

IT IS HOMES
That the advertisers want to get into.
The "News" is the Home paper of
the community.

DESERET EVENING NEWS.

IF YOU DON'T TELL the people
through the newspapers what you
have to sell, you can't sell your goods.
Our subscribers read the ads.

PART TWO. TRUTH AND LIBERTY. SATURDAY, MARCH 28, 1903. SALT LAKE CITY, UTAH. FIFTY-THIRD YEAR.

BIG GERMAN FACTORIES.

THEY ARE INTRODUCING AMERICAN MACHINERY RUN BY AMERICAN EXPERTS.

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

Copyright, 1903, by Frank G. Carpenter.

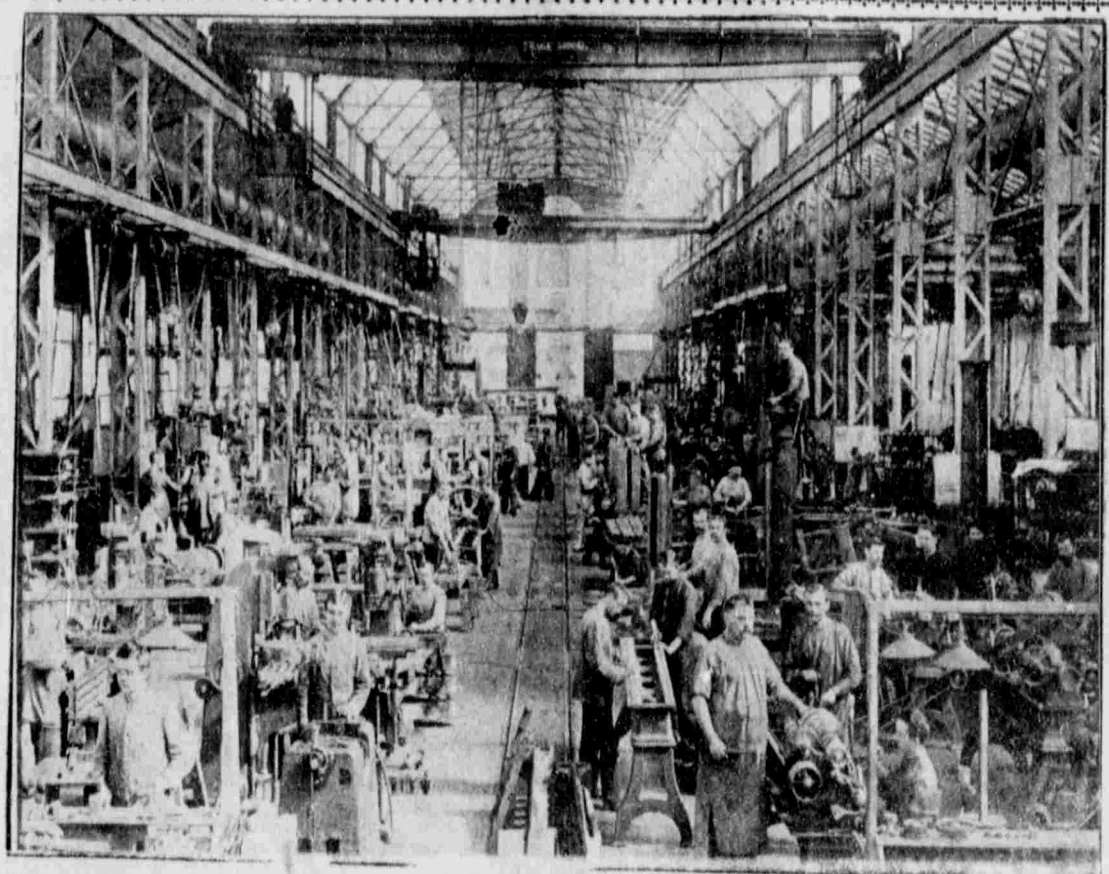
BERLIN.—Germany is trying to fight the American invasion by importing American machinery and American methods. It is sending delegations to the United States to study our factories and a large number of American experts have been brought over to teach the use of our machinery. Nearly every large factory in the empire has more or less American tools and I have gone through some in which the American labels and trade marks have been shipped off and German name plates stuck on in their places. The Germans are very jealous of our trade advancement and the manufacturers say they can sell goods more easily if their customers think they have been made with German machinery.

