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1. cent piece

OLD SOUTH BUILDING, ROOM 450

TELEPHONE MAIN 6986

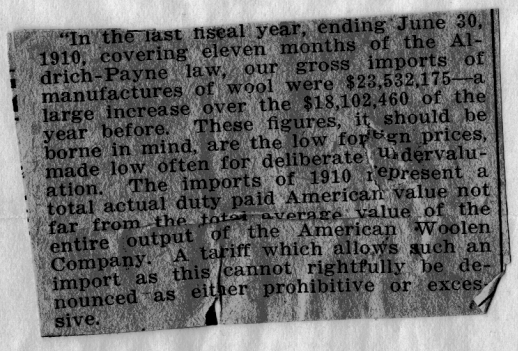
BOSTON, MASS. Nov. 10, 1910

Miss Ida M. Tarbell,

Clifton Springs, N.Y.

Dear Miss Tarbell:

Referring to the enclosed speech by Congressman Foss, he is correct in his statement and showed remarkable understanding of the opportunity in using Wood's statement in his reply to Lodge. It is all the more to his credit because Wood's admission is not apparent on the face of his remarks, which contained the following extract:



"In the last fiscal year, ending June 30, 1910, covering eleven months of the Aldrich-Payne law, our gross imports of manufactures of wool were $23,532,175—a large increase over the $18,102,460 of the year before. These figures, it should be borne in mind, are the low foreign prices, made low often for deliberate undervaluation. The imports of 1910 represent a total actual duty paid American value not far from the total average value of the entire output of the American Woolen Company. A tariff which allows such an import as this cannot rightfully be denounced as either prohibitive or excessive.

The last financial statement of the American Woolen Company gave the value of the annual product at $48,000,000. Putting this with Wood's statement above quoted it follows that the foreign valuation of the $48,000,000 produced by the American Woolen Company is approximately $24,000,000. Wood's statement is

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correct because the statistics of imports and duties paid show the ad valorem equivalent of the duty on woolen goods to be nearly 100 per cent. I think the exact figures are about 97 per cent, but we can look them up and send them to you if you want them. Of course Wood's object was to convey the idea that the Payne law is allowing a very large quantity of goods to be imported; naturally he had no idea of the deadly use to which Foss would put his statement and he has made an admission that cannot fail to be damaging to his cause.

I want to thank you for letting us see the clippings. They will be returned to you soon although we do covet one or two of them.

Referring again to the methods of the American Woolen Company, we have been informed by a merchant tailor that it is the custom of this company to require jobbers to sell the American's goods at a fixed price. If the jobber sells to a tailor at a price under that fixed by the company the penalty is a withdrawal of the goods from that jobber's trade. The tailor who informed us of this was complaining of the arbitrary methods of this company. This would work in well with the admission by Wood that his goods sell at double the foreign price. We would advise you to verify this report as it is important that you should be sure about it. You can verify it either where you are, or in New York, among the merchant tailors and jobbers. The best evidence you could find would be a signed agreement between the company and some jobber who had failed in business.

The page proofs of the January article were received this

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morning from Mr. Boyden and will be mailed to you tonight as he requested. The enclosed letter to you was evidently put in my envelope by mistake.

Also enclosed is a clipping from the American Wool and Cotton Reporter(Bennett's paper), which may be of passing interest.

We are glad to hear that you and your mother are improving and hope we may see you soon.

Yours very truly,

Susan W. Downer

Dictated

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