THE TARIFF ON WOOL.

EFFECTS OF THE CHANGES IN THE SCHEDULE.

GREAT INCREASE IN THE IMPORTATION OF FOREIGN WOOL AND WOOLLENS—COMMENTS OF DEALERS.

Four prominent clothing manufacturers and dealers in this city recently expressed the following views to a Tribune reporter regarding the effect of the changes in the tariff on wool and woollen cloth used in the manufacture of garments for men and boys. A member of the firm of Rogers, Peet & Co., whose three large stores are at Nos. 258, 560 and 1,260 Broadway, said:

We have bought no more foreign cloth than we have been accustomed to buy for the spring trade; in fact, we have bought even less than usual. One reason for this is that we would have had to wait for the imported goods, while we could get the domestic cloth without delay. We have given the preference to domestic goods when quality and price have been about equal. The American woollen manufacturer has been benefited by the removal of the high duty on long unscoured Australian wool. This wool was so full of dirt that in order to get a pound of clean wool the manufacturer would have to buy several pounds of unscoured wool, but he had to pay the full duty on it no matter how dirty it might be. Under these conditions the American manufacturer didn't compete for the dirty Australian wool, but left it to his English rival, who took it as a sort of job lot. As the English manufacturer had no duty to pay on the unscoured wool he could have the dirt washed out and get good clean wool that was cheap. The duty having been removed last August, the domestic manufacturer has since been able to get clothing wool as cheaply as the foreign producer, and he has the benefit of an ad valorem duty, which averages about 50 per cent, according to the quality of the cloth. The removal of the weight duty, averaging about three cents an ounce on imported woollens, of course, helps the foreign manufacturer, but the retention of the ad valorem duty causes him to cheapen the quality of his goods in order that he may offer them at low prices in competition with the American manufacturer.

JUST AS GOOD AS ANY.

Manufacturers here can and do make just as good cloth as is made abroad. There are certain kinds of cloth that our manufacturers don't make, but the quantity used is comparatively small. The process of weaving those kinds of cloth is slow, and involves much manipulation. On the other side of the ocean there are mills in which those kinds of cloth have been made for many generations. In order to produce them here our manufacturers would have to put in new plants at great outlay, and expend much time in educating their mill hands, it wouldn't pay them to do it, especially as the quantity used is so limited, and American manufacturers don't care to produce anything of which they cannot produce great and practically unlimited quantities. Under the new order of things I believe our manufacturers will produce more than ever before. Old fogy woollen manufacturers, who have antiquated machinery which they have been using for forty or fifty years, relying on the Government to guarantee them a profit, will be wiped out, and the live, wideawake, progressive manufacturers will do all the work and have plenty of it. Cloth now costs from 10 to 15 per cent less than it did a year ago, but we are paying better wages to those who make garments, which partially offsets the reduction. As a general fact clothing is now somewhat cheaper than it was before the changes in the tariff were made. Just how much cheaper it would be difficult to say, as there is no standard for comparison, so much depending upon the methods of treatment and other elements. Our spring trade is opening satisfactorily, and the indications are favorable for a healthy season's business.

USING MORE FOREIGN CLOTH.

C. B. De La Vergne, jr., of the firm of Smith, Gray & Co., who have four fine stores—two in Brooklyn and two in this city—was seen at the store, No. 1,245 Broadway. He said:

