

Uncle Sam as a Merchant.

HE LEADS THE WORLD AND IS CONQUERING EUROPE.

Our Best Customers and What They Buy—American Goods in England, Germany and Russia—How to Build up Foreign Trade—American Factories Abroad—Consuls as Business Agents—The State Department's "Daily" Suggestions to our Manufacturers—Being an Interview with First Assistant Secretary of State Francis B. Loomis by Frank G. Carpenter.

(Special Correspondence of the Deseret News by Frank G. Carpenter.)

WASHINGTON, D. C.—I have spent some time this week at the state department, talking with the first assistant secretary of state, Mr. Francis B. Loomis, about Uncle Sam as an international merchant. We have together gone over the great countries of the world, noting what our exporters and importers are doing in each, devoting our special attention to Europe, Mr. Loomis is well posted upon our foreign commerce. He began his diplomatic career as consul at St. Etienne, France, and later was sent by President McKinley as minister to Venezuela, where

in exports during the past year, and we are now first among the nations as an exporter of domestic products. Before this the United Kingdom had been at the head of the list, but during the nine months ending with March, 1904, our domestic exportation was as much as \$76,000,000 larger than that of Great Britain.

UNCLE SAM'S BEST CUSTOMERS.

"Which are our best customers among the nations?" I asked.

"Great Britain and her dependencies are far in the lead," replied Secretary Loomis. "We sell the United Kingdom more than a half billion dollars' worth of domestic goods every year. Germany comes next with less than two hundred millions, and after that the Netherlands."

of state, "but they are doing all they can to manufacture for themselves and to compete with us along the lines of American manufactures. Frederick Loomis of this department called attention to that danger in his 'Review of the World's Commerce for 1902,' showing that American factory methods were being introduced into the machine shops of Europe, and that the manufacturers there were imitating our labor-saving machinery and everything else that we have to bring about economies in the cost of output. Large American concerns have established branch plants in different parts of Europe, and they are now making out the spot goods of many varieties which were previously exported from the United States. The result is that there has been a curtailment along certain lines, but the exports of manufactures have so grown that the total is larger than ever. Our banner year in the export trade was 1903, but the exports of this year have exceeded those of that time by almost two million dollars per month."

"What kinds of American goods are being displaced by these foreign manufactures, Mr. Loomis?" I asked.

"Shoes, bicycles, machine tools, hardware and armaments," was the reply. "Indeed, there is a great variety of articles which we formerly exported which are now being manufactured in Europe. We still sell many American shoes in England, but the English shoe factories have adopted the more popular American styles and are using American machinery and American lasts. In some of the factories they have American foremen. In a recent report Consul General Mason of Berlin says that Germany is now practically self-sufficient in shoes, and that her mechanics have learned how to operate the imported machines to their fullest capacity. They are copying the best of the American machines, and in some cases improving upon them. They are also making other machines along the same lines at a much lower cost."

"Indeed the imitation and use of American machinery in Germany make it more and more difficult for American exporters to develop a profitable market there for our tools, hardware, furniture, vehicles and other products than it was a few years ago. Consul General Mason says the market is steadily narrowing and growing more difficult of access, and that this is so in almost every branch of American manufacture, with the exception of such things as typewriters, sewing machines, graphophones, phonographs, cash registers, mechanical calculators, instruments, dental supplies, office furniture and other American specialties more or less covered by patents or trade marks. The field of standard hardware and cutlery is closed, for the reason that such things are now made in Germany as cheaply as in any place in the world."

AMERICAN INVENTIONS POPULAR.

"How about American inventions and novelties?" I asked.

"That market will always be an open one," said Mr. Loomis. "The Germans are especially anxious for novelties, and the fact that a thing is American is usually an evidence that it is new. Every new machine, lamp, motor or fixture of any kind that will do its work cheaper or better than the article of the same kind now in use can demand a sale in Europe. The Germans appreciate the ingenuity and mechanical skill of the Americans. They are glad to get our improved machinery, and really good things will always find a ready market among them. It need hardly be said that all novelties should be protected by patents or trade marks and that they should be offered by skillful merchants or by agents who can explain their merits and who understand how to sell."

