DESERET EVENING NEWS: SATURDAY, OCTOBER 31, 1903.

OUR COMMERCIAL GLOBE TROTTERS

(Special Correspondence of the Deseret News by Frank G. Carpenter.) ւլ, դորորվորվորվերերերի հետերիների անանանաներին աներաներին են հետերիներին հետերիներին հետերիներին հետերիների հե



Photographed for the Deseret News by Frank G. Carpenter. HONG KONG AND SHANGHAI BANK.

What will it cost?

What will it cost? It depends much on the man, the time and the route. You can get a ticket to go directly around the globe, calling at the ports, for \$600. I venture you can go much cheaper by the Trans-Siberian route, for the face on that callend is the cheaper by the

that raile and the chapest long dis-tance fare in the world. It costs only \$128 from St. Petersburg to Vladivos-tock, a distance of almost 7,000 miles and the rates going south to Dalny or

and the rates going south to remain the Chinese Eastern railroad are equal-ly low. The cars are excellent, and on the fast express they are as good as any in our country. There are good

any in our country. There are good restaurants at the stations, and many

countries of Asia. Any good trip will need at least six months, if the man works the chief places on the way, and MBURG. -- The American drummer is the globe trotter a year is none too long for a business tcip around the globe. of the future. His sample trunks are already packed and he has begun to girdle the THE EXPENSE ACCOUNT.

earth. I have met his advance guard here and there all over

22

the world, and have frequently traveled with him watching him work the ports en route, now and then making long trips into the inter-1 remember an Ohio man from Zanesville who took big orders for American tiles and porcelain in China and Japan, and who, when I left him, was about starting out to Java and Australia. With him was a Philadelphia drummer who was selling fancy wall paper and stationery going around the world placing orders at every port. In South America I traveled 2,000 miles with a smooth-faced Yankee, who was selling American coal to the gov-ernments and business men of our sister republics, and hob-nobbed with an agent of an American patent plane-playing machine, which he was placing at high prices in Peru. Chile, Argentua and Brazil. I have met our drummers in Siberia, Mexico, northern Africa. India, Egypt and Greece, and have watched them sell goods in all parts of Australis, New Zealand and the islands of the Southern Pacific. They are fast times it drops to \$2 and sometimes goes up to \$50 or more, but the average on a long trip is just about \$10. Hotels are much the same the vorl 1 over if you demand the same the vorl 1 over if you demand the same accommo-dations. The Grand hotel in Yokohama charges \$4 or \$5, and the Orient of Ty-kyo, the same. The Astor House at Shanghai is about a \$4 a day hotel, and so is the Hongkong, at Hongkong. Now and then you will find an out-of-way place where you can get a \$2 rate, but as a rule your hotel expenses from San Francisco on around to New York will run from \$2 to \$5 per day, and you will get in good service and excel-lent food the worth of your money. Interpreters will cost you about \$2 a day, more or less, according to the place, and carriage hire will be much of the Southern Pacific. They are fast growing in number, and are rapidly increasing the amount of our foreign

AROUND THE WORLD.

Indeed a good American salesman can now plan out almost any kind of a tour and make it pay. The right man can encircle the globe and sell and can encircle the globe and self enough goods at the ports to make his expenses and salary. If he has only the proper address and the proper things in his sample trunks he will not lack for customers. There are a half dozen routes which he can take and do a big business. He can go from New How the American Drummer Goes Around the World Selling Goods-What the trip costs and how it is made-\$10 a Day-Our Drummers in Japan-How to Work China-American Wares in Singapore and Java-Selling The Siamese at Bangkok-Wite Sample Trunks in India-Burmah and Ceylon-The Egyptian Market in 1903-Something About Other Mediterranean Countries.

let us first look at Asia, going around the world westward from San Francis-co. The drummer who is to merely call at the ports had better take a through ticket to Hongkong, with per-mission to stop off en route. This will cost him \$200 civing hom sea travel of cost him \$200, giving him sea travel of twenty-odd days. The first week takes him to the Ha-The first week takes him to the Ha-wallan Islands, where he stops over a steamer landing at Honofulu. The city is now an American one and it has an excellent high-priced hotel. Our goods are thoroughly known, the islands buy-ing something like \$15,000,000 worth of them every year, so that it should not be hard to get orders.

と事件 IN JAPAN.