We cut up more of the better grades of woollens than are generally put into ready-made clothing. The change in the tariff enables us to use a greater percentage of foreign cloths than formerly, and we are doing so. Importations are largely offset by the fact that American woollen manufacturers are making better goods than ever before. To make fine cloth they have to use the long Australian wool, and they are now using it much more freely than they did when they had to pay a high duty on it. Of course, American wool is still extensively used, but in the production of fine goods it is mixed with that from Australia. There are certain kinds of fine cloths that Americans do not try to make, especially vicuna, which is made of soft young wool, and which, though very popular and of fine finish, is not so durable as most of the other kinds of fine woollens. Since our manufacturers have been getting Australian wool free of duty their cloths compare very favorably with those of foreign make. The tariff changes have acted as an incentive to domestic manufacturers, and the marked improvement in their goods has caused more cloth of home manufacture to be used than formerly. We are not using any more foreign cloth than we have been accustomed to use, because Americans are not only making better woollens than they made last year, but are also making some kinds that they did not produce before. On these accounts I think that if there is any change in the proportion of domestic and foreign cloths now used the ratio of the imported goods used is less than it was before the change of tariff. The influence of the change, so far as it affects the cheaper grades of woollens, has been very materially to reduce their volume of manufacture, but not on account of imports because the foreigners do not compete with our domestic manufacturers in those grades of goods.

AMERICAN WORSTEDS AND CASSIMERES.

American mills, with few exceptions, as to kinds of cloths, can turn out as fine woollens as are made abroad. Those few exceptions are of kinds of goods which are made by skilled operatives who have been a lifetime in acquiring their proficiency, and in the production of which atmospheric conditions peculiar to England have considerable influence in favor of the foreign product. Americans are making worsteds, cassimeres and cheviots that compare favorably both in quality and price with anything that can be brought here from the other side. Foreigners cannot land woollens here cheaply enough to seriously compete with the domestic goods now made. Whether American manufacturers can continue to pay their mill hands the present wage rates is a question in my mind, but I am not sufficiently posted to express an opinion on that query. The outcome of the tariff changes is that people can wear better clothing for the same money than the somewhat inferior garments cost before the changes. Profits in both the wholesale and retail clothing trades are not so large as they formerly were, and I don't think they ever will be again. The same condition, I believe, will prevail in all branches of business. In future, I think, there will not be so many booms, and slumps, and opportunities to make money rapidly in some pursuits that have heretofore existed. I believe that healthier conditions of trade will prevail in the future. There will be less competition and no radical changes. Credits will not be so cheap as they have been, and more capital will be required to carry on business.

IMPORTED GOODS COMING IN.

Mr. Browning, of Browning, King & Co., No. 406 Broome-st. and No. 1,226 Third-ave., said:

The average ad valorem duty of about 50 per cent and the weight duty of 3 cents an ounce on woollens practically shut out all foreign winter weights and other woollens except the high-priced, fine cloths used in merchant tailoring. The importation of the latter goods was, however, comparatively small, and the goods, being generally considered as a luxury, does not cut much of a figure in the general result. We are using a great deal more of the imported goods than we did before the weight duty was removed, on January 1. In anticipation of its removal many travellers for foreign manufacturers were here in July and August taking orders. When foreign woollen manufacturers become better acquainted with the needs of the clothing manufacturers of this country I believe their goods will be more extensively used here than ever before. Of course, as a natural consequence, the removal of the weight duty is bound to injure domestic manufacturers of woollens.

How far the domestic manufacturers can get prices down remains to be seen. They have done much better in that direction that we supposed they could or would do. Of course the domestic manufacturer has been helped by the depressed times to the extent that they have brought about lower wages for mill operatives, and by the change in the duty on wool, etc. Under the new tariff diagonal worsteds are now only $1.50, where they were formerly $2 a yard. Another grade is now only $1.30, where it was formerly $1.80. The larger relative reduction in the latter is attributable to the difference in their relative weight. The majority of the woollens we use are of domestic production, but they are of the best and most durable grades of home manufacture. Foreign goods of the cheaper grades are not so honestly made and consequently not so durable as the domestic goods. Foreigners can manipulate cotton, shoddy, etc., so skilfully that they can make goods that are better looking on their face, but not equal in durability to domestic-made goods of similar grades. Spring trade is not opening exceptionally well, because consumers are looking for cheaper garments. The number of garments made this spring may somewhat exceed that made during the corresponding season of last year, but the shrinkage of the money consideration largely offsets the increased demand.

