

## AMERICA IN RUSSIA.

GREAT OPPORTUNITIES FOR YANKEE GOODS, CAPITAL AND BRAINS.

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

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**T. PETERSBURG.**—There are big chances in Russia for the young American who will take his foot in his hand and come over here and study the language and people. This market is beyond conception enormous. It is just at its beginning and it needs Simon pure Americans to handle American products. Every man who has tried the work in the right way has succeeded, and I know a number who have established good businesses.

I traveled from St. Petersburg to Moscow the other day with a New Yorker who was sent to Russia to sell American goods. He failed at the start, not knowing the language, but he now speaks the Russian like a native and is doing well. He was stationed in Moscow and tried to learn Russian, but he found too many English and Germans there with whom he could talk. He then asked his employers for a few months' vacation, and went to town far back in the interior and took board with the parson. There was not an Englishman nor an American within hundreds of miles, and he had to speak Russian. American readers and a Russian grammar, he paid the priest a trifle for teaching him, and as the priest's family was well educated he had plenty of practice in good conversation. At the end of a few months he had acquired a speaking knowledge of the language sufficient for him to carry on his business. He then went back to Moscow and continued his studies until now he can speak, read and write the Russian. He has married a Russian wife and his family conversation is Russian. He has been here five years and expects to stay.

### EDUCATED AMERICAN DRUM-MEAT.

The name of this man is Mr. Robert Goodchild. His business is selling American machinery, steam pumps, saw and planing mills and other things of that nature. He tells me the opportunities for the American drummer are unlimited, and this is especially so as to the Russian.

The field is open to men with capital and without. Those who understand the language and have no money can easily interest capital from home, and they can fight for the trade as the Germans are doing. The latter people have their drummers everywhere. Their great business firms send clerks here to learn the language and open houses. They have branches in Moscow, in southern Russia and in Siberia, and send their clerks out on long contracts, keeping them in the country until they are able to do the work.

I asked Mr. Goodchild whether the Russian language is hard to learn. He replied:

"It is not easy, but any smart young American can acquire enough of it to do business with. The only way to learn it is to speak with very one you meet, and if you can get into a place where you can't speak anything else you will soon acquire it. German is almost as

important as the Russian. There are 13,000 Germans in Moscow alone, and they are to be found in every town of any size throughout the empire."

RUSSIAN MERCHANTS.

The conversation here turned to the Russian as a customer. Mr. Goodchild said:

"The Russian is a good man with whom to deal. He knows what he wants and he is ready to pay a big price for it. He is suspicious, however, and will not buy without seeing the goods or samples of them. He has little use for pictures and catalogues, and as a rule he wants his goods at the time he buys them. If he can't get them at once he will often take poorer stuff rather than wait. He is accustomed to doing business on credit. He wants from nine to twelve months or longer, but he doesn't object to a high rate of interest on the deferred payments. He often pays 50 or 60 per cent profit, and I have some classes of goods on which I make 80 per cent, although the low tariff rates will cut this considerably."

CREDITS IN RUSSIA.

"How about credits? Will the Russians pay their bills?"

"Yes, they will pay," was the reply; "but they are slow. This country is in its English and Russian. It has no commercial machinery like other countries. There are no commercial agencies, such as Dun's and Bradstreet's, and the only way for a stranger to learn a merchant's standing is to employ a lawyer, who charges well for the service. The Germans have a system of their own by which they know the standing of the most of the traders. They have their agents in the principal towns, and these agents subdivide the territory surrounding them and keep reports of the financial standing of all business men in them. There are head agencies in Berlin who know the business rating of firms all over Russia. The Americans should organize an association for their own private reports, which in time would be very valuable."

"How about catalogues?"

"Any of the consuls will tell you that there is no use in sending catalogues to Russia, nor in any other way than that provided by the laws of Russia. All catalogues have to pass the censorship, and it is best to first ask permission to circulate them. About 84 cents, required for each request. A great many catalogues are sent which never get through the mail, and others are thrown into the waste basket because the people cannot understand them. Some of our manufacturing firms, such as those sending agricultural machines, understand such matters and print their advertisements accordingly."

### MONEY IN BRICKS AND WATER.

"What have you been selling," Mr. Goodchild, I asked.

"I have been selling machinery," was the reply, "and I could sell a great deal more if the American exporters would keep things in stock here. There is an opening here for pumps and windmills and also for saw mills and planing machinery. This is one of the great forest regions of the world and by far the greatest in Europe. We need all kinds

## How One American Drummer Learned Russian—Moscow Merchants as Customers—Money in Machinery—The American Shoe—Asiatic Cotton Versus Ours—How the Czar Will Capture China—New American Factories—The Street Railway Field, Etc.



