

Witness—16 cents per 100 lbs. It does not cost us over two-thirds that to bring sugar from New York. We buy the raw sugar to a great extent in New York.

Mr. Vickers—Does the insurance enter into these calculations?

Witness—It does.

Mr. Vickers—I think you said that your business was about twenty-eight million pounds annually?

Witness—Yes.

Mr. Vickers—Is sugar of the same quality sold at the same price in New York as it is here?

Witness—The markets are generally brought pretty near each other. Some classes of buyers buy in both markets.

Mr. Vickers—How long has this difference of discrimination of 16 cents been preserved in favor of Baltimore?

Witness—I think about six months.

Mr. Vickers—Were the rates irregular prior to that time?

Witness—No, I don't think they were very irregular.

Mr. Vickers—Was your business affected by the irregularity? Was your business reduced?

Witness—I don't think that it was particularly. We have found it very difficult, in competition with the West, to induce them to buy here, unless there was some advantage of that kind. Knowing that a lower rate of freight exists here, and that similar goods can be had here at the same price, they give Baltimore the preference, the qualities being the same.

Mr. Vickers—When those irregularities in freight existed, did you find any difference in your business?

Witness—During the early part of last summer freights were at one time very low and very irregular during the competition with the roads.

Mr. Vickers—Was your business affected?

Witness—Our business was affected rather favorably.

Mr. Vickers—During the time of the competition, when there was no discrimination in favor of Baltimore, was your business affected adversely?

Witness—Our business has increased from year to year, and our regular business in the west has been gradually increasing. We have been more or less affected by the rates of freight from New York.

Mr. Vickers—Did you find it sensibly affected when the freights were irregular, without regard to our geographical position?

Witness—The question covers so large a period that I am unable to answer it. During the contest our business was sensibly increased. I don't know about New York.

Mr. Vickers—Then a competition of that kind enhances your business?

Witness—I regard that as an error. When the low rate