

CARNEGIE GIVES AN ENTERTAINMENT

Before House Committee on Ways and Means His Quips Causing Much Mirth.

ANGERED THE STAND-PATTERS

Steel Mills Made Cheaper in United States Than in Europe and Do Not Need Protection.

Washington, Dec. 21.—Andrew Carnegie, famous for the millions he made in the steel business and for his views on economic questions, was an entertaining, if not instructive witness before the house ways and means committee tariff hearing today.

An article on the tariff especially relating to the steel schedules written by Mr. Carnegie recently appeared in a monthly magazine. Owing to the statements made in that article it became the basis for the questions asked by the members of the committee at hearings on the steel schedules.

As the testimony of various steel manufacturers was at variance with the statements made by Mr. Carnegie, the committee invited him to give any information the committee could use. As Mr. Carnegie declined to accept the invitation, he was subpoenaed.

Mr. Carnegie was to have been heard nearly two weeks ago, but asked for a postponement, evidently for the purpose of having the committee secure the testimony of other steel magnates first.

LAUGHS AND JOKES.

Although he was on the stand for nearly eight hours, Mr. Carnegie laughed and joked good-naturedly throughout. He expandered several of the "stand-patters" with his epigrammatic replies, praised the genius of Charles Schwab, urged the committee to accept the testimony of Judge E. H. Gary as conclusive, and told several funny stories. He avoided figures, however, to such an extent that it is doubtful if the tariff framers are any more enlightened on the steel question tonight than they were before Mr. Carnegie was sworn in.

Mr. Carnegie's principal contention was that the steel industry needs no more protection; that it has reached a point in its development where the American manufacturers can compete with the world under free trade conditions. While he claimed that the cost of labor and production of steel are less in this country than in the other countries producing steel, Mr. Carnegie gave no figures to support his contention.

He said that Judge Gary told the committee that the United States Steel corporation can get along without a tariff on its products and that should be sufficient evidence for the committee to take off the duty on steel and iron.

The crowded room frequently rang with peals of laughter at the quips of Mr. Carnegie, who seemed to be in splendid shape for the questions asked by Representatives Dalzell and Payne.

Mr. Carnegie spoke of the difficulties he experienced with directors ignorant of the steel business. "I gradually

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Cuticura Soap, a box of Cuticura Ointment and a bottle of Cuticura Resolvent, and before we had used half the Resolvent I could see a change in him. In about two months he was entirely well. When people see him now they ask, 'What did you get to cure your baby?' and all we can say is, 'It was the Cuticura Remedies.' So in us Cuticura will always have firm and warm friends. George F. Lamber, 199 West Centre St., Mahanoy City, Pa., September 26 and November 4, 1907."

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bought them out and got men like Schwab around me and we have been made."

"You've been out of steel some time," said Mr. Payne.

"Can you tell us where you can get the figures on the present cost of making steel?"

"I don't know whether you can get the figures," was his reply. "If a judge was interested in a case you would not respect his decision, would you?" he asked, referring to the steel manufacturers who have appeared before the committee.

There was no reply to Mr. Carnegie's question.

"Silence in the courtroom," he laughingly remarked. "It's too bad. I was about to be cross-examined and not get a chance to cross-examine these dignitaries."

Mr. Carnegie asserted that at the rate at which iron ores are being extracted the supply would be exhausted in 40 years. He based his statement on the best expert opinion he could obtain, he said. He also said that England would be in the same condition in seven years.

GARY'S TESTIMONY.

The testimony of Judge Gary was frequently referred to in the questions asked of Mr. Carnegie. Reference was made particularly to a statement that the duty on steel could be taken off as far as the steel corporation is concerned and Mr. Carnegie said this portion should be accepted by the committee. An argument was precipitated by the statement between Messrs. Payne and Dalzell on one side, claiming that Judge Gary did not say the duty could be removed on all steel products, and Mr. Crozier on the other hand, claiming that Judge Gary's testimony was to that effect.