Photographed for the Deseret News by Frank G. Carpenter.

### AMERICAN COTTON IN BADLY PACKED BALES.

of woodworking machines and all kinds of building implements. Take Moscow. It is growing so that about a thousand million bricks will be needed next year and brickmaking machinery is in demand. I had a chance to sell such machines, but the American makers would not send them on approval nor pay the duty. As it is bricks are made here as in Egypt in the days of the Pharaohs. They are made by hand and are very costly."

THE AMERICAN SHOE IN RUSSIA.

Consult Smith of Moscow tells me that American shoe factories could be established here and do an enormous business. In connection with them should be bootmaking machines, for the bootmaking business would exceed the shoe business about 1,400 to 1. Only the better class of Russians wear shoes. The peasants wear boots winter and summer, the officials and soldiers have boots, and even the women have boots of felt or leather. Among the most common shoes worn by the poor are straw slippers costing a few cents a pair. Woolen cloth or felt takes the place of stockings, the feet and legs being wrapped and rewrapped as though in a bandage, the cloth held on with strings.

Boots are sold everywhere at very low prices. Russian leather is famous, and the factories will have plenty of raw material. Everything is now made by hand, and there is no style about the shape of the boot. The lasts look as though they had been chipped out without regard to comfort, and the approved fashion board is of such soft leather that it will wrinkle at the instep. At present there are practically no American shoes sold in Russia. I am told that there are plenty of skilled shoemakers, and that good workmen could be gotten at low wages.

AMERICAN COTTON FOR THE SLAVS.

We are already shipping a large

amount of raw cotton to this country, but Asia is competing with us. Cotton fields have been opened in Russian Turkistan. The seed originally came from the United States, and at present the most of the seed sown is the American upland, which yields from 20 to 70 pounds of fiber to the acre. Some is grown from native seeds, but this yields only about half as much. The native cotton fields are growing. In 1887 shortly after the business was started, the amount grown from American seed was only about 28,000 pounds. This was in Central Asia. In that same district there is now grown almost 300,000,000 pounds, or enough to supply about half of the needs of the empire. There are now about 1,000,000 acres of cotton fields in Russian Turkistan, and extensive cotton regions on the other side of the Caspian mountains. The government is encouraging the industry. It has put a duty on foreign seed of about 6 cents a pound, but if it refinds this duty if the cotton is re-

## THE RAMBLES OF A UTAH MAN.

In Quest of the Picturesque, C. R. Savage Shows by Pen and Camera, Some of the Grand Sights to be Found in Colorado.

THE changes that are being wrought in the commencement of the twentieth century are not noticed very much by some very busy people; but he cannot shut his eyes to the wondrous manifestations of the energy of man, seen in the development of the western states.

The writer in the summer of 1889, when in Omaha, had occasion to meet with hundreds of disgruntled and broken-down seekers for wealth returning from Pike's Peak. Swapping of what little property they possessed for such items as they really needed. It was "Pike's Peak or bust," and busted was the condition of the returning emigrants. Colorado was then a terra incognita. Some few remained to take

their chances. Some had faith in the country. Those who possessed the grit to stay by their resolution and help to make it, were repaid for their waiting, many of them are among the well-to-do of the citizens of the plains to-day.

The vocation of landscape photography has been one of the factors to reveal to the world the many sublime and wondrous scenic attractions found in the grand mountains and valleys of Colorado. The foremost man in the western world to reveal the majestic effects seen in the canyons and mountains has been W. H. Jackson, a master hand in photographic productions. Others have done their part and produced fine work. All have helped to illustrate by the camera the little known attractions of the Silver state. Take up a railroad map of our sister state. It is ribboned over with black and red bands of iron. D. & R. G. stands for the thousands of miles reached through the system.

I regard the energy displayed by the citizen in building into almost inaccessible canyons and opening them up to the tourist and prospector as the life's blood of the country. Without railroads the attractions would have been unknown for many years to come. Maj. Hooper, the general passenger agent of the D. & R. G., has used photography more than any man living to advertise the majestic and sublime scenes such as Royal Gorge, Mt. of the Holy Cross, Toluca Gorge, and acres of others. They are to be seen in China, Japan, India, Egypt and all round the globe. I fail to know of any vocation requiring more ceaseless energy than the one of the general passenger agent.

Nothing has been forgotten that could show up the advantages of a visit to Colorado whether for business or pleasure—hunting, fishing, prospecting, health-seeking, have been spread out before the eastern people. Tens of thou-

sands have been attracted to the state, and who can say that the advantages have been misrepresented?

