

# AMERICAN IN EGYPT

All About the Trade of the Nile Valley and Uncle Sam's Part In It.

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

CAIRO—Uncle Sam ought to flood the valley of the Nile with American goods. Business here is on the boom and trade is advancing as fast as the Nile. The Egyptians are making money and are buying more foreign goods than ever before. For ages they have been crowded down by taxation that the shahs of their kingdoms have slapped against their backs. Today they are free and the old shahs are stretched down the heads. They are eating faster food, buying foreign clothing and spending money on foreign pleasures. The British government, which now rules them has cut down the taxes and is giving them a square deal. It is by the way, the new shahs are furnishing perennial religion to a large part of the valley and the country has become financially stable. The Egyptian

**Egypt as a National Customer—How Her Prosperity is Increasing Trade—What Uncle Sam Should Do—Queer Things Which Egypt Sells—Her Big Egg and Chicken Business—Egyptian Cigarettes—Chances for American Products—Pumps and Plows—Irrigation Machinery—The Watch Market—Openings for Cottons.**

should be added to the legion of forces in Turkey. We cannot see a minister plenipotentiary to it, but our consul general is given practically the same powers as an ambassador has elsewhere, and this gives him work is enough for one man to handle.

OUR DIPLOMATIC AGENT AT CAIRO.

Our present diplomatic agent at Cairo, who bears the title of consul general, is Lewis M. Iddings, who was formerly one of the editors of the New York Times, and later on served as first secretary to our embassy at Rome. He is by training and experience more a diplomat than a consular officer, although he understands the United States well and has had considerable training before he took up diplomacy. As diplomatic agent he is the guardian of the rights of all Americans who come to Egypt. None of them can be arrested without his consent, and any such arrest must be made by one of his own policemen, who are known as the consular guard. These consular guards attend the consul general on all state occasions, and act as lieutenants about his front door. They are Turks or Egyptians. Each wears a fez cap, a gorgeous uniform embroidered with gold braid and a sword at his side. These men are subject to Consul Gen. Iddings, and they have the right to enforce his commands.

WHAT EGYPT SELLS.

In order to understand this trade one should know what Egypt sells. The Nile valley is almost altogether agricultural. Egypt has 12,000,000 people, and two-thirds of all those over 10 years of age are engaged in farming. The great money crops are cotton and sugar, and we ought to get ten times the amount of the exports. There is so much money in cotton that those who raise it do so as planters do when cotton is high. They put all their land into that crop and buy their meat and corn out of the proceeds. The Egyptian cotton sells for much more than ours. It is a peculiar staple, and is valuable for mixing with other cottons that we often buy from seven to ten million dollars' worth of it ourselves. In 1906 the crop sold for \$10,000,000, and the bulk of this went to England. As it is now, Russia is annually taking five or ten million dollars' worth. France five or six million dollars, and Germany about the same amount of Egyptian cotton. The cotton seed is also sold, most of it going to Great Britain and France.

Indeed cotton is fast crowding out sugar, and the sugar sales are as large now as they have been in the past. They amount to about \$2,000,000 per annum.

Of late Egypt has begun to raise vegetables for Europe. The first boats which go from Alexandria to Italy carry green stuff, and especially onions, of which the Nile valley is raising several million dollars' worth per annum. Some of these are sent to England, and others to Austria and Germany. The onions are packed in bags of a hundred-weight each.

As to tobacco, Egypt is both an exporter and importer. Egyptian cigarettes are sold all over the world, but Egypt does not raise the tobacco of which they are made. The cultivation of tobacco has been forbidden by law since 1899, and all the tobacco used is imported from Turkey, Greece and Bosnia. About four-fifths of it comes from Turkey. The total imports amount to about \$2,000,000 a year, and it might pay our tobacco trust to see if our best Virginia seed could not displace that of Turkey.

HEN EGGS BY MILLIONS.

Secy. Wilson should investigate the chicken industry of Egypt. Those people have been famous egg producers since the time of the Pyramids, and the helpful hen is still an important part of their stock. It brings in hundreds of thousands of dollars a year, and its eggs form one of the items of the national exports. During the past 12 months enough eggs have been shipped across the Mediterranean to England and other parts of Europe to have given one to every man, woman and child in the United States. The amount was in the neighborhood of 100,000,000, and the most of them went to Great Britain.