PRODUCTS TO SUIT THE TIMES.

Mr. Hornthal, of Hornthal, Weissman & Co., No. 644 Broadway, said:

I don't think that the American manufacturers are very unfavorably affected by the tariff changes. Domestic producers seem to be competing successfully with foreigners and, at least, holding their own, except in Clay diagonals and black worsteds. The later two kinds of goods can now be made better by the English than the Americans, but our domestic manufacturers will soon be able successfully to compete with their British brethren even in the production of those goods. England has been making them a long time, the same goods being produced by grandparents, parents and children through many generations without change in style or quality. Bannockburn cheviots have been worn 100 years without any change of style. An American, however, will make his products to suit the times and the tastes and requirements of the people. One year he will make plaids, the next year cassimeres, and the third year may find him turning out blankets from the same looms, according to circumstances. He is progressive, while his British competitor plods along the beaten path of his ancestors without deviation. Prices of woollens have been affected to the extent of the removal of the weight duty, which ranges from two to three cents an ounce, the cheaper goods being less affected than the better ones on account of their less weight. The tariff change will not affect the American wholesale manufacturers of clothing, because the English don't seem to be able to make clothing at wholesale. It is a curious fact, but nevertheless true, that there is no really wholesale clothing establishment in Europe. The European manufacturers simply make a few sample suits and send them out by travellers. Having so few samples, the orders received are correspondingly few. They do not change their styles quickly enough to cater to the American trade, and what is true of the wholesale clothing manufactures is also true of the woollen manufacturers, so that neither of them in this country need entertain any serious fear of successful foreign competition.

ORDERING FOREIGN GOODS.

C. H. Hackett, of Hackett, Carhart & Co., Nos. 265 and 462 Broadway, said:

For this spring season we are ordering more imported woollens in proportion than we formerly ordered for spring trade. For the next fall season we are ordering much less than for our spring stock. We are of the opinion that our homemade goods are better adapted for the home market than foreign goods, except in certain lines. Foreign goods come here under weight, being made so to cheapen their cost, but in doing this the foreign manufacturer diminishes the durability of his goods. We are using more worsteds than formerly, but even in that class of goods we favor home manufacturers, because we think that their goods are more honestly made than those of their foreign competitors. I refer particularly to that class of woollens best adapted to the general clothing trade. The finest grades especially suitable for the best custom trade have always come from abroad, and probably always will. Such large quantities of foreign goods were brought in immediately after the abolition of the specific weight duty that our woollen manufacturers found themselves "all at sea." They had been compelled to wait and see what the foreigners would do. Finally they decided that they must sell their goods as cheaply, if not more cheaply, than the foreign goods, and they have been and are doing so, the difference in price a yard being about equal to the discontinued weight duty. This decrease is so small that it makes little difference in the price of clothing, the manufacture of which costs more than it did last year on account of the higher wages now being paid to garment makers. Consumers are not, therefore, getting their clothing for less money, but they are getting better goods for the same amount.

Of course, every yard of foreign woollens imported into this market unfavorably affects the domestic manufacturers. It also means less employment for factory operatives. I am a protectionist, and a strong one. There have been too many immigrants coming in for the general good. Many of them are millhands. They are here and must have work, as well as the many others who were here before they came. To do that our American factories must be fostered. It does not seem to us that foreign goods will come in so freely as has been generally imagined. I think that our manufacturers will adjust themselves to the new conditions. If they have to cut down wages in order to do so, then wages must be cut down. The labor question will be the most troublesome one in this country for the next two or three years. Our spring trade is better this season than it was last spring, but nowhere near to what it was in the spring of '93. Since the latter season retailers have been working off surplus stock, which they must now replenish, so that the outlook is favorable for a spring business of fair volume, followed by a better fall trade.

THE LARD EXPORT FRAUDS.

