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Deseret News.

THE EVENING PAPER IS THE PAPER OF TODAY, THE MORNING PAPER IS THE PAPER OF YESTERDAY. . . . . .

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Our Peruvian Markets.

How the Germans, French, Italians and English Monopolize Them and Crowd Out American Goods.

English Commercial Travelers in South America and How They Manage Their Business—The German Invasion and How They Have Secured the Commercial Profits of the World—What the Chinese Are Doing—Americans in Peru Who Handle Millions—Points for American Shippers as to How Goods Should be Marked, Packed and Introduced—What We sell and How We Sell It—How the Foreigners Are Swallowing Up Spanish America—Some Queer Peruvian Institutions Which Pay Big Dividends—A Letter Which Every American Manufacturer and Business Man Should Read.

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LIMA, PERU, May 19, 1898.—One of the most important parts of our present mission to South America is to look into the prospects for American trade. We want a big market for our goods in these countries, but it is one which we will have to cultivate much more than we do now before it we get our share. So far I have not had time enough for my opinions from the United States. I was in Mr. Bayard's office when he was taking orders for interesting articles, and I talked together from Rosario to Pernambuco, Peru, and he told me he was on his way to Chili and the Argentine. I come from New York to Panama with an American named Byers, who was on his way down the west coast to buy cotton, hides and leather for western New York firms, and I am told that the agent of the Carnegie Steel company is now taking orders in northern Peru. On the other hand, I find English and German commercial travelers everywhere. Kipling's poem has all left here. There are two English dry goods men on the boat with me on my trip. They have large sample cases and have long orders based with every variety of cotton and woolen goods. One of them represents a Nottingham, England, company. They have with them lace for women made through cotton factories in Mexico, and they are now selling it in Peru. They have a little one in my hotel