I have already spoken of the American shoe-making tools. These are being used with American experts behind them, but so far their produce has not affected the American imports. American tools are used in the woolen and cotton factories, and in the electrical works, and in the big iron foundries, such as Krupp's and others.

A MODEL AMERICAN FACTORY.

I visited the Ludwig Loewe machine tool works, one of the largest factories of Berlin, the other day. It is considered the best and most up-to-date establishment in the empire, and it is modeled entirely on the American plan. It is devoted to machine tools, and it makes them almost altogether from American machines, and to some extent under American foremen. The firm is one of the few that has been making money during the hard times that Germany is now having. It made 24 per cent about three years ago, and I am told that it made about 12 per cent last year. It already supplies the most of the machine tools of Germany, and in time its owners expect to crowd the Americans out of this market. It has also a branch in London and is competing with us for the English trade. Our machine tools are noted all over Europe. They are sold in every manu-

A Model Factory at Berlin and Its Ten Acres of American Machinery—A Look at the Workmen and Their Treatment—Free Baths and Free Doctors—Tea at 1 Cent a Pint—A Talk with an American Expert—A Look at a Big Electrical Machine Shop—And a Chat with Its Manager—Something About Wages—Americans Cheap at Twice the Price—Among the Girl Workers—How Electrical Companies are Organized.



Photographed for the Deseret News by Frank G. Carpenter.

BERLIN'S MODEL FACTORY—IT HAS TEN ACRES OF AMERICAN MACHINERY.

facturing center. You can find lots of them in Birmingham and Sheffield. They are used in France, Belgium and Lyons and also in Berlin. The demand for them is so great that this factory was built to supply it.

TEN ACRES OF AMERICAN MACHINERY.

It is strange to find 10 acres of American machinery in Germany, but this is what these buildings contain. The founder of the works, Ludwig Loewe, was a young hardware merchant in Berlin, who sold, among other things, our sewing machines. He saw the machines were better than anything the Germans could make, and in 1870 went to America to learn how it was done. He visited the sewing machine factories and our works for making machine tools, and came back determined to get a share of this trade. He brought a complete outfit of American machines with him, and gradually built this factory, which is one of the model ones of the world. It is made of brick, iron and glass, a large part of which came from America. The buildings are floor- ed with American lumber, and six acres of the 10 are covered with American boards. This is so, notwithstanding Norway is just across the borders within easy distance of Berlin. The boards are of hard maple, three inches wide, nailed to a pine flooring, which rests on another floor of cement and steel. The maple will not splinter, and it can be kept cleaner than any other floor.

I examined the machinery as I went through the shops. Nearly every tool was American. There were great planing machines and milling machines from different parts of the United States. Our steam engines worked away side by side with those of the Germans, and most of the saws and lathes were of American make. I asked my guide which machines did the better work—ours or the Germans. He replied that he could not say—a practical concession that ours were the best. During my stay in the factory the men left for lunch. I noticed that each received his time with a Rochester time recorder. In other rooms German improvements have been added to some of our machines, and in some I found foremen who could speak English and who had been to America.

TEA AT ONE CENT A PINT.

I cannot describe the cleanliness of this factory. It is like a Dutch kitchen. There is no dirt anywhere, the dust being carried away through pneumatic tubes by drafts. Even the foundries and tool grinding rooms are free from dirt, and in many respects the arrangements are better than in our American factories.

