

# THE TRADE OF THE PACIFIC

How Japan is Scheming to Gobble the Orient.

**Special Correspondence.**  
**K**OBE, 1909.—Will Japan gobble the trade of the Orient?  
She is laying her plans to do so, and from now on will strain every nerve to that end. I have just returned from an investigation of one of the lines along which she is working. I refer to shipbuilding. Since her war with China, Japan has established great shipbuilding yards in different parts of the empire, and she has now tens of thousands of men making steel vessels for her foreign trade. Coming into this harbor of Kobe the most striking thing I saw were two huge unfinished steamers just launched from the Kawasaki dockyards. Each was of 8,000 tons and is intended to form a part of the Nippon Yusen Kaisha line, plying between Japan and Europe by the Suez canal. These vessels will be completed within a few months, and they will be among the biggest steamers going to Europe. In addition to them a half dozen 6,000-ton ships are now being built for the same line here and at Nagasaki, and there are many other steamers under way. This country has over 1,100 steamers of various kinds which she has built at home, and of these 172 are of steel. She has 4,000 home-built sailing craft, and the total tonnage of her steam merchant marine aggregates more than 1,100,000 tons.

**IN THE KAWASAKI SHIPYARDS.**  
Some of the best and biggest of the home-built steamers have been made here at Kobe, and the largest in the Kawasaki shipyards, which I visited today. These yards are on the left of the harbor as you come in. They front the west shore and they cover more

than the other ship-building companies, and the home-built ships of today are all due to government support. As it is now, there is a bounty of \$5 a ton on all vessels of from 200 to 1,000 tons, and one of \$10 per ton for vessels of more than that. There is also a bounty of \$2.50 per horsepower on the engines used. Ships like these run into big figures when the ships are large. At \$10 a ton, the two 8,000-ton ships in the harbor will each receive \$80,000, with a large take-off for their horsepower. These bounties have been given since 1896, and, as a result, Japan is able to build about as good vessels as any other nation. Other bounties are awarded to all ships in the carrying trade, and Japan's mercantile marine now amounts to more than a million tons, the greater part of which has been created within the past few years. The nation has now a half dozen big steamship companies which cover all parts of the Pacific and Indian oceans. Most of its big liners are run by Japanese captains and there is a national college at Tokyo whose graduates furnish the principal officers.

**JAPAN'S OCEAN LINERS.**  
The largest steamship company here is the Nippon Yusen Kaisha. It has 32 steamers with a tonnage of more than 300,000, and its vessels trade regularly with America, Bombay, Australia and Europe. The company also does business on the Asiatic rivers, and it has ships to Siberia, Formosa and Siam. The length of its services is altogether about 45,000 miles. This company has a capital of \$11,000,000, and it pays dividends of 12 per cent.

Another big corporation is the Osaka Shosen Kaisha, the Osaka Merchant company, which has a capital of over

## Her Subsidized Steamers and How They are Built—The Kawasaki Shipyards and Their Ten Thousand Workmen—Big Bounties for the Merchant Marine Which Now Aggregates 1,100,000 Tons, and Rapidly Grows—A Patriarchal Government and Its Methods—Commercial Students and the Foreign Samples Museums—The Chinese Boycott—American Trade and Its Possibilities Among the Japanese.

this has been done successfully only in Japan. The inventor of this process has become rich through the sale of his patent.

Japan has now 80 chambers of commerce, and it is also sending commercial commissions abroad. During the past year it has been inviting American merchants to visit this country, and there have been several large delegations from the Pacific coast, which have been taken through the factories and entertained generally. The empire has also many commercial schools, and it is establishing technical schools in which all branches of industry are taught. In Tokyo I found one industrial school for young women, with more than 1,000 students, who were learning embroidery, sewing and the making of silk flowers and other articles for export.

**BIG FOREIGN COMMERCE.**  
As a result of such efforts, Japan's foreign commerce is rapidly increasing. It is now more than double what it was in 1903, and it has greatly increased since the Russian war. It made a jump at the close of the Japan-China war, and until our last panic occurred its ex-

ports and imports were larger than ever. Today it is doing more business with the United States than with any other nation. We are its biggest customers, and it sells us in the neighborhood of \$60,000,000 worth of goods every year. Next comes China, to which it sells \$45,000,000, and then France, which buys \$20,000,000 or more.

**OUR TRADE WITH JAPAN.**  
I find our American goods popular in Japan. They are to be seen in nearly every shop on the chief business streets of the big cities, and often in the little stores of the Japanese villages. These people are buying more and more foreign goods. The war with Russia taught the soldiers the use of shoes and the advantages of foreign clothing. They learned to eat canned stuffs, and as a result the masses are beginning to buy such things.

