Immigration has little, if any, effect upon the business.

About 75 per cent of the labor employed is skilled labor.

The number of employes varies from 3 to 57. Hours of labor are sixty per week in summer and fifty-four per week in winter.

No work is exported, all being made for domestic consumption, and no stock of finished product is carried, raw material being worked up as needed to fill orders.

Cost of manufacture is approximately the same in 1894 as in 1883, raw materials having advanced in price and labor decreased. Cost of raw material is about one-third the value of the output. Prices have decreased since 1892.

As to suggestions for changes in existing duties, a general reduction or even an extinction of duties on the necessities of life, keeping luxuries at the top notch, might be desirable.

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#### No. 3931.

*Reply of J. H. Eyles, 122 Worth street, New York City, manufacturer of furniture.*

[Established in 1881. Capital invested, \$2,000.]

The amount of production is about \$8,000 in good times, but in 1893 I did not make \$4,000 worth of goods. These last two years I have made one-quarter time, put the two together. In 1893 I only worked two months' full time with one-third of men. The Wilson bill is the cause of slack trade.

Price of my goods in 1884, \$6.50; in 1890, \$6; in 1892, and at the present time, \$5.

For the past four years domestic competition has been very large.

I do not at present manufacture more than one-half the goods I did in 1892.

Wages have run from \$10 to \$19 per week.

Cost of living is from \$10 to \$15 per week.

I think there must be a duty on the goods I make, as there have been no imports that I know of for some time.

## No. 3932.

*Reply of W. N. Derby, of Etna, N. H., manufacturer of ladders and wood-  
enware.*

[Established in 1885. Capital invested, \$2,000.]

I have no way of telling how many goods I turn out in a year—all I can sell. If business had remained as good as it was in 1882, I would have been turning out about 500,000 feet of ladders and about \$1,000 worth of other wares.

Two men are at work now for the last year instead of 5, as before. Cause: No sale for goods.

I am not posted as to duties on my line of goods; think there are none. Don't think there has been any increase of competition in my line within four years.

Am not producing over one third as many goods now as in 1892; have built a new mill, but never done much in it yet. Cause: Small demand for goods.

I am paying same wages as I did in 1892 and 1893, in order to keep my best hands, but must cut down or not run much longer if there isn't a change soon.

I think the cost of living is about the same as has been for years past.

Scarcity of cash and too many people out of work is what is the matter with me. I am not sure what is the cause of the present depression, but suppose it to be the change of administration. Do something to put them to work again before long is the only remedy I can see.

I pay 6 per cent interest on loans.

I can't see that immigration affects me any.

I employ 5 men and 2 boys when running full force. Sixty hours per week is full time.

Do not think there is any foreign competition.

Lumber and iron are my raw materials.

Prices on goods I hold same as heretofore, but am not selling much. I can not cut prices until I can cut wages or buy stock cheaper.

I do not import or export at all, so of course I am only interested in the duties in a small way; but if other branches of industries do not flourish, I can not; so I am anxious to have the matter settled one way or the other soon; then we will know what to depend on.

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 No. 3933.

*Reply of ———, of ———, manufacturer of furniture and coffins.*

[Name and location withheld by request.]

[Established in 1872. Capital invested, \$2,000.]

I have been running less than full time during past two years. My business is dull now and has been for some time back. I am partly engaged in other business.

About 20 per cent ad valorem duty is necessary to place domestic products on an equal footing with foreign producers.

If rates of duty on my class of manufacture were reduced one-third no reduction would be necessary on cost of production.

Our domestic wholesale prices are about 10 per cent lower.

There has been an increase of competition in our line during past four years.

I desire ad valorem duty.

I am not producing as many goods as in 1892, as I do not give my full time to the business.

Tendency of wages during past twelve months has been downward.

Cost of living has decreased about one-fifth during past four years.

Present business depression is due to fear of a reduction in the tariff.

All of my component materials are raw.

My goods are necessities.

I pay 6 per cent on loans.

Immigration has had no effect on my business.

Seventy-five per cent of my labor is skilled.

Reduction of duty on goods must be met by reducing prices.

I employ 2 men at 75 cents to \$1.50 per day. My hours of labor are sixty per week.

Foreign articles do not compete with mine.

None of my manufactures are exported.

Cost of manufacturing has decreased 10 per cent since 1883. The decrease has been in both labor and materials.

My selling prices have decreased since 1890.

I consume in my manufactures about one-half agricultural products.

My component materials are not dutiable.

My wholesale prices since 1884, 1890, and 1892 have decreased about 10 per cent.

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No. 3934.

*Reply of ———, of ———, manufacturer of furniture.*

[Name and location withheld by request.]

[Established in 1872. Capital invested, \$2,000.]

I have not run full time in the past year. My business has been dull, and for the last year have been partly engaged in other business.

If the rate of duty were reduced one-third on my class of manufacture I do not think there would be any necessity for a reduction in cost of production.

There has been an increased competition in my line during past four years.

I am not manufacturing as many goods as in 1892. Times have changed, there is more opposition, and I am not engaged in the business all the time.

Tendency of wages has been downward. Price of living has decreased during past four years.

Cause of present depression is the fear of reduction of tariff.

All of my materials are raw materials.

My goods are necessities.

I pay 6 per cent on loans.

Immigration has no effect on my business.

Seventy-five per cent of my labor is skilled labor.

Any reduction of duty on goods must be met by reducing prices.

I employ 2 men. I pay 75 cents to \$1.50 per day. They work sixty hours per week.

I have no foreign competition. I do not export.

Cost of manufacture has decreased 10 per cent since 1883; decrease has been in both labor and materials.

Selling prices have decreased since 1890.

About one-half of the material used in my manufacture is of agricultural production. I pay no duty on materials used in my manufactures.

Wholesale prices have decreased about 10 per cent since 1892.

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No. 3935.

*Reply of W. J. Hammond, of Saratoga Springs, N. Y., manufacturer of doors, sash, blinds, etc.*

[Established in 1885. Capital invested, \$2,000.]

During the winter I worked only by daylight.

There has been very little or no change in prices. A slight advance took place up to 1893.

Competition has increased in four years.

Ad valorem duty preferred on lumber.

Produced more in 1893 than any previous year.

Tendency of wages during the past twelve months has been downward.

The cost of living has decreased from 10 to 20 per cent in four years.

The present depression is due to tariff tinkering, with its attendant uncertainties.

Our raw material is lumber.

Our goods are necessities.

We pay the rate of from 5 to 6 per cent on loans.

Immigration has had no direct effect on our business.

Our labor is about seven-eighths skilled.

Employ from 30 to 50 men. Wages for skilled labor, \$2 to \$2.75 per day. They work usually sixty hours a week.

I have no foreign competition.

There has been an increased cost in material since 1883.

Selling prices since 1890 have increased slightly.

On lumber I pay specific duty of \$2 per 1,000 feet, I think.

If the duty was taken off lumber the manufacturer would add it to the price and the consumer would reap no benefit. Canadians would get that much more, in all probability. The best thing I can conceive for the business of the country is to get the tariff settled just as quickly as possible, so all lines of business can adjust themselves to it and know what they can do.

## No. 3936.

*Reply of J. H. Pierce, of Lorain, Ohio, manufacturer of carriages.*

[Established in April, 1873. Capital invested, \$2,000.]

Our yearly value of production from commencement of industry has been \$800 new work and \$800 repairing.

Since last November I have run on half time and no time, on the account of hard times and Democratic administration.

Leave the present tariff bill alone; it will suit me.

A wagon that would bring \$100 in 1884 sold for about the same in 1890 and 1892, but there is no sale now.

