

mats are dyed with aniline colors, and these are imported. It is woven very much like cloth, and all of the pieces have to be put in by hand. After it is finished it is clipped with a pair of scissors, and after leaving the machine it has to be again dressed. The work is so carefully done that two men with an assistant can make only from two to three rolls per month, and the rolls are worth from \$3 to \$10 in silver in Japan when they are ready for shipment. This is from one dollar to five dollars in gold, and thus you see how cheap the wages must be.

CHINA VS. JAPAN.

I asked Mr. Flood as to what was to be the future of this matting industry. He replied: "I believe it will eventually drive the Chinese matting out of the market. It is much prettier than the Chinese matting. It is clean and healthy. The cheapest varieties can be put into America for about seven cents per yard, though the more expensive kinds are, of course, very much dearer. As I said before, it was almost an unknown industry five years ago, but it now employs thousands of men and women, and there are whole counties which practically live off of it."

"Japan's trade with America seems to be increasing," said I.

"Yes, it is," was the reply, "and it will continue to increase. The Japanese are studying the world, and they are going to make all sorts of cheap goods. They make as fine paper as you can find in America, and their silk trade is good. There are 120,000 silk looms in Kiota, and they now compete with France in all kinds of silk. It would surprise you to know the number of curios that are sent away from here. There is one firm in New York which imports \$150,000 worth every year, and you find them for sale in all the stores in America. I have never seen anything like these Japanese. They are wonders in the way of industry. The whole family works, and the more the children the bigger the income. Japan is, in fact, about the most prosperous country in the world today. There are practically no beggars, and the people are happy and well-to-do. The general idea of Japan is that it is made up of fans, pretty girls and curio shops. This is a great mistake. These are but the incidents of the life of Japan. This is a big business nation, and it is business from the word go. The chief industries of the country are devoted to supplying the goods which the people need for themselves, and the curio merchants are like the antiquity dealers of other countries, and do not constitute a big business part of the nation."

SOMETHING ABOUT JAPANESE SILKS.

There are quite a number of Americans in Japan who are now engaged in buying silks and shipping them to the United States. Several large factories have lately been erected. One which was built a year or so ago cost half a million dollars, and it is operated largely by women and girls, who receive from ten to twenty cents per day as wages. The best of the male operators are paid about fifty cents per day, and these people are working with modern machinery. Japan is now importing quite a large number of cocoons, and she raises them by the ton every year. I was very much interested in the progress. It is different from that used in China. The eggs of the silkworm are placed on pieces of paper and hung up in a warm room

about five feet above the floor. As soon as they are hatched they are sprinkled with bran made from millet, and after a short time they are fed with mulberry leaves, which are cut up into little bits, and the pieces are increased in size as the worms grow. They are fed eight times every twenty-four hours at first, and as they get older their meals are cut down to four. It takes 2,000 pounds of mulberry leaves to feed the number of silkworms hatched from one sheet of eggs, which varies from 45,000 to 60,000 in number, and the frames upon which they are laid have to be changed every day. They must be kept in warm rooms, and they eat their biggest meals at night. When they are fullgrown they begin to make their cocoons, and the butterflies are destroyed in the cocoons, from which the silk is to be made. The caterpillars and butterflies are often killed by steaming the cocoons, and the cocoons are sorted so as to have the silk of an even fineness and color. The cocoons are boiled before they are reeled, and there is a vast deal of work in making a single thread of silk. As to the reeling of silk, the greater part of it is still done by hand and by the crudest sort of machinery. The motive power for turning the reels of some of the factories consists of men who walk around in a circle like a horse in a tannery, pushing two poles, which, by a series of cogs, run the works in the rooms below. These men receive about ten cents a day for their work, and the silk reellers, who are skilled laborers, get about fifteen cents a day. There are two sorts of looms on which the silk is woven, and these looms are of the rudest construction. The women do the most of the weaving, and silk crape is made by twisting two threads in opposite directions, thus producing the crinkly appearance of the texture.

