OUR ASIATIC CUSTOMERS.

Chances for American Goods Across the Pacific.

The Siberian Market and its Immense Possibilities-Our Invasion of China -- The New Railroads and Mines -- How They Like Our Food Stuffs and Cottons-Our Trade in Japan and the New Steamers to Asia - Something About the East Indian Market-What England has done-Persla and Turkey.

ASHINGTON, D. C. Dec. 21,-In this my last letter on the American invasion I write of trade possibilities in Asia. That continent has already a foreign business of \$2,000,000,000 a year, and it is just on the edge of its commercial development. It has three-fifths of all the world's people, the most of whom are dressing in cottons and living on a few cents a day. With the introduction of modern machinery and the development of its mineral resources its trade will be increased 20 fold. It will hum like a beehive and there will be rolling mills, textile mills and all sorts of machine shops from Siberia to Ceylon. Wages will rise and purchases increase and the trade will be worth tens of billions annually. just on the edge of its com-

ASIATIC RUSSIA.

But suppose we put on our sevenboots for a tramp over Asia. We hall take a country at a step nosing but the possibilities of American trade, We start in the Russian possessions, which have twice as much land as the United States proper with a population of about 20,000,000 At the north is Siberia, the wild west

At the world. It is one-third larger than the whole of our country. Parts of it are underlaid with coal and iron and its gold mines compare with those of Alaska. It has never been prose-jected and no one knows how great are s mineral resources.

Siberia has some of the best wheat ands upon earth. I traveled from ands upon earth ands upon earth. I traveled from Vladivostock inland over the Transsi-berian road through a country that is a very granary. The soll is as black as your hat and it yields like the valley of the Nile. All along that road, the longest trunk line upon earth, there are great tracts of cultivable land, and here and there, not far from the road, are coal and iron. That country will support a vast population and it is being as rapidly filled as the Russians can push immigration. It is now humming with commercial activity. The lands are being taken up, towns are growing. and there is a great demand for the kind of goods we have to sell.

NOT HARD TO WORK

I have written how one Cape Cod boy made a million dollars selling American goods in Siberia when everything had to be carried over the snow or on the rivers. The American drummer of to-day can work the same territoy, spending his nights on the sleepingcar and eating his meals on the trains, paying some of the lowest railroad fares in the world. The people there are making money, and they are anxious to buy. The new factories will need American machinery, the rivers should have American bridges, and there are al-ready American coats on Lake Baikal and other waterways. The traffic over the Transsiberian is so great that it requires a new track, and there is room for heavy orders for steel rails.

the Caspian sea. Nevertheless there is a chance for 'American hardware, no-tions and cottons.

OUR INVASION OF CHINA. A step over the mountains and the

A step over the mountains and the great wall brings us into another trade field of enormous proportions. The Great China has an area of 4,000,0% square miles, and its people number 400,000,000; that is, their country is bigger than ours, and there are five Chinest to every American. They are more industrious than we are, and will work from daylight until dark. Just now their wages are about the lowest on earth, but they spend well in proportion to what they make, and, as China developes, they will be among the best customers on earth.

The Chinese are now in the same position Japan was about a generation lagg, when the foreign trade there amounted to a dollar a head. Since then the Japanese have increased their purchases seven-fold and the same will be true of the Chinese.

purchases seven-fold and the same will be true of the Chinese. The foreign commerce now amounts to more than \$300,000,000 a year, and with this growth it will then be more than \$2,000,000 a year, or more than the present trade of all Asia.

AMERICAN FOOD STUFFS IN CHINA.

CHINA.