Leaving Honolulu, eight or nine days brings the salesman to Yokohama, Jabrings the salesman to Yokohama, Ja-pan. This is a large city, lying with-in fourteea miles of Tokyo, the capital. Both towns can be worked from Yoko-hama and both should furnish consid-erable trade. Yokobama has electric lights, telephones and many modern improvements. Tokyo is one of the livelk st business ckies of the orient, and the Yankee drummer will deal with old Japan as well as new; and if he has big business in hand he may make contracts to supply the government.

contracts to supply the government. From Tokyo it is just about a day' ride to Osaka, in central Japan. Thi ride to Osaka, in central Japan. This is a manufacturing city surrounded by thriving towns, in most of which Amer-ican goods could be sold. Thence it is only an hour from Kiota, the old capital, and an hour in the other di-rection will take the salesman to Kobe, where he can catch his steamer for Nagasaki, the chief commercial port of the western part of the Japanese em-pire and the port of embarkment for China. This

China. China. It will be well for the drummer to hire*a regular guide at Yokohama to go with him and interpret for him dur-ing his stay in Japan. The cost will be \$2 a day and expenses. The guide will dress in European clothes, and will act as valet and general assistant as well as interpreter well as interpreter.

HOW TO WORK CHINA.

It is only two days from Nagasaki to Shanghai, and Shanghai is the commercial center of the Chinese empire as far as foreigners are concerned. It as far as foreigners are concerned. At is a beautiful city, with several good hotels. Traveling about is done in the jinrikisha, a little carriage pulled by men, at a cost of 10 cents an hour or 5 cents a trip. A second jinrikisha will convey the ordinary sample trunk, or one can have it carried by men on or one can have it carried by men on coles which rest on their shoulders. There are sample rooms at the hotels Shanghai has large business houses which have their agents at all of the treaty ports of the Chinese empire. There is one good firm, known as Mus-tard & Co., which has the most of the

and although it has many poor, it has millions of rich, some of whom buy bleycles, cameras and sewing machines. The graphophone and phonograph can be found in Shanghai, and al-so men with whom orders' for railroad materials and heavy machin-ery may be placed. Much of the busi-ness is with the provincial govern-ments, the several viceroys buying for their respective states. If the drummer goes into the inter-for he will need a Chinese servant who speaks pigeon English to take care of to Bangkok from Singapore. The trip can be made in a few days, and a good man could work the town in two or three weeks. Bangkok is a big city on land as well as on the river. It has many floating houses, but the palaces and hotels are on the mainland. There are electric lights, telephones and an electric streetcar line all run with are electric lights, telephones and an electric streetcar line, all run with American machinery. American goods are popular. Our imports last year gained 72 per cent and there is a steady sale for our flour, tools and machinery. There is no reason why we should not sell cotton and all sorts of foodstuffs. When I visited Siam some years ago the Oriental was the best hotel. It is situated right on the Menam river, with windows opening out upon it. There is no glass in the windows, but the

for he will need a chinese servant who speaks pigeon English to take care of his baggage and interpret for him. He can get such a man for about 50 cents a day and the man will board himself. On the coastal steamer this servant can travel free, and also on the river boats, provided he is accom-panied by his master.

HONGKONG AND SOUTH CHINA.

From Shanghai the drummer can go From Shanghai the drummer can go north and work Corea, Russian Man-churia and North China, and if he wishes can take the train there and cross the Trans-Siberian railroad to Europe, or he can go south to Hong-kong on the old regular route around the world.

the world. Hongkong is practically an English city, aithough the great majority of its people are Chinese. It has English officials, English banks and East Indian policemen. There are four hotels run by Englishmen, and one can get along with the English tongue. The city does an enormous trans-shipping business, and it has many agents which trade with the islands and countries about, so that sales can be made which will go to all parts of south China, the Philippines and elsewhere. There are ships almost every day from Hongkong to Manila, and a couple of weeks will enable the American drummer to work that city at a com-mercial profit.

mercial profit

Canton, the big commercial center of south China, can be reached by a day's ride up the Pearl river. It has more than a million iphabitants and is noted for its wealth.

SINGAPORE AND JAVA.

