

OUR AUSTRALIAN MARKET.

How American Goods are Pushed on the Other Side of the Globe.

The World's Best Spenders—A Land of Short Hours and High Wages—How to Sell the Governments—Yankee Goods in the South Seas—American Cottons in Java—Tobacco in New Guinea and Flour in the Fijis—Singapore as a Market and something about the New Siam.

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

WASHINGTON, D. C., Dec. 19. The prospect is that the United States will push its foreign trade during the coming year as never before. The home market is almost glutted, and if our factories are to keep busy they must make goods for the world outside. I have described the markets of Europe, where our trade amounts to about \$1,000,000,000 a year, and I have also written of our invasion of South America. In this letter I will point out our possibilities on the other side of the globe.

OUR AUSTRALIAN CUSTOMERS.

In the first place, take Australia. American trade there is advancing by leaps and bounds, but the market is appreciated by only about two score of American firms, who do most of the business.

The field is open to all. The Australians are the nearest like Americans of any people on earth. They have the same wants, and more than that, they have the money to satisfy them. They have more than \$150,000,000 in their savings banks alone, or on the average one such account for every family. In New Zealand every family annually takes about \$25 worth of American goods, and in the province of New South Wales, the greatest of the Australian states, the sales of our goods amount on the average to \$5 per family. Think of a state where every man, woman and child is annually consuming \$10 worth of our products, and you get some idea of the favor in which our manufactures are held there. I say manufactures, for that is what Australia buys. It produces the same raw material that we do in the shape of wheat and wool and the precious metals and it has no great factories, but it is anxious to get our goods.

Indeed, the Australians spend about as much money as any people on the face of the globe. The minimum wage in many parts of the country is \$1.50 a day and in others it is \$2 a day and over. The wages of mechanics are high, and altogether the people are as well paid as any on earth.

In addition to this, the continent is run on the eight-hour basis. The people have plenty of leisure and many holidays, during which they spend money, and as a result they have a foreign trade of enormous proportions in comparison to the population. This trade amounts to about \$800,000,000 a year, and that for a people who number but about 5,000,000. The single state of New South Wales is now importing foreign goods to the amount of \$134,000,000. Victoria is buying about \$90,000,000. New Zealand \$50,000,000 and the little island of Tasmania \$10,000,000. Western Australia annually consumes foreign goods to the amount of \$32,000,000. South Australia—\$40,000,000 and Queensland, the wild west of northern Australia, is paying for foreign goods \$140,000,000 per year. All these countries are selling more than they are buying. They are laying up money as well as spending it, and are getting richer and richer every year.

THE NEW YORK OF AUSTRALIA. I wish I could take you to the New York of Australia and show you the enormous ships, lying in the harbor. There are 10,000-ton vessels from London, Hamburg, Marseilles and the other great European ports and smaller vessels from India, China, Japan and the islands of the south seas. There are 6,000-ton boats from San Francisco and vessels of equal size from South Africa. Sydney has already 500,000 people and it grows like the bean stalk up which little Jack climbed to fight the giants. Sydney stands about third among the great British cities in trade. It is only exceeded by London and Liverpool, and

it does more business than Havre, the chief port of France. Several American firms have houses in Sydney and transship our goods from there to all parts of Australia. But what do we sell away down there below the equator? A recent shipment of one of the big San Francisco steamers included 400 tons of sewing machines, 1,000 tons of fencing wire, 400 tons of roll paper, and 30,000 cases and 1,500 barrels of kerosene. There were also rifles, guns and revolvers, tons of Philadelphia lawn mowers, Chicago reapers, wagons knocked down, coffee mills and all sorts of patent medicines. Another cargo arrived about the same time, bringing 25 locomotives from Wilmington, Del., 70 tons of paper and 4,000 tons of other manufactured goods. This last shipment weighed 19,000 tons, and was valued at \$1,000,000.

OUR FARM TOOLS IN AUSTRALIA.

About two years ago I traveled over the greater part of eastern Australia. I found our reapers and mowers for sale in every town and was told that the Australians liked our farm tools. So far only the heavy agricultural machinery is being properly pushed. The McCormicks, the Deering and others of our implement firms work Australia as carefully as they do their home territory and they have to fight for every inch of the ground with the Canadian and European exporters. Nevertheless they have the bulk of the business and they make a good profit. The same should be the case with the lighter farm tools. All sorts of farm implements, plows, hoes, forks and rakes might be sold in large quantities as well as every class of American goods made of iron and steel. Our carpenter tools are popular. Seventy per cent of all the saws used in that part of the world come from the United States, and the American ax is considered the best in the market.

SALES TO GOVERNMENTS.