There has been no increase in competition in my line.

I desire *ad valorem* duty.

I am not manufacturing as many goods as in 1892 on account of dull times.

Wages are on the decline.

Cost of living has decreased on an average of about 20 per cent. .

Present depression in trade is due to Democratic administration; kill the Wilson bill and leave the tariff as it is.

Iron, lumber, etc., are my raw materials.

My goods are necessities.

I pay 7 per cent on loans.

Immigration has had a bad effect on my business.

All my labor is skilled.

I employ 3 men and 2 boys; wages, \$2.50 and 50 cents per day.

Our hours of labor were sixty per week.

There has been no material change in cost of manufacture since 1883.

My selling prices have decreased since 1892.

I desire no material change from the present rate of duty.

## No. 3937.

*Reply of L. L. Laughlin, of Osage, Iowa, manufacturer of tubs.*

[Established 1874. Capital invested, \$2,000.]

I produce from 12,000 to 14,000 butter tubs per year, at 22 cents each.

I produce less tubs in winter months, because there is less milk.

There is no duty on my class of manufacture.

My prices were as follows: Forty cents in 1884, 27 cents in 1890, 23 cents in 1892, and 22 cents in 1894. There has been an increase in competition the last year.

I desire specific duty; think it the best.

I produce about the same amount of goods.

I have paid 6 cents for making tubs; now pay 5½ cents each.

The cost of living is about \$3 per week for a workman and family.

There is no duty on any of my stock.

Taking everything, the cost of living is about the same as four years ago.

The timber is cut in the woods and made into staves, dried, and shipped from Chicago here.

My goods are necessities.

I pay 8 per cent on loans.

Immigration helps to lower the price of labor.

All my workmen are mechanics.

My work is all done by the piece,  $5\frac{1}{2}$  cents each for making tubs.

About fifty hours per week are my hours of labor.

The foreign articles do not enter into competition.

The cost of manufacture has decreased with price since 1883.

The decrease has been in labor.

Prices have decreased since 1890.

I think the existing rates all right.

No. 3938.

*Reply of M. A. Davis, of Fitchville, Vt., manufacturer of cane-seat chairs.*

[Established in 1869. Capital invested, \$1,600.]

Annual production is 1,500 dozen chairs. Average value, \$15 per dozen, first quality.

Have averaged to run about 20 men each year up to July 1, 1893, when we cut our help down one-half. About October 1 we discharged all but 2 men, and since that time have been employing only 2 men. We discharged our men for the reason that we could not get any orders for our goods. We are getting only about one-tenth of our usual trade at this time of year.

We pay our help on an average \$1.70 per day. Board is \$3 per week. A family of four will live very comfortably on \$500 a year.

I do not consider the tariff on chairs of much consequence to the manufacturer but it is of vital importance that the present prices are kept up on general commodities, for when other kinds of business is good the chair business is good, and when the price of other manufactured goods is up, we get good orders for chairs at living prices; but if the prices of chairs should go down we would have to close our factory. We are now trying to sell chairs at 15 per cent less than we did one year ago and 30 per cent less than we did fifteen years ago, and can not find a market for them at that. We are now offering our goods at almost their actual cost to us.

No. 3939.

*Reply of H. W. Coffin, of Addison, Me., manufacturer of boats.*

[Established in 1874. Capital invested, \$1,500.]

I did not keep any record before 1880, since then I have built yawls, gigs, rowboats, fishing boats, pleasure boats, and skiffs. Average about \$1,000 per year.

I only ran two months last season; nothing to do in October and November; stagnation in shipping.

Duty does not interfere with my business.

If the rate of duty were reduced one-third, we would need no reduction in cost of production.



My prices were, in 1884, 21-foot yawl, \$105; 1890, \$109; 1892, \$99.75; 1894, \$95.

There has been no increase of competition.

I desire neither ad valorem nor specific duty.

At present I have about the same amount of work as in 1892. Orders will be all completed in about six weeks.

Wages are decreasing.

Have no use for skilled workmen this season. Cost of living is much cheaper than a year ago.

I have no difficulty in construing present law.

The cost of living has decreased perhaps 5 per cent since 1890.

There are several reasons for the depression. The most prominent is fluctuation in tariff. Put on tariff enough to run the Government; on luxuries, not on necessities.

None of my material is raw.

My goods are necessities, mostly.

I make no loans, so I pay no interest.

Immigration has no effect on us.

None of my labor is skilled.

Duty does not interfere in my business.

I employ no one now.

No foreign articles enter into competition with my goods.

None of my goods are exported.

The cost of manufacture has decreased both in material and labor since 1883.

My selling prices have decreased.

Seven-eighths of agricultural production is consumed in our business.

I pay no duty on my material.

If raw material were free we would need customs duty.

I have no suggestion to make.

#### No. 3940.

*Reply of Dean & King, of Birmingham, Ala., manufacturers of lumber, laths, and shingles.*

[Established in 1888. Capital invested, \$1,500.]

Mill has not been running full time; would say three-fourths time.

We want a specific duty to avoid cheating the revenue.

Our domestic wholesale prices of goods in 1890, say, \$10; in 1892, \$8, and now \$6.

Wages have decreased during the past twelve months.

#### No. 3941.

*Reply of George Banister, of Warren, Vt., manufacturer of ox yokes, etc.*

[Established in 1889. Capital invested, \$1,500.]

I do most of the work myself, except occasionally.

I am not aware that there are any goods which I manufacture imported, so I see no necessity for import duties.

I believe in specific duties, to prevent fraud in invoices.

I am manufacturing about the same amount of goods as in 1892.

There has been a slight decline in wages.

Cost of living has slightly decreased in four years.

In my opinion the general depression is caused almost wholly by fear of what the present Congress and Democratic administration would do with the tariff laws. My remedy to correct it is to let the tariff laws remain as they now are.

Our raw materials are lumber, in the log, and coal amounting perhaps to 10 per cent.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Concerning effect of immigration, it has none that I am aware of.

Our labor is nearly all skilled.

Reduction of duty on goods must be met by reduced wages, of course.

Our hours of labor are sixty per week.

I have no competition with foreign goods of like kind.

No part of our goods exported.

Cost of production since 1883 has decreased to the extent, perhaps, of 10 per cent.

The decrease has been in materials and better facilities.

Selling prices since 1890 have decreased.

When we wish to reduce the laborers of this country to a level, as to wages, with any and all other countries, introduce absolute free trade. My idea of revenue laws would be to raise more on luxuries and less on necessities, so placed as to protect all industries of this country and to foster any new ones that can be successfully carried on here. I am knowing to the fact that the increase of tariff on the article of steel in 1858 has had the effect to encourage the manufacture of that article in this country, and, therefore, got up competition, the result of which has been to reduce the price of the article since that time nearly 75 per cent. I am led to believe that my ideas are correct, from the fact that they are those of a very large majority of the intelligent voters of the country.

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#### No. 3942.

*Reply of F. T. Williams, of White River Junction, Vt., manufacturer of picture frames.*

[Established in 1887. Capital invested, \$1,100.]

My manufacturing is largely in making picture frames from finished moldings, which I buy; a little in screens, and a little miscellaneous. For three-fourths of the year I do all my own work and some business outside. When business is good I employ one or two hands for two or three months of the year.

I believe that the present tariff agitation is very injurious to all business interests and to laboring men. Also, that the Wilson bill or any similar measure will cause, if passed, great injury to the country, and will result in the permanent retirement from power of the party responsible for it.

