

trade. This seems to me very poor business. There is a great deal of wasted energy in the denunciation of the word 'subsidy.' It came into our vocabulary in connection with the Pacific Mail scandal twenty years ago, got a bad name, and frightened our statesmen into doing nothing for our shipping. England has built up her steamship lines by means of subsidies. In twenty years she has paid the Cunard line alone nearly \$1,000,000, and she gives bounties to the ships carrying the mails. This is a matter that should be carefully considered and studied. We cannot compete with England in shipping while she helps her shipping interests and we do nothing. I don't say I am for subsidies, but I do say I favor some policy in the way of help that will put us on a footing with England until we can build up a shipping of our own, and make America, and not England, mistress of the seas. I think the day has come when we must consider our foreign trade. The Asiatic countries lie nearest to us, and they are now forced upon our consideration. We should turn towards the beautiful orient and gather from it trade as well as wisdom. Asia has more than 800,000,000 of people. More than half the population of the globe live on that continent. These people have backs to be clothed, stomachs to be fed and muscles to be worked. They are now, following the recent war between China and Japan, to come into competition with the rest of the world. We must have our share in the work, and in the supplying of their wants. We need closer connection with them. We must have it. In the future our trade relations with China, Japan and the east will be relatively more important than with Europe. Mark, I say relatively. As these countries adopt the manners, customs, habits and methods of our western civilization, the wants of their people will multiply, and we must be ready to meet them. China, after two thousand years, is again learning to eat flour, and cargoes of flour are beginning to leave the Pacific coast for Asia. Take the Nicaragua canal. It should be built at once. Suppose it does cost \$100,000,000. What is that? We ought to build it even if it cost more. At \$100,000,000 it would only be the paying of a shilling, twelve and one-half cents, a head for a possible customer in Asia for our goods from now on to eternity. The croakers will say: 'But we don't know how the canal should be built or where it should come out.' That is a question for the engineers and not for me. What the country wants is the canal."

#### HE BELIEVES IN RECIPROCITY.

"How about Mexico and South America?"

"I think they should be closer to us in a commercial way. We should cultivate them, and we should have their trade. I have recently returned from a 15,000-mile trip, in which I visited Mexico City and traveled through most of that country. It is a land of great possibilities, and the English, French and Germans are doing all that they can to hold its trade. The Mexicans are very friendly to us, but we do not sufficiently cultivate them nor their business. Our consuls and ministers should speak Spanish. They should, to a large extent, be commercial agents, just as those of England, France and Germany are, and should be

able to keep us posted on the wants and possibilities of the country."

"Did you meet President Diaz?"

"Yes; he treated me very well indeed. I speak Spanish, you know, and from my having lived in New Mexico I know something of the Mexicans and Mexican character. President Diaz seemed pleased at this. I was much impressed with him. He is a strong man, one of the great men of the world, and in some ways he reminded me of General Grant."

#### NEWS ABOUT WEST VIRGINIA.

"How did you come to settle in West Virginia, Senator?"

"There were a variety of reasons," replied Senator Elkins, "and one is that men, as they go on in life, naturally seek residences along the lines where they were born. I was born in Perry county, Ohio, the same county that produced General Phil Sheridan, and not far from the Shermans and Ewings. My father came from Virginia, near here, and he passed within a few miles of this place when he emigrated to Ohio. People don't understand the latitude of West Virginia. This state is in reality a northern state. It is only 100 miles from the lakes and 75 miles from tide-water. Wheeling is in the latitude of Philadelphia, and I am very near to the latitude in which I was born. Another reason was that I married a wife who is a West Virginian. I am also a natural pioneer. I was taken as a baby to the west and spent my boyhood near Kansas City, in Missouri. When I became a young man I went further west, to New Mexico, and aided in its development. I lived for years in the Rockies, and then, having made some money in New Mexico, Washington and New York, I found what I regarded a great opening for me and my boys in the development of West Virginia. The state is, you know, in many parts as wild as the west. I have my four boys here. They are learning how to do business, even while going through college, and they can live here away from cities and make men of themselves."

"You ask something about my wealth," Senator Elkins went on. "I began life as a poor boy, with nothing but my college education. I have made what I have without aid from any source. I know I am set down as a man of large wealth. This is not so. I am comfortable, and have an organized and promising business to leave my children. I am not a rich man in the sense of the rich New Yorkers, but we have a great property here in prospect and a chance to do something. We have altogether about 100,000 acres of coal and timber land, and we are rapidly building up a population along the lines of our railroad. We will probably extend our lines east and put in a branch south to connect with the Chesapeake and Ohio. We are now sending our coal and coke to the west, to the Atlantic seaboard and to Mexico, and our supply is practically inexhaustible. When we came into this region with the road, the most of it was wilderness. It now contains tens of thousands of people, and it is just on the edge of its development. West Virginia is one of the richest states in the Union, and I think it has a great future."

#### HIS OWN CAMPAIGN.

"How did you become interested in politics here?" I asked.

"I have always been more or less interested in national politics," replied Senator Elkins, "and as soon as I decided to settle in this state I resolved to do what I could to make it republican. I had had some experience as to what organization will do in a campaign. I made a study of the state, and did what I could to carry it."

"How about money? Was much spent?"

"No, none, except to secure thorough organization and get out the vote. I do not believe in spending much money in campaigns. It is corrupting and should be discouraged. The great thing in a campaign is getting the voters to the polls. Thousands of men are indifferent and some are decrepit. The party which gets out its own vote in anything like a close state is the party which wins, and that was the condition here. The Democrats had no idea we would elect anything. Senator Camden told me we might carry the state, but up to the last he laughed at the idea of our electing the legislature. I thought at that time that we would have three majority on joint ballot. When the returns came in we had twenty-nine majority in the legislature and West Virginia was a republican state by 13,000 majority. In addition to our perfect organization, the new northern element which was come in on account of the lumber and coal interests helped us, and I believe that we will make the state permanently republican."

#### THE UNIVERSAL NOW.

"Senator, you have been a very successful man. You started life poor, and you have yourself made a great fortune. I want to ask you if you think the chances are as good for money making today as they were when you began."

"Of course they are," replied Senator Elkins. "The universal and everlasting Now is full of opportunities. It fairly bristles with them. The world is just on the edge of its development. Take the matter of electricity. It promises to change everything under the sun, and its possibilities are inestimable. This country now has 70,000,000 people. It will support 700,000,000, and until it grows to that there will be innumerable opportunities and unlimited possibilities for fortunes and fortune making."

"How about the times? Has prosperity come to stay?"

"That is a question," replied Senator Elkins, "which I am not able to answer. As to ultimate prosperity, there is no doubt. As to an immediate change, I do not know. This may be merely a spurt, or it may be a steady race for the better. I fear, however, that we have before us an era of lower profits and lower wages, and I doubt whether there will be permanent prosperity until after the next presidential election."

*Frank G. Carpenter*

Judge Smith, of the superior court at Los Angeles, Friday afternoon, granted a final decree, directing the receiver of the Nevada Southern railway to sell the road to pay its debts.

There are about 68,000 gallons of grape brandy in the United States special bonded warehouses in Santa Rosa, Cal., 800 gallons of apple brandy and 1,700 gallons of peach brandy.