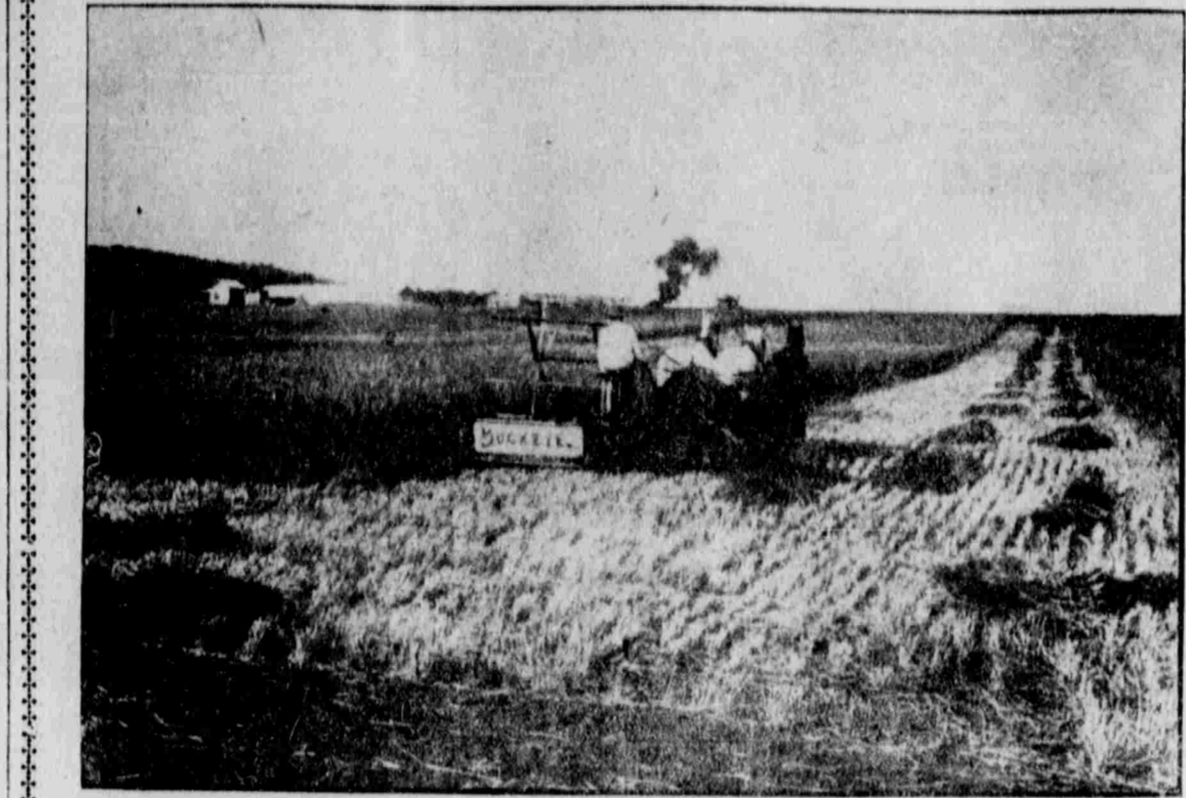
Among the biggest purchasers of Australia are the colonial and municipal governments. They control the railroads and buy in quantity for both the electric and the steam roads, so that our steel trust drummers can make big sales if they know how to work the officials. As it is now American engines are used on many of the lines and some trucks are laid with American rails. There are a few Pullman cars and other kinds of American rolling stock. Australia has now about 13,000 miles of tracks and the governments are pushing the road in different directions to develop the country.

Government sales can also be made in New Zealand, where American goods are especially favored because of the speedy filling of orders. The English manufacturer wants a year's time to supply a given number of engines, while the American will furnish them within a month or so after getting the order. This is so as to bridges, dredges and the materials for public works.

EASY FOR DRUMMERS.

The Australian field is about the easiest to work of all the fields washed by the Pacific ocean. The drummer who goes to China, Japan or other countries is bothered by the languages and the strange customs of the people. Australia is a second America. Business is done there in about the same way as at home, every one speaks English and special favors are given to commercial travelers. On most of the railroads a reduction of 20 per cent is made on drummers' tickets and there is a special rate for their baggage. At the hotels drummers are charged but \$2 a day and they are usually treated with greater respect than other guests. In all the larger cities of Australia and New Zealand you will find some Americans. Melbourne especially has many, whose fathers came in from San Francisco when gold was first discovered. Some of them made fortunes. They engaged in business and today Melbourne is called the Yankee city of Australia.

A large number of the Australian cities are now equipped with American streetscars. American shoes are sold in



Photographed for the Deseret News by Frank G. Carpenter.

AMERICAN REAPERS AT WORK IN QUEENSLAND.

Sydney and Melbourne and American shoe stores, such as are now being established in Europe, could be run in Brisbane, Sydney, Adelaide and Auckland at a profit.

THE SOUTH SEA ISLANDS.