Can not give figures for first three years, but the amount of productions for 1890 to 1893 are as follows: 1890, \$1,100; 1891, \$1,150; 1892, \$1,200; 1893, \$1,325.

During the last five months we have been running about three-fourths time; cause, lack of orders.

My goods do not come in competition with any imported goods, so far as I know.

Wholesale prices have decreased probably 20 per cent since 1888.

There has been an increase in domestic competition.

We have not been producing as many goods for the last few months; cause, business depression.

Wages have been tending downward.

Family of 3 adults (my own): Rent, \$100; provisions, \$250; fuel, \$40; clothing, \$125; sundries, \$25; total, \$540. Not much change in provisions as a whole; clothing, etc., somewhat cheaper.

Present depression is due to tariff agitation; remedy, let it alone.

My materials are all raw material to me; all manufactured articles to the men I buy them of.

Our goods are mostly luxuries.

We pay the rate of 6 per cent on loans.

Immigration increases competition.

Our labor is nine-tenths skilled.

We do not export.

Materials have declined since 1887, when I began.

Wages have declined the last few months.

Selling prices have decreased.

#### No. 3943.

*Reply of E. Brooli & Son, of Northwood, Iowa, manufacturers of butter tubs.*

[Established in 1889. Capital invested, \$1,000.]

Amount of production, \$1,800 a year.

Competition has increased during the past four years.

We are not manufacturing as many goods now as in 1892.

We pay 8 per cent on loans.

Selling prices have decreased since 1890.

#### No. 3944.

*Reply of J. H. Kneespern, of St. Johnsville, N. Y., manufacturer of doors, sash, blinds, etc.*

[Established in 1866. Capital invested, \$1,000.]

Did not run full time in 1892 during winter months, as we did not employ any help outside of ourselves. In 1893 ran full time.

We are manufacturing more goods than in 1892.

Wages have been steady during past twelve months.

Cost of living, \$1 per day, man, wife, and one son, sometimes considerable company. Cost of living for the above-named family has increased about 20 per cent during last four years.

Present depression is caused by overproduction; remedy, don't manufacture more than demand calls for.

Lumber is raw material to us.  
 Our goods are a necessity.  
 Rate of interest, 6 per cent.  
 Immigration increases our business. All labor is skilled labor in shop.  
 We expect to meet reduction of duty like men, as we are all good Democrats.  
 Number of men employed, 2 outside of firm.  
 Rate of wages is \$1.50 per day.  
 We work sixty hours per week.  
 Cost of manufacturing has increased in material since 1883.  
 Selling prices are same as in 1890.  
 We favor the adoption of the Wilson bill as a whole. Are willing to try it on a half string.

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No. 3945.

*Reply of S. W. Holt, of Hanover, Me., manufacturers of coffins and caskets.*

[Established in 1858. Capital invested, \$1,000.]

Amount produced is \$1,000 per year.  
 We have been running full time.  
 I know nothing about foreign produce whatever, as I never had any business that way.  
 I do not wish for any reduction whatever. One-third reduction in duty would ruin us.  
 Could sell goods in 1893 25 per cent higher than we can now.  
 To my knowledge there has been a decrease in domestic competition within the last four years.  
 Wages are very low.  
 Cost of living is about the same as it has been for the last five years.  
 I have no difficulty whatever in construing existing laws in regard to importations.  
 Price of living has changed but a very little.  
 Pine and hard wood lumber are our raw materials.  
 My goods are a necessity.  
 I pay no interest whatever.  
 Immigration has cut down wages through the country.  
 I employ 2 men. They are employed sixty hours per week.  
 Foreign articles do not compete with ours.  
 I do not export.  
 Cost of manufacture has decreased in both material and labor since 1893.  
 Selling prices have decreased since 1890.  
 No agricultural products are consumed in our manufactures.  
 I pay no duties whatever.  
 Prices have decreased since 1892.  
 Do not care for any change in rates or duties.

No. 3946.

*Reply of Monroe Hubbard, of South Scriba, N. Y., manufacturer of wagons.*

[Capital invested, \$1,000.]

I make and sell but little—perhaps 4 or 5 wagons a year, and do less every year.

Factory work drives such fellows as we are to farming or something else.

In regard to reducing the rates of duty one-third, I don't think it would make any difference with me.

Domestic wholesale prices of goods in 1889, \$50; 1890, \$45; 1892, \$40.

I think there has been an increased competition in our manufacturing

I am not producing as many goods as I did in 1892, because there has been no demand.

Wages are lower than a year ago.

I have no difficulty in construing the existing law.

Price of living in our locality has decreased in four years.

Cause of present depression is overproduction. Remedy is to find a market or stop producing.

Our raw materials are lumber and iron.

Our goods are necessities.

If trusts were done away with and everyone for himself, we think it would be better for us. Large factories drive the small ones out of existence.

No. 3947.

*Reply of The Lengert Company, of Philadelphia, Pa., manufacturers of wagons.*

[Established in 1840. Capital invested, \$100,000.]

We were running on over time until ten months ago. Depression of times was the reason of stopping. Now we only work seven and one-half hours, and getting worse.

Prices to 1893 were in proportion of \$300 to \$250 since. Product not one-fourth as much. Depression exists in our business; we feel the lull in everyone else's business, and what hurts anyone's business hurts ours. We see each day bringing duller and harder times to the workmen.

No. 3948.

*Reply of William H. Bennett, of Warwick, R. I., manufacturer of wagons and agricultural implements.*

[Established in 1874. Capital invested, \$1,000.]

We manufacture carts, farm wagons, and farm implements for home consumption to order only.

I have run less than one-third time because of no orders.

Duties do not materially affect my business.

There has been no increased competition in my line of business.

Should think ad valorem duty the best.

I am making about the same number of goods as in 1892.

Wages are lower. Laborers prefer to beg or starve rather than accept.

Price of living has not materially changed.

Cause of depression is want of faith in the administration, the wanton and foolhardy wholesale exportation of gold, an undue coinage of silver. To correct it accept nothing but gold for our exports and never again compel the United States to purchase more silver bullion than it actually needs; export the silver and get back the gold; redeem the gold and silver certificates and get the metal in circulation.

My raw materials are iron and steel.

My goods are necessities.

I pay from 4 to 10 per cent on loans.

Immigration causes a depression in business in general.

My labor is all skilled.

I pay skilled labor \$2.50 per day; common, \$1.25.

They work sixty hours per week.

Foreign articles of like kind do not enter into competition.

None of my goods are exported.

I pay no duty on materials I use.

Don't do anything to make us any poorer than we are at present. When does the United States expect to get out of debt? If they were an individual corporation they would be compelled to assign soon. I should like to correct a report sent from this town about a year ago saying there were no abandoned farms in this section when there are any amount of them.

We are so poor that several families have had to subsist upon skunks. The hide brings about \$1, the oil 25 or 30 cents, and the carcass makes a dinner.

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No. 3949.

*Reply of ———, of ———, manufacturer of Boehm flutes.*

[Name and location withheld by request.]

[Established in 1874. Capital invested, \$1,000.]

I make on the average not more than 18 flutes each year. Each flute sells at prices from \$100 to \$150.

Working hours are never over eight each day. During summer months there is little business. Business has been very depressed in the last year.

To successfully compete with foreign makers, in my estimation, the duty on flutes should be kept as it is.

If duty is reduced, I would have to sell my flutes less than now to compete with the prices reduced on foreign flutes.

I do no wholesale business. I ask the same prices now I did in 1884.

Competition has increased, domestic and foreign.

I am making as many flutes, and more than in 1892.

I have not reduced wages.

My best workman receives \$18 per week and spends two-thirds of it for living.

