

# South America's Foreign Trade

The American Invasion of Our Sister Continent and How it is Opposed by the Great Nations of Europe.

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

WASHINGTON, D. C.—South America's trade is a big red apple, for which the nations are scrambling. They would like to annex new territory, but the Monroe doctrine prevents that, and so they are doing what they can to gobble the commerce. The Germans are the most anxious and have put in the most money. They have \$150,000,000 in Brazil and \$300,000,000 in other parts of South America. They have \$30,000,000 in the nitrate mines of Chile, \$10,000,000 in Venezuelan railroads and an enormous amount in mines, farms, banks and factories all over the continent.

## OUR INVASION OF BRAZIL.

But let me take you from country to country and show you what is going on in the way of foreign investments and trade in the other half of our hemisphere. We shall start with Brazil. That country contains about half of all South America, and more than half the people. It has all sorts of land and almost every kind of climate and produces the bulk of the coffee of the world, and most of the coffee consumed by the world, and is about the richest undeveloped part of the globe.

## WEST DEUTSCHLAND.

In the states further south the English and Germans have cotton and sugar factories and the lower part of the country is almost entirely given up to the Germans. There are provinces in southern Brazil, which have a better climate than most parts of the United States. They have wheat and pasture lands as good as any part of the Argentine, and their meat factories turn out millions of dollars' worth of dried beef every year.

## IN BRAZIL'S COFFEE REGIONS.

There are Germans in the great coffee provinces a little further north and also many Italians and English. The biggest coffee plantation of the world is owned by an English syndicate. A large part of the exporting of the coffee is in the hands of Americans. Our leading firms have houses at Santos and they largely control the coffee trade of the interior.

In this part of the country the Germans and English are interested in railroads. The Germans have also planned lines for the upper Amazon, and they are talking of building one along the coast from Pernambuco to Rio de Janeiro. As it is now they have about the best steamship connections with South America. There are five great German steamship companies which trade with Brazil and other parts of the continent, enabling German exporters to have the lowest freight rates, and connecting the continent as closely with Germany as with any other country in Europe.

## MEAT AND WOOL.

The English and Germans are interested in the exportation of meat and wool. Argentina has 100,000,000 sheep, and it has frozen-meat establishments

sources. It is the largest body of good land on the globe where edible grain can be raised and gotten to tidewater. The country is in its infancy and already has a trade of \$200,000,000 a year. The bulk of this business goes through Buenos Ayres, one of the most thriving commercial centers of the world. Buenos Ayres has now almost 1,000,000 people. It is a city of rich men, of syndicates and banks, some of which have deposits running high into the tens of millions.

The Argentine is a land of great estates operated with fine machinery and run with large capital. Outside Australia it has the biggest sheep farms of the world, and it leads the world in fine cattle. At present it produces about 80,000,000 bushels of wheat in a season, and of late it has begun to turn its wheat into flour. It has now more than 1,000 flour mills, many of which are equipped with machinery from the United States. More land is put into wheat every year, and it is said that at the low rate of 10 bushels an acre its wheat lands, if they were brought under cultivation, could produce more than half of the present wheat yield of the world.

The possibilities for trade here are enormous, and we have only a limited share of the business. There are thousands of Europeans living in the country, and they throw the trade, as far as possible to their fatherlands. The Germans in Argentina number 37,000, the English 22,000, the French 100,000, Spaniards 200,000 and Italians 500,000. The Italians lead both in Buenos Ayres and in the country. They form more than

## MODERN MYSTIC.



MME. GEORGES JOYAU (LUCIE FELIX FAURE).

She is attracting much attention by her mystical works on "Religious Germany" and "Religious England." During her father's presidency she was widely known as the lady of the Elysee palace.

one-eighth of the whole population, and they have a large part of the business. They are rapidly acquiring farms and are engaged in banking and other business in Buenos Ayres.

## HELPED PANAMA SECEDE.

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## AMERICAN GOODS IN BRAZIL.

Nevertheless, American goods are rapidly making their way into Brazil. Nearly all the lard, bacon, salmon, lobster and other canned goods of the Amazon come from the United States. They use our flour and our kerosene, and we lead there in the sale of hardware and tools.

Some of the railroads of Brazil are using American engines. There are electric railways in Santos equipped with American rolling stock, and our typewriters and sewing machines dominate the market. The American bicycle is considered the best high-priced machine south of the equator, and our firearms are in great demand. In some places American furniture is making its way, although the Austrian beetle-wood still practically controls the market.

