

Written for this Paper.
CONUNDRUMS.

The mammoth fair at Chicago was a huge practical advertisement. The manufacturers of this country exhibited their wares, not only to our own people but to the world at large. All nations had the opportunity of seeing our conceits, our inventions, our progress. We also had the opportunity of seeing theirs. Both sides could contrast one with the other, could note peculiarities, excellencies, diversities and advantages. In many senses each had its specific productions. Climate, custom, experience, secure excellence and defy competition, as if the finger of Omnipotence had given an individuality to nations as to persons, which means interchange without rivalry, and union without undue similarity.

Nor was it possible for this overwhelming display to be studied as a whole. It could only be glanced at, its outer and inner salient points could be securely photographed on the mental tablets of the observer. But wherever there was a true student, he had his choice—there were lines which commanded his sympathy, aroused his faculties, and ministered especially to his taste, occupation, profession or life. The art student would exhibit little love for ponderous machinery, the machinist little for sculpture, and the man of modern sciences little for forms of manufacture save as these might be affected by his own inventions or discoveries. Unless this isolation or sectionalized method was adopted, little influence of an educational character could result. With it we may look for progress as significant as that made in England after the pioneer exhibition of 1850-1. She there realized the defects which prevented her from becoming the workshop for the world, and since that, by design, solidity, price, supply, she has made the earth tributary to her wealth, fame, influence and the sustenance of her industrial millions. By questionable methods perhaps, at times, but in the order of Providence doubtless, she has carried commerce in one hand and civilization in the other. She created markets for her products wherever barter or force could do it. Her manufacturers, merchants and ships have navigated the seas and traversed the continents and islands of the earth, and new worlds have been opened by diplomacy or conquest as best secured the prize. The prosperity consequent in this enlarged field of action, and the protection afforded by fleets and representatives, have been potent factors in colonizing her surplus population and in turn by judicious measures and trade policy making them and their posterity her customers for years at least.

The restless enterprise of kindred blood in this nation, saw the home market largely supplied from the mother country; and partly from antagonism, partly from speculation, the resources here were gradually utilized, particularly when emigration set in so like a flood, and artisans of every kind were seeking labor. And yet no sooner was the way open than manufacturing enterprises—so called—became the shuttlecock of both manufacturers and politicians.

In the early sixties, probably a

couple of potteries of the crudest kind were in this country. England had the market, if the writer remembers correctly, on a nominal tariff. Application was made to Congress for protection, ten per cent being all that was asked. Compromise settled upon nine but this idea once introduced, has kept growing and reaching out with the increase of potteries, until from low grades upward, the tariff is now from twenty to sixty per cent. However, the purpose was not to run into topics of controversy but to show that this very manufacturing activity is not satisfied with the market growing out of the sixty-five millions of a home population, but it now wants to find an outlet for its surplus products, and diplomacy enters the arena of trade, suggesting reciprocity in deal wherever this can be done successfully, the mother country meanwhile being one of our heaviest buyers, and almost without restriction as without this reciprocity.

The lesson of these modern and national methods is not without a home application. We have our manufacturing concerns, none of which are run to their capacity, and consequently they are run at a loss. Goods accumulate, and the voluntary market is a limited one. There is not pressure enough—education enough—among the masses to meet the present circumstances. The many know but little of our home made goods. We have had factories for years, annual fairs in this city and an occasional one in other places which make up our public effort at the exhibition of these goods. Advertising in our local press has been used but little and read less. Drummers have visited every outside store, more intent upon selling than introducing; and unenlightened upon the political economy of home industry, sleepy keepers of stores with few exceptions have rarely taken more than the pains of inexperienced men in other directions. As a result from this kind of advocacy and push, but little as resulted. The people are charged with apathy, indifference and even dislike to home-made goods, when the fault, in part at least, was assuredly elsewhere.

Now, had we been so placed that a tax, tariff, or whatever you may call it, could have been levied on importations, even to the extent of prohibition, no doubt home-made flannels, blaukets, boots, shoes, hats, soaps and many other articles would have been in the ascendant. Politicians, however, have not settled this yet. Subsidy, bounty, protection, are as fiercely denounced by one as upheld by another, and legislation prohibits between states any trade discrimination. But if it is a good thing for diplomacy, for nations to seek—nay, to almost compel—a market for their surplus products; if international exhibitions at fabulous cost are instituted for this end; if states have fairs, and countries or cities deem exhibitions advantageous; if we claim this as an answerable argument in favor of our resources when we send an exhibition car to the manufacturing East, why not try to educate our own people—the people of Utah Territory? Why not expand the exhibition principle and send out representation, individually

or jointly, into every settlement? A perambulating exhibition, taking a room or more, staying a day or two, inviting the people to see and handle what is being produced in so important a direction? They would come by the hundreds and by the thousands, if an intelligent agent had charge thereof, and home manufacture would become the topic of the fireside; and when the pride of the people was stimulated in this way, the present factories, at all events, would not have to go a thousand miles from home for patronage which is at their very doors. Failing here, a house to house canvass with a few samples—shoes, soaps, woolen goods and every other portable thing—could be shown by a certain type of patient, persevering, continuous men, until all Utah would be aflame, and the sympathies of the masses would be so enlisted that storekeepers would be obliged to handle these harbingers of industrial salvation, or the people would combine and distribute for themselves.

Agents for eastern mills and Massachusetts shoemakers traverse everlastingly the length and breadth of our Territory, but some of our local manufacturers are as hopeful as our nurserymen used to be (as before remarked). They lived—no, existed—on hope, until eastern men came in here and captured, then held, that trade to the tune of hundreds of thousands of dollars ever since. These were all glib of tongue. They carried samples, or colored and exaggerated pictures. They went to the people, entered their homes, talked trade, enlisted many of the dealers—shall we say by sophistry?—yes, and can prove it, too; and home men are still “hoping against hope,” unable to compete, apparently, with the bustling representatives of imported goods.

Let the New Year inaugurate a more aggressive policy. We need it. Our youth need it. Progress, supremacy, labor, finance and investment demand greater energy and a more active policy. When this comes, then we may boast more of our enterprise, and count with greater certainty upon the goodwill of our posterity.

Written for this Paper

WAYNE COUNTY'S ATTRACTIONS.

FREMONT, Wayne county, Utah, Dec. 13, 1893.—Presuming that some of your readers would like to know more of Wayne Stake, which embraces the county of that name, I write you to say that it lies outside the Great Basin, on the eastern slope, and its waters find their way in the Fremont river into the Colorado, and it has the most varied climate, perhaps, of any county in the Territory.

Fremont, or Rabbit valley, in the west and upper end of the county, has four settlements, viz., Fremont, Loa, East Loa and Thurber, with about 10,000 acres of tillable land, about one-half of which is under cultivation, and perhaps 1000 acres subject to home-stead and desert entries.

Fish Lake is one of the sources of our water supply. It is about three-fourths of a mile wide and seven miles long, and is used as a reservoir; but the supply is only sufficient to raise it about three feet. However, that amount of water is a nice thing to have