

# BRAZIL IN 1904.

A Chat With the Brazilian Commissioner General About His Country and Its Prospects.

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

ST. LOUIS.—"The United States does not want the trade of Brazil!"

These words were spoken by Col. F. M. de Souza Aguiar, the Brazilian commissioner general to the world's fair, when we were discussing trade matters this afternoon. We had been chatting about the resources of the two nations as we walked together from building to building inspecting the magnificent exhibits of Brazil and were now sitting in the Brazilian pavilion, constructed by Col. Aguiar at a cost of \$130,000, to be his offices during his stay here.

"You people pretend to want our commerce, but you will not go half way to get it," he went on. "You cannot have trade without adequate transportation and banking facilities, and as it is, you are now relying entirely for these things upon the British and Germans. There are three lines of slow steamers plying between New York and Brazil, but they are all foreign and they charge you a big tax for freight and exchange.

"But how about that Brazilian Mocha and Java, colonel? Do you sell your coffee branded that way?"

"Yes, we have mills which sort the beans into six different varieties. The beans of a certain kind and quality go into one box and are labeled Mocha, of another kind into another box and are labeled Mokka, and another into a third box labeled Java, and so on. The purchasers understand perfectly well how the coffee is graded, and there is no fraud in this method of selling. The day has long past since the name of a coffee denoted the actual locality where it was grown. Indeed, we ship Brazilian coffee to Java, and the people there drink it under the name of Java coffee."

"How much do our Java coffees, which are sold from 35 to 45 cents a pound, bring in Brazil?"

"About 10 cents a pound, I should say."

"Is your coffee area increasing?"

"Not at present. We are trying to restrict the production in order to keep up the prices. Your coffee trust is always cutting us down, but our farmers are now combining to reduce their output and thus to offset the trust. As to

a protected tariff and we want to imitate you in the building up of our industrial empire below the equator."

THE BUSINESS OF BRAZIL.

"But have you the natural resources for such an empire?" I asked.

"We have almost everything," replied the Brazilian commissioner general. "Do you realize the extent of our country? We have almost half of the land in South America, about one-fifth of all the land on this hemisphere and almost one-sixth of all the land on the globe. Russia stands first among the world's great land holders, Great Britain next, the United States next, and Brazil next. If you leave out Alaska and your colonies Brazil is bigger than the United States, and I believe it has more good land. The greater part of Russia is made up of icy wastes and desert steppes. The Australian desert, belonging to Great Britain, is one of the largest on the globe, and her territories in British Columbia are chiefly ice and snow. As for you, you have the waste lands of the Rockies, but our soil is almost all rich. We can grow every crop and we have nearly every mineral."

"How about coal and iron?"

"We have them both," said Colonel Aguiar. "Beginning south of San Paulo and running 1,000 miles is a coal field which is several hundred miles wide—one of the great coal fields of the globe. It is as large as your Appalachian coal fields. Close to that field are vast deposits of iron, some of them mountains of the finest ore. We have other iron deposits scattered throughout the country. All that is undeveloped, as yet. We are doing but little mining, but we will change that in time."

BRAZIL AND THE KAISER.

"How about your southern states, colonel?" I asked. "It is said they are settled by Germans who call their country West Deutschland, and that they would like to break away from you and be a German colony under the kaiser."

"It is true that our southern states have many German citizens," replied the Brazilian commissioner general, "but it is not true that such citizens want to break away from us. Indeed, in these states our most enthusiastic patriots are of German descent. They are Brazilians first and Germans second. They are like the American Germans; they love their adopted country, and they would fight for her against the

fatherland rather than have her imposed upon. They retain, however, a strong love for Germany, as may be seen in their commercial relations. The Germans at home cultivate them, and owing to this feeling there is a great trade between Germany and southern Brazil. This trade has been fostered by the excellent steamship and banking facilities which Germany gives."

"Give me some idea of that part of Brazil?"