Australia or New Zealand would make good points for the headquarters of working the trade of the South Sea Islands. This is not worth much at present, but it can be increased. American hardware, notions, food stuffs and all sorts of canned goods ought to be sold in the Fiji, Tonga, Marquesas, Society and other islands. At the present time we have steamship companies connecting us with the Fijis and the Society Islands, and in the latter group we command the bulk of the trade. The steamers go from San Francisco to Papeete, in Tahiti. They are subsidized by the Tahitian government, receiving \$30,000 annually, on condition that they make eleven trips a year. The ships are of three thousand tons each, and they leave San Francisco about once a month. The Fiji steamers are run in connection with the San Francisco line to Australia and Samoa, and there is also a Canadian line from Vancouver, which calls there on its way to Australia.

At present we have considerable trade with the Fijis. The country buys about \$3,500,000 worth of goods every year, and a large part of this is made up of timber, coal oil, dry goods and food stuffs, which come from the United States. Our hardware brings the highest prices in the Fijian markets. American axes are considered the best, and the American knife made especially for the Fijis is in great demand. The people buy about \$200,000 worth of our cottons annually, and they especially like American watches and clocks. The same things are also sold in the Tongas, and to a limited extent in New Guinea, where American tobacco is preferred by the natives. Our tobacco is sent there in sticks as black as ink and as sweet as sugar. In many parts of the country it is the most common currency, being used instead of money.

OUR DUTCH EAST INDIA TRADE.

We ought to sell more goods in the Dutch East Indies. As far as I can see the Hollanders welcome foreign exports and our commercial travelers are well treated. The cotton goods form about the largest of the imports. All of

the people dress in cotton, and when a population amounts to 35,000,000, as it does there, such imports are valuable. In Java alone there are 25,000,000 people, every one of whom has two or three calico suits. The average suit consists of two strips, one of which is thrown around the shoulders or made into a jacket; the other is in the form of a long, thin strip, which is wound up in a knot at the waist. The cottons have very loud patterns, and the Americans export and send agents there for samples of the native goods and imitate them. This is done by the English and Germans, who supply most of the trade.

JAVA'S BIG TRADE.

At present the imports of Java amount to about \$30,000,000 annually. The country is rich from an Asiatic standpoint, and its trade might be considerably increased. We buy many shiploads of Java coffee every year, and American vessels could carry out our merchandise and bring back this coffee. At present the most of our Java trade is handled by the Dutch. The Dutch residents of Java need everything used by the better classes of the Americans and Europeans. The officials receive high salaries, and many of them have houses furnished by the government. They live in grand style and are large consumers. It is the same with the owners of the factories and large Dutch estates. This has caused good stores to spring up in all the Javanese cities, and has created a demand there for the best foreign articles.

AMERICAN GOODS IN MALAYSIA.

Singapore, about two days from Java, is a good center to work the trade of the islands about. Borneo, the third largest, lies just below. You can go from Singapore to the Philippines in a few days, and there are boats several times a week for Sumatra, Siam, India and Java, as well as almost daily lines passing through on their way between Europe and East Asia.

The trade in the Singapore has a enormous trade. It handles about \$200,000,000 worth every year, and of this \$117,000,000 are imports. At present we

ACADEMY OF MUSIC.

The Academy of Music which has just been completed in Brigham City, Utah, is 48x16 feet, with fine dressing rooms and spectator's gallery. The contract price for the grounds and the erection and completion of the building and the furnishing of the same was \$35,000. The Academy of Music management opened the hall on the 12th inst., for the use of those who appreciate education and refinement. This Academy of Music is intended as a place where the young people of the entire county, attended by favorable influences, may meet to amuse, entertain and be educated.

The stockholders of the building represent the poorer class of people; a great many of them having interests limited to \$25. It is an institution that was very much needed in the county in order to keep the young and rising generation at home. Brigham City is the birth place of some of the leading dancing teachers and musicians of the west. At Salt Lake City, L. P. Christensen conducts one of the largest dancing schools in the United States; at Denver, the late Mose Christensen has a flourishing school; while at Seattle, Wash., Fred Christensen is running a splendid institution. Prof. Christensen is the manager of the Academy of Music. These men are all brothers, and have done splendid work as musicians and dancing teachers, and the people of Brigham City should be proud of them.

The academy was erected some distance from the saloons of the city so that there would be no evil surroundings. The directors of the company will insist that the law be strictly enforced prohibiting the erection of a saloon anywhere in the vicinity of this academy. Dancing in all its branches will be taught. Teaching music will be also a special feature. In the conduct of the Academy of Music the management will maintain at all times the highest standard and good repute. Christensen's orchestra will furnish music for the academy. The orchestra is also prepared to furnish music for concerts, balls, receptions or ward parties. Parties will be given every Saturday. Afternoon and evening parties will be given on Christmas, New Years day and Washington's birthday.