The Egyptians have an excellent climate for level raising, and they had incubating establishments long before artificial egg hatching was known to the rest of the world. There is a hatchery near the Pyramids where the farmers trade fresh eggs for young chicks at two eggs per chick, and there is another, farther down the Nile valley, which produces a half million little chickens every season. It is estimated that the oven crop of chickens amounts to 20 or 25 millions per annum, that number of little fowls being sold by the oven owners when the baby chicks are about able to walk.

The most of our incubators are of metal, and many are kept warm by coal oil lamps. The incubators here are one story buildings made of sun-dried bricks. They contain ovens which are fired during the hatching season. The eggs are laid upon cut straw in racks near the oven, and the firing is so carefully done that the temperature is kept just right from week to week. The heat is not raised by the thermometer, but by the judgment and experience of the man who runs the establishment. A fire is started eight or ten days before the eggs are put in, and from that time on it is not allowed to go out until the hatching season is over. The eggs are turned four times a day while hatching. Such establishments are cheaply built, and they are so arranged that it costs almost nothing to run them. One which will hatch 200,000 chickens a year can be built for less than \$50, and an experienced man can be hired to run the machine and fire the ovens for about a dollar and a half per day.

WHAT EGYPT BUYS.

Egypt buys almost everything under the sun. Her imports amount to more than \$100,000,000 every year, and a large part of this money is spent for goods which are a specialty in the United States. She buys \$12,000,000 worth of cereals, vegetables and flour, and of this, almost \$5,000,000 worth comes from Great Britain, three million and a half dollars' worth from France and Algeria, one million dollars' worth from Italy, and four million dollars' worth from Turkey. Of the whole just about four hundred thousand dollars' worth comes from the United States, and that, notwithstanding we produce the best flour in the world and have Indian corn better than that which forms a large part of the food of the Nile valley.

AMERICAN PUMPS AND WINDMILLS IN EGYPT.

The day of the pump and the windmill has reached the Nile valley, but so far, the most of the pumping ma-

chinery is imported from Europe. All the large land owners are now using steam pumps. There are many estates run by syndicates which are irrigated by this means, and there are men who are buying portable engines and pumps and hiring them out to the smaller farmers in much the same way that threshing machines are used in the United States and Canada. Quite a number of American windmills are already installed, and almost the whole pumping of the Nile valley might be done by the wind. The brooms from the desert are as strong as those from the sea, and they sweep across the Nile valley with such regularity that wind pumps could be relied upon to do efficient work.

At present the most of the water raised in Egypt is by man power or by animals. Millions of gallons are lifted by the shadow. This is a long pole balanced on a support. From one end of the pole hangs a bucket, and from the other a heavy weight of clay or stone, about equal to the weight of the bucket when it is full of water. A man pulls the bucket down into the water, and by the help of the weight on the other end, raises it and empties it into a canal higher up. He does this all day long for 10 or 15 cents, and it is estimated that he can in 10 days lift enough water to irrigate an acre of corn or cotton. At this rate it costs from 11 to 15 cents to give one acre a good watering, and there is no doubt it could be done much cheaper by pumps.

THE SAKIYEH.

Another rule irrigation machine found throughout the Nile valley from Alexandria to Khartoum is the sakiyeh, which is moved by blindfolded bullocks, buffaloes, donkeys and camels. It consists of a vertical wheel with a string of buckets attached to its rim. As the wheel turns round in the water the buckets dip and fill and as it comes up they discharge their contents into a canal. This vertical wheel is moved by one set horizontal, the two running in opposite directions being turned by some sort of burden. There is usually a cow, and an old man, who sits on the shaft and drives the beast round.

These sakiyehs scream terribly, and their noise almost breaks the ear drums of the tourists who come near them. I remember a remark that Justice Brown of our supreme court made while we were stopping together at the hotel at Assuan, which is just opposite the Elephant Island, with one of these sakiyehs in plain sight and hearing. It was that he should like to give an

appropriation to Egypt, and that large enough to enable the people to oil every sakiyeh up and down the Nile valley. I doubt, however, whether the felahs would use the oil if they had it, for they say that the blind-folded cattle will not turn the wheel when the noise stops.