The company has showerbaths for its workmen. It has a surgeon to treat them for accidents, and it supplies its men at noon with tea in bottles at one cent a pint. This is to keep them from drinking beer, for the managers think that they do better work without beer for lunch. I was told that the tea had become very popular, and that 1,500 out of the 2,000 employees now take tea instead of beer with their midday meal. The tea is prepared in a tiled kitchen, being brewed in a great kettle heated by steam. The men were bottling the tea when I entered the kitchen, each bottle being corked like a beer bottle.

A TALK WITH AN AMERICAN EXPERT.

I was shown through the factory by one of its American experts, Mr. J. S. Paaske, who had been brought over to help the Germans capture the American trade. This man is a Norwegian, who got his technical education and training in the United States, and who is now traveling for this company selling its machine tools. He knows the United States and Europe well, and is acquainted with almost every factory in Germany. Said he:

"The Germans are now making better machine tools than the Americans. Our tools are stronger and more beautifully finished and better suited to the German market. Wages are lower and it costs us less to make them. If the United States would enact a reciprocity treaty with Germany by which the two countries should charge equal duties, we would flood the United States with our products. As it is we already have the most of the trade of Germany."

"How about your workmen?" said I. "Can they do as much as our men?" "Yes, we find they can," was the reply. "They will work as well as the American provided they are as well paid and handled after American methods. Our best mechanics receive wages equal to what they could get in the United States and the ordinary workman has about five-eighths as much. Living is cheaper here than in America and the men can afford to work for less. The regular day is 10 hours."

"Do you have any trouble with strikes?" "No," was the reply. "Our men are well satisfied. The times are hard here and some of the factories are employing their men for only part of a day. There are many out of work and I do not see signs of better times."

"What do you think of the future of our working lives in the army. We have but little capital and we have to go down thousands of feet for our coal and iron and also have to bring our wool and cotton thousands of miles. Germany is very poor, although many think she is rich. France has far more capital than we have. We do very well considering our disadvantages, but our disadvantages are such that we cannot pretend to be in the race with you."

THE AVERAGE FACTORY.

"Have you many factories like this one in Germany?" I asked. "No," replied Mr. Paaske. "The most of our factories are still a generation behind the times. Down in Saxony and Silesia you will see the same old machines and old methods which were in use a generation ago. The people there can't realize the greatness of their competitors across the seas, and they look upon the reports of your successes as mere Yankee bragging. In that part of the country you would not be permitted to go through the factories for their owners would suppose you were trying to steal their trade secrets. Here we run things on the American plan. Every visitor advertises us, and Americans are always welcome. When the American engineers visited the Paris exposition a few years ago this company gave them a special excursion from Paris to Berlin to see our works. They were given a luncheon at the factory, a steamboat ride on the river Spree and a banquet, and all without charge."

OTHER AMERICANIZED INDUSTRIES.

The Loewe company manufacture light machine tools only and they work on the interchangeable system so that they can supply parts at any time. There are other machine tool works here. The Niles works has a large branch which is connected with the Loewe works. It makes its tools from American patterns and depends for the larger machines upon its American connections. The Luxfer Prism company of Chicago, has a German establishment and also the Worthington Pump company. The Westinghouse has a branch electrical establishment in Berlin, and the Union Elektrische Gesellschaft is the German connection of our General Electric company.



An important part of the preliminary work of the St. Louis Exposition is being done by S. W. Bowles who is well known as a former managing editor of the Buffalo Enquirer and proprietor of the Rochester, N. Y., Times. Mr. Bowles is chief of the graphic art department of the exposition.

The Loewe company manufacture light machine tools only and they work on the interchangeable system so that they can supply parts at any time. There are other machine tool works here. The Niles works has a large branch which is connected with the Loewe works. It makes its tools from American patterns and depends for the larger machines upon its American connections. The Luxfer Prism company of Chicago, has a German establishment and also the Worthington Pump company. The Westinghouse has a branch electrical establishment in Berlin, and the Union Elektrische Gesellschaft is the German connection of our General Electric company.