I would like the tariff to stand as it is.

Prices of living have increased in past four years.



Wood, German silver, and silver are my raw materials.

My goods are both necessities and luxuries.

We pay 5 per cent on loans.

I can only use skilled workmen.

To meet any reduction of duty on goods I will have to reduce wages and get cheaper rent.

I employ 3 young men, paying them \$6, \$12, and \$18. They work not over eight hours each day.

Foreign flutes do enter into competition, but I can not say to what extent.

Entirely domestic consumption of my manufactures.

Cost of manufacture has increased. I can not give the extent.

Materials, rents, and wages have increased.

Selling prices since 1890 remain just the same.

The wood used is foreign, the remainder domestic.

I do not import anything.

If the raw material I use were taxed or not, it would have little or no effect.

I prefer the tariff to stand as it is.

#### No. 3950.

*Reply of Levi Meckley, of Elizabeth, Lancaster County, Pa., manufacturer of farming tools.*

[Established in 1884. Capital invested, \$1,000.]

Have not been doing much since last June, not having any orders. Before that time I was running full time.

Wholesale price in 1884 of wooden rakes and shaking forks was \$3.60 per dozen.

From 1890 to 1892 there has been no increase of foreign or domestic competition.

I do not make as many goods as in 1892, because there is no market for them.

Wages are lower than in 1892, but I have no work for the men. I have received no benefit since the tariff tinkering commenced, as farmers' produce is so low in price that they have no money to buy of the manufacturer, and the manufacturer can not employ any laborers. The laboring men have no money to buy the necessities of life and must starve or beg.

Please protect the manufacturer and farmer and they will take care of themselves and laborer.

#### No. 3951.

*Reply of F. W. Hale, of Orneville, Me., manufacturer of rules.*

[Established in 1875. Capital invested, \$1,000.]

We are running three-quarters time, on account of dulness of trade. Wholesale prices are one-third off list.

There has been no increase in competition.

I notice my orders are not as large when I receive them as in the past, and dealers are buying only as they have orders, and keeping as little stock on hand as possible. The lumber business in New England is not what it was four years ago, but we have yet a great amount of fine timber land.

I have been in 267 towns in the State of Maine, but there is yet 100 miles in extent to be cleared, and it is the most fertile part of the State. Have been in every town in New Hampshire except three. The White Mountain country is more rough and harder to clear of its forest.

J. E. Henry & Sons have built a village in Lincoln and a railroad 9 miles long in the Franconia range, and expect to work twenty or twenty-five years to clear the tract with 300 or 400 men and 100 teams.

Our protective tariff has been a great help in this part of the United States; it has made work and good wages. We hope for a continuance of the same. It has also made a market for our productions. We hope that will be done by the men in power in our country, which will be for the greatest good of all our people and nation, maintaining prosperity in the future as in the past.

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No. 3952.

*Reply of Charles M. Westney & Co., of 2209 Cedar street, Philadelphia, Pa., manufacturers of cigar boxes.*

[Established in 1870. Capital invested, \$1,000.]

The last nine months we have been running on one-half time.

The only imported material used is cedar logs.

There are none of the goods I make imported or exported.

There has been no material change in price of living.

There has been an increase in domestic competition.

A duty does not affect me either way.

Living in a mill district affects me seriously.

Wages are at least 20 per cent lower than last year.

The cost of living of a small family, \$12 per week.

We recommend a protective tariff for home protection and not too much to create monopoly.

The price of living is about the same as four year ago.

The cause of the present depression, according to my opinion, is the too frequent change of laws by our lawmakers. The Government wants stability.

Our raw materials are cedar logs.

Our goods are indirectly luxuries.

We pay the rate of 5 per cent on loans.

Immigrants that have been coming in the last few years are no good to this country.

We employ all skilled labor.

Imported goods do not enter into our business, except cedar logs.

We pay \$12 for men and \$7 for women.

Our hours of labor are fifty-five per week.

No foreign articles compete with ours, except cedar logs.

We pay 33 per cent duty on imported logs.

Cost of production since 1883 has been the same.

Material and labor remain the same in my business.

Selling prices are the same.

With free raw material there would be no necessity for a customs duty on manufactured goods.

We recommend a duty for home protection and a tax per head, say \$200, on every immigrant coming to reside in this country.

No. 3953.

*Reply of G. B. Feath, of Somerset, Ohio, manufacturer of woodenware, cooperage, etc.*

[Established in 1872. Capital invested, \$1,000.]

Yearly value of production has been: Churns, \$500 to \$800; bed-springs, \$1,000 to \$2,000; general cooperage, barrels, kegs, etc., \$1,500.

Have not been running full time for two years because of hard times.

Reducing the rates of duty one-third will cause reduction of one-fifth in cost of production.

Prices in 1884 were at least one-fourth higher than now.

There is more competition now than four years ago; whether from overproduction, I can not say.

I would prefer ad valorem duty. Putting an amount on an article regardless of value, I think is illogical and wrong.

I can notice no change here in price of living.

The depression due to the present tariff law. Repeal it.

Lumber, iron, and wire are our raw materials.

Our goods are necessities.

We pay 8 per cent on loans.

Reduction of duty on goods must be met by purchasing in accordance therewith.

No foreign competition in this locality.

Cost of manufacture increased about one-sixth.

Materials have decreased.

Selling prices have decreased.

I recommend a tariff for revenue only. I am not a large manufacturer, but have seen the evils of a high protective tariff. Reduce the tariff, make it ad valorem, and prosperity will begin.

No. 3954.

*Reply of Henry Ousley, of Bloomfield, Iowa, manufacturer of hand-shaved handles.*

[Established in 1873. Capital invested, \$700.]

Annual production of handles, on an average, is \$1,500.

I have not been running full time.

Wholesale prices in 1884, 1890, and 1892, \$1 to \$2.50 per dozen, and the same to-day.

There has been increased domestic competition during past four years.

I am manufacturing about as many goods as in 1892.

No change of wages in my business.  
 Very little change in price of living.  
 My goods are necessities.  
 I pay 8 per cent on loans.  
 Immigration has no effect on my business.  
 My labor is one-half skilled.  
 I employ 2 to 5 men, \$1 to \$1.50 per day; they work sixty hours per week.  
 No foreign competition.  
 My goods are used in this country altogether.  
 Very little change in cost of manufacture.  
 No change in selling prices.  
 Wholesale prices the same as in 1884, 1890, and 1892.

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No. 3955.

*Reply of Louis Mittag & Co., of 132 Bleecker street, New York City, manufacturers of rustic baskets, flower stands, etc.*

[Established in 1870. Capital invested, \$600.]

Of rustic baskets, flower stands, summer houses, fences, etc., we sell about \$1,200 to \$1,800 yearly.

Work for ourselves; business very small.

Don't import anything. We use native roots and red cedar. Don't export any goods.

Goods are sold only for cash.

Have no suggestions to make concerning the administrative features of the customs laws.

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No. 3956.

*Reply of Asa Hildreth, of Newport, R. I., manufacturer of blocks and pumps.*

[Capital invested, \$500.]

I have been running less than full time during the past two years, on account of lack of business.

The tendency of wages has been down during the past twelve months.

There has not been much change in the price of living during the past four years.

The cause of the present depression in trade is the agitation of the tariff question; my remedy would be to let it alone.

Wood is my raw material.

The goods I manufacture are necessities.

I pay 6 per cent interest on loans when I borrow.

I employ myself and take all I can get honestly.

I work as many hours per week as my work requires.

I recommend no change of existing rates of duties.