AMERICAN FARMING MACHINERY.

There should be an opening here for American farming machinery. Egypt is raising wheat, cotton and corn, the very same crops that we produce in large quantities, and our machinery ought to sell well. It is not pushed, however, and almost all the farm tools come from Europe. Great Britain supplies the most of them, Switzerland and Germany have a small share of the trade, and after that comes the United States, as usual, far in the rear. We should sell these people plows and threshing machines, and light, well-made hoes and mattocks should be in demand. Just now most of the valley is dug over by hand, and wheat, barley and corn are threshed with flails.

The demand for farm machinery is increasing. There was almost twice as much sold during the first six months of last year as during a similar period of 1906, and the general prosperity leads to the belief that this increase will go on.

EGYPT'S WATCH MARKET.

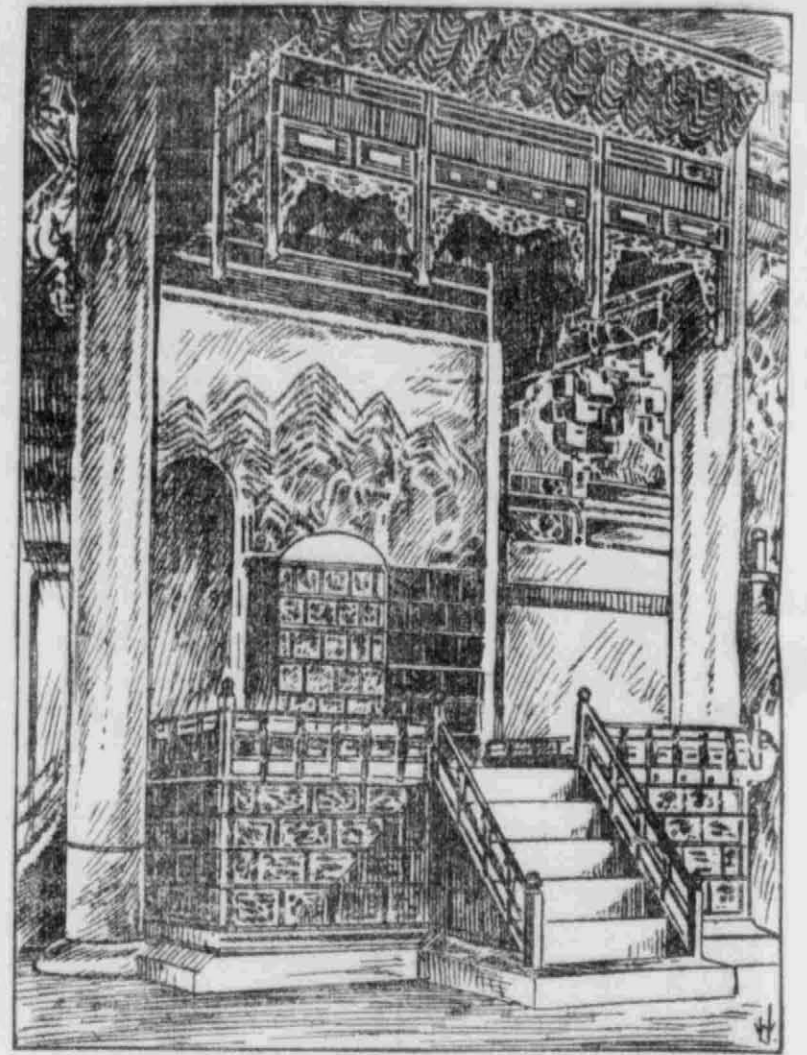
There is now a craze among the peasants of Egypt to own watches. They want a cheap article and in many cases buy a fresh watch every year. As a result the Swiss and German makers have been flooding the country with poor movements, put up in fancy German silver, nickel and gun-metal cases, and are selling them at \$2 and upwards apiece. They are not equal to our timepieces which sell at \$1. Some of these watches are advertised as of American make, and they sell the quicker on that account. I doubt not that a good American watch would sell well and displace the poor stuff now sent in by the Swiss.