EFFORTS TO SMOTHER THE JUDICIAL AND SPECIAL INVESTIGATIONS NOW IN PROGRESS.

"The fraudulent exportation of lard from this country," said the head of one of the most extensive provision and lard export firms in this city, yesterday, "is a more serious and far-reaching swindle than is generally realized. Of course it is possible that the cases now pending against American shippers in the French courts of law on complaint of the authorities of Paris may be a mere subterfuge for excluding products of this country from France, but it is well known in trade that there are certain unscrupulous shippers, whose names are blacklisted among honorable exporters, who make large and frequent shipments of compound lard in tubs marked 'Pure Lard.'

"The shippers of genuine pure lard are interested in exposing this fraud. We don't care how much compound lard is exported or sold in the home markets, if it is only sold and marked as compound lard. Shipping bogus merchandise of any kind is against the National as well as individual interests, as the growth of business and the permanency of prosperity depend much upon the honesty of dealers and shippers of every country.

"Efforts have been made to smother the proceedings in the French courts and the special investigation which has been set on foot in Paris by 'The National Provisioner,' which is the organ of the provision and meat industries of this country. All honest dealers are in favor of the public exposure of the frauds and their perpetrators, which is sure to come in the near future. Firms that have only pure lard have no fear of the most critical chemical analyses and searching investigations. Compound lard, butterine, etc., are all right in their way, but it is wrong for them to be foisted upon the public under false colors. The fatal mistake of the butterine men when they sought to introduce their new substitute for butter was that they didn't sell it for what it really was and is—the fat of freshly killed beef cattle, or neutral lard, i. e., lard that has been deodorized.

"The magnitude and importance of the lard refining and lard oil manufacturing industries of the United States are far greater than is understood by the general public. In 1890 there were seventeen lard refineries, representing $3,898,275 of invested capital and an annual product valued at $15,474,848. At the same time there were seven lard oil factories, representing a total investment of $881,526, and an annual product valued at $1,181,613. Since then, only little more than four years, these industries, it is carefully estimated, have increased fully 50 per cent, and the value of the exports of lard exclusively in the last calendar year was $39,378,351."

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Summer Resorts.

NEW SUMMER RESORT. THE "EDGEMERE," EDGEMERE, LONG ISLAND.

The "Edgemere" is a new hotel just finished and will be opened June 15. It is situated on the south side of Long Island, between Jamaica Bay and the ocean. No more convenient location for New-York or Brooklyn people could have been chosen for a Summer Hotel. It is reached by the New-York and Rockaway Beach Road, 16 miles from New-York, running time 30 minutes. The Hotel, when finished, will be the finest on the Long Island coast, and is being erected by the Lancaster Sea Beach Improvement Company. They are also erecting several cottages on the grounds. One of the most attractive features of the Hotel is the Dining Room, which is 110x85 feet, with a height of 25 feet clear space, as the ceiling is not supported by pillars. There will be 200 rooms in the house, and 50 bathrooms. On the first floor will be parlors, reading, smoking, ladies' billiard, and Turkish coffee rooms. The entire house will be lighted by electricity, and the machinery and elevators will be run by electric power. The company have their own ice plant, which will be used to cool the storerooms and meat boxes. The hotel will be furnished luxuriously, and every known modern improvement will be introduced.

Cuisine and service will be of the highest possible standard. Surf bathing as well as still water bathing can be enjoyed, while yachts come to the very doors of the Hotel.

Mr. F. J. Lancaster, a well-known lawyer of New-York, is President of the Company. Mr. A. E. Dick, one of the best known and most enterprising hotel managers, will manage the house. The New-York office is in the new Postal Telegraph Building, 253 Broadway.

FORT GRISWOLD HOUSE
AND COTTAGES,
ON THE SOUND, OPPOSITE NEW-LONDON.
Tenth Season. Opens June 20.
UNDER THE ORIGINAL MANAGEMENT.
A cool, healthy, and delightful summer resort, absolutely free from mosquitoes. Bathing, boating, fishing, &c. Rooms may be secured at the Gilsey House, Broadway and 29th-st., New-York City.
MATTHEWS & STEINLE, MANAGERS.