I spoke of landscape photography as being the handmaid of the advertiser. It has done its work as a vocation. It will soon be a thing of the past, the excellence of the reproductive art has killed the business. It has also done more—popperate and line engraving, woodcutting and lithography. All are all going out of sight. Some one told me that there were some original Indian villages on the Rio Grande near Santa Fe. This seemed a long way off, but I found myself one day in Denver on the way thither.

MORMONS IN COLORADO.

President McJannet of the Colorado mission met me there and concluded to accompany me, he tells me that the people in Denver are very kind and friendly. Their street meetings are well attended. In addition to the young men engaged in missionary work, there are four very capable lay missionaries. One of them is a good speaker, and helps fill up the street with listeners. They have several valuable pieces of real estate which is paid for by their own means. The next move is to build a mission house that will serve all the purposes of headquarters for the missionaries, as well as a hall for service. It would not surprise me if some of the Utah people would have a chance to see a few bricks toward the edifice. From new appearances, it looks as though the citizens of Denver will have a chance to learn what the "Mormon" people believe.

PAST PIKE'S PEAK.

Our route to the south takes us through Colorado Springs, past old Pike's Peak, through Pueblo, one of the growing cities of the plain, where there is a large colony of "Mormons." South of Pueblo the grand chain of mountains looms up in majestic grandeur. Westward from Cochrans Junction, the Sangre de Cristo mountains are seen. To the northwest we cross the Culebra range at Veta Pass, elevation 9,242 feet, then descended to Animas on the Rio Grande del Norte. Here we leave the broad-gauge and take the narrow-gauge for Animas, the old Spanish mules as in California cling to the little towns and hamlets. We are now in the great San Luis valley, it looks as level as a floor as far as the eye can reach, and if water was more plentiful, the agricultural product would reach enormous quantities. The highest peak in Colorado elevation, 14,483 feet, Sierra Blanca, is seen to advantage in this locality. The valley is 100 miles long and nearly 60 miles wide in the southern part. East of the railroad near Animas the "Mormon" settlements are found. Manassa is located three miles from the railroad at a station called Romeo. The elevation of the valley near this place is about 8,000 feet. This spring is a very backward one, the winters are long, but good crops are raised. The agricultural product would reach enormous quantities, it has been a hard struggle to establish colonies in this region. The first settlement was made about 23 years ago and was composed of settlers from the south. They have a large and commodious meetinghouse and clean streets, laid out at right angles. There are some elegant homes to be seen scattered about. Forage is very scarce in this region. Livestock is not a success. It is hard to raise. There are other settlements near by, Sanford and Eastdale. One gets the same warm grasp of the

exported in a manufactured state. The merchants are also encouraging cotton planting. Some of the prominent firms of Moscow sell the seed to Asiatic Russia. They established machinery there and taught the people how to use it, and agreed to buy the crops and the product.

Our cotton not only has to compete with Asiatic, but also with the Egyptian cotton. We ship a lot via the Baltic to St. Petersburg, Riga and Rival. It is very poorly received and in some of that which I have seen the bales were almost bursting. In the meantime the Russian cotton manufacturer are steadily increasing. They have more than doubled in the last 10 years, and Russia expects to make a bid for the cotton trade of both Europe and Asia.

HOW RUSSIA WILL CAPTURE CHINA.

There is considerable excitement just now about the Russian possession of Manchuria. The czar has sent the reports there will be open to all, but there is no doubt he expects to capture the trade all the same. Indeed, if Russia adopts the same methods as to other parts of Asia that she is now using in Persia, she will drive all other countries out of the market. She has now the monopoly of the cotton business of Persia, and she has gotten it by giving a bounty to her manufacturers. On every pound of Russian cotton goods sent to Persia the Moscow exporter gets an allowance of 5 cents from the government. One can save the tax, and he has 2 cents a pound profit, besides the usual profit on the goods. The English or German manufacturer has to pay full freight with no rebate and he cannot compete. This same system will be applied to China, and the result will be that the Chinese empire will be annexed to Moscow. After the trade has been captured the bounty may be discontinued and the prices will rise.

STREET RAILWAY PLUMS.

Russia has more street railway plums than any other country on the international tree. As far as electricity is concerned the empire is practically undeveloped, and the city that could get a monopoly of the concessions would make bigger profits than the United States steel trust.

The field, as far as city concessions are concerned, is enormous, and as to lines connecting towns it is beyond computation. The people here live in villages, towns, and hamlets. There are no houses standing alone on the landscape, connecting lines could go from village to village, taping a vast population. In Europe and Russia there are 100,000,000 people, there is a station for every five square miles, and in some parts of the country there is a village for every square mile.