There should be a big opening here for American shoes. The army now wears footwear of foreign style, although it is made in Japan. In some of the higher schools shoes are required to be worn by the students, and many of the girls are adopting like footwear. I notice the favorite shoe for men is the congress gaiter with elastic sides, which can be easily slipped off and on. This is popular because one always takes off his shoes when he enters a Japanese house, hotel, club or temple or, indeed, any of the finer buildings. The floors are covered with the softest and cleanest of white mats, which would be ruined by the nails of an American shoe.

Japan is now taking a great deal of leather from the United States. It buys our calfskins and cowskins and also sole leather. It takes considerable wheat and flour, canned goods of all kinds and the greater part of its kerosene oil.

**NATION WANTS DRAWERS.**  
There is a big opening for our cotton underwear. In the past the ordinary Japanese has never worn anything under his kimono, and a strip of wadded cotton was all that shielded his bare legs from the blasts of winter. He is now beginning to buy knit drawers. The men here often wear these without kimono, so that a union suit forms full dress. This demand is bound to grow and our exporters should study it.

The prices of all things are now high. Cotton elastic which retails at home for from 3 to 5 cents a yard is selling in Tokyo for 30 cents and all foreign goods are high priced. Biscuits, or crackers, as we call them, which bring 5 cents a pound at home sell here for 30 cents. They are imported from England and are sent out in this tightly sealed to keep out the moisture.

I see a great deal of California canned fruit and Columbia River salmon on the shelves, and also imitations of them. Japan is now canning salmon herself, and she is experimenting in making canned sardines out of the herring from the shores of the new possession of Saghalien. Many trade marks are imitated, and one has to watch carefully to protect his goods. This is also the case with merchandise intended for Manchuria and Korea. It should all be marked with Chinese characters as well as with the American trade marks.

**MACHINERY IN DEMAND.**  
I find there is a great deal of American machinery coming into Japan. Most of our big exporting firms have agents here and many machines and machine tools are sold. Steam turbines are being introduced, and with the electric possibilities of the country there is bound to be a big demand for electrical goods in the future. The various kinds of American typewriters are for sale in all the large cities, and our sewing machines, graphophones and phonographs are to be had everywhere. In my trip through the Kawasaki dock yards I saw many American machines in operation, and in the planning mills and carpenter shops found the men working on Oregon lumber.

One of the big openings of the future and a big market of today is can machinery coming into Japan. Most of our big exporting firms have agents here and many machines and machine tools are sold. Steam turbines are being introduced, and with the electric possibilities of the country there is bound to be a big demand for electrical goods in the future. The various kinds of American typewriters are for sale in all the large cities, and our sewing machines, graphophones and phonographs are to be had everywhere. In my trip through the Kawasaki dock yards I saw many American machines in operation, and in the planning mills and carpenter shops found the men working on Oregon lumber.

can machinery coming into Japan. Most of our big exporting firms have agents here and many machines and machine tools are sold. Steam turbines are being introduced, and with the electric possibilities of the country there is bound to be a big demand for electrical goods in the future. The various kinds of American typewriters are for sale in all the large cities, and our sewing machines, graphophones and phonographs are to be had everywhere. In my trip through the Kawasaki dock yards I saw many American machines in operation, and in the planning mills and carpenter shops found the men working on Oregon lumber.

One of the big openings of the future and a big market of today is

in window glass. In the past all the windows of this country were of paper, and the inner walls of every house were composed of hundreds of paper panes. In the towns these are now being replaced with glass; and as a result Japan will soon use more glass than any other country of the far east. The new school buildings which are now being erected are almost all walled with glass, and every large structure is a blaze of light. Indeed, the conditions are changing so rapidly in this part of the world that if our manufacturers and exporters would take advantage of them they should keep men on the ground to study the markets and to push their goods in accordance with the demand of the times.

FRANK G. CARPENTER.

## HERE IS A BATH THAT INDUCES SLEEP

Every bath is not soothing to the fatigued, but here is one for the tired, nervous woman who cannot sleep at night and is too weary-worn even to want to live:  
Dissolve four ounces of sea salt in a quart of hot water and let stand until

cool; pour two ounces of spirits of ammonia and a like amount of spirits of camphor into eight ounces of alcohol, add this to the sea salted water, shake well. In using wait the body is covered with a spongy dipped in this mixture and rub vigorously all the body. If one bath the eyes when they are tired in water just as hot as it can be borne it will give great relief. Delicate and nervous children who are restless at night should be bathed gently rubbed with warm water in a heaping tablespoonful of salt and dissolved. This saline bath does not cure in toning up the young nervous system. When a person has a slight nervousness from fatigue or nervousness in the face and hands in warm water, which a teaspoonful of common table soda has been dissolved.