"The country there is much like parts of the United States," said Col. Aguiar. "It is made up of rolling plains covered with grass. It is excellent for grazing, and 250,000 cattle are annually butchered in Rio Grande do Sul alone. That part of Brazil has good towns, some railroads and many factories. Its people are thrifty."

SAN PAULO THE COFFEE STATE.

"What kind of a state is San Paulo?"

"It is one of the most prosperous parts of our country. It has the best coffee lands, and although comparatively small it contains about one-eighth of our whole population. San Paulo has now 2,500,000 inhabitants, which is three times as much as it had 30 years ago. Its capital city, also named San Paulo,

has 250,000, and is one of the finest cities on the continent. It is a great educational center, being noted for its schools of all kinds, and for its libraries and museums. It is a rich city, its wealth being based on the coffee trade. The state has, in round numbers, 16,000 coffee plantations, with more than 500,000 bearing trees. Indeed, it could supply all the coffee consumed by the world. San Paulo also raises sugar and cotton."

"How about your street car systems? I understand you have many electric roads, and it would seem that they might furnish investments for American capital."

"Americans are already investing in them," replied Col. Aguiar. "One of the most profitable car companies of South America is that which operates the San Paulo tramway. It has a capital of \$12,000,000, on which it pays 6 per cent dividends, notwithstanding the capitalization probably contains considerable water."

"This company is known as the San Paulo Light and Power company. It gets its electricity from the Parahyba river, about 20 miles from the city, where it has one of the largest electric

plants of our continent. It lights San Paulo. The same company has recently planned to take over the street railroads of Rio Janeiro, and to run them with a power furnished by waterfalls 10 miles from Rio. The falls are so strong that it is believed that they will light the city and drive all the cars. Rio has now 800,000 people, and the street car traffic is enormous."

"At what figure will they capitalize their new company?"

"It is already capitalized. The stock amounts to \$45,000,000, and they expect to pay dividends upon that. They will have every street car line in Rio de Janeiro except the Botanical Garden line, and they will probably be able to sell power to that line. The Botanical Garden line was one of the first built on this hemisphere. It was constructed by an American named Greenough, who made a fortune out of it and then sold it out to the Brazilians. Americans have also built the street car lines of Manaus, 1,900 miles up the Amazon, but they have sold them. Indeed, it seems to me that when you people get a particularly good investment you always sell out. It is different with the English and Germans—they hold on."

FRANK G. CARPENTER.



COLONEL F. M. DE SOUZA AGUIAR.  
Commissioner General to the World's Fair.

What Brazil wants is direct steamship connection with the United States, and she is ready to join your government in subsidizing a line of American steamers. We will pay half of the subsidy and you may pay the other half and take all the profits. We have offered to do this again and again, but your Congress will not consent. If those foreign lines can be operated without a subsidy an American line should certainly pay with one."

"What does our trade with you amount to, Col. Aguiar?" I asked.

"It is far greater than that of any other nation, but the balance is altogether on our side of the ledger. You sell us 12 or 13 million dollars' worth of goods a year, but we sell you 40 million dollars' worth or more. In 1901 you spent \$9 million dollars upon Brazilian products, buying about four-fifths of all we sold. You are our best coffee customer and our best rubber customer, and these two staples form our chief exports."

"What do your sales of these products amount to?"

"We annually export about 40 million dollars' worth of rubber and about 100 million dollars' worth of coffee. You buy almost 60 million dollars' worth of coffee every year, and almost all of this comes from Brazil."

CAN WE RAISE OUR OWN COFFEE?

"But this will not continue, Col. Aguiar," said I, proudly. "We now have colonies and are going to raise coffee of our own."

"Your colonies could not fill the spoons with which you stir your cups, much less the pots which are now filled with Brazilian liquid; and they need will. You Americans are among the great coffee drinkers of the world, and you are drinking more from year to year. Your consumption in 1903 was 13 pounds for every man, woman and child in the United States, or altogether more than one billion pounds of coffee. What have you to supply such a demand? Your only territories which will grow coffee are Porto Rico, Hawaii and the Philippines. In each of these countries the coffee lands are small."