The trip from Hongkong to Singa-pore takes four or five days, landing you at the half-way station around the world. Singapore has a foreign busi-ness of about \$150,000,000. It is the gate to half a dozen different countries oud the deuminer can blace orders here best of machinery and machine There is an enormous number of gate to half a dozen different countries and the drummer can place orders here for the islands about. He can send goods to Borneo, Sumatra or Java. It may pay him to go to Java. The trip to Batavia takes only about two days, and once landed he can get railroad trains to any part of the Island, giving him access to its 25,000,000 people. The governors of Java are a lot of rich Dutchmen who live up to their in-comes. They have fine houses and they want all the luxuries. There are many factories owned by the Dutch, and our mechinery salesmen have a chance at elling

machinery salesmen have a chance at big orders. This is especially so in milling machinery, and in implements for su-gar, tea and coffee factories. The Javn hotels are good, those of the interior costing only \$2 a day, with free gin cocktails for luncheon and dinner.

in addition, have to have an extra | 8,000 Europeans and Americans in Cairo every winter, and the most of these are rich men who go there for their health hand now and then to care for his sam-

The distance from Calcutta to Bombay is something like 2,000 miles. It is almost as far as from New York to Salt Lake. There is a good railroad con-necting the two cities, and the trip can be easily made. Among the chief business men in Bombay are the Par-sees, who deal extensively in American

BURMAH AND CEYLON.

The salesman can stop at Rangoon on his way to Calcutta if he takes the British India line, and this will give him a chance to work Burmah. Ran-goon has about a quarter of a million population. Gen. Grant said it was bound to be one of the greatest ports of the world, and it is fast becoming so. It is the gateway to a country at time of the world, and it is fast becoming so. It is the gateway to a country six times as big as the state of Ohlo, with 10,000,-000 people and with some of the richest soll of the far east. Mandalay, a city of 183,000, the old capital of Burmah, can be reached by rail from Rangoon. Another way to Calcutta is via Cey-lon, where there are about 3,500,000 peo-ple, including 10,000 Europeans. The chief port of Ceylon is Colombo, a city of 160,000, lighted by electricity and having all modern improvements. The

having all modern improvements. The hotels are good.

OUR GOODS IN THE MEDITERRA-NEAN.

situated right on the Menam Fiver, with windows opening out upon it. There is no glass in the windows, but the climate is warm the year round. The only objection I had to the place was the lizzards; they crawl up the walls and are liable to drop in one's mouth if he sleeps with it open. The ordinary American drummer will go from Bombay to the Gulf of Suez, crossing the Red Sea and Suez canal, thus making his way into the Mediter-anean. He can if he wishes stop at the town of Suez, and ship his sample trunks direct to Cairo by rail. In Cairo be will God a large foreign colony and he will find a large foreign colony and many native and Greek merchants who

After working Cairo the drummer will make his way down to Alexandria by rail, whence he can visit Palestine and Asiatic Turkey. About one day by steam will bring him to Jaffa. There is now a railroad from Jaffa to Jerusalem and a few hours there might result in some sales to the Jews and result in some sales to the Jews and Turks of that city.

or pleasure.

At Beirut, the port, for Damascus, there is a good chance to sell American goods. Our agricultural implements, leather, pumps and canned stuffs are said to be in demand there, our hard-ware is much liked and the country is such that the American window such that the American windmill is needed.

or pleasure. Egypt is in a prosperous condition. It has been building new railroads, and there are 800 miles of light railway lines on the Egyptian farms in addition to the trunk lines, which do a regular freight and passenger business. There is an electric railroad in Cairo and one which connects Cairo with the pyra-mids. All sorts of electrical machinery is in demand and also our hardware and farm tools.

It is the same in Smyrna and other places in Asia Minor and all the ports of the Mediterranean sea. By the time the drummer reaches this part of the world he should have his order book pretty well filled, and he can take hoat for Italy or the Strait of Gibraitar and thence in one week go directly home to New York.

New York. FRANK G. CARPENTER.

A Thoughtful Man.

M. M. Austin of Winchester, Ind., knew what to do in the hour of need. His what to do in the hour of heed. His wife had such an unusual case of stomach and liver trouble, physicians could not help her. He thought of and tried Dr. King's New Life Pills and she got relief at once and was finally cured. Only 25c, at Z. C. M. I. Drug Store.



Buttered Toast

BREAKFAST. Fruit

LUNCH.

Tea

TUESDAY. BREAKFAST.

Lyonnaise Potatoes Coffee LUNCH.

> Tea DINNER.

do a big business. He can go from New York to Europe and thence make his way eastward, coming out at San Francisco, or he can leave the United States on the Pacific slope and take in Hawaii, Japan, China and India and come or around through the Suez canal to Hamburg, Liverpool or London. An-other good route is over Germany to Moscow and thence east along the Trans-Siberian railroad to the great an go from New

country his sample trunks will most as much as his fare. He will of-ten have to have them carried on the shoulders of men, but as the men will cost him not more than 10 cents aplece, this will not matter.

