SATURDAY, JUNE 27, 1903. SALT LAKE CITY, UTAH.

TRUTH AND LIBERTY.

FIFTY-THIRD YEAR.

AMERICA IN RUSSIA.

GREAT OPPORTUNITIES FOR YANKEE GOODS, CAPITAL AND BRAINS.

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

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 begin-

ning 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 has little use for pictures and catalogues, and as a rule he wants his goods know a number who have established good businesses.

Moscow the other day with a New Yorker who was sent to Russia to sell wants from hine to twelve months of longer, but he don't object to a high rate of interest on the deferred paymot knowing the language, but he now ments. He often pays 50 or 60 per cent profit, and I have some classes of goods Yorker who was sent to Russia to sell speaks the Russian like a native and speaks the Russian like a native and on which I make 80 per cent, although is doing well. He was stationed in Moscow and tried to learn Russian, siderably." 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 a town far back in the interior and took board with the parson. There was not an Englishma i nor an American within hundreds of miles, and he had within hundreds of miles, and he had to speak Russian. He had Russian 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 practise 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 ness. 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

EDUCATED AMERICAN DRUM-MERS.

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 drummers who will learn the foreign languages are unlimited, and this is especially so as to the Russian

The field is open to men with capital 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

and if you can get into a place where you can't speak anything else you will gions of the world and by far the soon acquire it. German is almost as I greatest in Europe.

(Copyrighted by Frank G. Carpenter.) | 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 coustomer. Mr. Goodchild

"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 see-ing the goods or samples of them. He at the time he buys them. If he can't get them at once he will often take poorer I traveled from St. Petersburg to stuff rather than walt. He is accustomed to doing business on credit. He wants from nine to twelve months or

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 business babyhood. It has no commercial machinery like other countries.

There are no commercial agencies, such There are no commercial agencies, such as Dun's and Bradstreet's, and the only way for a stranger to learn a mer-chant's standing is to employ a lawyer, who charges well for the service. The 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 trade. They have their agents in the principal towns, and these agents subdivide the territory sur-rounding 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 the same purpose. They should have their own private reports, which in time ould be very valuable."
"How about catalogues?"

"Any of the consuls will tell you that there is no use in sending catalogues in English nor in Russian, 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 permision to circulate them and pay the revenue stamps, amounting to about 84 cents, required for such a 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 un-derstand them. Some of our manufac-turing firms, such as those sending agricultural machines, understand such matters and print their advertisements

MONEY IN BRICKS AND WATER. "What have you been selling," Mr.

Goodchild, I asked.
"All kinds of machinery," was the re-American can acquire enough of it to do business with. The only way to learn it is to speak with every one you meet. 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 Railroad Field, Etc.



Photographed for the Descret News by Frank G. Carpenter.

AMERCAN COTTON IN BADLY PACKED BALES.

conmmon shoes wern by the poor are

woodworking machines and all kinds building implements. Take Moscow. is growing so that about a thousand million bricks will be needed next year and brickmaking machinery is in de-mand. I had a chance to sell such ma-chines, 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. Consul Smith of Moscow tells me that American shoe factories could be es-tablished here and do an enormous business. In connection with them should be bootmaking machines, for the shoe business about 1,000 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 We need all kinds of felt or leather. Among the most

straw slippers octing a few cents a pair. Woolen cloth or felt takes the place of stockings, the feet and legs beingwrapped and rewrapped as though in a handage, the cloth held on with

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 chopped out without regard to comfort, and the approved fashionable boot is of such soft leather that it will wrinking at the insted. At present there are practically no American shoes sold in Russia. I am told that there are plenty of stilled the sales are the sales as a such as the sales are the sales as a such as the sales are the sale 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 Turkestan. The seed originally came from the United States, and at presen the most of the seed sown is the American upland, which yields from 230 to 270 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 1881 shortly after the business was 1883, shortly after the business was started, the amount grown from Amercan 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 bout half of the needs of the empira. There are now about 1,000,000 acres