A BIG TEXTILE TRADE.

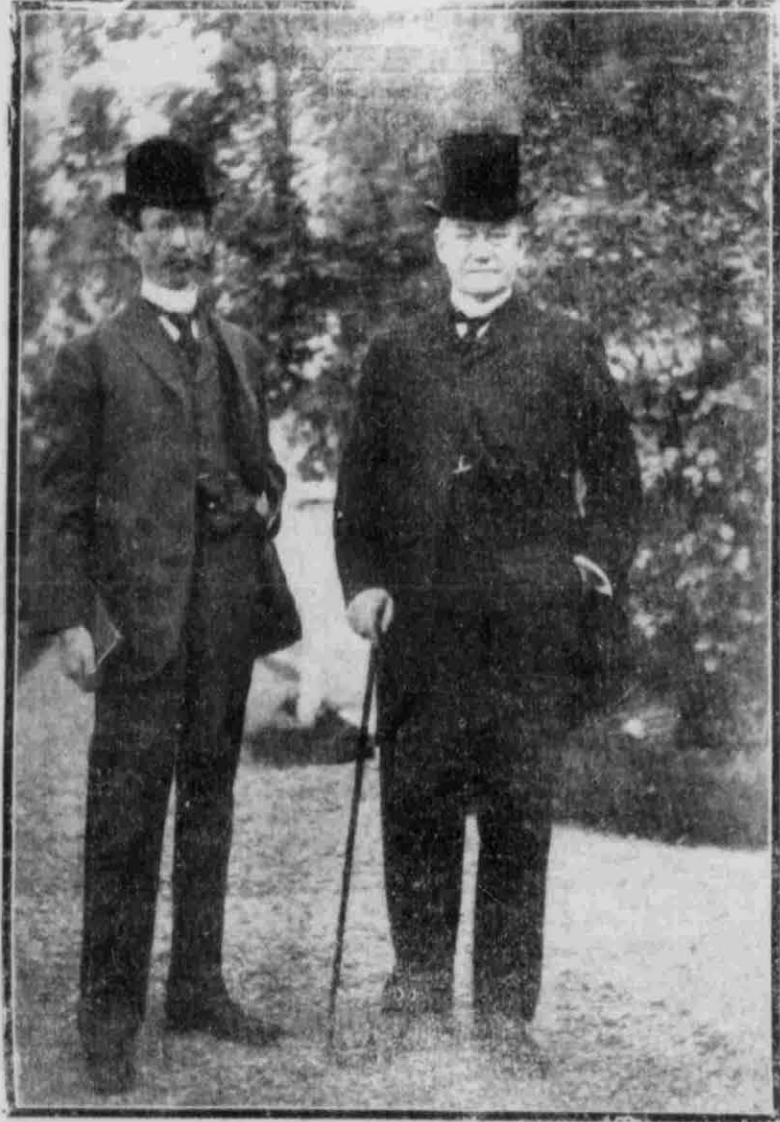
Our American cotton factories ought to study this market. The 12,000,000 inhabitants of the Nile valley dress almost entirely in cotton, and we are making goods in our mills which could be easily sold here at a profit. Our cottons are considered far better than those of England or Germany in other African markets, and there is no reason why they should not have a hold here in Egypt. This country took \$10,000,000 worth of textiles last year.

Almost twenty millions of that came from Great Britain, and most of the balance was sent in from France, Austria, Italy and Germany. Turkey sold goods to the amount of \$1,000,000 and America came in with less than \$17,000, and that notwithstanding the greater part of the raw cotton used by the other countries I have mentioned was raised in our southern states. We ought to sell Egypt a large part of her lumber, and we ought to have a share in the market for coal. There is absolutely no wood in the country and everything in that line has to be imported. FRANK G. CARPENTER.

THE KOREAN THRONE AT SEOUL.