HOW TO BUILD UP FOREIGN TRADE.

"It is this ability to invent and contrive new things that keeps our trade steadily advancing," continued Mr. Loomis. "We may lose ground in

some directions, but we gain in others, and American wares are on the whole more popular than ever. There is no doubt, however, that we do not foster our foreign trade as we should. Manufacturing for export is little more than a side issue for many of our great concerns and our consular reports hardly show the indifference of the exporters to what would seem to be primary conditions of success in pushing our goods abroad."

"We should have our manufactures specialized for the foreign markets, and export agencies specialized for handling our trade. The work should go on during good times and bad and should not be dropped in order to supply the home market. As it is now we have no such arrangements, and nevertheless we have within 10 months increased our manufactured exports by \$18,000,000. Germany and Great Britain have brought matters of this kind to a high point of efficiency. When we do the same it is fair to assume that our advance in the world's market will be steady, continuous and practically limitless."

OUR TRADE WITH RUSSIA.

"What are we doing in Russia, Mr. Loomis?" I asked.

"Our latest figures through the department of commerce and labor show that our exports to Russia increased up to the breaking out of the war with Japan. In the eight months ending with last February such exports exceeded those from the same period of 1902 by more than \$3,000,000."

"What effect will the war have upon that trade, Mr. Loomis?" I asked.

"We cannot tell as yet," said the first assistant secretary of state, "but it would seem that so vast a country as Russia, still in the earliest stages of its development, will continue for many years to import, in increasing quantities, our machinery and labor-saving implements. Our exporters, it is true, have now to contend with the discrimination against American goods imposed by the Russian customs tariff of 1901. That was brought about as a retaliation for the differential sugar duties imposed by the United States. Now, although the English and Germans have gained in some lines of exports, our consuls write that American farming machinery and tools are sold in larger quantities than ever. The people prefer our machinery, and say that our goods are better made and

more practicable than those of other countries. Consul Chambers of Batum, for instance, reports that our manufactures are successfully competing with those of Europe because of their low cost and their superiority, and this, notwithstanding the 30 per cent of export duty charged upon them. Consul General Holloway of St. Petersburg writes the same as to the superiority of our goods and their popularity, so you see they still hold their own in the markets of Russia."

AMERICAN FACTORIES IN EUROPE.

"I understand that several of our large American institutions have established branch factories in Russia and other parts of Europe. Will you tell us about our exports?"

"Certainly it will," replied the assistant secretary of state. "It will not only cut off the exports of those goods, but it will give the foreigners an advance lesson as to how to compete with us on our own lines. Such factories save transportation charges, they pay cheaper labor and they avoid the customs duties, which in some countries are very heavy as regards exports from the United States. One of the largest companies of Pittsburgh has a branch establishment or a sister company in St. Petersburg, which works 500 men and has a capitalization of about a million and a half dollars. The Westinghouse Electric company has great works in southern Russia and the British branch of that company has been incorporated with a capital of more than \$10,000,000. Its great plant at Manchester employs 6,500 hands and has what are perhaps the finest machine shops in Europe. There is a French company which has a capitalization of \$4,000,000, employing 1,100 men. The General Electric company has a great manufacturing establishment in England and is closely associated with some of the German electric companies. These companies make all sorts of electrical materials for sale not only in England, but in all parts of Europe. Their orders run high into the millions of dollars a year, and inasmuch as a larger amount of their stock is owned by Europeans, not only is the business shut off from the same companies in the United States, but the profits received from it are largely spent in Europe. There are other branches of industry which are being carried on in the same way giving to

their European factories all the advantages of improved American machinery and operative skill; for the managers and foremen are picked men from the factories of the United States. This system is such that each factory becomes a special industrial school where European men and boys are trained by American experts how to compete with American trade."

"Can you give me a list of the great American factories abroad?"

