

MEMORANDUM OF INTERVIEW WITH JUDGE GARY.

Feb. 20th, 1908

Saw Judge Gary in regard to export prices, particularly the attitude of the Steel Trust towards the tariff. He promises to give me former. Tells me the old theory of selling lower abroad is to keep the mills and the men continuously occupied. Contends that Germany is doing almost as well in steel as we and over-producing, so that without the tariff she probably would unload on us. Says that ~~steel~~ at one point is produced from \$6 to \$7 a ton; that the Steel Trust cannot produce it less than \$10 a ton. This German factory has shipped to the Southwest, New Orleans and California rails laid down cheaper than the Steel Trust could sell. Says that his idea is that they should keep entirely out of politics on tariff; that it should go into the hands of expert business men and industries should abide by their decision. Agrees with me that ^{it} is higher than is necessary to protect the workmen, and it can be shown that the extra profit is going to the manufacturer and that it should be lowered.

I speak of the seriousness of the present situation. Tells me that there are two things against the feeling ^{steel trust} ~~between~~ ^{about} the corporations and the ~~competitors~~ of the old-fashioned competition. That there should be a medium way where there would be combination without high prices and without the ruthless driving out of competitors. Points out that they are on good terms with their competitors and explains how this has been brought about. Also refers to their ^{not} lifting of prices at the time of the ^{great} demand. ^{2 yrs ago.} Says that there were many of their competitors who urged them to do so. Believes that there must be publicity, that there must be a reasonable chance for everybody concerned. That it is impossible to do permanent business permanently in the country without considering public opinion. Says that the chief mistake of the old trust was its secrecy and its contempt of public opinion. Concedes that wherever anything is working as a special privilege

that it should be out off. And talks very seriously about present situation and says that whatever we may say about the President he has done this country a great deal of good. We have no chance to talk profit sharing. Am very much impressed with the possibility of working out a suggestive article.