

tune out of the little Japanese boxes. He bought these by the hundreds of thousands; shipped them to the United States and filled them with tacks. The tacks were sold at the regular price, and the women bought them in preference to other brands, in order to get the boxes. There are numerous other things of this same nature that might be done. One thing is the making of clock cases. Such cases as we have from Germany and France made in porcelain are very high priced. The Japanese could produce these very much cheaper, and they could make carved clock cases which would sell at high prices. I mention these things merely as indicative of the vast field which is now open to America in Japan. Remember the Japanese can do everything that we can do, and if you show him a picture of anything under the sun he can copy it. He is packed full of ideas himself, and he is an inventor as well as an imitator. From now on he will want more foreign clothes and more foreign machinery, and America ought to supply a great portion of the needs.

#### THE CHINESE MARKET.

The settlement of the war will bring about a great change in China, and from now on the empire will probably be slowly but steadily opened. The making of Nanking a treaty port will give a new foreign settlement at that point, two hundred miles up the Yangtze-Kiang. The government will be obliged to cede a certain amount of land here to foreigners, and a little foreign city will spring up at this point, such as have already sprung up at every open port. In Canton there is an island which is give up to the foreigners. At Hankow the foreign concession covers, I judge, at least a square mile, and at Shanghai many foreigners have made fortunes out of the rise of the real estate in the foreign concession. There are foreign settlements at Tientsin, at Kiukiang and at Chinkiang, and in these property is worth much more than in the Chinese cities themselves. These concessions are governed by the foreign consuls, and the Chinese like to obtain property within them if they can, as this frees them from exactions of the Chinese officials and puts them under foreign law. These concessions are much like foreign cities. They have modern houses. Their streets are macadamized, and they are kept in order by being smoothed with heavy rollers which are drawn by hundred of Chinese. They have their own policemen, and are by all odds the most desirable places in China in which to live. The city of Nanking is about five miles back from the river, and is one of the richest cities in China. It was for years the capital of China, and it is in the heart of one of the richest of the Chinese provinces. The foreign concession may be on the river, or it may be on the edge of the city. Wherever it is, the land is almost certain to increase in value, and an investment in it ought to be good.

#### CHINA AND MILITARY SUPPLIES.

Those best posted on the Chinese character say that war will be followed by a great military activity throughout the Chinese empire. New gunworks will be at once started. A new navy will be constructed, and there will be a great demand for all kinds of machinery for making of arms and the muni-

tions of war. There are now more than 2,000 men at work in the shops at Shanghai. An equal number are probably employed in the gunworks at Tientsin, and the Foochow shipyards will be pushed to their utmost capacity. The Chinese have seen their necessity for railroads, their lack of ability to move their troops without them. The first road to be built will probably be one from Tientsin to Hankow, and thence to Canton. This has been planned for years, and it will tap a territory containing hundreds of millions of people. The work of getting such concessions will be slow, and it is very doubtful whether foreigners will be allowed to build railroads. If they could be permitted to do so, the field for electricity and steam is practically unlimited, and such a revolution in railroad building and manufacturing will take place as will turn the remainder of the industrial world upside down. I don't believe the Chinese will do this at present. They move slowly, but it will come eventually. They will, however, have a great trouble in raising the money to pay Japan, and there is no telling what may be squeezed out of the government at this time. Think of cities of a hundred thousand, five hundred thousand and a million within a few miles of each other.

Think of a country as big as the United States and containing about eight times as many people with no railroads whatever and no decent wagon roads—a country in most places as flat as a floor and well fitted for railroads without grading, and you have something of the condition of China today. It is a country which has four thousand walled cities and countless villages. A country where locomotion is expensive and where the people squeeze money harder than they do anywhere else on the globe where cheap transportation would pay better. The harvest is ripe for the speculator and investor if the fence of Chinese conservatism and exclusion can be torn away. Take Peking, with its million and a half of people. It has not a line of street cars. Tientsin, eighty miles away, has a million of people, and is one of the great trading centers of the empire. Those who ride go about in chairs, carried on the shoulders of men, and all goods are carted around on wheelbarrows. Tientsin supplies Peking with goods, and there is no railroad between them. It is the same all over China.

#### CHINESE COTTONS.

The Chinese are beginning to make their own cotton. They have a number of large factories, and Li Hung Chang proposes to build others. In these they have modern machinery. A great part of the cotton used is made by hand, not more than one-fifteenth being imported. Our cotton cloths are more popular than the English or the native cottons, but they cost too much, and hence we send but little manufactured cotton to China. The market, however, is enormous. One of the consuls made an estimate of it not long ago. He said that the Chinese are clothed principally in cotton. There are at least four hundred millions of them, and they use about twenty yards apiece every year. This would make a consumption of eight billion yards a year. Take your pencil now and see what that means. Eight billion yards is twenty-four billion feet long. At five thousand

feet to the mile this would be more than four million miles long, or enough to reach one hundred and sixty times around the world. One hundred and sixty feet makes a very wide city street. If you had three such streets running clear around the world, and could patch the cotton used by the Chinese into one vast crazy quilt, it would be more than enough to carpet them. Of this enormous amount of more than seven and one-half billion yards are made by the Chinese, being woven by the women on hand-loom. If we could get low freight rates we ought to be able to supply a large part of these cottons. The Chinese want a good cotton, and they need heavy, strong and closely woven goods for winter. In the future they will probably make the greater part of their own goods, but the enormous market which might be created for our raw cotton is almost inestimable. There would be no limit to production if we had it, and with the opening of the Nicaraguan canal the great part of it ought to come to us. The kinds of cotton used by the Chinese are generally blue in color. They use a large amount of drills, and the sails for their vessels are made of this cloth.

#### OUR LUMBER AND WHEAT.

The Chinese are now using quite a lot of American lumber. The lumber comes from Oregon and Washington, and it goes as far north as Peking. I saw American pine in the lumber yards of Japan, and I met a man who was trying to introduce it into eastern Siberia. During my stay in Valdivostock an American ship loaded with California wheat was lying at the wharves, and quite a good deal of our flour is now used in China. Strange as it may seem to many, rice is an expensive form of food there, and in the north many of the people are too poor to eat it. There are no big flouring mills in China, and even in the city of Canton, which, you know, contains about 2,000,000 people. I saw oxen grinding flour by dragging one stone about on the top of another.

#### CHINESE LABOR.

It is impossible to appreciate the fortunes which are sure to come sooner or later to some one out of Chinese cheap labor. Remember, their labor is as good as ours. I saw a locomotive which they built at the gun works near Shanghai which looked as well as any turned out in our shops, and a Chinese engineer was operating it. He got about twenty-five cents a day. I saw men making everything under the sun for wages about one-tenth of what the same class of labor receives in the United States, and the Englishman in charge told me that it required only a few months to make a good mechanic out of an ordinary Chinaman.

When the Chinese appreciate that they can manufacture for the world. The coolies and the men who are now working on the roads could be put into the factories and the people will become a nation of mechanics and manufacturers. At present they toil from ten to twelve hours a day for wages which would hardly support a dog in this country. I have before me a list of wages given by Dr. Bedloe when a consul at Amoy. Here are some of them: Barbers get \$3 a month; boatmen, \$4, bricklayers, \$5; masons, \$6; laundrymen, \$4 and pavers, \$4.50 per month. The plumber is a rich man in America, but he is glad to receive \$6 25 a month in China. Printers