PROSPECT HOUSE
AND COTTAGES,
NYACK-ON-THE-HUDSON.
WILL OPEN ABOUT JUNE 1. Rooms can now be engaged at the Madison Avenue Hotel, N. Y. After April 20 address Nyack. T. J. PORTER, Prop.
Horace M. Clark, Mgr.

THE GLENADA,
COLD SPRING HARBOR, LONG ISLAND.
Highest situation on No. Shore; 30 miles; boating, bathing, fishing, beautiful drives; no mosquitoes or malaria; orchestra 3 times daily; terms moderate. Circulars, diagrams, information address or apply "THE GERARD," 123 to 129 West 44th-st., daily before 1 o'clock.
W. H. GERARD, Prop.

THE LOUISBURG,
BAR HARBOR.
Open June 27 to September 20. For circulars, etc., address the Manager, J. ALBERT BUTLER, or Hotel Brunswick, Boston, Mass. M. L. BALCH, Proprietor.

A RIVERNE BY THE SEA, L. I. The Hotel cottages, directly on the beach, have been leased and will be conducted in a first-class manner, as a separate establishment, new extension dining-room. Address FRED'K W. AVERY, Proprietor, 75 Front-st., New-York, or 90 Pierrepont-st., Brooklyn.

MANHATTAN BEACH HOTEL.
SEASON OF 1895.
A NEW DEPARTURE.
OPENS
MAY 4,
For an Extended Season.
SPECIAL TERMS FOR FAMILIES.
C. H. SHELLEY, Manager,
192 Broadway, N. Y.

BERKSHIRE INN.—Centre among famous Berkshire Hills. Resort for Spring and Summer. Mountain Air, Spring Water, Good Roads, Trout Fishing, etc., Baths, Electric Lights, Gas; excellent cuisine; every provision for health and comfort. Round trip from N. Y., $4.90. Send for booklet. CALEB TICHNOR & SON, Gt. Barrington, Mass.

Country Board.

BOARD among lakes and mountains of New-Hampshire. Mansion in oak and pine grove; piazza screened; fine lawn; coolest place in town; cuisine unsurpassed; will accommodate guests for the season; number limited to ten; large stable; references exchanged. For particulars address M. A. GOODWIN, Box 118, Wolfboro, N. H.

BERKSHIRE HILLS, 10 to 15 boarders wanted for the summer at Loken Wild Farm, Monterey, Mass. Write for particulars to F. G. HEATH, Propr.

FINE, large house; rooms 18 ft. square; high ground, spring water; eggs, fruit, vegetables, milk in abundance. Mrs. H. W. PULVER, Husteds, Dutchess Co., N. Y.

REAL ESTATE.

For Sale and To-Let.

BARGAIN! sell or rent, good 8-room house, large lot, stabling, fruit, station 8 minutes; trolley near; also new 8-room cottage; all improvements; large lot, fruit; situated as above; cheap. $1,300 Particulars, Room 10 Benedict Building.

FOR SALE OR EXCHANGE OR LEASE for term of years on easy terms, an all the year Colonial homestead, with all modern improvements; 10 acres of land, handsome walks, one stable and 14 acres of grand and running water, on the west side of Hudson River, convenient to two railway stations, 24 miles from New-York, express trains all year around, one hour from New-York; elevation 250 feet, and commanding most beautiful view of Hudson River; valued at $25,000, asking price $14,000. BLANDY, MOONEY & SHIPMAN, Attorneys, 15 Wall-st.

FOR SALE OR RENT. Modern house at St. George, S. I., overlooking bay; 6 minutes from ferry. Inquire D. H. KEELER, 9 Pine-st.