China offers a big field for American food stuffs. The land is often looked upon as one of rice and rats, it being supposed that rice is one of the cheapest foods upon earth. This is not so. There are millions in China who cannot afford rice. The northern Chinese live largely on millet and other grains not so expensive to grow. They would eat Indian corn, and when the Panama canal is completed there will probably be a great fleet carrying out corn to Asia. China has large wheat fields, but it cannot supply the demand for flour, and of late it has begun to import from the United States. We are now annually exporting about 60,000,000 pounds of flour to China. The flour is packed in cloth sacks of 50 pounds each, and taken across the Pacific at a cost of \$4 per ton. Flour mills like ours have been put up at Shanghal and at several ports along the Yangste Klang, and they are grinding Chinese wheat by the roller patent process. The machinery of these mills came from Milwaukee, and Americans were sent over to show the Chinese how to use them. We already send canned goods to China and our fruits, and relishes are making their way among the rich. The better class Chinese spend much on their stomach. Dinners of 20 courses are not uncommon, and I have eaten soup at a Chinese banquet which cost, I was told, \$2 a plate. There are Chinese in all the larger cities whose living expenses are \$10,000 and upwards a year, and there is a demand for all sorts of luxuries.

year, and there is a demand for all sorts of luxuries. THEY LIKE AMERICAN COTTON.

One of our chief exports to China is he Transsiberian is so great that it rejuires a new track, and there is room
for heavy orders for steel rails.

The Russian provinces in western
Asia are now buying most of their
goods from Europe and coal oil from

One of our chief exports to China is
cotton goods. The poorer classes dress
in cottons and there are about 350,
600,000 people there who need a new
cotton suit every year. As it is now
we have the bulk of the northern trade,



Photographed for the Deseret News by Frank G. Carpenter.

HOW LUMBER IS MADE IN JAPAN.

and especially that of Manchuria and Mongolia. Our cottons are heavier than the English or German cottons, and they are in demand on account of the cold climate. Further south lighter goods are worn, and there the English have the preference. There is no reason why we should not capture that market as well. Indeed it would pay the owners of our cotton mills to send agents to China to study the wants of

nese have been spinning and weaving all sorts of cloth. There are now more than four great cotton mills in the country, which make about 60,000,000 pounds of cotton annually. Some of these mills are at Shanghai. They are equipped with machinery as good as our own. They have foreign managers, but the workmen are all natives, who are paid but a few cents a day.

RAILROADS AND MINES.

There will be a big demand for rail-road materials and mining machinery in the development of China. That em-pire has the greatest coal fields of the globe. Shansi, a state as big as Illinois, on the edge of Mongolia, is underlaid with coal. It has anthracite beds greater than those of Pennsylvania and thousands of square miles of bitumin-ous veins. There is iron close to the coal, and a manufacturing industry coal, and a manufacturing industry will spring up there. This country has

been ceded to the Pekin syndicate and it is to be worked in connection with the English and Italians. There is coal in all the other provinces and in many iron as well. There will be a demand for coal-mining machinery, diamond drills and also for timber.

The railroad era in China has just be-

gun, only a few hundred miles of track having been built. Roads are now pro-jected throughout the busiest parts of the empire. One of the best concessions is owned by an American syndicate and is owned by an American syndicate and has been surveyed by American engineers. This is a line which will eventually connect Hankow and Canton. Each of these cities has more than a million inhabitants, and the country between them has one hundred millions. The distance is about as great as from New York to Chicago, and it is estimated that the road can be built for \$30,000,000.

An extension of this line owned by An extension of this line owned by the Belgians is projected from Hankow to Pekin. This is partially built. There are a number of other roads planned or in course of construction, so that the demand for steel rails and all sorts of railway materials will be great. Millions of ties are needed, and an enormous number of bridges, as much of the country is cut up by canals. The ties and bridge timber could be furnished by the Philippine Islands.

THE YANKEES IN JAPAN. The Japanese are now among our best

customers. They had practically no foreign trade a generation ago, but they now buy and sell to the extent of a half billion dollars a year. Their purchases of foreign goods amount to 280 millions, and one-seventh of them come from the United States. British India sells Japan as much as we do, and Great Britain sells Japan more. Germany and China rank about even, but both are far behind the United States.

During a visit to Tokyo some years ago I talked with the premier, Count Ito, about the chances for American enterprises there. He said that the trade with the United States would increase and suggested that Americans should establish factories in Japan to supply the Chinese market. He said that propthe Chinese market. He said that property would be safer there than in China and that the labor could be handled much better. As an evidence of the growth of manufacturing he said that 20 years ago the Japanese spinning was all done on old-fashioned wheels and by hand. It is now performed with the best of modern machinery.