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world, and it will be greater in the future. The old rice mills are being replaced by steam factories, nine of which are already lighted by electricity and some by plants of American make. Bangkok has now incandescent lights, and it is paying 8 per cent dividends. There is an electric trolley, which has a capital of \$500,000 and is said to be doing well. We are now selling some machinery to Siam but our chief trade there is in kerosene and flour. About all the

flour used comes from the United States, but it is brought in by the Germans and English so that it is not credited to us in the statistics. Siam is now buying about \$12,000,000 worth of foreign goods every year, and she ought to take more from the United States. The Germans are the most aggressive in pushing their trade. They recently bought some of the chief English steamers calling at Bangkok, and at present the greater part of the imports are carried in German bottoms. FRANK G. CARPENTER.

THE PRESIDENT AND THE LAND LAWS.

The public land frauds and the question of land law repeat come in for a good portion of the president's message. The president reiterates and emphasizes his statement of last year that the remaining public lands should be held inviolably for the use and benefit of the genuine homemaker. Realizing the increased public attention which has been drawn to the subject he announces the appointment of a commission consisting of W. A. Richards, commissioner of the general land office; Clifford Pinchot, United States forester, and Frederick H. Newell, United States hydrographer, to submit a report on the irrigation service, to submit a report on the operation of the timber and stone act, the commutation clause of the homestead act and the desert land act. This commission is now at work, and it is hoped will make a speedy report to the president, which will enable him to present the matter to Congress for action.

There is but little question as to what the report of this commission must be. Too much testimony has been presented,

during a period of hot months but years showing not only the great violations of these laws, but the more startling fact that by reason of their fundamental defects it has been impossible, since their enactment, to prevent frauds under them. There is no participation in this question. It cannot be said by any one or politicians that the other crowd has not administered and enforced these laws. There have been some pretty good administrations of the general land office and some pretty good administrations during the past twenty years and yet enormous frauds against the people have been continuously committed under these laws. The great Miller and Lux cattle ranch in the San Joaquin valley of California was so acquired under the desert land act, and it was a great tract of 20,000 acres controlled and operated by two people, instead of being settled up into thousands of small farms from five to forty acres each.

The next move is for a quick and full report on the part of this commission which will throw any additional official light possible on the question. So long as matters are delayed the public lands are disappearing into the maw of the grabbers at the rate of two million acres a month.

PREPARED FOR IT

Ambassador Choate, at a dinner given recently in London to J. M. Barrie, condemned the browbeating manner with which some lawyers examine inoffensive and honorable witnesses.

"These witnesses," he said, "are foolish to put up with what they do. They deserve respectful treatment, and they should resent rudeness from a cross-examining lawyer, the same as they would resent it from a huckster or porter. I saw a very intelligent, honest looking farmer, once undergoing a cross-examination of the severest sort. The farmer had happened to see a young woman murdered, a thief and a forger. The lawyer hurried at him finally:

"How far was it from where this woman stood to the track?" "Four yards, two feet and seven inches," said the farmer, looking at the lawyer. "How dare you, sir, be so precise. How do you know it was just that distance?" "I know it," replied the farmer, "because I measured it, expecting that some fool would ask me."

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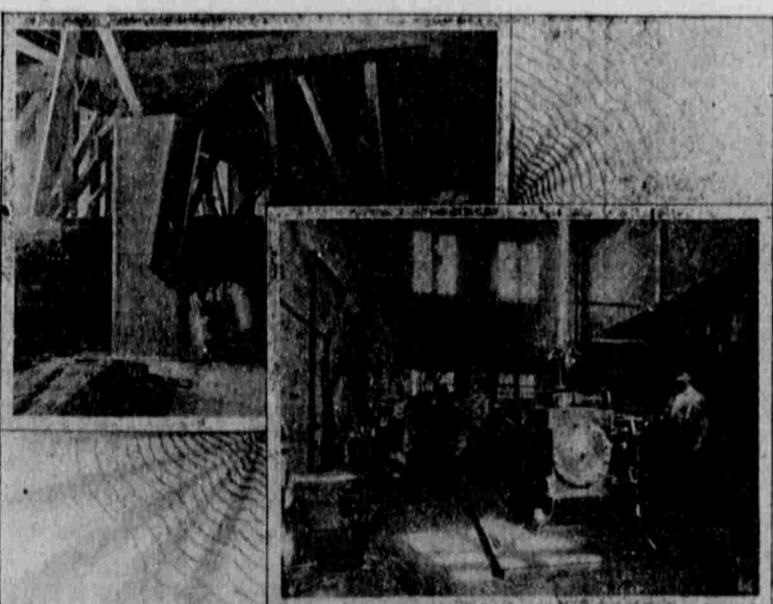
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