## MORMON CONFERENCE

Salt Lake City, April 3, 5, and 7. The usual low and trip rates will be made via the Oregon Short Line. Tickets on sale from Ogden and point south, April 2nd to 6th, inclusive. Limit, April 12th. From points north of Ogden, April 1st to 6th inclusive. Limit, April 15th. See agents for further particulars.



AMERICAN TYPEWRITERS ARE USED ALL OVER JAPAN.

Photographed for the Deseret News by Frank G. Carpenter.

than 40 acres. The water front is a forest of scaffolding surrounding the ships now under construction, and the berths include two for 5,000-ton vessels, one for 8,000 tons, another for 14,000 tons and one for 20,000. There are also berths for ships of from 500 to 3,000 tons each and for ships of every kind, from torpedo boats up to great ocean liners. Out in the harbor a 150-ton steel crane is being erected.

The Kawasaki company has lately constructed ten gunboats for the Chinese navy. It built a yacht for the late emperor dowager and something like 20 of its steamers are now plying on the Yangtze Kiang and other Chinese rivers. It has built one destroyer and three torpedo boats for the King of Siam. These have just been delivered and three more have been ordered. A 4,000-ton ship for the Pacific trade will be completed this month and there are other vessels under way. Altogether since its organization the Kawasaki company has built more than 300 vessels of different kinds. Its works have had in their employ during the past year on the average between nine and ten thousand men. This force has been somewhat reduced on account of the hard times, but the prospects for improvement are good, and the industries tell me that they will be soon running full again. The company has a capital of \$7,000,000 and it pays dividends of 12 per cent.

**HOW THEY HANDLE MACHINERY.**  
In going through the works I was interested in the up-to-date machinery and in the masterly way in which these almost-eyed laborers handle them. The 10,000 employees are paid from 12 cents to \$1.25 a day, the average wage being about 50 cents, or not more than one-sixth that of our men. For these wages these Japanese mechanics are doing all the work that you will see done in such shipyards as Cramp or in our big naval gun factory in Washington. The men were dressed in European clothes and, at a distance, they looked not unlike our American mechanics. Here they are working at the lathes, planing iron like paper, their punching holes in a boiler plate at one or more per minute, and in another mighty shop acting as blacksmiths of a scale of lifting forces. I saw their handling cranes, some of which are carrying 20 tons of metal at one time. The cranes run on overhead tracks from one end of the shop to the other, and the top of a screw lifts the load. One such crane was carrying 60 tons and nearly, steel planks, which take in an area as large as a good-sized parlor, were operating.

Some of these machines are of the latest invention and the most improved style. Many of them came from America and many are electrical. The works are run by electricity, steam and water-power, and the control is combined in a building with machinery made in Bethlehem, N. Y.

The managers of these works are the three sons of the famous financier, Count Matsushita, the president being Kogoro Matsushita, one of Japan's best known business men. These men have all been educated in the United States and Europe. Mr. Goro Matsushita, who showed me through the establishments, is a graduate of Yale; one of his brothers was graduated at Harvard, and another has spent 11 years in Belgium and Germany. I mention this to show the kind of training possessed by the men who are doing the big things of Japan.

\$7,000,000, and a third is the Toyo Kisen Kaisha, whose capital is a little over a million and a half. The latter company has a regular service to San Francisco, and it will eventually ply to South America as well. In addition there are the Mitsui Bussan Kaisha, which has a large number of coasting ships, and the Japan-China Steamship company, which is running steamers on the Chinese rivers. All of these companies are paying dividends and all are heavily subsidized.

**A PATRIARCHAL GOVERNMENT.**  
Indeed, the government of Japan is decidedly patriarchal. It is nursing industries of all kinds, and is doing all it can to stimulate trade. There is a higher council of agricultural commerce and industry. This is composed of 29 members, five of whom are government officials, and the other 24 are known business men. This council investigates all matters of commerce, trade, and schemes as to how Japan may take advantage of them. Its discussions deal with the various markets, and also with such things as international banking, the encouragement of certain exports and the tariff.

In addition to this, the government has been sending out special students and others to look up foreign markets. These go not only to the Orient, but also to Europe and the United States. In the eight years ending 1901, 124 agents were sent abroad.

Another method of encouraging trade is by sending young men to be trained in the factories and commercial establishments of other countries. These students are under the control of the Japanese consulate, and they send back regular reports concerning the establishments and localities where they are stationed. There are probably 100 or more of such men abroad now. A large number of them are in America and Europe; many are in China; and some in the Straits Settlements, Java and the Philippines.

The government is encouraging the formation of industrial guilds and the various classes of merchants have their own combinations. There are over 400 such guilds in Japan, and also 600 guilds devoted to commerce.