Japan has now 60 cotton mills in which 70,000 hands are employed. There are more than 50,000 women at work in the factories. A large number of machine shops have been established and all sorts of work, is done in iron and steel.

The Japanese make their own war materials. They have their own navy yards and railroad shops. They buy our pneumatic tools and electrical ma-

terials. They are grinding American wheat in their flour mills, which are equipped with American machinery. They are also using typewriters, bicy-cles and other small machines of our

The Japanese are growing rich. They have banks everywhere with heavy de-posits. One of their statisticians estimates the present wealth of the country at about \$8,000,000,000, which is an enor-mous sum for an Asiatic land of that

OUR NEW STEAMERS TO ASIA. Our connections with Japan and Chi-

na are steadily improving. When I first crossed the Pacific, about 14 years ago, na are steadily improving. When I first crossed the Pacific, about 14 years ago, there were only two steamship lines. There are now about five times that many, and two of the lines belong to the Japanese. You can get ships from San Francisco, Portland, Tacoma and Vancouver for Yokohama, Shanghai and Hongkong, and there are also steamers from San Diego, Cal., sailing at irregular intervals to the same ports. Two of the biggest ships of the world are just about ready to make their first voyages across the Pacific. These are the Minnesota and Dakota, built by the Great Northern railroad to accommodate its transpacific trade. They have each a displacement of 38,000 tons, and can carry 280,000 barrels of flour. The Dakota is 14,000 tons bigger than the Kaiser Withelm der Grosse. The shites are 630 feet long, 73 feet wide and 56 feet deep. Each has accommodations for 3,000 passengers, including the grew. They will travel to Asia modations for 3.000 passengers, includ-ing the crew. They will travel to Asia by the shortest route, which is that from Puget sound to Japan, and will make the best time across the Pacific. THE EAST INDIAN MARKETS.

We ought to sell more goods in far there India and Hindoostan. The mar-kets there are not appreciated by us. Farther India is now being opened up by new railroads, and it will be con-nected with China. Gen. Grant predicted that Rangoon would at some time be one of the great ports of the world, and his prophecy is coming true. It is already a trade center, and has considerable imports of American goods. The most important field, however, is Hin doostan. That country is one-half the size of the United States, and it has a population of 300,000,000, or one-fifth of all the inhabitants on earth. Its people are industrious and business-like. They are good farmers and raise like. They are good farmers and raise quantities of wheat and cotton, as well as rice, opium and other things. They have enormous factories, many of them managed by the English, and they manufacture for export. Their foreign trade already amounts to \$700,-000,000 annually, and they export goods to the amount of \$400,000,000.

A large part of the Indian exports is in cottons, which are shipped to eastern Asia, as well as to Africa and Europe. The best of modern machinery is used in the mills, and the labor is exceedingly cheap.

THE GROWTH OF INDIA'S COM-MERCE.

The foreign trade of India shows what can be made of a colony when properly handled. The English have developed industry and trade there, and way with per of late it has gone ahead by leaps and all druggists

bounds. The Hindoos are buying 10 times as much as they were in 1840, twice as much as they bought in 1860 and 20 per cent more than in 1890. In 1840 the imports amounted to only \$28,-080,000; in 1890 they were \$231,000,000, and this year they will be probably \$30,-000,000 more. At the same time the exports have increased from \$51,000,000 in 1840 to \$403,000,000 m 1902, so that the balance of trade is largely in India's favor.

Of the imports we supply only about of the imports we supply only about 2 per cent, although we use 7 per cent of the exports. Our trade might be greatly increased if American goods were put on sale. Our consuls to Calwere put on sale. Our consuls to Calcutta and Bombay are urging that drummers be sent to India, and the Calcutta man thinks we should establish a museum or sample warehous there for the display of American products. He says that all sorts of our machinery and electrical supplies, American shoes and food stuffs, as well as hardware and cutlery, can be sold. The East Indians want cheap umbrelias, watches, clocks and toys of all kinds. There are openings for American farm tools and for heavy farm machinery. hinery.