The merchants are also encouraging cotton planting. Some of the prominent firms of Moscow sent the seed to Asiatic Russia. They established machinery there and taught the people o use it, and agreed to buy the crops

exported in a manufactured state,

and the product. Our cotton not only has to compete with Asiatic, but also with the Egyp dan cotton. We ship a lot via the Bal itic to St. Petersburg, Riga and Rival.
It is very poorly packed, and in some
of that which I have seen the bales
were almost bursting. In the meantime the Russian cotton manufactur-ers 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

HOW RUSSIA WILL CAPTURE CHINA.

Asia

There is considerable excitement just There is considerable excitement just now about the Russian possession of Manchuria. The crar has said that the ports 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 cottop 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 experter gets an al-Persia the Moscow experter gets an allowance of 3 cents from the govern ment. One cent covers the freight, 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 rebate may be discontinued and the prices will rise.

AMERICAN FACTORIES IN RUSSIA.

Such things will necessitate the establishment of American factories here. The tariff and the bountles will make it more profitable to work the trade on the ground and already a number of our companies have such establishments. companies have such establishments. The Westinghouses have a big airbrake works in St. Petersburg. It is run with American foremen and its supplies come from the United States. They have also electrical works in south Russia and are manufacturing electrical machinery here as they are doing in England. land.

I am told the tobacco trust will extend its operations to this country and that the New York pneumatic tool company is putting up a factory at Moscow. The Singer Sewing Machine company will have \$1,000,000 establishment in St. Petersburg and its goods are already sold all over Russia.

THEY WANT OUR PLOWS.

Our big agricultural implement factories ought to establish branches at Moscow and in southern Russia to in-troduce their goods and save the duties. The Russia... are the greatest farming cotton fields in Russian Turkestan. nation of the globe. They have the extensive cotton regions on the largest undeveloped country and they other side of the Caucasus mountains, are the most backward of the civilized The government is encouraging the industry. It has put a duty on foreign farmers with one-sixth of the world to the itusians thems option of about 6 cents a pound, but if work and they are trying to do it with share of the profits, refunds this duty if the cotton is re- | machinery such as was in use before

America was discovered. The bulk of the land is in small holdings and it is only on the largest estates that modern machinery is used. The average farmer has a plow made of wood with an iron shear bound on.

Such plows as come from abroad are usually German, the American article being too expensive. Some kinds of our machinery have been admitted free, but this will not be so under the new tariff. We have the monopoly of harvesters, binders, mowers and reapers, for we make the best in the world, but the American plow, drill, cultivator and other such things are not known here, Within the past year or so a few threshing machines have come in, but at present the most of the agricultural machinery outside of reapers and mowers is of German make. The Germans sell more than \$100,000,000 worth of such machinery every year, the English more than \$65,000,000 worth, and we tag behind with a paltry \$10,000,000 or more There is a good opening here for all sorts of farm tools and farm wagons, and it is wonderful that our people do not see it.

STREET RAILWAY PLUMS.

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Russia has more street railroad pluma than any other country on the interna-tional tree. As far as electricity is concerned the empire is practically undeveloped, and the company 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 cities. There are no houses standing alone on the landscape and, connecting lines could go from vil-lage, to village, tapping a vast popula-tion. In European Russia there are 106,000,000 people. There is a village for every five square miles, and in some parts of the country there is a village or 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 bigger than St. Louis, Odessa is as large as Cleveland, and Riga and Klevare each the size of Kansas City.

Have you ever heard of Dodz? It is one of Russia's boom towns which has

grown up in the past few years. a great manufacturing center and it has 315,000 inhabitants. Let me give you a few towns which are new to the average reader: Kharkov, 174,846; Vil-na, 155,000; Yekaterinoslav, 121,000; Rostov-on-the-Don, 150,000; Astrakhn, 112,000; Tula, 111,000; Kishinev, 109,000, and Saratov, 107,000. Russia in Europe has 19 cities of over 100,000 people, and 38 between that and 50,000. It has 118 towns which range between 30,000 and 50,000 each, 315 between 19,000 and 20,000 and 3,000 others which have a little less than 10,000, but which might support

electric railroads.