The Union Elektrische Gesellschaft has a factory in Berlin and another at Riga, in Russia, and it does a big continental business. When its factory here is in full working order it employs 2,500 men, and at present the number is little less. The works are built of brick, iron and glass. They have about 25 acres of floor space, filled with the finest of electrical machinery, and the most of the machines are American. I went through this factory the other day. It is cleaner and better kept than most of our factories, and it is as well equipped as any. It makes all sorts of electrical machines, from enormous generators for the city streetcar systems to little electric motors, which are sent by thousands to Russia. The factory has its own brass and iron foundries, its own machine shops of all kinds, its photographic establishment, and its printing presses, where it can turn out its catalogues in color. It has been built on the American method, and it is run after the American method. The company which has equipped most of the Berlin street railroads, as well as those of other German cities. It is already doing a large export business, and deals with South America, Africa and Asia.

GERMAN WORKMEN VS AMERICAN.

I walked through the works with the assistant manager, Mr. Cotton, who was formerly with our Westinghouse company in the United States, and as I did so I chatted with him about the difference between the German and American workman. In reply to my questions he said:

"I have not been here very long, and may have occasion to change my opinion, but so far I don't think the Germans can do more than 60 per cent as much work as the Americans. We pay our laborers about half as much as similar men receive in the United States, and we work them more hours, but proportionately the Americans do as much for his money. Take the man over there who is filing at that place of machinery. Notice how carefully he works, and how he keeps at it until every tooth is exactly right and beautifully shiny. He turns out fine work, but he wastes time in doing it. The machine is no better for the extra finish. An American would give that machine a dozen strokes of the file and smooth it up well enough for all practical purposes. The German is not contented with anything but a perfect finish, but it is no better as far as utility is concerned. This is one of my great troubles here. I can't get these men to understand we are making tools and not jewelry."

DON'T LIKE MODERN MACHINERY.

"How about the American machines, Mr. Cotton?" I asked. "Can you get the Germans to work them to their full capacity?" "No. They don't want to increase the product. They think the work that is left over for today must be done tomorrow. They try to delay rather than to hurry, and this is so throughout the German factories. We had one machine that seemed to me to be running as fast as in the United States, but, somehow or other, it did not produce the same results. I watched the man, and found that he was cutting only a half-line at a time when he should have been taking off a quarter of an inch."

"The German laborers have not the same incentives to work that we have," continued the assistant manager. "The German system of employment is bad. Everything here is done by piece work, and the price is gauged by what a man can do in a day. If he does much more than has been expected, his employers lower the price, and the result is he has to work twice as hard for the same money. There is little chance to rise. The head of the shop, and as a result there is an unexpressed enmity between the laborers and their masters."

WAGES AND HOURS OF WORK.

"Give me some idea of wages, said I. "The ordinary man's wages are from 18 to 12 1/2 cents an hour, or from \$1 to \$1.25 for 10 hours work. Women get 5 cents an hour, or about 50 cents a day."

In this factory I was surprised at the intelligence and good looks of the employees. Many of them speak English, and they are on the whole better educated than men doing the same work in the United States. They wear blue cotton smocks which button tight up at the throats and keep the suits underneath clean. I am told they are excellent workmen and in some respects superior to men of the same class in the United States, although they do not work as fast.

Indeed, the matter of locality seems to affect the speed of the workmen. Take a Berlin laborer to New York and he begins to hustle, and on the other hand, a New York workman if imported to Germany is said to adopt the German methods, and after a few months stay to outdo the Germans in slowness.

The laws of Germany take good care of the laborer. The state has insurance companies for the sick and the aged, and accidents are well regulated. Many of late years have been paying attention to labor matters, and the capitalists vie with each other in treating their hands well. Many of the factories have free baths for their employees, such as I saw in the Loewe works. They have cheap eating rooms, the Union Gesellschaft, for instance, serving a dinner of soup, bread and meat for about 9 cents to such as wish it.

AMONG THE GIRL WORKERS.