"No, although I can say that such factories are being established in Canada, Mexico, Great Britain, Germany and Russia. Consul General Mason writes that Germany has a large number of them, and that they have a definite advantage over their own or rival firms and companies located in the United States."

"Foreigners generally concede that American consuls are much more efficient as business agents than their own. In fact, some of the European consular services, which certain theorists of this country have held up for us as models, are frequently criticized at home because they fail to furnish the timely practical information given from day to day by the consuls of the United States."

"The reports of our consuls," continued Secretary Loomis, "have become noted for their practical character. They are not essays, but notes, jotted down by this or that consular reporter, because he thinks they may interest the American manufacturer, or merchant, or perhaps our engineers, miners, factory operatives, bankers, school teachers and others. This department seeks to encourage and develop this faculty in its consuls and the result has been an increasing appreciation by the public of the value of the consular service. Our consuls are also doing great good as advisers of our products, and their industry in picking up new ideas for the benefit of the business people at home is a constant source of surprise among foreigners and sometimes of irritation on the part of such manufacturers abroad who have secrets which they wish to hide from possible rivals in the United States."

SUGGESTIONS TO EXPORTERS AND MANUFACTURERS.

"I would say, however," continued the assistant secretary of state, "that there is a well-defined limit to all official agencies in the promotion of trade,

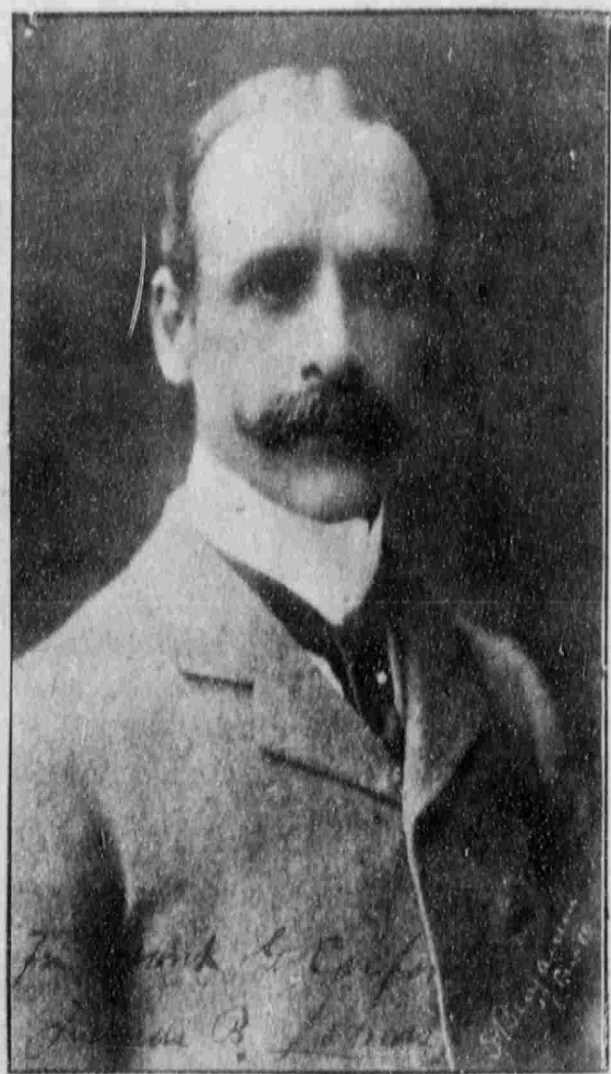
and that whatever of failure is charged upon our consular service in pushing the sale of American goods is mainly due to a mistaken idea of its capabilities. The consul can not, of course, assist the efforts of business enterprises, but he cannot supply its place. There must be active, intelligent work on the part of the exporter in connection with the manufacturer if we would have a healthful and permanent foreign trade in any part of the world."