The best opportunities are in Moscow and St. Petersburg, and Americans are trying to get the concessions. The Westinghouse company is after them, and among other applicants are men Verner of that city. Such concessions will be very valuable, and it is not probable they will be granted without the Russians themselves have a good FRANK G. CARPENTER.

West of Mancos the famous cliff

THE RAMBLES OF A UTAH MA

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

wrought in the commencement of the twentieth century are not noticed very much by some very busy people; but he whose lot compels him to travel cannot shut hi- eyes to the wondrous manifestations of the energy of man, seen in the development of the western states.

The writer in the summer of 1859, when in Omaha, had occasion to meet with hundreds of disgruntled and broken-down seekers for wealth returning from Pike's Peak. Swapping off what little property they possessed for such tems 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 in-

HE changes that are being their chances. Some had faith in the tem. I regard the energy displayed by wrought in the commencement country. Those who possessed the grit the company in building into almost into 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 mountain state today. The vocation of landscape photography has been one of the factors to reveal to the world the many gublime 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 filus-trate 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 thou-

Halada kanana k

accessible canyons and opening them up to the tourist and prospector as the life's blood of the country. Without rail-roads 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, Tolice Gorge, and scores 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 Some few remained to take sands of miles reached through the sys- before the eastern people. Tens of thou-

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-copperplate and line engraving, wood engraving and lithographic work, 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, Santa Fe. This seemed a long way off, but I found myself one day in Denver on the way thither.

MORMONS IN COLORADO.

President McRae of the Colorado mission met me there and concluded to ac-company 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 lady missionaries. One of them is a good speaker, and helps fill up the street with listeners. They have se-cured a valuable piece of real estate which is paid for. They have also some funds in addition. The next move is to build a mission house that will serve all the purposes of headquarters for the president of the mission and his assistants, as well as a ball for services. It would not surprise me if some of the Utah people would have a chance to fice. From all appearances, it looks as though the citizens of Denver will have a chance to learn what the "Mormon"

PAST PIKE'S PEAK.

people believe

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 Cuehara Junction the Sanward from Cuchara Junction, the Sangre de Cresto mountains are seen. To the northwest we cross the Culebra range at Veta Pass, elevation 9,242 feet, then descend to Alamosa on the Rio Grande del Norte. Here we leave the broad-gauge and take the narrow-gauge for Antonito, the old Spanish names as in California cling to the littie 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 Antonito part. East of the railroad hear Antonito the "Mormon" settlements are found. Manassa is located three miles from the railroad at a station called Romeo. The elevation of the valley hear this place is about 8,000 feet. This spring is a very backward one, the winters are long but good cross are railed. The long, but good crops are raised. The city has a new and comfortable appearance; it has been a hard struggle to es-tablish colonists 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. Lucern 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

sands have been attracted to the state. I In fact, the rainfall was unusual, everybody said. Spring had hardly commenced, someone said it had bet-ter hurry up, or the fall would com-mence before it got well under way. SETTLEMENT OF SAINTS.

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At Antonito we board another train for the end of our trip, Espanola, about 25 miles north of the historic city of Santa Fe. Once there was a large settlement of "Mormons" in this place, but the numbers have dwindled away. Only two or three families are found there now. Cause: Indians and Mexicans are poor neighbors. One gets tired of their methods, no influence can be brought to bear to have them change their system of agriculture. In irrigating vegetables, they flood the ground, thus causing the clay soil to bake.

We follow down the valley of the Rio Grande from Barranca, there are some beautiful farms in spots. The houses are those built by Mexicans-flat, mud roofed, one story structures. One is reminded when looking upon a Mexican village of the saying in the Episco-pal prayer book: "As it was in the beginning is now and ever shall be, world's without end. Amen." AN INDIAN VILLAGE.