India has wheat fields as large as the state of Ohio, and it produces at times as much as 7,000,000 tons of wheat in a It needs reapers, mowers and thrashers. It is a country of railroads but most of the rolling stock is supplied from Europe. Within recent years a few American engines have been tried, and that with success.

PERSIA AND TURKEY.

Going westward from India we come to Persia, with the Turkish provinces adjoining. The sultan has granted a concession to the Germans to build a railroad from Constantinople to the Persian guif, and this may lead to the Introduction of German goods into Persia. At present the Russians have 56 per cent of the trade and the British follow with about half that amount. Turkey sells some goods to Persia and the same is true of France, Austria, Germany, China and Japan. Our exports there amount to little.

It is said that the shah would like to see his commerce increasing, and that he will now grant concessions for railroads and mines. His country has gold, silver and copper. Some of the fields are being worked and here and there American mining machinery is used. The larger Persian cities have now telegraphs and telephones and a few of them tramways. The telephones and telegraphs are owned by the government, but the railroads are in the ernment, but the railroads are in the hands of private parties. Persia's imports amount to about \$20,000,000 a year.

The trade of Turkey is largely European, although quite a lot of American goods are sold in Constantinople and at the ports of Asia Minor.

FRANK G. CARPENTER.

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Take a double dose of Chamberlain's Take a double dose of Chamberlain's Colic, Cholera and Diarrhoea Remedy as soon as the first indication of the disease appears and a threatened attack may be warded off. Hundreds of people who are subject to attacks of billous colic use the remedy in this way with perfect success. For sale by



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Comfort. That's DISPUTED QUESTION OF EXACT DAY OF SAVIOR'S BIRTH

to church on Christmas day would tell you, if you asked them, that they were celebrating the 1903d anniversary of the birth of Christ, yet the facts are that they are undoubtedly several years wrong in the number of years they suppose to have elapsed since the advent of the Redeemer, and are probably no more accurate when they suppose Him

to have been born on Dec. 25. From the best and most authoritative sources it seems likely that Christ was really born in the year B. C. 5, and that dating the Christian era from the first day of the following January this should be the year 1907 Anno Dom-

this should be the year 1907 Anno Domini, and not the year 1903.

Both profane and sacred history tell us that the Emperor Augustus ordered a census of the Roman empire, and that for the purpose of enrollment all the inhabitants were directed to go to the city or town to which they or their families belonged. That is why Joseph and Mary went to Bethlehem, and why that little village, instead of Nazareth, was the birthplace of Christ, For the Bible says (Luke 11, 1-4): "A decree went forth from Augustus Caesar that the whole world should be enrolled. And all went to be enrolled, every one

the date of a census ordered by Augus-tus and taken by Cyrenius can be ascertained; but unfortunately there were three consuses ordered by the emperor, the data for which from Syria was pre-

the data for which from Syria was pre-pared and collected by Cyrenius.

Naturally, the first Christians con-tinued to fix their dates, as they had been accustomed to do before the birth of Christ, counting, if Jews, from the Creation; if Romans, from the found-ing of their city; if Greeks by Olym-plads, and for five centuries there were no Annes Domini: then Dianysis Exino Annos Domini: then Dionysis Exi-guus, a Roman abbot, invented the present style and by an elaborate sys-tem of calculation placed the birth of Christ in the year 754 of Rome and the fourth year of the 194th Olympaid, 1903 years ago.

Dionysis reached his conclusion by fixing the date of the cricifixion, and counting back 33 years, that being the age of Christ, but subsequent commentators have shown that he made an

date, but in different places and according to different authorities. Christmas has been celebrated in every month in the year; in July and August as well as January. March and December, and even in the same month it was celebrated on different days, and, indeed, as late as 1644 the English parliament abolished the Christmas festival, declaring that it was well known that Christ was born, not in December, but in September or October.

In September or October.