**IN THE COMMERCIAL MUSEUMS.**  
Japan is establishing commercial bureaus and museums throughout the far east. There are now about 40 of these, including many in Japan. One is located in Hongkong, another at Singapore, and a third at Bombay. Similar museums have been started in Hankow, Chungking, Shanghai and elsewhere in China, and one was recently opened in Bangkok. Of the local institutions, the largest are in the big cities of Tokyo and Osaka. I visited the Tokyo museum the other day. It takes up the better part of a large three-story building, and it has about 35,000 samples of foreign and native-made goods. It is somewhat like the Commercial museum in Philadelphia, save it is larger and more like an exposition. It contains all kinds of foreign raw materials and manufactured products, shown side by side with those of Japan. There are large displays of machinery and electrical works of home manufacturers, and of all sorts of metal articles from aluminum to iron. There is Japanese lacquer made in various sizes by side with the beautiful native product which is worth its weight in gold and which no European artist can copy. There are Japanese clocks and watches, and even Japanese umbrellas, which are so much in demand. The latter are magnificent and they are handmade. They are gotten by introducing grains of sand or other offending particles into the shells of the system, which they are so alive. The blades coat the sand with lacquer layer by layer to protect itself and the result is a pearl. As far as I know,

ports and imports were larger than ever. Today it is doing more business with the United States than with any other nation. We are its biggest customers, and it sells us in the neighborhood of \$60,000,000 worth of goods every year. Next comes China, to which it sells \$45,000,000, and then France, which buys \$20,000,000 or more.

**CHINESE AND THE BOYCOTT.**  
The fuss which Japan has had with China about the seizing of a lot of guns which are being smuggled into the latter country has cost the Japanese no end of money. The Chinese about Hongkong, Canton and other cities in the south instituted a boycott

## FRENCH SCIENTIST TELLS HOW TO MAKE JEWELS

(Continued from page thirteen.)

a different process, but with approximately the same result. It was all very easy, said M. Fremy, a French chemist, and M. Verneuil, a noted engineer and author of remarkable works on tuberculosis, produced rubies which, while not large enough to cut, could nevertheless be used in the jewelry trade as "cuttings" of "chips." Later small rubies were melted together to obtain larger ones with considerable success.

**THEORY PROVES CORRECT.**  
"My theory has been to crystallize oxide of aluminum (alumina) by the electrolytic influence of fluoroboric acid. At our workshop at Fontainebleau we have constructed a long row of heavy heat resisting boxes in which we enclose the 'chambrasse.' A chalumina is a metallic tube used for blowing on a flame which produces a very high temperature. The oxyhydrogen chalumina flame can melt even platinum.

calx and magnesia must occur at exactly the right instant, or it is lost and the stones will either utterly lack transparency or will crumble into small pieces when cooled.

"You will see," continued M. Paris, "I have here a white sapphire of unusual brilliancy," showing a beautiful, radiant white stone of about two carats, that to the uninitiated resembles a most superb diamond. "No, it is not a diamond, it is a white sapphire," said M. Paris. "In nature they also exist and are not really so very rare. All that is needed to make a white sapphire is to omit from the process of procedure the coloring of the sapphire and a preparation of red for the ruby.

## Banks' Second Showing--Fine Spring Millinery



During the past week throngs of delighted women and misses have feasted on the bewildering maze of millinery so artistically displayed by us—and our force of sales women has been taxed in supplying the demands for these exclusive patterns. Since the unfavorable weather has prevented hundreds from seeing our exquisite showing, we announce that all next week the formal opening will continue.

See Banks' all Next Week for Charming Spring Hats

We Are Salt Lake's Style Promoters  
**Banks' Millinery** 116 Main Street

## A "DINWOODEY" MODEL



"People who care" are always alive to the styles and ideas in vogue in house furnishings. The wide-spread popularity of Arts and Crafts is seen in the great demand at Dinwoodey's for "Quaint" furniture, wall papers in leather effects, Bungalow cloth, nets and draperies, and then people are buying choice rich Bundhar Wilton and French Wilton Rugs and Carpets.

The prevailing colors of the season are Greens and New Browns.

We offer the entire furnishing in these colors. You must see these furnishings in order to appreciate the charming effects produced by such harmony in the color scheme.

This elegant Reception Hall is furnished in Art and Crafts: the furniture is the popular "Quaint" style, sold exclusively at Dinwoodey's: the wall paper has the panelled effect; the windows are draped in dainty Bungalow cloth, and a rich Bundhar Wilton Rug lends luxuriousness and warmth to this prettily appointed apartment.

Our patrons appreciate the value of conferring with our expert decorators on all matters pertaining to home furnishings. Harmony is a matter of attention to detail—that's our business. You can get suited here in the grade you wish. It's a Big Money Saving to be Satisfied.

—FOR A WIDE SELECTION AT CONSISTENT PRICES SEE—  
**DINWOODEY'S**