The picture shows the throne in the palace at Seoul, Korea, whose emperor has recently been compelled by the Japanese to abdicate in favor of the crown prince. Those who have seen the interior of the Korean imperial residence are enthusiastic over its beauty. The whole inside is a wonderful mass of inlaid woodwork. Not only are the native woods of the empire represented, but most of the choice growths of other countries find a place in this most artistic collection. This royal residence is in striking contrast to the squalid hovels which surround it on all sides. The newer portion of Seoul contains some good buildings, but the old city is almost unfit for habitation.



CONSUL GENERAL IDDINGS—FRANK G. CARPENTER STANDS AT THE LEFT.

Photographed for the "News."

of today is a new land, and for the first time its people are taking the position nature intended them to take in the markets of the world. The nations of Europe are awake to the situation, and are pushing after trade in every possible way. They are establishing banks, and are organizing syndicates and exploitation companies to exploit the Egyptians and get a share of their money.

EGYPT AS A NATIONAL CUSTOMER.

Uncle Sam should study Egypt as a national customer, and should have his men on the ground to introduce his goods. Indeed, it is difficult to know this country and people without coming to see them. Since the beginning of history the Nile valley has been considered the garden spot of the globe. Its soil is as black as jet, as rich as gum, and the floods of the river annually coat it with a fertilizer as sustaining as the best sold by the American meat trust. Such parts of it as can be generally irrigated will grow two or three crops per annum, year in and year out, and many regions will produce 500 pounds of cotton per acre. Other parts are equally rich in sugar, and every little farm pays a big interest on the money and work spent upon it. As it is now, the Nile is supporting more people to the acre than any other on earth. Belgium, that hotbed of industry, with its mines of iron and coal and its myriad factories, has only about 600 people per

acre. Our papers have been full of the Chinese possibilities. As it is now the foreign trade of Egypt is more than one-third as large as that of all China. It is over \$200,000,000 a year, and of this \$100,000,000 is brought in from abroad. As to the exports, we take all and more than our share. But of the imports we get hardly a cent. In other words, we buy of Egypt from \$7,000,000 to \$10,000,000 a year and sell her less than one-tenth that amount. We do not sell her 1 per cent of all that she buys and we take from 7 to 10 per cent of all that she sells.

Moreover, our tourists annually go up the Nile by the thousands and they leave in Egypt every winter as much as \$1,000,000. Sixty per cent of all the profits of the Egyptian hotels come from Americans, and we ought to get our share of the trade in return.

WHAT UNCLE SAM SHOULD DO. It would seem that Uncle Sam ought to wake up and put his men on the ground. He ought to establish a more extensive consular service, ought to build a legislative building at Cairo, and ought to give his financial readiness to open a bank or so here, with branches to New York and in other American ports. He should send out a commission to study this trade, and should establish expedition warehouses in Alexandria and Cairo, filled with the goods we make so well, but which the Egyptians are now buying from England and other countries of Europe.

As it is now, our consul general at Cairo is acting as our diplomatic agent as well as the custom should be divided, and a man who will do nothing else but push American trade



## ALL WOMEN SUFFER

from the same physical disturbances, and the nature of their duties in many cases, quickly drift them into the horrors of all kinds of female complaints, organic troubles, ulceration, falling and displacements, or perhaps irregularity or suppression coming backache, nervousness, irritability, and sleeplessness. Women everywhere should remember that the medicine that holds the record for the largest number of actual cures of female ills is