"Brazil is the coffee country of the world, and it always will be so. Coffee is not a common grain. It is not like wheat or corn, which will grow almost everywhere. You must have just the right soil, the right climate and the land must slope the right way and be at the right distance above the sea. On all the earth there is only one large tract of land which fits these conditions, and that is in Brazil. Take your map and follow the isothermal lines, and you will find nothing like it elsewhere. There are several islands and one or two small tracts of mainland, but elsewhere the country along the coffee lines is either swampy or desert."

JAVA AND MOCHA FROM BRAZIL.

"But how about that Java and Mocha, colonel? We consume vast quantities of such coffee every year?"

"Yes, but where do they come from?" replied the commissioner general. "I have just received a letter on that subject from one of the chief coffee dealers of this country. He says that the total production of Java and Mocha coffee last year was 20,000,000 pounds, of which 17,500,000 pounds were Java and 2,500,000 Mocha. Notwithstanding this total product there were sold in your retail groceries of the United States last year about 500,000,000 pounds of Mocha and Java coffee, or in other words, 480,000,000 pounds more Mocha and Java than Mocha and Java produced. This coffee was sold at high prices, bringing from 35 to 45 cents per pound. The question is, where did the surplus Mocha and Java come from? It undoubtedly came from Brazil."

our coffee lands, we shall develop more as the world demands more coffee."

THE RUBBER FORESTS.

"How about your rubber product?" I asked. "Does it show any signs of giving out?"

"No. Our rubber comes from the wild trees along the Amazon and its tributaries, embracing altogether a length of about 4,000 miles of waterways. The forests there are of vast extent, and they will last for centuries. They are now producing about 20,000,000 pounds per year. At present we are working only near the rivers, but when this territory has been exhausted we shall push back into the interior. We are finding new rubber fields every year. One of the most profitable exploited in recent times is the Acre territory, which we have just obtained from Bolivia. That country contains a vast supply of rubber."

"How about the Mexican and African rubbers? Do they not compete with yours?"

"No. Their rubber comes chiefly from vines and trees other than the Symphoria elastic which grows on the Amazon. The Amazon rubber, which is known as the Para rubber, is the best in the world."

"Why do you not set out plantations of such trees and cultivate them?"

"It takes a long time to raise a rubber forest. It would be 25 years before we would get the first crop, and at present it is more profitable to tap the wild trees."

BRAZILIAN COTTON.

"What are you doing in cotton raising, Col. Aguiar?"

"We are already raising all the cotton needed for our 20,000,000 people; and we are weaving it in our own factories. Our cotton is better than that raised in the United States, and it commands one cent more per pound in the Manchester markets. Indeed, there was a time when Brazilian raw cotton could be taken to Manchester and there exchanged, pound for pound, for low grades of cotton goods made from cheaper cotton. We are steadily increasing our cotton plantations."

"Tell me something about your cotton factories."

"They are fostered by a high protective tariff," said the Brazilian commissioner general. "They are steadily increasing in number, and the business is very profitable. We have now 155 in different parts of the republic. There are 45 in Rio Janeiro, 35 in Minas Geraes, 15 in Bahia, 11 in San Paulo and others in other states."

As I walked with Col. Aguiar through the world's fair buildings we examined the Brazilian manufactured products. They are now making goods of all kinds. Every industry is protected by a high tariff and new factories are assisted by the government. Among the exhibits are cotton goods of every description from heavy canvas to calicoes. There are also woolen goods, corsets, hats and fine millinery. There are silk goods from the mills near Rio; and all sorts of iron ware from cooking stoves to safes. The products shown are of every variety and excellent quality. As we looked at them Col. Aguiar said:

"We have brought these goods here to show what can be made at a profit in Brazil and to induce American capitalists to invest there. We want your big factories and foundries to establish branches in Brazil and to use our cheap labor under our high tariff."