## No. 3957.

*Reply of T. B. Finley, of Keyesport, Ill., manufacturer of handles, wood.*

[Established in 1886. Capital invested, \$500.]

The value of my production is from \$400 to \$500 per year, until the last two years.

I have decreased in working time, on account of overproduction and lower prices.

My prices about \$2.50, \$1.50 to \$2 per dozen for ax handles.

I think there has been an increase in domestic competition.

Believe in protection as long as other nations have protection, and then upon infant industries.

I am not producing as many goods now, I suppose on account of the condition of the finances.

Wages are generally about as usual, although not much employed.

I have no difficulty with the present tariff law.

## No. 3958.

*Reply of J. A. Geer, of Pascoag, R. I., manufacturer of wheels.*

[Established in 1886. Capital invested, \$500.]

Have run less than full time this winter, owing to hard times.

Wages have decreased during past twelve months.

Give up free trade and let the present tariff alone.

I use domestic goods.

Our goods are necessities.

The laws are good enough as they are; let them alone.

Business is small. Don't use any articles that are imported, and, of course, don't know anything about what the duties are, but the business is less than a year ago, owing to the hard times.

## No. 3959.

*Reply of Marvin Lincoln, of Malden, Mass., manufacturer of artificial arms.*

[Established in 1863. Capital invested, \$500.]

For a few years after the opening up of the business it was of considerable amount annually, nine-tenths of it being furnished by the Surgeon-General of the U. S. Army, but since it has decreased to about the labor of one person. Only the best skilled labor can be employed, and it is not affected by foreign labor.

The selling price is not affected by any fluctuation, in the cost of materials, which is less than one-tenth of the cost of production.

## No. 3960.

*Reply of Joel Sassaman, of Moselem Springs, Pa., manufacturer of furniture.*

[Established in 1870. Capital invested, \$300.]

The business is carried on in a small scale only, and only about \$300 is invested in manufacture.

We employ no hands and never or seldom work full time.

Goods bring about the same price as in 1886.

Competition has increased on account of large manufactories.

We do not export nor import.

We paid for material in one year, \$420.33; sold manufactured goods, \$572.63.

## No. 3961.

*Reply of Richmond Cedar Works, of Richmond, Va., manufacturers of wooden ware.*

[Established in 1866.]

We have been running two-thirds of the time since June, 1893.

There is no duty on our products.

The domestic wholesale prices in 1890 were reduced 10 per cent and uniform till September, 1893, when they were reduced 15 per cent.

Competition was active in 1889.

We are manufacturing one-third less goods now than we were in 1892, as competition has increased to that extent.

Have as yet made no change in wages.

Protection properly applied would correct present depression in trade.

We pay the rate of 6 per cent on loans.

Immigration has a favorable effect on our business by increasing consumption.

We employ 700 people. Pay average labor \$1.25 to \$1.75 per day; skilled, \$2.50 per day. They are employed fifty-nine hours per week.

We have no competition with foreign articles.

We realize the same price on exported goods as from domestic consumption.

The cost of manufacture has increased since 1890.

The increase has been in labor.

Selling prices have decreased since September, 1893.

Wholesale prices have been uniform from 1884 to 1890—declined 10 per cent in 1890, and 15 per cent further in 1893.



No. 3962.

*Reply of Ulrich Chr. Munch, of Philadelphia, Pa., cabinetmaker.*

[Established in 1868.]

The domestic competition has increased so much in the last two years that goods to-day are sold below cost of manufacturing and, as a consequence, wages are 25 per cent lower than two years ago.

I completed a job of \$450 to-day; it will give you all the information about my business.

The raw material used was oak lumber, plate glass, hardware, alcohol, and shellac. The duty on the glass was \$40; the internal revenue on alcohol and shellac was \$10.80. In plain words, I had to pay the Government \$50.80, not saying anything about the duty on the lumber and hardware, for doing a job worth \$450. That is one of the reasons we can not find employment for our people.

All I ask of the Government is to leave me alone and give us free trade and single tax.

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No. 3963.*Reply of Robert Harkinson & Son, of Philadelphia, Pa., manufacturers of furniture.*

Up to the 31st day of December, 1892, our business was exceedingly prosperous. We were paying good wages and heavy duties on a large number of the articles which were imported. To this we made no objection, but most cheerfully paid it, because we had a good home market and a successful business. During every month of 1893 and so far in 1894 we have lost money every month, because our home market has been destroyed, as the great branches of industry into which our goods went are perfectly paralyzed, and it is with the greatest difficulty that we can sell any goods, and what we do sell have to be sold at such a price that we noted a loss every month last year, and so far this year, as above noted. The large manufacturing industries into which our goods go are scattered all over the United States, in fact, we sell from the Atlantic to the Pacific, so that our market is not a limited one, confined to a State or two. The industries into which our goods go are not luxuries but are bona fide essentials, and we sell no party that has a less rating in R. G. Dun's book of reference than \$5,000 to \$10,000 good credit, and from that up to one concern that has a capitalization of \$75,000,000.

We state this to show the tremendous paralysis that has taken place in these important lines of industry. Our business is a long, well-established one and we are known throughout the entire trade, and the goods which we manufacture can only be obtained from our house. We have always made it a point in business to put our prices upon a thoroughly sensible business basis, so that all parties purchasing our goods made money out of them, and therefore they were sought for by all the important houses in these lines of trade. Many of these concerns have failed during the past year that in 1892 were entirely solvent and doing a successful business, but when the present tariff legislation was thrust upon the country there was such a shrinkage in the lines which they

manufacture that they were compelled to put them upon the market at a very serious loss. In fact no market could be obtained for them except at a great sacrifice, hence failures.

We have always had ample capital in our business in order to obtain every possible advantage that spot cash payments can afford. It would pay us well to pay double or three times the duties laid by the present tariff, and then have a market for our goods. As matters now stand if the goods were given to us free, without any duty whatever, we could not dispose of them, as our market, wide as it was heretofore, is now entirely paralyzed. We have not reduced wages, but if matters continue as they now are, then we will have to take that into very serious consideration, or do the next best thing, namely, close our works until common sense again prevails in the halls of legislation at Washington. This covers, in a very few words, our views on this subject, as all the other questions kindly asked are irrelevant in the face of the practical facts, viz, that when we were paying a good stiff duty, which nowadays is called a burdensome tax, we then had a home market and were doing a successful business; and now with these duties prospectively taken off and our goods to come in free we are doing no business scarcely and are continually losing money. We never made such a tremendous effort to do business as we did during 1893, and so far in 1894. We cut prices until there is no profit whatever to begin with, add expenses of the business, etc., nets us a continuous loss.

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No. 3964.

*Reply of T. B. Laycock Manufacturing Company, of Indianapolis, Ind., manufacturers of furniture.*

We do not fear competition from abroad in our line, even if all the tariff should be obliterated. The advantage such foreign competitor might have in the way of cheaper wire and cheaper labor would be entirely overcome by the disadvantages he would be subject to in marketing his goods so far from home. While we are not thoroughly posted as to his enterprise and push, we feel sure that if he should visit our shores with his wares in our line he would become so frightened at the sights he would see, and the hustling he would encounter, that he would be led to exclaim in terror and dismay, "Where am I at?"

We do not know what is the cause of the present depression in trade, unless because business had become so prosperous and credit so cheap, reason lost its judgment and enterprise ran riot, so that when financial trouble startled the East the country was wholly unprepared for it, and it swept over the land like a great storm, carrying away many of those houses built upon the sand, while but few solid concerns were hurt. We think that "time" will prove the remedy and that matters will right themselves. This may be hastened by settling the tariff as a fact accomplished, and leave silver worth its worth.