"As it is now, no such effort is general among our business men, and the most of them are not sufficiently interested in foreign trade to master the conditions of its success. They have a large home market, and they find it pays them to devote the bulk of their efforts to it, giving only incidental attention to the foreign demand as a convenient outlet now and then for their surplus stock. The result is that our consular reports are full of complaints and advice about the inefficiency of the American exporters and manufacturers. They will not make special sales of goods for the foreign markets; they are charged with careless packing, with unwillingness to conform with foreign trade usages and with sending out the salesmen who do not understand the languages and customs of the countries they are to work. We have a few notable instances of American establishments which apply the same energy, care and intelligence to their foreign trade as to their business at home, and these companies are, as a rule, phenomenally successful. They show what we can do abroad when we bring our best efforts to the study and pushing of our trade. I believe that in time people will awaken to the great value of the foreign markets, and that with then have a still more enormous part in them."

FRANK G. CARPENTER.

Escaped An Awful Fate.

Mr. H. Haggins of Melbourne, Fla., writes: "My doctor told me I had consumption and nothing could be done for me. I was given up to die. The offer of a free trial bottle of Dr. King's New Discovery for Consumption induced me to try it. Results were startling. I am now on the road to recovery and owe it all to Dr. King's New Discovery. It surely saved my life." This great cure is guaranteed for all throat and lung diseases by Z. C. M. I. Drug Store, Price 50c and \$1.00. Trial bottles free.



FIRST ASSISTANT SECRETARY OF STATE.

he was active in building up our South American trade. After that he was made minister to Portugal, and he has since been called to Washington to be the right-hand man of Secretary Hay in connection with our diplomatic and commercial relations the world over. Our conversation about trade matters covered the globe, although in this letter I can give you little more than that which relates to the continent of Europe.

WE LEAD THE WORLD.

"Uncle Sam now leads the world as an international merchant," said the first assistant secretary of state. "Our trade has been growing during the last two administrations by leaps and bounds, and it will be larger this year than ever before. Prior to 1902 the total exports and imports had never reached \$2,000,000,000. Last year they were almost two billions and a half, an increase of \$160,000,000 over our foreign commerce of 1902 and greatly in excess of that of 1901. We have been gaining

lands, France, Belgium, Italy, Mexico, Austria-Hungary, Cuba, Japan, Spain, Denmark, China and Russia in the order named. We have a large trade with the British dependencies."

"Canada is an excellent customer. It takes from us about as much as South America, Asia and Africa combined. In other words, according to the figures of the department of commerce and labor, issued last April, our sales to Canada amounted in round numbers to \$120,000,000, while the total for South America, Asia and Africa is less than \$119,000,000. Australia is another good customer."

"Its imports are in value about as great as those of Japan, while Great Britain and Ireland buy annually from us more than half of our total sales to Europe, and between two and three times the amount we annually sell to the Germans."

EUROPE VS THE UNITED STATES.

"But are not the European nations fighting against the spread of American manufactures?"

"I would not say that they are fighting us," replied the assistant secretary

Otah News Items From Files of Long Ago

Merchants Decide at Last to Come Down in Their Prices and Intend to Sell Sugar at 40 Cents a Pound—Camp Floyd Dragoons Make Things Interesting for Indians—New Paper, The Mountaineer, Makes its Appearance.

(From the Deseret News Files of 1855.)

Killed by Lightning—Mr. Christopher Arthur, late of Cedar City, and formerly of Nonmouthshire, England, was killed by lightning at Beaver on the 19th July. Particulars not known.

Coming Down—We have been informed within a day or two that several of the merchants of this city have at last resolved to come down in their prices a little, and especially Mr. Nixon, who says that he intends to sell sugar, coffee and dried fruit at 40 cents per pound hereafter, and other articles in proportion. That's right so far. He sent us word yesterday that he wished to have an advertisement inserted in this number, but being a little too slow for the times in this respect, as he was in reducing his prices, it was not received in time for publication, but it will be inserted in our next.

Was Lost—A boy about five years old, the son of William Keddington, living in the Tenth ward, went on Sunday last, with his brother aged about nine years, to herd some cows in Red Butte canyon. Some two or three other boys were herding there also, and by some means while the larger boys were gathering up the cows at night, the little fellow got separated from the others and was not found until late in the afternoon on Monday. The night was cold and the lad must have suffered severely, wandering about without food and sleeping on the ground over night. Such small fellows ought never to be sent out to herd at all, even with larger boys in a country like this where from the very nature of things accidents are continually occurring, especially to those who do not comprehend the dangers to which they are constantly exposed.

