

ROGERS PEET & COMPANY

842 BROADWAY
AT THIRTIETH ST.

PARIS OFFICE
1 RUE AMERIQUE THOMAS

NEW YORK Sept. 26, 1910.

Miss Ida M. Tarbell,

C/o American Magazine, City.

Dear Miss Tarbell:-

I have read with interest your article on the wool tariff in the October American, a subject with which I am somewhat familiar, because of its direct connection with my own business.

There is one very telling illustration of the effect of the wool duty on the cost of clothing which you have missed, which I am writing to give you for possible use in your further discussion of this subject, namely the way the duty on the raw wool builds up through the addition of profits necessarily added to the duty cost of the wool as it passes through the different phases of manufacture.

The wool schedule is based on the the theory that four pounds of greasy wool are needed to make one pound of clean washed wool. You have shown that this is a fallacy in many cases, although it might be true in the high shrinking wools intended to be shut out by the prohibitive duty.

BOYS' CLOTHING

CARRIAGE LEATHERS

CHAUFFEURS' LIVERIES

COAT OVERS

CORSET CLOTHING

CLOTH UNIFORMS

COATS AND COATS

CORSET COATS

DRESSING GOWNS

DOCKERS

DRESSING ROOM SUITS

FOOTWEAR

FRANK COATS

FOX COATS

GLAZES

HATS AND CAPS

HOSIERY

HORN LIVERIES

LEGGING

MENS CLOTHING

MEN'S WEAR

SHOEWEAR

QUEENS WEAR

OVERCOATS

RAINCOATS

RIDING CLOTHING

RUBBER GOODS

SHIRTS

SWEATERS AND JERSEYS

TOILET ARTICLES

TRAVELING GOODS

TROPICAL CLOTHING

TRUNKS AND BAGS

TURKISH SUITS

UNIFORMS

UMBRELLAS AND CANES

UNDERWEAR

WASH UNIFORMS

Taking the extreme case of a 75% shrinkage, the duty of 11¢ per pound on greasy clothing wool is really a duty of 44¢ a pound on the same wool when washed. In a winter weight suit of 20 ex. cloth there are 3 and 1/2 yards weighing say 70 ounces or 4 3/8 pounds, therefore as a starting point we have :

4 3/8 lbs of clean wool at 44¢ per lb-	\$1.95
On which the importer of the wool should make a profit of at least 10%, when sold to the yarn spinner	<u>.19</u>
	2.12
The yarn spinners have all grown rich, and for converting the wool into yarn we must allow them at least 15%	<u>.50</u>
	2.42
The woollen manufacturer who weaves the yarn into cloth is entitled to at least 25% profit	<u>.60</u>
	3.02
The clothing manufacturer, who converts the cloth into garments must add another 25%	<u>.75</u>
	3.77
The retail clothier, who is not his own manufacturer adds another 50%	<u>1.69</u>
Producing a total of duty compounded by profit	5.66

It would thus appear, conclusively, that a suit of clothes made from all wool cloth of the grade calculated to be most serviceable to a working man, if produced from high shrinking wool, if freed from duty at the base, might pay fair profits at each stage of its manufacturing process, and yet be offered to the consumer at a third to a half less than it now costs.

Of course this does not apply to the clothes now supplied because as you have shown there is very little wool in the low grade clothing; but it shows what could

be done if our woolen manufacturers had free wool and free access to foreign wool by-products so useful in the economical production of serviceable and low priced fabrics.

Of course I am giving you this information from the inside and do not expect to be quoted, although as a member of the Tariff Committee of the National Clothiers Association, I am working with others for the modification of the wool tariff. Personally I think the tariff on wool and wool by-products should be abolished; and I am sure that the woolen manufacturers of this country would not go out of business if the duty was taken off woollens as well.

Yours respectfully

Frank R. Chambers