The most of the silk used in Japan is for its own people, and you find large silk stores in all of the cities, and there is hardly a girl in Japan who has not a silk dress. We have an idea that the people are loud in their clothes. This is a mistake. The ladies of Japan seldom appear on the street except in the most quiet colors, and the Japanese gentlemen wear soft grays and black. One of these Osaka silk stores has dozens of clerks, who squat down on the floor when they sell you the goods. There are no counters. The book-keeper sits flat on the floor and figures all his calculations on a box of wooden buttons strung upon wires. He moves these up and down, and can tell you the price in a moment, and he seldom makes a mistake.

NEW JAPANESE INDUSTRIES.

A number of new industries are making their way into Japan, and a great deal of Japanese wallpaper is now shipped to America. It looks much like Lincrusta Walton, and some of it has the appearance of leather. I believe that Japanese letter paper would sell well in the United States. It shines like silk, and it is wonderfully strong. Indeed, some of the sheets made at the government paper mill near Tokyo are so tough that a man can stand in the center of the sheet and be lifted up by others who have hold of the corners. There is a big modern paper mill now in Kobe, Japan, and the wrapping paper of the country is much finer than anything we have. It is as soft as cloth, and they have a way of making the paper so that

it has all the qualities of cloth, and is by no means offensive to one's touch when used as handkerchiefs. Japan is now publishing some of the most beautiful books of the world, and there is an establishment in Tokyo which will compare in size with those of our big publishers. The prices for printing and engraving are wonderfully cheap, and I believe that our offices could make money by having their plates prepared in Japan and printed there or here. I don't know as to the copyright law in this respect, but you can get the finest of half-tone work, such as is used in our best magazine illustrations, for fifteen cents per square inch in American money. Such illustrations cost from forty to fifty cents per square inch in this country.

JAPANESE CANDIES.

It is a wonder to me that the Japanese candy is not imported into the United States. I believe that some enterprising man, like the fellow who got up these digesting chewing gums, could make a fortune by shipping a Japanese sweet which is known as midzume into the United States. This is a delicious candy, much more palatable than gumdrops, and of about the same nature. It is said to be excellent for dyspepsia, and some people take it after their meals. It is made also in the form of a syrup, and it looks like a thick golden molasses, and is much better to the taste. It could be used for cakes, and the babies could eat it without danger. It is made from rice and wheat, and it is believed that the same sweet could be made here from Indian corn. Other candies are made of beans, and all of these sweets could be imported to the United States and sold at good prices. There is hardly anything we use that the Japanese could not make cheaper than we do, and there are very few things which they could not make as well. They are now building watch factories. The wages are so remarkably low, and their workmen can live like lords on what our laborers would starve on.

SOME JAPANESE ECONOMIES.

The people of the far east have nothing like our wants. A workman can furnish his house there for less than ten dollars, and they save in every possible way. It is a very poor American laborer indeed who has not fifty dollars worth of furniture in his house. He has tables that cost all the way from \$2 to \$10 apiece. His chairs cost him from fifty cents upward. His carpets are expensive, and his cooking stove eats a big hole into a month's wages. The Japanese uses only matting, and he carpets his house of two or three rooms for as many dollars. His pots, pans and stove cost him, all told, not more than \$1.50, and I have seen it estimated that a couple can go to housekeeping on \$5.50. Chopsticks are by no means so expensive as knives and forks, and his pillows are of wood, costing about a couple of cents apiece. He has no bed, and he sleeps on the floor, and so you see that he saves every way. Think of the saving on rocking chairs and lounges! Take all the beds and cooking stoves in America. What an immense amount they must cost! Suppose our laborers wore straw sandals, and well-to-do men trotted about on wooden clogs. Suppose our stockings were thrown away and we used foot mittens that only came as high as the ankles. Suppose for the