"Judge Gary has summarized the facts for you," said Mr. Carnegie, "and I should depend on them. He has told you that they don't need the duty. If the cost of steel rails has increased abroad as it has increased here, you will find Judge Gary's statement quite true and that he could stand free trade."

"Judge Gary has testified that the price is as high abroad," said Chairman Payne.

"Then does that not show that you have nothing to fear from free trade?" was the prompt rejoinder.

Mr. Carnegie was questioned at length regarding the cost of producing steel, but the witness declared that honest men easily could differ on that question. The steel business, he said, was a business by itself, and the cost to one man was a very different thing from the cost to another.

"When a gentleman of Judge Gary's character," he said, "comes to you and tells you he does not need the tariff, you ought to believe him."

He insisted, in reply to questions by Mr. Bonyne, that the railways were not paying too much for steel rails. The steel rail makers, he thought, were making a fair profit.

"How about other steel products besides steel rails?" Mr. Bonyne inquired.

"I have not a word to say," Mr. Carnegie replied. "That's out of my province."

Mr. Fordney recited the testimony of Mr. Schwab and was interrupted by Mr. Carnegie with the remark that "he is a genius."

Breaking in upon a Scottish story which Mr. Carnegie related and in the course of which the witness mentioned the name of Judge Gary, Mr. Fordney asked if it was intended to characterize Mr. Gary as a "sleek article."

"Oh, no," said Mr. Carnegie. "On the contrary, he is a most lovable man. It means that he is shrewd. It means that he has a delightful, sweet nature."

"Would you recommend an income tax to make up the deficit in the revenues?" Mr. Fordney asked.

EFFECT OF INCOME TAX.

"I believe," replied Mr. Carnegie, "with Mr. Gladstone, who had more experience with the income tax than any man of his day, that an income tax makes a nation of liars. Of all the demoralizing taxes that a nation can impose upon the people, the income tax is the worst."

"You agree with Gladstone in that?" interjected Chairman Payne.

"I do," the steel magnate replied.

"So do I," said the chairman.

"If you want to do harm with money give it away to those people who will not struggle for themselves," was one of the numerous epigrams brightening Mr. Carnegie's unique test.

"That applies to the tariff on steel," he added.

"I think the man who can make \$3 or \$4 more profit than a lazy inert corporation management should be allowed to make that money for his country," Mr. Carnegie arose from his seat and dramatically declared that "he was a protectionist."

"I desire," he said, "to furnish to the consumer a cheaper supply and a more regular supply than he could get abroad and if after 40 years' experience we cannot develop steel with that condition, our protective policy in that instance would have been a failure, instead of the triumphant success it has become."

Pointing his finger at the committee and raising his voice to its highest pitch, he declared that the steel industry was now in the position where it can stay.

"Take your protection. We are now men and we can beat the world in the manufacture of steel."

"There is no reason for the tariff on steel," he again emphasized. "You should not coddle the industry with protection."

A recess at this point was ordered. Mr. Carnegie inquiring if the committee was through with him.

"No," came a chorus of voices.

"This is cruel," remarked the steel magnate, as he retired from the room.

GARY'S ALTRUISM.

"His solicitude for his weaker brethren is sublime," said Mr. Carnegie, referring to Judge Gary's contention that the smaller steel manufacturers could not stand for the abolition of the duty on steel, after recess.

Mr. Carnegie said the manufacturers of Wales could make a ton of the plate a shade cheaper than it could be made here and that the cost of manufacturing steel is greater in Great Britain than here. He said the committee should

send experts familiar with the steel industry to the large mills of Europe to study the question of comparative cost of labor.

"It is a condition and not a theory that concerns the committee at this time," said Representative Longworth, in reply. "It is understood that the president-elect will call a special session of Congress for the purpose of enacting a tariff bill, and we must prepare a bill for them to pass on. We have no time to send experts to Europe. What I want to know is what authority besides the testimony given by you and Judge Gary, who I don't think went as far as you do, have we, for taking the duty off of steel?"