In my walk through this electrical works I found many women employed

at all sorts of things. The delicate labor of winding the armatures for electrical meters is done by them, and they are used in other skilled branches of labor. The women are well dressed and good looking. Many are girls of 18 or 20, and all seem very intelligent. They are paid only about half as much wages as the men, and they do the work equally well, if not better.

ELECTRICITY IN GERMANY.

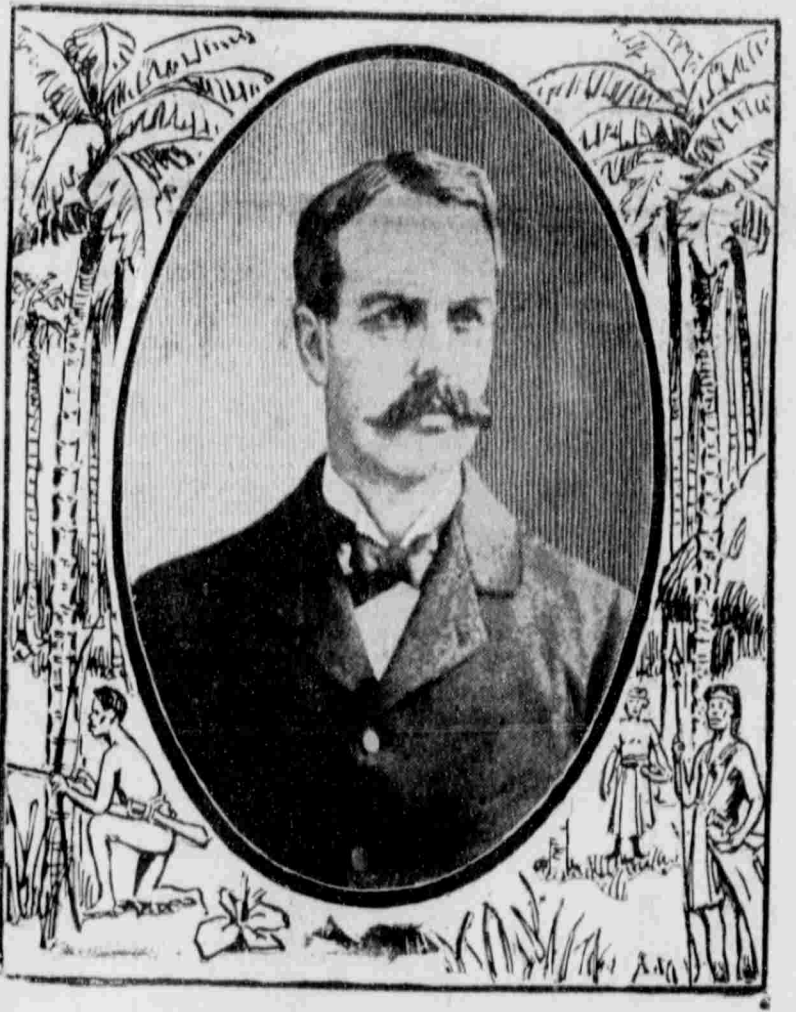
They tell me that there is little chance for our big electrical companies in Germany. I had a chat with the director of one of the leading electrical establishments the other night. The man asserted that the Westinghouses had lost money last year, and that they had little hopes of doing much in competition with the German combinations. Germany is the most advanced of all European countries along electrical lines. Its chief cities are already equipped with electric lights and electric cars. Its factories are up to date and they have the latest inventions. They have abundant capital and connections which enable them to practically control the trade.

There are now four groups of electrical manufacturers here, and their capital is about 500,000,000 marks, or \$3,000,000. Each of these groups is backed by banking and business interests which are ready to push it. One, for instance, has the Dresdener Bank and the Bleichroeder, who aid in placing the stock of the company among their clients, who give it financial support and who are ready to organize companies which may support it without being directly connected with it.