FOR SALE OR TO LET, Maplewood, N. J. A new dwelling 9 rooms, in elegant neighborhood; 3 minutes' walk from station D. L. and W. R. R.; modern improvements. Inquire 7 station agent.

FOR RENT or SALE. Bargains in hotels, boarding-houses and stores; building sites reasonable. ISRAEL G. ADAMS & CO., Atlantic City, N. J.

TO RENT OR SELL, at Caldwell, N. J. House of eleven rooms; furnished or unfurnished; large barn; 98 acres of land; for beauty of location and healthfulness, unsurpassed; one hour from New-York. Greenwood L. Rix. Address L. SPERRY, Caldwell, N. J.

DRESSMAKING.

A GOOD DRESSMAKER wants to go out by the day, $2 per day; best references. BROZMAN, 322 East 94th-st.

A THOROUGH DRESSMAKER would like one or two more customers; $1.50 per day. Address RENOVATER, 270 West 23d-st.

A. A. ARTISTIC DRESSES made from $5 up; tailor-made, also evening, reception, travelling and carriage gowns made equally low; wraps and capes of every description, riding habits, &c.; cutting, fitting while you wait. LONDON AND PARIS DRESSMAKING CO., 41 West 125th-st.

A. A. DRESSMAKER, elegant cutter and fitter, $2 a day, or at home; perfect fit guaranteed; velvet, silk or cloth suits made in one week for $10; fancy waists, coats and ball gowns a specialty. 48 East 16th-st., near Broadway.

ALL FASHIONABLE ladies' requiring economy, style, elegance in fitting, beautiful skirts, evening waists cut by home graduate, all Mme. MAURICE, 270 West 126th-st.

ARTISTIC DRESSMAKER, first-class fitter, accustomed to fine trade, desires more engagements in first-class families; terms moderate; personal references. D., 254 8th-ave.

COMPETENT DESIGNER, cutter, fitter, children, adults, would like position or engagement by week or day; illness cause non-engagement. Address C., 101 West 42d-st.

COUTURIERE FRANCAISE.—Fancy waists, street, dinner and tailor-made dresses; ladies' materials used; short notice; moderate prices; elegant work. MME. ANDERSON, 168 West 17th-st., formerly with Stern Bros.

DRESSMAKER. Experienced, good fitter, latest styles, best city reference; wishes more customers, city or country, in private families. Address 433 West 47th-st.

LADIES' fine summer dresses made reasonable; exquisite fit; style guaranteed, and mine street evening gowns, also first-class dressmaker by day. 1,322 Broadway, 24 bell.

LADIES and misses' dressmaking in the latest styles, capes; also, remodelling neatly done. Please ring middle bell. 865 Park-ave., near 77th-st.

MAISON FRANCAISE, 31½E. BALLANCON, rules et manteaux, 38 East 49th-st., near Madison-ave. Spring costumes, tailor dresses, very reasonable; French satin corsets reduced from $10 to $5, the best made; ladies' material made up after the French models, perfect fit and finish, prices reasonable.

SEAL GARMENTS redressed, redyed; remodelling to latest designs; perfect fitting; by day or home; reduced terms; highest references. GREYE, 119 Lexington-ave.

SEAL GARMENTS altered or repaired at summer prices. Mrs. BARKER'S, 116 West 39th-st., late with C. G. Gunther's Sons, 5th-ave.

VISITING MILLINER calls upon ladies, takes order, uses old materials in all the latest styles; frames fitted. 24 W. 30th-st.

TO LET FOR BUSINESS PURPOSES

A LARGE corner store, with 10 show windows, 4,000 square feet. William and Ann sts.; also basement, if desired. RULAND & WHITING, 5 Beekman-st.

FLOORS AND HALF FLOORS TO LET WITH POWER DAY AND NIGHT, IN THE METROPOLITAN REALTY BUILDING, FIREPROOF, size 50x204; windows on four sides;