## IN ARGENTINA.

The Argentine Republic is less appreciated than any other part of South America. It is almost impossible to conceive the extent of its natural resources. It is the largest body of good land on the globe where edible grain can be raised and gotten to tidewater. The country is in its infancy and already has a trade of \$200,000,000 a year. The bulk of this business goes through Buenos Ayres, one of the most thriving commercial centers of the world. Buenos Ayres has now almost 1,000,000 people. It is a city of rich men, of syndicates and banks, some of which have deposits running high into the tens of millions.

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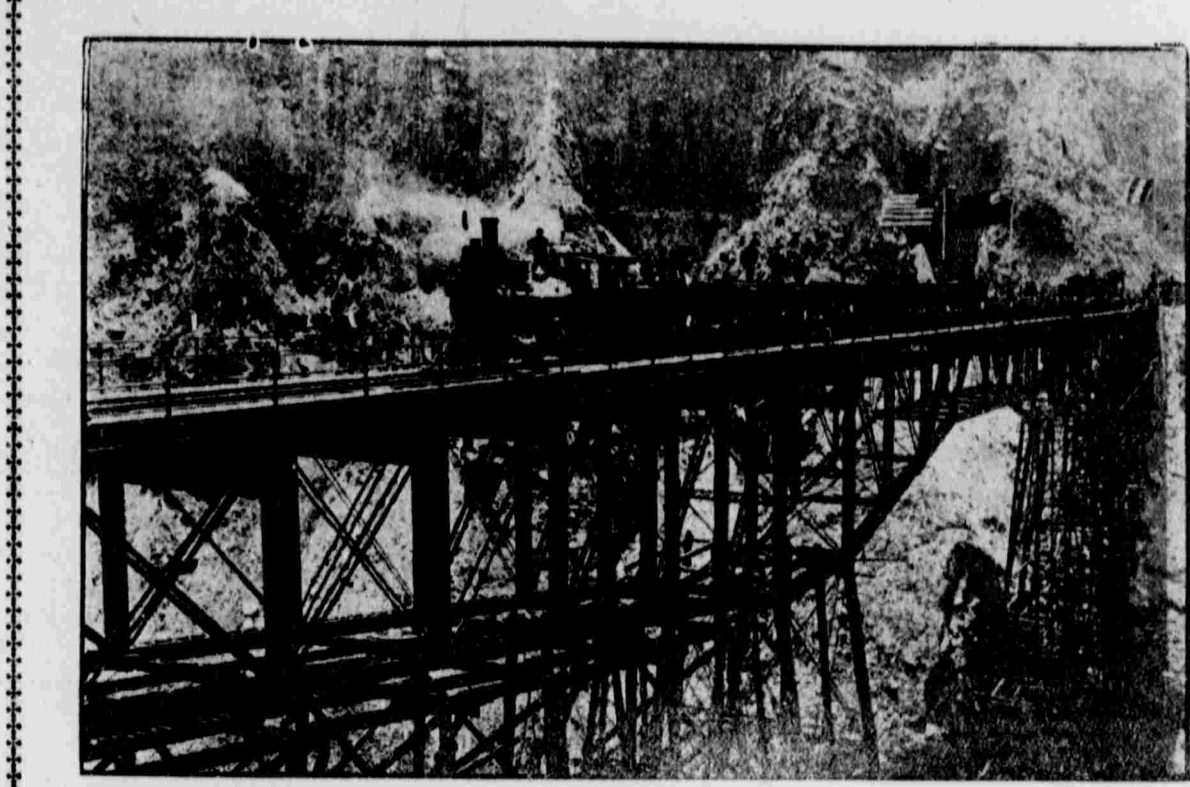
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Photographed for the Deseret News by Frank G. Carpenter.

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from where their goods come, but they want the best and the cheapest. It would pay to establish an American warehouse in Buenos Ayres and keep American goods on display there. As it is we sell Argentine agricultural machinery, sewing machines, typewriters and revolvers. I saw American windmills on the Patagonian pampas and have eaten American canned stuffs far up the Panama valley.

There is an enormous field for our farm tools in Argentina. American plows are needed and all of the smaller kinds of farming machinery, as well as steam plows. The upper part of the country is developing a sugar business, and our sugar milling machinery could be sold there. There is a big opening, too, for the American shoe as well as for all sorts of American clothes.

## FURNITURE AND STEEL.

The Argentines are now putting their flour up in paper bags, although barrels are preferred, and I am told that American barrels could be sent to the knock down at a big profit. The same is true of Grand Rapids furniture and office supplies. The country uses an enormous amount of galvanized iron both for roofing and walls, and the industries are being rapidly increased in fences of barbed wire. Railroads are being built, and the United States Steel Trust is probably getting its share of the new orders.