MRS. A. M. HAGEMANN

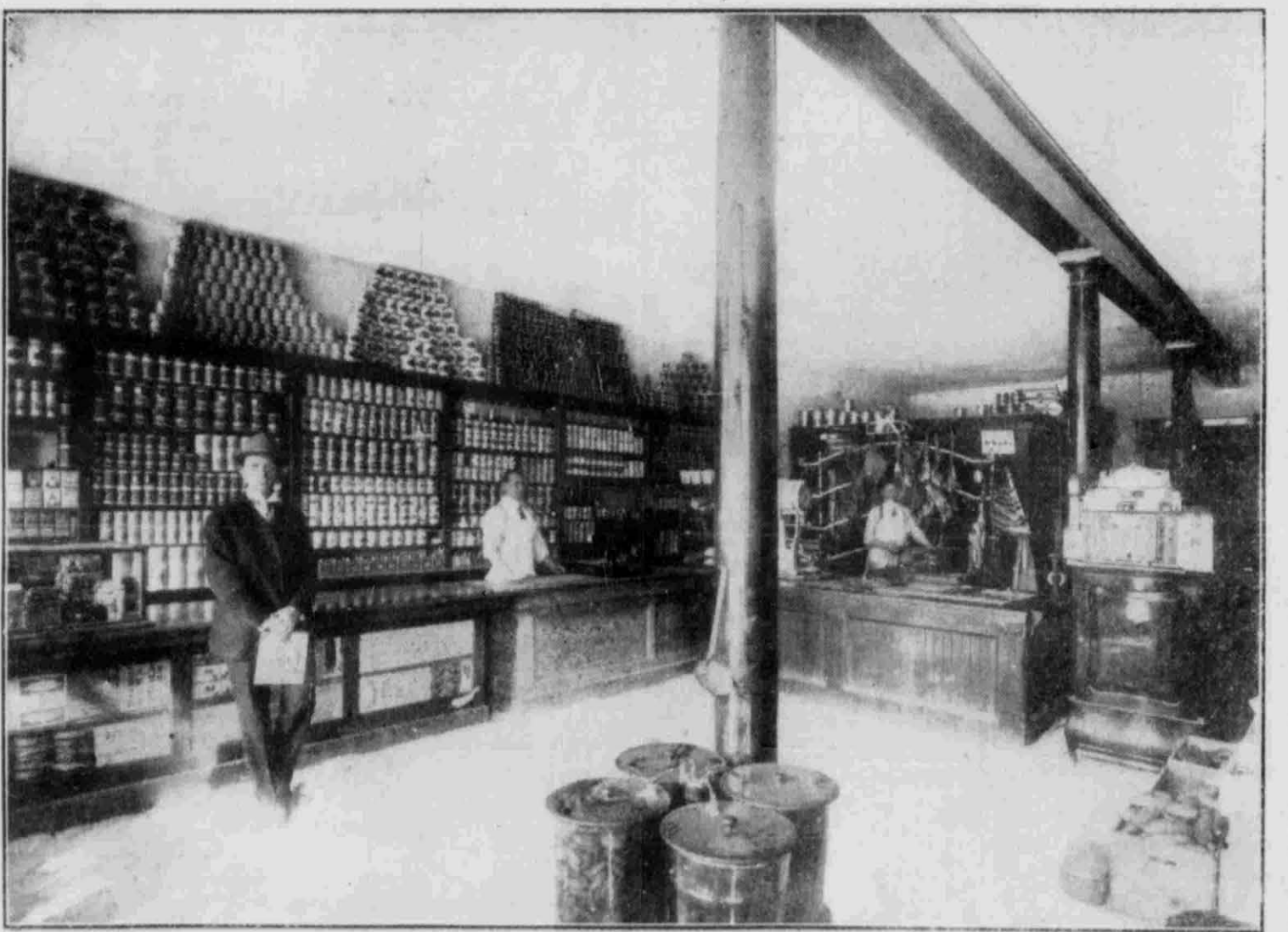
**Lydia E. Pinkham's Vegetable Compound** made from simple native roots and herbs. For more than thirty years it has been helping women to be strong, regulating the functions perfectly and overcoming pain. It has also proved itself invaluable in preparing for child birth and the change of life.

Mrs. A. M. Hagemann, of Bay Shore, L. I., writes:—Dear Mrs. Pinkham:—I suffered from a displacement, excessive and painful functions, so that I had to lie down six or eight months of the time. Lydia E. Pinkham's Vegetable Compound has made me a well woman so that I am able to attend to my duties. I wish every suffering woman would try Lydia E. Pinkham's Vegetable Compound and see what relief it will give them.

**Mrs. Pinkham's Standing Invitation to Women**

Women suffering from any form of female illness are invited to write Mrs. Pinkham at Lynn, Mass. for advice. She is the Mrs. Pinkham who has been advising sick women free of charge for more than twenty years, and before that she assisted her mother-in-law Lydia E. Pinkham in advising. Therefore she is especially well qualified to guide sick women back to health.

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