

the exports of cotton wearing apparel have increased faster than the imports and have been greater than the imports of cotton clothing during the fiscal years 1912, 1913, and 1914.

In the fiscal year 1908 the general imports of all kinds of cotton wearing apparel (including hosiery and knit goods) amounted to \$13,217,918; in the fiscal year 1914 they had decreased to \$8,570,030, or 35.16 per cent.

In the fiscal year 1908 the exports of all kinds of cotton wearing apparel amounted to \$4,701,479; in the fiscal year 1914 they had increased to \$10,767,448, or 129.02 per cent.

In the fiscal year 1914 the exports of all kinds of cotton wearing apparel exported was 25.64 per cent greater than the imports.

During the six fiscal years from 1908 to 1914 the increase of such exports to all North American countries was 135.52 per cent; to all South American countries, 199.11 per cent; to all Asiatic countries, 251.45 per cent; to Oceania, 32.65 per cent. Such exports to all countries in Europe decreased 57.73 per cent, and those to all countries in Africa decreased 28.97 per cent.

Of the exports of cotton wearing apparel, Canada took the largest part, \$2,489,435, or 41.49 per cent of the total. This trade with Canada has increased more than threefold during the six years from 1908 to 1914. Cuba, Mexico, Panama, and the Philippine Islands, in the order named, are the other important markets in this line.

In the fiscal year 1914 the exports of all kinds of woolen wearing apparel were 5.29 per cent less than the imports.

The value of the imports of wearing apparel of silk was \$4,268,890 in the fiscal year 1908 and \$4,246,345 in the fiscal year 1914, a decrease of 0.53 per cent. During the same six years the exports of all manufactures of silk increased from \$720,368 to \$2,307,605, or 220.34 per cent; but the exports of silk wearing apparel are not reported separately.

SUGGESTIONS FOR INCREASING FOREIGN TRADE.

No serious organized efforts have been made by American clothing manufacturers to place their products in foreign markets, and with few exceptions such business as they have obtained has largely come through export houses. This report contains suggestions with regard to the proper methods to be adopted in building up an export trade. An active campaign which incorporates these suggestions, backed by a thorough study of the foreign markets and their requirements, will undoubtedly result in a substantial increase in the exports of clothing.