From the Plains—By letter from Captain Stevenson, dated at Wood River, July 11th, we learn that his company, which was organized on the 24th of June, consisting of 25 persons with 50 wagons, 87 yoke of oxen, 41 cows, 3 horses and 3 mules, were encamped at that place and were repairing their wagons, as the extreme hot weather had rendered it necessary to rest many of the time. Near Padie Creek they met Mr. Stoddard and son, from this city, on their way to Michigan, and who reported they had met Beckwith's train at Chimney Rock, on the 26th of

June; Redfield & Smith's train at Ratonsnake Creek; the Church train, numbered 25 miles below that creek; Loomis's and Handard's train at Buffalo Creek. Nedlin's company was a short distance ahead of Stevenson's, all getting along first rate. Elder Steinhilber is with Stevenson's company.

More Indian Difficulties—A company of dragoons from Camp Floyd, numbering about 20 men, under Lieut. Gay, passed through this city Aug. 10 for the purpose of protecting the emigrants on the northern route and punishing the Indians for their recent outrage in that region, if they could be found. On Sunday morning an express came in, via the way to Camp Johnston, with the intelligence that Lieut. Gay was attacked by the Indians in Boxelder canyon, Friday evening, just as he was encamping for the night, and killed and wounded several men, and killed and drove off some 20 horses. Yesterday (Tuesday) in the afternoon another company, under command of Lieut. Gordon, passed northward to support Lieut. Gay, but there are strong suspicions that the rumor of the attack was a hoax or greatly exaggerated, as from Dr. Forney's report, the Indians had left that section of country several days before the alleged encounter. If there is any truth in the matter we shall get it by mail this evening.

The End Not Yet—Train after train of merchandise has arrived in this city within the last two weeks and, from reports, trains loaded with goods for the market, will be continually rolling in till late in the fall. East Temple street has of late been literally filled up with freight wagons, and one man taking advantage of the convenience, built a house on the sidewalk much to the annoyance of his neighbors, who were thereby somewhat left in the shade, for the time being; but inasmuch as the city council has repealed the ordinance prohibiting the piling up of houses on the line of the streets, others in that vicinity will probably build there, if they can get the wagons out of the way so they can do so. We think it would be a good plan to have the wagons taken out of the street as soon as they are unloaded and not left there week after week as has too often been the case, to the great inconvenience of the public as well as to private individuals; however, if merchant trains continue to arrive as fast, for weeks to come, as they have during the last month, we hardly know what they will do with the wagons, unless they take them out or the city. This market was never be-

fore as well supplied with merchandise as it is now, and the general tendency of prices is downward.

Northern Lights—On Sunday evening, the 28th inst., there was a beautiful and grand display of aurora borealis which lighted up the northern hemisphere majestically and caused many inquiries in the mind of those who witnessed the phenomena as to the cause which produced it. Much has been said and written on the subject by men who considered themselves learned and wise, but no one unaided by the light of eternal truth, has been or ever will be able to solve the apparent mystery of these remarkable appearances in the heavens which, as many believe, never occurred till after the Ten Tribes of Israel went into the north country.

A New Paper—The new paper to which we referred last week, according to our prediction, made its appearance on Saturday last, christened the Mountaineer, which was considered by the editors and proprietors—Blair, Ferguson & Stout—a more appropriate name than Shillash, though from their salutation it was evident that they were not convinced that our first impressions were incorrect. There may not be as much in a name as some have supposed, but the word "mountaineer," when articulated, conveys to us certain ideas of wilderness that we trust our friends do not intend to introduce. Without flattery, we consider their first sheet creditable to new beginners who, though learned in the law, have never before displayed any particular taste for literary pursuits.

Sorains.