Mr. Carnegie pointed out that there is practically no foreign made steel imported to this country.

Mr. Carnegie had planned to leave for New York on an afternoon train, but when Mr. Payne asked him if he desired to continue his testimony today or appear again tomorrow, he arranged to stay in Washington tonight. "I consider it my duty as a citizen to come here a week if necessary," said Mr. Carnegie.

Mr. Carnegie concluded his testimony shortly before 6 o'clock and was about to leave when Alfred O. Crozier of Wilmington, Del., asked permission to be heard. He asked Mr. Carnegie to remain and hear his remarks, explaining that they would be in the nature of a criticism of the former steel king's views on the tariff.

Mr. Carnegie took a seat with the evident purpose of listening to Mr. Crozier, but the latter had not proceeded far when Mr. Carnegie arose and said that he had been before the committee all day, and that he was pretty tired. He begged to be excused, but said that he would like to get a copy of Mr. Crozier's remarks after they are printed.

"I shall read it with pleasure," he said, "and if the gentleman criticizes me, I shall say, 'What a pity that man does not know better,' and if he is with me I shall probably say, 'What a wise young man he is.'"

With a few parting words of regret because he could not stay, Mr. Carnegie took his departure.

REPLY TO CARNEGIE.

Mr. Crozier addressed his remarks principally to the magazine article recently published over Mr. Carnegie's name, which, he said, dealt a severe blow at the entire protective system. He said that Mr. Carnegie had kindled wide doubt as to the wisdom, necessity, and value of protection. Mr. Crozier claimed that Mr. Carnegie's proposition to take the duty off steel would have the effect of leaving the United States Steel corporation forever in undisputed possession of the American field.

CARNEGIE'S REMARKABLE RISE.

One of the most interesting features

of Mr. Carnegie's testimony was his history of his remarkable rise in the iron and steel business. He said his first venture was in the manufacture of cast iron bridges for railroads to replace the wooden structures which they then were using. Together with six others he invested \$1,500 as capital for the venture, getting his share of

the money by means of a loan from a bank. Mr. Carnegie said that his capital was increased through the earnings of the company and through the sale of Pennsylvania railway bonds. He also told of the Edgar Thompson steel works which he started

(Continued on page ten.)

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I M P O R T A N T

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\$40,000 Voting Contest Has Been Extended to January 23rd, 1909.

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This Great Contest will close January 23, 1909,

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December 19, 1908.

We, the undersigned judges, hereby certify that we have carefully investigated the methods and books of the Carstensen & Anson company's voting contest, and we hereby declare that after a careful examination of the votes cast and issued during the last two weeks, we find that the Y. M. C. A. City, has received the greatest number of votes, viz.: 1,464,600, and is entitled to the \$40,000 Ludwig piano, which is offered as a special prize to the one having the greatest number of votes issued between December 5 and 19.

(Signed) JAMES L. FRANKEN, Druehl & Franken Druggists, CHARLES V. WORTHINGTON, Keith O'Brien's.

Total Standing of the Winner and others leading in the Race for the Ludwig Piano

1—Y. M. C. A., Salt Lake City	2,239,290 Votes
2—Riverside Kindergarten	1,014,900 Votes
3—Lieutenant Snow, Fort Douglas	320,100 Votes
4—Mrs. James Carkeek, Bingham	284,000 Votes
5—A. H. Roylance, Springville	255,200 Votes
6—J. A. Smith, Mercur	232,200 Votes
7—M. E. Gilmer, City	139,000 Votes
8—Mrs. S. H. Furniss, Ogden	128,000 Votes

NOTE—No contestant will be awarded a Prize who has not received more than 2,000 Nominating Votes. Now get busy. Get into the winning class.