There are many large cities, some of which I had not heard the names before. I came to Russia, St. Petersburg is bigger than Philadelphia, and it has only horse cars. Moscow is more than twice the size of Boston, Warsaw is larger than St. Louis, Odessa is as large as Cleveland, and Riga and Kiev are each the size of Kansas City.

Have you ever heard of Doda? It is one of Russia's boom towns which has grown up in the past few years. It is a great manufacturing center and it has 315,000 inhabitants. Let me give you a few towns which are new to the average reader: Khar'kov, 174,846; Vilna, 155,900; Yekaterinoslav, 121,000; Rostov-on-the-Don, 159,660; Astrakhan, 112,000; Tula, 111,000; Kishinev, 109,000; Saratov, 107,000. Russia in Europe has 12 cities of over 100,000 people, and 25 between that and 50,000. It has 115 towns which range between 20,000 and 50,000 each, 315 between 10,000 and 20,000 and 5,900 others which have a little less than 10,000, which might support electric railroads.

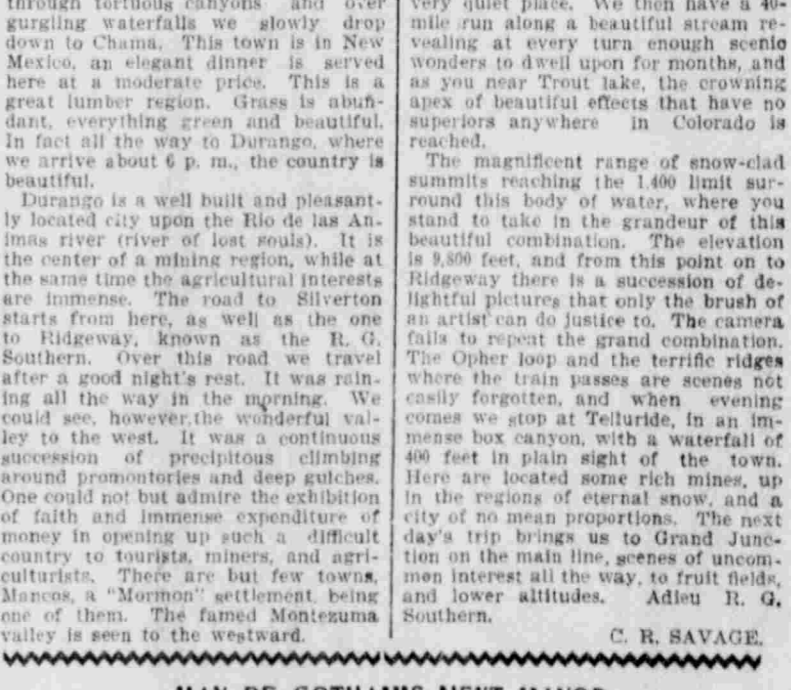
THEY WANT OUR PLOWS.

Our big agricultural implement factories ought to establish branches at Moscow and in southern Russia to increase their trade and save the duties. The Russians... are the greatest farming nation of the globe. They have the largest undeveloped country and they are the most backward of the civilized people. They have about 100,000,000 farmers with one-sixth of the world to work and they are trying to do it with machinery such as was in use before

abundant... We are back to March again. Soon we are going with the tide, the creeks are with us, and through tortuous canyons and over gurgling waterfalls we slowly drop down to Chama. This town is in New Mexico, an elegant dinner is served here at a moderate price. This is a great lumber region. Grass is abundant, everything green and beautiful. In fact all the way to Durango, where we arrive about 6 p. m., the country is beautiful.

Durango is a well built and pleasant located city upon the Rio de las Animas river (river of lost souls). It is the center of a mining region, while at the same time the agricultural interests are immense. The road to Silverton starts from here, as well as the one to Ridgeway, known as the R. G. Southern. Over this road we travel after a good night's rest. It was raining all the way in the morning. We could see, however, the wonderful valley to the west. It was a continuous succession of precipitous climbing around promontories and deep gulches. One could not but admire the exhibition of faith and immense expenditure of money in opening up such a difficult country to tourists, miners, and agriculturists. There are but few towns, Manosa, a "Mormon" settlement, being one of them. The famed Montezuma valley is seen to the westward.

### MAY BE GOTHAM'S NEXT MAYOR.



There are strong influences at work in New York City to make Jacob A. Cantor the next Fusion candidate for mayor. He is a Democrat, is now president of the borough of Manhattan and was for several terms Democratic leader in the state senate.



TROUT LAKE, COLORADO, ON THE RIO GRANDE.