The great trouble there, as in Brazil, is in the lack of banking and shipping facilities. There should be an American bank in New York, with branches at Buenos Ayres, Rio de Janeiro, Montevideo and others of the large cities. Such a bank would get the bulk of the American business, and would probably do well from the start, as all foreign banks have a good business.

A fast line of American steamers should be inaugurated to trade between New York and Buenos Ayres. It could make the trip in 17 days, and it would have a large part of the carrying trade of eastern South America, which amounts to more than \$100,000,000 a year.

## PARAGUAY AND URUGUAY.

The whole valley of the Rio de la Plata will be opened up in the future.

## The King Hardware and Stove Co.

Special city agents for JOHN VAN RANGE and Good Luck Stoves and Ranges. Everything in Builders' Hardware and House Furnishing Goods. Oil and Gasoline Stoves. See our Automatic Refrigerator. The New Hardware Store, 165 Main St. Old Scott-Stevens stand.

## AMERICAN TRADE WITH THE ARGENTINE.

Our trade in the Argentine is increasing, but the field is not half worked. We know little about the country or people and they know but little of us. At present their trade relations are almost altogether with Europe. You have to wait weeks to get a direct ship to the United States, but you can start almost any day for Europe. The Argentines are cosmopolitans. They care but little

and the trade of interior Brazil will pass through it on its way out to the sea. At present we sell much to Uruguay, and we might sell more if the trade were properly pushed. That country is one of good credit. It is on a solid basis, the Uruguayan dollar being worth more than our own. The Uruguayans have about the same wants as those of the Argentines, and similar goods are in demand.

Paraguay is exceedingly rich, but far behind the times along every line of development. The country has only about 200,000 people, but it could easily feed 7,000,000, and at present not one acre in 20 is under cultivation. The land is one of rich pastures, a fine climate, and great possibilities in the raising of fruits. The oranges grow wild in its woods, and all sorts of tropical fruits can be raised for the markets of the cities further south. At present most of the cottons and wools come from England and Germany, and it is the same with hardware, though much of that now sold is made after American patterns and marked with American trade marks. All over South America our hardware is considered the best, and the Yankee revolver, ax and sewing machine bring the highest prices.

## OUR TRADE WITH CHILE.

Crossing the continent to the west coast the most promising country is Chile. It has 3,000,000 population, and its inhabitants are the most advanced in business and enterprise of the South American continent. It has a number of good-sized towns. The capital, Santiago, has now about 300,000, Valparaiso has 132,000 and there are a number of other towns ranging in size from 5,000 to 15,000.

Chile is a land of rich men. There are scores of great estates, more than 20,000 persons each owning a farm of 100,000 acres and upward. Some single plantations are worth a million dollars, and many of the land owners are millionaires. On some of these farms the finest of agricultural machinery is used, including steam plows and steam threshers.

The owners know what good machinery is, and a large quantity of our farming implements are sold. We also sell mining machinery in the coal and silver regions, and windmill machinery along the edge of the desert. We have furnished a vast amount of rails and rolling stock for the railways of Chile.

## FOREIGNERS IN PERU.

Both the English and Germans are doing a big business in Peru. The greater part of the coast lands are desert, but the irrigated valleys, fed by the snow waters of the Andes, have rich sugar plantations, which largely belong to the English. Many of these are equipped with American machinery. One plantation, which has buildings costing over a million dollars, buys all its machinery of Philadelphia firms. There are several American syndicates interested in Peruvian mines. One largely composed of New York and Philadelphia parties has coal mines in the Andes and has projected a railroad to bring the coal down to the sea. The engineers are, I believe, now on the ground. Another syndicate has large silver mines and there is an American smelter back of Lima on the Oroya railroad, about fourteen thousand feet above the sea. This railway, which is the highest of the world, was built by an American, who constructed some of the chief roads on the western coast of the continent.

An English syndicate has a concession for five million acres lying on the eastern side of the Andes, which it proposes to turn into coffee and rubber plantations. A large number of trees have been already set out.

## BOLIVIA AND COLOMBIA.

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American Goods Along the Amazon—What the Germans Are Doing in Southern Brazil—Their New Railroads, Steamships and Banks—The English and their Syndicates—In the Coffee Regions—Argentina and its Exports—Wheat Field Which Can Supply Half the World—Chances for American Goods in Chili and Peru—How Business is Done—Something About Colombia and the Effect of the Panama Canal.

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