As the season when the Nativity occurred was so uncertain, it naturally follows that many of the popular ideas about the birth of Christ are erroneous, due not a little, no doubt, to the fact that the numerous painters of the Nativity, have each sought to depicture. that the numerous painters of the Nativity have each sought to depicture the scene as though it had occurred in their country under conditions that prevail in December in the various parts of Europe at that season of the year. Thus we have pictures of the holy family under a shed that looks not unlike a California continuities. that for the purpose of enrollment all the inhabitants were directed to go to the city or town to which they or their families belonged. That is why Joseph and Mary went to Bethlehem, and Mary went to Bethlehem, and Mary went to Bethlehem, and the was so that the whole world should be enrolled. And all went to be enrolled, every one into his own city. And Joseph also went up from Galilee, from the city of the single of the month and day upon which they or their families belonged. That is why Joseph also the city of the city or town to which they or their families belonged. That is why Joseph also the city of the city or town to which they or their families belonged. That is why Joseph also the city or town to which they or their families belonged. That is why Joseph also the city or town to which they or their families belonged. That is why Joseph also the city or town to which they or their families belonged. That is why Joseph also the city or town to which they or their families belonged. That is why Joseph also of Christ, but subsequent commentators have shown that he made an error of some four years and that he should have begun the Christian era that much soomer.

But the question as to the exact year was triffing compared to whe question of the month and day upon which they or their families belonged. That is why Joseph also for the city of the fact that there is no all sides; we have pictures of a stanch the side of a hill, and if it is a northern artist, we have pictures of a stanch the side of a hill, and if it is a northern artist, we have pictures of a stanch the side of a hill, and if it is a northern artist, we have pictures of a stanch the side of a hill, and if it is a northern artist, we have pictures of a stanch the side of a hill, and if it is a northern artist, we have pictures of a stanch the side of a hill, and if it is a northern artist, we have pictures of a stanch the side of a hill, and if it is a northern artist, we have pictures of a stanch the side of a hill, and if it is a northern

tending their flocks in the rain, or that the authorities would have selected such an unfavorable time of the year to oblige the people to travel to the places of enrollment.

The facts are that when Joseph and The facts are that when Joseph and Mary arrived at Bethlehem they found the inn so crowded that they could get no accommodations, and as they must have been very poor they wandered out to the suburbs of the town tooking for a place to pass the start. to the suburbs of the town tooking for a place to pass the night. They saw the stable and, probably attracted by the hay and straw, went in to pass the night; the manger was hewn out of a solid rock, and as it, presumably, was filled with hay when the child was born it was naturally laid there, as the most convenient crib, by the mother. The only occupants of the stable besides Joseph and Mary were an ox and an ass, or as we would say in California, a burro; and it was for years an English superstition that all over the world oxen and asses went on their knees at midnight Christmas.

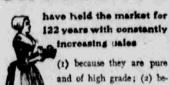
Today the site of the stable is oc-

holy places of Palestine all the princi-

holy places of Palestine all the principal churches are divided between them, the church of the ativity among the rest. The Armenian Catholics, who are united to the Roman church, have the nave, while the Greeks control the arms and upper part of the cross or cheir, a wall separating the nave from the rest of the church. In the sanctuary or choir is an altar dedicated to the wise kings or magi, and right in the wise kings or magi, and right in front of it is a large marble star set in the floor. It is a tradition that the star of Bethlehem stopped over this point: at any rate the birth of Christ took place directly under it in the grotto below, which is the stable where Jeseph and Mary sought shelter.

Joseph and Mary sought shelter.
You descend in the grotto down 15 steps of a spiral staircase. The stable is 37½ feet long by 11 wide and 9 high. It is hewn out of solid rock and its sides are covered with costly marble. There is no natural light, but the place is luminated by 32 lamps of wonderful design, presents from various European princes. The lamps are kept continually burning.

At the farther end of the grotto, on the east side, is the place of the birth of the Savior, marked by a marble slab. -Chicago Record-Herald.



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tucked and box plaited over shoulder and down front, forming yoke effect, stock collar and bishop sleeves, come in all the leading shades. Pre-\$2.95

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