OUR DRUMMERS IN ASIA.

day, more or less, according to the place, and carriage hire will be mach

lower than it is at home. As to extra baggage, the drummer

will have none to pay on the steamers.

American trade. It will pay the drummer to call on such houses and, if pos-sible, work through them or sell to them. They know the field, and can handle goods much better than a stranmuch better than a stranger. The kinds of goods that can be sold are many, including almost every clas of notions, dry goods and food stuffs

I can give you a better idea of the The Chinese empire has something business by taking you over the field. like five hundred million inhabitants, The best way to sell Siam is to

DRUMMING SIAM.

will interpret for you in your business, will wait upon you at the table at your hotel and sleep in front of your bed-room door on the floor at night. You will pay him about 5 cents a day and traveling expenses, but as he will al-ways take a third or fourth-class car the extras will not be much. There should be no mistake about this matter, the American drummer cannot get along without such a man, and he may, Cercal Bacon Omelei

HOW TO SELL GOODS.

THE AMERICAN SALESMAN IN

INDIA.

Rice Muffins Dinnern. Tomato Consomme Chicken, Kentucky Style Sweet Potatoes Boiled Rice Tomato Salad, Mayonnaise Apple Chariotte Cheese Coffee Fruit : Cereal Cream* Poached Eggs on Brolled Ham Hot Bischit Cranberry Sauce Roast Veal, Brown Sauce

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Creamed Lobster on Toast Entire Wheat Muflins, Peach Short Cake Widoned Cream Chorolate To Broil a Pheasant or Prairie MONDAY.

Chicken.

Scald and skin the bird, carefully cut off the breast, cut up the joints, removing all the shot and parboil all except the breast, which is quite tender. When the meat is tender enough to pierce with a fork, take out, rub with butter, sprinkle with salt and pepper. Season the breast and broil over a clear, strong fire. Spread with butter, place with the other parts in a baking pan and set in the oven until all are a light golden brown, but not dried up. Serve on toasted slices of hom-iny, rice or slices of fried mush. French Fried Potatoes bast Coffee Cold Turkey Sliced ns Cream Layer Cake

Quail a la Royal.

Qual a la Royal. The source of the second state of the second sta



but find that Shredded Wheat Biscuit is the only food that I do not tire of and the only one when used constantly that agrees with me." ETHEL M. SECOND, Ripley, N.Y.



OUR COMPANIES:

The Hartford, of Hartford, Ct. North British & Mercantile, London and Edinburgh. Pennsylvania, of Philadelphia. Teutonia, of New Orleans. Hamburg-Bremen, of Hamburg, Germany. Accident Department and Royal Exchange Assurance Corporation, and THE HOME FIRE INSURANCE CO. OF UTAH.



The second night out one is booked to sleep at the vilage of Lituain, a ride of chip is miles through charming scenery. There is a possible grawback, however, in the Licuain river, which must be forded several times and is likely to be rather high. There is a road on the left of the river, but travelers are warned to take to the water instead, for there are vast swamps on that side, with quicksand treacherous enough to engulf an arary; and besides, one must pass through the unfenced hacienda of Antagucea, which is celebrated far and near for its wild cat-tic. Nobody goes over that dangerous road if he can possibly avoid it, there be-ing no place of refuge should be be at-tacked by the bulls. Fancy a party of peaceable onited States tourists, includ-ing two women, riding quietly along on mule-back, when a herd of wild cattle came charging full tilt upon thom, and not a well or tree or bush to hide be-hind. In the vacinity of the hot springs there acrea ere of plump mashrooms, and no passetby whose paints has been prop-erly educated will fail to secure a supply for his evening meal, whence he takes it are to give the play an elumented Italian. Senor Don Francisco Margina. The third night one steens at "Tinta"--a hasienda owned by an elumented Italian, senor Don Francisco Margina. The toget the play are steens at "Tinta"--the road thereto hes through an ancient Indian vilage called facens, built within the castle of an estima hearty welcome. The road thereto hes through an ancient Main vilage called facens, built within the paince built by the closes for of tupa to gapangui, who revolted agains his other paince built by the closes of of tupa to gapangui, who revolted agains his provention thes it contains a remarkable wall, which is said to be the remains of the paince built by the closes son of tupa to gapangui, who revolted against his pained bis unbendence.