

itself was purchased out and out and I wish to say, that for the very purpose of having the Government and the people of the United States get the benefit which would come from the use of nickel as a component part of steel, that I myself, on behalf of this Corporation, sold to the Secretary of the Navy, not ore, but matte, nickel matte, at 11 cents a pound for the nickel contained therein, while within a month of the same time before that we sold to a French company the same kind of nickel at 22 cents, or a trifle over, per pound. We desired to have the nickel tested for the purpose of its being used for armour plate. I wish to say it was our Company which suggested to the Secretary of the Navy the use of nickel steel for armor plate. I wish to say in addition that every pound of this nickel is refined and that the chief labor of that is in this country. The amount of money paid out to laborers in that respect the past year would be about \$300,000, and of course, the putting of a duty on either nickel ore or nickel matte would result, necessarily, in the refining of this product in Canada, or in Great Britain or in Germany. For instance, at the time this question came up in 1890 or 1891, the matter was investigated and the Company with which I am connected was selling its nickel matte at that time in Germany and Great Britain; and I wish to say, at the present moment we are offered by a very prominent Englishman, a man who has very great wealth and who has a process of refining this nickel, a market for every pound of nickel matte we have—every pound of it. We have preferred to have this work done in this country. We have preferred to give our people the benefit of it; and inasmuch as our institution is absolutely an American institution in every respect, an Ohio corporation with Ohio stockholders, and the property over there owned in fee simple—and we are treated exceedingly well by the Canadians so far as I have any reason to know—we do not see any special use of practically destroying as far as possible the investments of Americans in Canada. Of course, if a duty should be put upon nickel ore or nickel matte, why that is the end of its coming to this country. Instead of that, it goes to England, Germany, France and elsewhere to be refined."