S. A. Read, Cisco, Texas, writes, May 11th, 1891: "My wrist was sprained so badly by a fall that it was useless; and after using several remedies that failed to give relief, used Ballard's Snow Liniment, and was cured. I earnestly recommend it to any one suffering from sprains." 50c, 50c, \$1.00. Sold by Z. C. M. I. Drug Dept.

OPAL CLUB EXCURSION

To Ogden.

Sunday, via O. S. L. Round trip \$1.00. Leave Salt Lake 9:30 a.m. Last excursion of the season.

WALKER'S STORE

Announced—Autumn Millinery Begins Display Monday.



Out of the present into the past have gone the summer days and all throbbing with life and enthusiasm the autumnal awakening comes, gorgeous hued in rich purples and browns, brilliant greens and cerises, reds and yellows. Lavish the wealth of colors. Prodigious has fashion applied them. Hats were never more attractive. Never a broader variety of trimming ways and shapes. Attempt at description, though, will give way to invitation. The exhibit lasts three days—Monday, Tuesday, Wednesday, September 19, 20, 21. You are more than welcome to just look and try on or buy. These days belong to you. Come.

ANOTHER PRICE-TWIST ON RUGS AND CARPETS.

A harvest time for housekeepers fitting up fall furnishings. Most desirable rugs and carpets are given a second squeeze-twist of price. Be sure you do not pass them up without seeing.

Lot of Tapestry and Brussels-Ingrain rugs, sizes 9 by 12 feet each—the \$20 for—\$16; the \$12 for—\$10; the \$12.50 for—\$11.50.

Some finer rugs, 9 by 12 feet, reduced from \$12 to—\$10; 7 feet 6-inch by 10 feet size, from \$10 to \$8.

Choice Bigelow carpets, the \$2 a yard grade, will be made and laid for—\$1.55.

Splendid Middlesex carpets, \$1.75 a yard, made and laid for—\$1.25.

Upon Martin Axminster instead of \$1.50 a yard for—\$1.20.

Wilton velvet carpets, reduced from \$1.25 to—\$1.10.

TAPESTRY TABLE COVERS AND SWISS OFFERING.

Through a mistake we have just double the number of tapestry table covers that should have come to us. New, only just in, all late colorings, because of this oversight these price differences:

Eight-quarter size tapestry table covers instead of \$2.25 each—\$1.70; the \$1.75 for—\$1.25.

The ten-quarter size instead of \$3—\$2.25.

Four-quarter sizes reduced from 75c to—50c.

Lot of 40-inch curtain swiss, worth 12½ cents a yard—8c.

CARPET DEPARTMENT. TAKE ELEVATOR.

Give the Boy a Watch—Now. Free with Our Every Suit from \$3 Upward.

The excellent Ingersoll watch, guaranteed for a year. Bring it back if with reasonable care anything goes wrong within that time. Lucky the boy in need of a suit just now. A good watch added to the best made, best looking suit that tailors who know how can make and no extra money to pay. Fall stock is all in place for choosing. Sizes 12½ years to 15. Price range \$2 to \$15.

A WATCH WITH EVERY SUIT AT \$3 AND ABOVE.

Women's Pure Linen Handkerchiefs—5c Each

Just let the quality be seen and the one hundred dozen lot—all we could get—will walk out of here as fast as bundles can be wrapped. Hemstitched, pure linen handkerchiefs for women, but excellent for school children, too—5c each.

SILK BELT SALE—50c KINDS 29c. THE \$1 FOR—69c.

Two choice lots of silk belts in all the new shades of brown, orange, blue, red and so on, with small or large buckles. Monday, Tuesday, Wednesday. Those that were 50c for—29c. The \$1 kinds for—69c.

Toilet Soap and Stationery Specials.

Perfumed and glycerine toilet soaps, very popular kinds that sell always at 10c a cake, now three cake box for—12c. Pretty lot of novelty stationery, made by Hurlbut, white and tint, different shapes and sizes, quire of paper with envelopes to match instead of 40c. Monday, Tuesday, Wednesday—22c.

Walker Brothers Dry Goods Co. Walker Brothers Dry Goods Co.