

# ROCHESTER THREAD CO.

INDEPENDENT BRAND



*Linen and Cotton Threads*



108 MILL STREET

ROCHESTER, N. Y., March 24th, 1909.

Miss Ida M. Tarbell;

c/o American Magazine,

New York, N.Y.

My dear Miss Tarbell:-

I am in receipt of your favor of the 23rd inst. It is a difficult matter to say exactly what was the machinery cost previous to the reign of the trust as there never has been such a period. Since the introduction of machinery into the manufacture of shoes it has always been controlled by a combination and aside from an occasional independent concern which succeeded in selling an odd machine, there never has been a time when the shoe manufacturers have been free from the leasing or royalty system.

The manufacturers here, however, say that given a plant equipped with machinery purchased outright and not subject to a royalty, the cost of manufacture would be reduced at least 2¢ per pair. Some of them here think this figure might be increased and all are of the opinion that the estimate is moderate.

The great difficulty in selling a new machine is that the factory which purchases it is apt to find that the United Shoe Machinery Co. in a few months will take control of the independent manufacturer. When they do this they cease to hold the various parts

## ROCHESTER THREAD CO.

INDEPENDENT BRAND



Linen and Cotton Threads



108 MILL STREET

ROCHESTER, N. Y., March 24th, 1909.

Miss Tarbell, -#2.

that pertain to the machine so that when a break down comes the shoe man finds himself with a useless machine. Naturally this has had a strong effect on keeping the shoe men from trying outside makes of machines. One of the best machines for sewing McKay shoes, viz: the Richardson, has been doing a nice business as an independent make but only last week was compelled to become a part of the United Shoe Machinery trust. The shoe manufacturers who were daring enough to buy these machines now fear the trust will cease to manufacture them, as well as ~~to~~ <sup>to</sup> cease holding the parts belonging to the machine, and that it is only a question of time until the Richardson Shoe Machine is out of the business.

Yours very truly,

R.C.-P.