In conclusion we wish to say it is our desire that you proceed with all possible speed, and without any hesitancy or delay whatever on account of Senatorial courtesy, to pass such a tariff law as may seem to you and your colleagues to be for the best interest of all the people, especially the poor people, so that a laboring man may be able with his earnings to clothe himself and family with good, substantial clothing,

and feed them well with good, wholesome food, and thus bring them up with proper respect for themselves and neighbors, and due appreciation of their country and its Government. When this result shall have been attained, we believe the laboring man will be happy and content, his employer prosperous, and the nation the paradise of the world.

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No. 3965.

*Reply of W. F. Holloway, of Cuyahoga Falls, Ohio, manufacturer of furniture.*

Nearly all my work is done by outside parties on contracts. Therefore the detailed information requested will probably be furnished you by the large shops who do my work with other like work. I manufacture dictionary holders and reading stands. I have very little export trade. My export prices are much lower than for domestic trade, to offset greater expense of transportation. My sales in Canada are almost nothing; not over \$5 or \$10 a year, owing to the high tariff of the Canadian Government.

I believe the causes of the periodical business depression to be world-wide. Possibly the appreciation of gold, which has caused a general shrinkage of values, is a leading cause, and that appreciation I attribute to the enlarged area of commercial territory of late years, such as in the South American States, Australia, parts of Africa, creating greater demands for gold, and another cause, the diminished use of silver.

I also believe the forced and therefore abnormal increase of wages by trades unions has been an important factor. This has reduced the relative consumption of manufactured articles by increasing disproportionately their cost. It is a selfish attempt to corner labor for the benefit of a fewer number of laborers. It is much better for the country and all its inhabitants that the aggregate amount that is to be paid to labor should be distributed among all who have labor to sell. It is better that two brickmasons receive \$2 per day each, than that one should receive \$4 and the other nothing.

I would add that in my opinion, the disastrous results of the recent panics are to great extent attributed to the fact that a very large part of our manufacturers have been doing business on borrowed capital.

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No. 3966.

*Reply of L. N. Willard, of Jamestown, N. Y., manufacturer of furniture.*

My business is one of the smallest in Jamestown. I do not think it is affected in any way by tariff laws. My goods are sold to woodenware and furniture dealers. There is a strong domestic competition, but I think no foreign. I am not producing as many goods as one year ago, as I can not sell them. I do not think wages have been cut to any great extent, but the hours of labor have been shortened. Many are out of employment and are willing to work at low wages to get along. Some of my goods have been exported to South America by a New York house, but I am unable to give you any information as to prices.

I have sold goods to New York houses for a number of years, and the last year prices have fallen at least 10 per cent.

The cost of manufacturing is about the same as in 1883.

I do not consider myself competent to give a cause for the present depression in business, although I might guess as well as the most of my neighbors.

I manufacture small furniture, folding hatracks, clothes hooks, and other similar goods. Have made them twenty-five years, and during that time the price has fallen constantly until now.

No. 3967.

*Reply of W. K. Breda, of Kempton, Pa., manufacturer of furniture.*

I am no importer or exporter. I am only a small manufacturer and dealer in furniture and building material, but at present I do nothing but patch work, and have no hands now because on account of low prices. I have a farm also, but it is the same thing. We have to do much work for a little money because the products of the farm are too low in price.

No. 3968.

*Reply of H. C. White Company, of ———, manufacturers of desks, lenses, and stereoscopes.*

No change was made by the existing tariff on writing desks, although I tried to have the duties raised on them. The German manufacturer beats us badly on these goods. Our sales have fallen off so we do not sell one-sixth of what we used to. The importer can undersell us about 25 per cent, although we have reduced our price over 30 per cent inside of three years.

This class of goods is generally sold and shipped in June and July. Bills dated September 1, thirty days.

We understand the workmen in Germany get about 50 cents per day.

We pay the same class help \$1.75 per day.

We pay the same class of help \$1.75 per day.

We formerly employed quite a number of skilled laborers making these goods whom we paid from \$2 to \$2.50 per day.

When the German desk came into our market it drove nearly all the American manufacturers out of the business. Some failed; others are doing a small trade or have taken up other goods.

We have a large plant and considerable capital invested in tools and machinery. We can do very little as the tariff is now. Under the Wilson bill we can not do anything.

I have always been a Democrat, but the Wilson bill has made a Republican of me, as well as some of my workmen. Our mill has been closed, or nearly so, for six months.

## No. 3969.

*Reply of the Sutter & Barkdull Company, of Shelby, Ohio, manufacturers of furniture.*

We are not directly affected by the tariff. However, do not fully understand how a good Democrat, wishing for the welfare of his party, can conscientiously legislate as has been done so far on the tariff by the House, believing in the Democratic platform on which the party went into power with a glorious victory, and from this standpoint, a tariff for revenue, with incidental protection to American industries.

Further believe that a committee could on this basis, ascertain the difference in prices between domestic and foreign products of the soil and manufactures as landed in the ports of the United States; then by placing a duty on all such foreign goods, etc., of the difference in price, then add whatever per cent to all the balance of imports necessary to raise sufficient to carry on the Government, etc.

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 No. 3970.

*Reply of G. W. Goulden, of Waverly, N. Y., manufacturer of furniture.*

[Established in 1884.]

If the rate of duty were reduced one-third there would be no necessity of reduction in the cost of production.

There has been no increase in competition.

Either duty will do me, if for revenue only.

I am not manufacturing as many goods as in 1892; has been overdone.

Tendency of wages during past year has been down.

The price of living has decreased from 10 to 15 per cent.

Causes of the present depression are various. Stimulated by high tariff a portion of our people went crazy after wealth. A large portion spent their savings as fast as they got them or before. Speculation took the place of industry and economy. Combines show their mark upon nearly every article of consumption. Local taxation keeps pace with the rest. Fraternal societies robbed the people of millions. The whole land was honeycombed with speculation and fraud. Poor whisky absorbed a large portion of the people's earnings. The climax was reached when the people opened their eyes and began to economize in their modes of living and keeping a portion of their earnings in their pockets, thus decreasing the amount of business done as well as decreasing the amount of money in circulation. There is another factor, which, in my opinion, is one of the causes of business depression, that is the untruthfulness of a portion of the press, and the gullibility of a large portion of our people. The only remedy I know of is a revenue tariff, the knocking out of all combines and an economical administration.



## No. 3971.

*Reply of the Marble & Shattuck Chair Company, of Bedford, Ohio, manufacturers of chairs.*

We beg to state herewith that business for the last four years, up to July 1 last year, has been perfectly satisfactory to us. Since that date it has dropped off fully 40 per cent. We manufacture fine chairs in hard native woods and solid mahogany, this last being the only imported wood which we use. The duty should be taken off mahogany, which would tend to protect the native hard-wood forest, while at the same time give the furniture manufacturing interest many advantages, and in no wise injure the lumber interest of this country. The date of any change of tariff should be set at least three years after the passage of such bill, and, if possible, the English method should be adopted where all new rates of duty go into effect from five to eight years after passage of such bills. Then, with this assurance to manufacturers, a tariff bill before Congress would not cause the uneasy feeling and depression of trade that is now apparent.

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No. 3972.

*Reply of Dayton School Furniture Company, of Dayton, Ohio, manufacturers of furniture.*

We will say that the tariff does not affect our business in a direct manner perhaps, though it may do so indirectly, through the tariff on lumber and iron.