The Indian village of San Juan is near

Espanola. They have a modern church near by, as well as a figure of the virgin, where the devout females kneel in e street. Inere are a few (wo-ster) buildings, daubed with mud, which the Indian belies were throwing on with their hands and others were smoothing no mud without trowels, with the treets, but the houses did not keep in fine. The sight of a camera frightened the women, who ran for their houses, like rats for their holes. They are call-ed Pueblo Indians; are cleanly in their ersons, and backward toward Caucas ans. They are not bothered about sanitary regulations, or electric lighting in their domestic arrangements. They have little dome shaped ovens, where hey bake their pottery, which they of'er for sale at the railroad station in
Espanola. At Fairview, the Pad e
laims to have the very oldest church
rected in the United States, but the
salm for the oldest is claimed for San

Torond a Santa Fa. One, the old mis-Tiguel at Fanta Fe. Once the old mis-sions are doctored in the style of today, their charm is lost; so with the me at Pairview. Redwood shingles have spoiled it. The charm is vanished. There is no more novelty in a doctored add mission than in an Indian dressed in

INSPIRING VIEWS.

The elevation of Espanola is near the 500 mark. Our eyes were gratified by ollage about as far advanced as in Salt Lake valley. But as we so back this advanced condition changes. Scen-

c attarctions are scarce along the Rio Grande del Norte, We start for Durango from Antonito, and along the whole tength of the road the eyes find some point of vantage, some scenic effect, the most noted being Toltee Gorge, a repetition of the Roya Gorge on a smaller scale. The little road winds in and out through tunnels and along the edges of pricipices, that inspire fear if anything should go wrong. But the road is well built, the train service perfect, the time is slow,

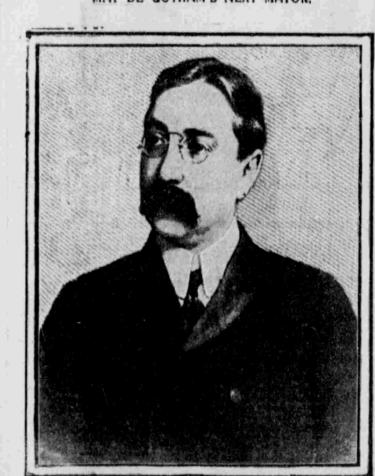
hand when visiting the people, and a | abound—no foliage. We are back to pleasant welcome is accorded strangers. | March again. Soon we are going with easant welcome is accorded strangers. March again. Soon we are going with rained every day while we were the tide, the creeks are with us, and gurgling waterfalls we slowly 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

> Durango is a well built and pleasant-ly 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 guiches. 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, Mancos, a "Mormon" gettlement being one of them. The famed Montezuma Southern.

dwellings are found. At Rico mining enterprises are at a standstill. It is a very quiet place. We then have a 40mile run along a beautiful stream revealing at every turn enough scenic wonders to dwell upon for months, and as you near Trout lake, the crowning apex of beautiful effects that have no superiors anywhere in Colorado is

The magnificent range of snow-clad summits reaching the 1.400 limit sur-round this body of water, where you stand to take in the grandeur of this beautiful combination. The elevation is 9,800 feet, and from this point on to Ridgeway there is a succession of de-lightful pictures that only the brush of an artist can do justice to. The camera fails to repeat the grand combination. The Opher loop and the terrific ridges where the train passes are scenes not casily forgotten, and when evening comes we stop at Telluride, in an im-mense box canyon, with a waterfall of 400 feet in plain sight of the town. Here are located some rich mines, up in the regions of eternal snow, and a city of no mean proportions. The next day's trip brings us to Grand Junetion on the main line, scenes of uncommen interest all the way, to fruit fields, and lower altitudes. Adieu R. G.

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 lead-



TROUT LAKE, COLORADO, ON THE RIO GRANDE.