Suppose, for instance, the company ascertains that the horse car lines of Buenos Ayres can be profitably changed to electrical lines. The financial company organized by the bankers will buy the lines and build them, and the bankers will place the stock. They will also see that the electrical company has the contracts for furnishing the supplies, so that one company works into the hands of the other, and they all work for the good of the various institutions and men connected with them. This is the case with every electrical company here—the Siemens & Halske, the General Electric company and the Shuckers, as well as the Union. So far all the companies have been making money.

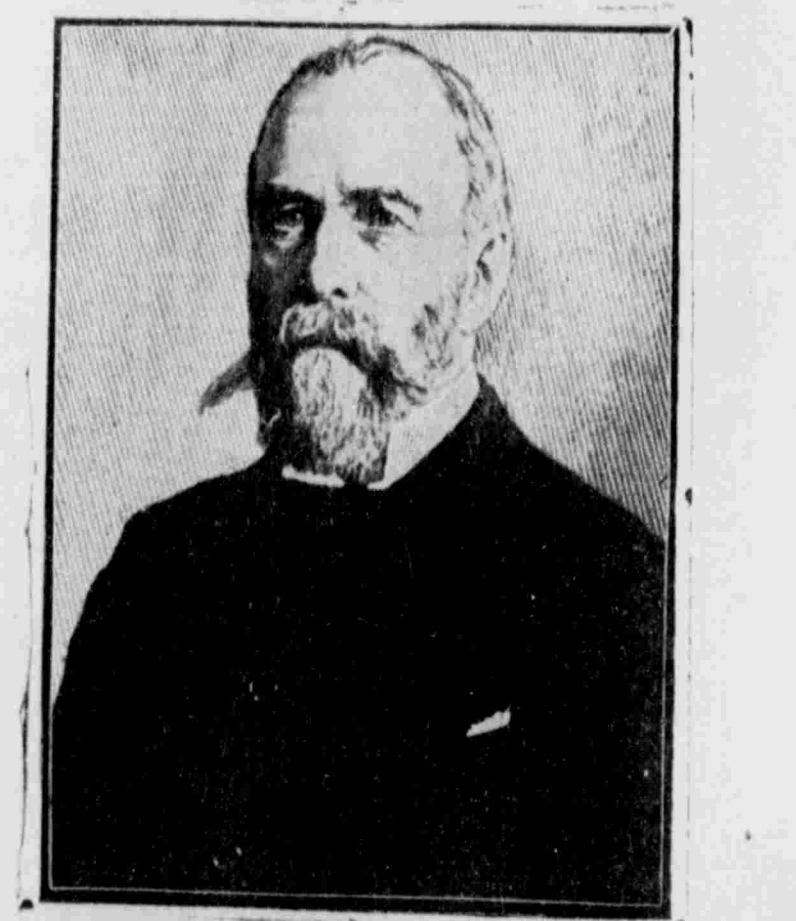
FRANK G. CARPENTER.

BERNARD MOSES MAY SUCCEED TAFT.



Hon. Bernard Moses, of the Philippine commission, is spoken of as the probable successor of Gov. Taft, as head of the Philippine government. This is Mr. Moses' latest photograph.

KEENE'S BIG FIGHT.



James R. Keene declares that his Wall street battle with E. H. Harriman will be a fight to a finish. The struggle is for control of the Southern Pacific railroad. Wall street looks on aghast while these two railroad kings are creating a turmoil in the market.



The Countess of Shaftesbury, who was honored by Sir Thomas Lipton with distinction of christening his new challenger Shamrock III, will shortly sail to the United States. She will sail in time for the great yacht race if she does not come before that time. The Countess is one of Ireland's most famous ladies as may be readily understood by a glance at the above photograph.

TORIES FEAR HIM.



WILLIAM CROOKS

The election of William Crooks to a seat in Parliament from the same seat Lord Charles Balfour recently represented, points to a growth in strength of the labor party which is causing alarm to the Conservatives. Mr. Crooks is a poor laboring man and was once an inmate of a poorhouse. His rapid rise to political position is due entirely to his own talents. Besides his constituents important revolutionary reforms.