We do not regard the present business depression as being caused by high tariff or low tariff or by agitation on that subject, but rather as our natural share of the wave of financial disaster which has swept round the globe. We believe that under any condition the tariff should be revised and reduced. The people have demanded this in the elections of 1892, and they still desire this to be done, in spite of the tremendous pressure of capital to make it appear otherwise.

The Wilson bill as it left the House of Representatives was a moderately satisfactory measure to the people, but the indications now are that the Senate, which represents not the people but the selfish interests of capital, will emasculate the bill so that it will be of little benefit to the people when finally passed. There seems to be but little hope of relief until public demand shall secure a constitutional amendment providing for the election of U. S. Senators by a direct vote of the people. The great majority of thinking people, we believe, will approve of the course of yourself and others in the Senate who are trying to fairly represent the people, while at the same time they will mark with the seal of their condemnation those Senators who prove recreant to their trust.



No. 3973.

*Reply of Jeff. Richcreek, of North Baltimore, Ohio, manufacturer of furniture.*

[Established in 1893.]

Kinds: Lounges and parlor furniture.

Have not been running full time for past two years.

In regard to reducing the rates of duty one-third one-fourth reduction in cost of production would be necessary.

There has been an increased competition.

I am manufacturing as many goods as in 1892.

Cost of living about \$500 for each family.

We want the duty left on goods.

Price of living about the same during past four years.

Cause of depression, anticipation of free trade.

My goods are necessities.

I pay the rate of 8 per cent on loans.

My labor is all skilled labor.

Reduction of duty on goods must be met by reduction in goods and labor.

I employ 3 men, 3 boys; \$1.50 to \$2; boys, 75 cents to \$1. They work sixty hours per week.

Thirty per cent of competition foreign.

I export nothing at present time.

The cost of manufacture is one-third cheaper than in 1883.

The decrease has been in both materials and labor.

Selling prices have decreased since 1890.

I consume all agricultural products in my manufactures.

If raw material were free, a customs duty would still be necessary.

I recommend that duties be left as they are.

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No. 3974.

*Reply of Champion Bed Lounge Company, of Chillicothe, Ohio, manufacturers of lounges and rockers.*

I give steady employment to 35 men the year around. I am in favor of the passage of the Wilson tariff bill without delay and substantially as it came from the House of Representatives, as every day's delay in this matter is an obstruction to the business interests of the country, not alone to one class, but to all. I do not believe in robbing one class of people for the benefit of another.

No. 3975.

*Reply of Wait & Wetmore, of Sturgis, Mich., manufacturers of furniture.*

[Established in 1892.]

Tariff does not affect us. We can compete with any and all manufacturers of this line of goods anywhere.

I am in favor of raising a revenue to run the Government with by a tariff on the luxuries of life, such as diamonds, champagne, wines, cigars, silks, velvets, etc. Sugar also; take off the bounty and add 1 cent per pound tariff, it's a luxury.

In favor also of a "tariff commission," consisting of six members to be named by the President and confirmed by the Senate. Two of the commissioners from the Eastern States, two from the Central and Southern, and two from the Western to hold the office for ten years at a salary of \$10,000 per year. They are to regulate the tariff on all importations and to listen to the grievances of the different manufacturers, and to adjust and change the tariff as they see the necessity of so doing. The idea is to take the question out of politics as much as possible. I am also in favor of Congress doing something one way or the other, and then going home and giving business a chance to improve. It is always noticeable that business is dull during a Presidential campaign, and so it is when Congress is changing, or talking of changing, any laws which affects business.

Income tax! Well, it would not affect me nor the Western people much. But if there is to be one, make it on this plan: The assessor to have a printed list with questions on it as to the amount of bonds, stocks, buildings, etc., with amount of interest and rents, derived therefrom. This to be signed by each taxpayer.

No. 3976.

*Reply of the Yeager Furniture Company, of Allentown, Pa., manufacturers of furniture.*

We are engaged in the manufacture of furniture, and are not depending on either ad valorem or specific duties. Our goods are considered more of a luxury, and our success depends entirely on the general prosperity of the masses of this country.

While we can compete in foreign markets, the demand for our goods is so limited that we must depend on the United States for our market.

Outside of a few questions, do not think it necessary to reply to, for reasons above stated.

We regret to inform you that we have been compelled to run our plant on eight hours, with 33½ per cent less hands, since September 1, 1893, which has reduced our production to such an extent that we can only hope to get out running expenses. Wages since October and January last have had a downward tendency.

Competition has grown keener, while production was not so largely increased in the past two years.

Upon inquiry of a number of our mechanics with families, find that it costs them close to \$600 a year to live, not figuring sickness, death, or other misfortunes, and find, too, that if their incomes would be larger it would proportionately increase their expenses.

No. 3977.

*Reply of F. M. Cornelius, of Elkland, Pa., manufacturer of folding chairs.*

[Established in 1892.]

I have found, since establishing my business in 1892, a notable decrease in prices of all my output, especially in the manufacture of folding chairs. A product that I used to get \$6 per dozen for I am now selling for \$4, and in the line of lumber it is materially the same. Can sell nothing for cash, and it is getting worse all the time. Men are not settled, and you can do nothing and make any calculation of getting a fair profit.

I am hoping to see strong tariff in the United States, and that it may get back to good times.

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No. 3978.

*Reply of Wilkinson Eastwood, of ———, manufacturer of chairs.*

We are employing about 100 workmen.

About two-thirds of our chairs are upholstered in silk plush, silk tapestry, and brocatelle, and these goods are made in this country.

If the duty on these goods should be reduced to that extent which would enable the foreign manufacturers to compete with home manufacturers then we might get those goods a few cents per yard less, but the workmen in factories in our country would be obliged to accept of lower wages or be thrown out of employment altogether. Therefore we would much prefer not to have the duty disturbed for the sake of buying the goods a little less, but to have the goods made in this country; by that means keep labor employed at good wages, then we can get fair prices for our chairs.

If labor is not employed, or working on half time, just enough to keep body and soul together, they can not buy upholstered chairs if we offered them at half price. We can not make money at our business at present, because the demand is so limited. Workingmen who could and did buy our class of goods two years ago are not buying now, and people who have means are evidently curtailing their purchases. We hope the Senate will decide very soon not to pass the Wilson bill.

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No. 3979.

*Reply of J. P. Freeman, of Muscatine, Iowa, manufacturer of furniture.*

I am not a manufacturer or merchant of any kind, and not able to answer many of the questions in your circular. I live in Muscatine, Iowa; have lived here fifty-four years. For fourteen years I was a manufacture of furniture, and had two or three local competitors most of the time. With a population of 4,000 I managed to live and acquire a little property. But the improvement of the river and railroads com-

ing into the State made transportation so easy that the factories in the large cities got all the business in our line, and now, with a population of about 14,000, we have not one furniture manufacturer in the city. The tendency has been to lower wages 25 per cent, or idleness altogether, but as my capital is all in real estate, I am only affected by the scarcity of tenants and their inability to pay rents.

To a family of 4 persons, if they own their home, \$6 per week would afford a scant living in a suburban neighborhood, without taxes, water, coal, or schoolbooks.

A skilled workman who is able to command \$15 or \$16 per week, with a family of 4, must live in a house worth \$10 or \$12 per month, clothe his wife and children like his neighbors, keep his life insured, pay his gas and water bills, and ought to save \$3 per week for dull times.

The price of living has not increased a particle, but the extravagant customs introduced in good times has made it hard for some to practice self-denial.

Cause of depression is chiefly the unsettled condition of the tariff and the easy custom of borrowing money to invest in real estate, and overproduction in manufacturing, in short, too much credit.

We pay 7 per cent, with good security.