We can give them an exclusive market, and through their improved machinery and methods they can pay big dividends. We Brazilians have watched you and your success in manufacture and trade. We have come to believe in

## WALKER'S STORE.

### A Startling Sale of Newest and Finest of Black Dress Goods Begins Monday.

Five Thousand Yards From Two Great Mills at 50c on the Dollar. Our Own Whole New Stock Wonderfully Price-Cut. Altogether 15,000 Yards of the Season's Best and Newest Black Dress Goods

FOUND THE GLAD NEWS FAR AND WIDE. EVERY WOMAN WANTS AT LEAST ONE BLACK Gown or Separate Skirt and here's a chance to have the finest for least price that many a year may know. The Walker Store has had Great Black Sales in the past and hopes to have in the future. Not any have been quite equal to this and it would be hard to imagine any that could surpass it. Our buyers when east just recently, bought heavily of Season's New Black Goods. Added to this a shipment has been sent us of 5,000 yards. A momentous quantity. Come Monday and week to make Black Dress Goods Purchases.

The Entire Center Aisle will be Given Over to Black Goods. No Samples Cut During Sale. SALE BEGINS MONDAY, LASTS THE WEEK!

65c all wool black Venetians, 38-inch, will go at—42c a yard.  
65c all wool black Zibelenes, 38-inch, will go at—42c.  
68c all wool black English Storm Serge, 38-inch, will go at—48 ct.  
65c lustrous, fine finish black Mohair, 39-inch, will go at—46c.  
90c fine twill English black Storm Serge, 45-inch, will go at—69c.  
\$1.25 French black Crepe Voiles, all wool, 45-inch, will go at—59c.  
\$1.40 all wool black Voile, German make, crisp, sheer, 47-inch, will go at—68c.  
\$1.50 all wool black Mohair, silk finished crepe, 46 inch, will go at—79c.  
\$1.50 English silk finish black Sicilian, double warp, will go at—99c.  
\$1.25 all wool mohair yarn black Granites, 48-inch, will go at—83c.  
\$1.50 all wool German black Prunellas, 45 inch, will go at—98c.  
\$1.75 black boutonne Cheviots, French tailor suitings, will go at—\$1.  
\$2 fine quality black Broadcloth, 50-inch, for tailor suits, will go at—\$1.10  
\$1.40 imported black Camelhair, 45-inch, will go at—83c.  
\$1.50 close sheared black Vicunas, German make, 46-inch, will go at—86c.  
\$2 all wool Mohair, hard finish, dust proof, 50-inch, will go at—\$1.18.  
\$1.25 pure mohair silk finished black Brilliantine, 45-inch, will go at—79c.  
\$1.25 all wool black Panamas, hard finish, 45-inch, will go at—78c.  
\$1.25 English black Basket Cloth, 45-inch, will go at—74c.

\$1 all wool 45-inch black Granites will go at—62c a yard.  
85c all wool imported black Voiles, 45-inch, will go at—59c.  
\$1.50 silk and wool mixed black Crepe de Paris, 42-inch, will go at—89c.  
\$2.25 imported French Chiffon Voiles, 45-inch, very choice, will go at—\$1.19.  
\$4 Sandow Tailor Twine Cloth, 45-inch, will go at—\$1.38.  
\$4.75 French Illusion Crystal Crepe, most beautiful black, 45-inch, will go at—\$2.25.  
\$4 fine Illusion Crepe Voiles, choice black goods, 45-inch, will go at—\$2.25.  
\$4 beautiful silk-wool Chiffon Voile Stripes, 45-inch, will go at—\$2.10.  
\$3 French silk and wool Eolian, 44-inch, will go at—\$1.39.  
\$3.50 silk finish mohair Melrose, 48-inch, will go at—\$1.98.  
\$4.25 finest French Lupinus tailor Etamines, 45-inch, will go at—\$1.98.

REMARKABLE BLACK TAFFETA SILK OFFERING. \$1 GRADE—58c. Not forgetful of lining needs for the purchasers of dress goods, we include a taffeta silk offer.

Five hundred yards of regular \$1 black Taffeta Silk will go at—58c a yard.

Walker Brothers Dry Goods Co