Immigration from foreign countries has a demoralizing effect on business and the habits of the American people.

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No. 3980.

*Reply of D. Clinger, of Milton, Pa., manufacturer of doors, sash, sittings, etc.*

Wilson bill makes lumber free, which I think is just and right, and benefits consumer.

We can, in most instances, compete with the world in manufacturing, without reducing wages.

I am a manufacturer and dealer.

Cost of living has decreased, on the whole, about 10 to 20 per cent.

Present depression is due to the Sherman silver bill, the extravagance of the former administration, the condemned present tariff bill, the hue and cry of the calamity howlers trying to make it appear that the present party in power is responsible for it all, the immense trusts and combinations, which all work against the consumer, I presume. Overproduction and our heavy money centers had something to do with it. And now as to the remedy: first of all, pass the Wilson bill without any changes, the sooner the better, so that manufacturers will know how to proceed, and let the income-tax bill go with it. Delay in the above is certainly very detrimental to business in general. The reason I am in favor of an income tax is it will take the burden off the class of people that can't stand it, and further it will place it on those for whom our lawmaking power has been showering favors, and they can easily bear it.

Rough lumber is my raw material.

My goods are necessities.

I pay 6 per cent on loans.

Immigration has had no direct effect.

Three-fourths, or 75 per cent, of my labor is skilled.

I employ no women or children; wages, \$1.25 to \$2 for ten hours' work.

Our hours of labor are sixty hours per week.

Have no foreign competition.

Do not export.

Cost of manufacturing has been about the same.

Selling prices since 1890 have been about the same.

Lumber should be free for the benefit of the poor man who wants a home.

Wholesale prices have been as follows: Some have increased on account of the scarcity of white pine, others about the same.

I am only in favor of a tariff for revenue. Give us raw materials free, so we can give labor more to do. In the manufacture of products for home consumption the cry of high protection for American labor is all bosh, for the highest protected industries are the ones who are using pauper labor to crowd out our Americans. I think the time is near at hand when we, as an American people, can compete with the world, seek a foreign market for our products, and make this the great manufacturing center.

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No. 3981.

*Reply of I. N. Runyan, of Washington, D. C., manufacturer of inside shutters.*

I will briefly say I am engaged in the manufacture of inside blinds and shutters. We pay a duty on lumber, but we are not much affected by the tariff one way or the other, only as it affects the general prosperity of business. Just now our business is languishing, owing to the unsettled state of trade. We believe if the question could be settled one way or the other soon our business would pick up.

Some engaged in this business think we would be benefited by free lumber. I am doubtful about it. I think what we gain on lumber will be more than lost, as a general reduction of the tariff will not have a stimulating effect on business. So far as our business is concerned, I do not think the question of laborers' wages is in any way affected by the tariff. Skilled labor gets from \$2 to \$3.50 per day of nine hours, more than some protected industries pay.

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No. 3982.

*Reply of Mount Vernon Saw and Planing Mill Company, of Mount Vernon, Ind., manufacturers of sash, doors, etc.*

[Established in 1887.]

As to yearly amount and value of production from commencement of industry, sash, doors, stairs, and building material, average per annum, \$70,000.

We have during the past two years been running less than full time only very seldom when prevented by intensely cold weather.

No duty necessary on our products, because lumber is as cheap in this part of the country as it can be imported by any foreign country.

If rate of duty were reduced one-third there would be no necessity that we can see of reducing cost of productions that I manufacture.

Wholesale prices of rough lumber, from \$16 to \$22 per 1,000 feet since 1890.

There has been an increased domestic competition.

We desire a moderate duty—specific—on hard-wood lumber.

Our production has increased since 1892 about 20 per cent.

We increased our wages 12½ per cent during past twelve months.

Men owning their own homes live on \$10 per week; can't say as to exact cost.

We have difficulty in construing the existing law in regard to importations. Our interests in this matter would be conflicting in regard to hard lumber, and in soft lumber, like white pine, a reduction of duty would be beneficial to us; hence we can not decide.

There has been no change in price of living during past four years.

Our raw materials are rough lumber and logs.

Our goods are necessities.

We pay 8 per cent interest on loans.

Immigration has furnished us skilled workmen.

We employ 75 per cent skilled labor.

Reduction of duty on goods must be met by paying less for logs and labor.

We employ 4 boys, at \$6 per week; 6 unskilled labor, \$10.50 per week. We pay \$12 to \$18 for skilled labor.

We work sixty hours, except in winter, forty-eight hours.

Foreign articles do not enter into competition.

We do not export.

Cost of manufacture has increased since 1883.

Increase has been in material and labor.

Selling prices have increased 15 per cent since 1890.

No consumption by us, directly or indirectly, of products of agriculture.

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No. 3983.

*Reply of Bartolomi & Beretta, of Chicago, Ill., manufacturers of general decorations.*

[Established in 1882.]

Have been doing very little business since the World's Fair, because of hard times.

To place domestic productions on an equal footing with the foreign product the rates of duty should be none, because only the finer works in our line are imported. They are not made here.

Lowering the rate of duty would have no effect on cost of our production.

Competition has doubled in last four years.

We desire specific duty, because only the finer articles in our line are imported.

We are not manufacturing as much as in 1892, because there is less demand.

During the last year the tendency of wages has been lower from one-fourth to one-third.



As a general thing our laborers live up to what they get, and it is a hard matter to give the average cost of living.

We have no difficulty in construing the existing law. In our line we believe that to remove all duties would be a benefit and increase our business, because of the educational value of the finer works of art that are imported.

The price of living has decreased a little since 1890.

In our opinion the present depression in trade has several causes—the years of hard times that the farmers have suffered, the scarcity of money, the effects of the panic, and the uncertainty of tariff legislation. With the exception of the last, all these were caused by changing the whole industrial system from a double standard of money to a single gold basis. A fall in the general range of prices consequent on a growing scarcity of money must necessarily follow where you strike down one of two moneys of “ultimate redemption.” “Suffocation, strangulation, are words hardly too strong to express the agony of industrial depression when embraced in the fatal coils of a contracting currency.” All history shows that industrial depression follows when the increase of production, population, wealth, and trade outstrips the increase of the mines of precious metals. We needed all the products of our mines, both gold and silver, for a basis to our credit currency if we were to have plenty of money to sustain the general range of prices. We demonetized silver with the rest of the world, and the growing value of gold is the cause of our present depression in trade, as it is of theirs.

Our remedy to correct the present depression in trade would be to speedily pass the Wilson bill as it came from the House and a bill for the free coinage of silver on the old ratio, and let us add that under the existing circumstances—the short time for the good effects of the Wilson bill and the present temper of the people—the free coinage of silver is the only thing that will save the Democratic party in coming elections.

The raw materials to us of our manufacture are lumber, wood fiber, Portland cement, plaster of Paris, hardware, kerosene, alum, alcohol, chloride of magnesium, magnezeta, marbles, gum shellac, glue, gelatin, glycerin, etc.

Our goods are luxuries.

Interest is 6 per cent on loans.

Immigration has no effect on us.

Nearly all our labor is skilled labor

We welcome any reduction of tariff.

We employ very few men compared with former years.

Our employes work forty-eight hours per week.

Foreign articles do not compete. We import the better class which we could not make here anyway.

We export about one-tenth of our work.

The cost of manufacture has increased about 25 per cent

Increased cost on account of higher wages.

Our selling price has decreased since 1890.

We consume very little agricultural productions.

We pay duty on chemicals and marbles.

If our raw materials were free, no duty would be necessary.

Prices have decreased since 1892.

We recommend no changes, except to remove all protective tariff laws.