

LITTLE SAM IN SOUTH AMERICA

Many Big Enterprises Suggested by Secy. Root's Tour

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

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SECY. ROOT'S South American tour will be of great value to the United States. It will give the government a live idea of the possibilities of the Spanish-American republics, and of the necessity of pushing our commerce there if we are to hold our own with the Germans, the English and the Italians. Our secretary of state is closely associated with the great financial institutions of the country. He knows every big capitalist and his little head is packed with practical business brains. He will meet the leading financiers of each republic, and will be able to point out many fields in which good, hard American dollars can be won to yield a hundred fold. He has already discovered this at Para, the center of the rubber industry and the metropolis of the Amazon, and also at the big cities along the east coast of Brazil, and he is now about to see something of Uruguay and Argentina. One project which he is almost sure to advocate is the establishment of a great international bank to do business between the United States and the eastern republics of South America. Our trade with that part of the continent amounts to more than \$100,000,000 a year, and the most of it is carried on through England, which charges about 1 per cent toll for its banking facilities.

AN INTERNATIONAL AMERICAN BANK.

An international American bank would have its head office at New York, Rio and Buenos Ayres, and branches at the different Brazilian centers. It might do a big local business, in addition to its international business, and it would serve as a commercial agency upon which Americans could call for the handling of the business of the various countries. It would probably pay big dividends, as is now the case with almost every foreign bank in Atlantic South America. Many of those in Rio and Buenos Ayres pay from 8 to 16 per cent, and some give 20 per cent on deposits which are left for six months or longer. These institutions are operated with large capital. The Anglo-Argentine bank has over \$2,000,000, and the London and Brazilian bank about \$3,000,000. There are strong Italian banks in Buenos Ayres and Rio and the Brazilian bank, which has houses at Rio de Janeiro, San Paulo, and Santos, has a capital of 10,000,000 marks or \$2,500,000, while the Deutsche Uberselische bank, operating in Buenos Ayres and Valparaiso, has a capital of \$5,000,000. The native and Spanish banks are operated with similarly large sums. The capital of the Banco Popular Argentino and the Banco Espanol del Rio de la Plata is \$20,000,000, and that of the Banco del Comercio, including its reserve fund, is over \$3,000,000. An American international bank could be run in connection with one of our big financial institutions of New York and a large capital could be employed. The bank would get the bulk of the American exchange at the start and it would steadily increase in its business and profits.

AN AMERICAN STEAMSHIP LINE.

Secy. Root will undoubtedly advocate the putting on of a line of fast steamers from New York to the Atlantic ports of South America. This has long been urged by our ministers and consuls from both Brazil and Argentina as a necessity to the rapid increase of American trade. I understand that the several governments of South America would be glad to join with us in subsidizing such a line, believing that it will eventually pay. The trade already amounts to far more than \$100,000,000. We buy between \$30,000,000 and \$50,000,000 worth of stuff from Brazil alone every year, and we ship there goods to the amount of \$12,000,000 and more. The great bulk of our imports is coffee, but, with rapid steamship connections, our exports to Brazil would increase. From Argentina we buy from \$25,000,000 to \$30,000,000 worth of goods every year, and in 1905 our sales there amounted to almost \$16,000,000. We have also considerable trade with Uruguay, so that a line of express steamers would have plenty to do. At present much of the goods which are shipped from the United States to South America go via Europe, and a great part of our imports are carried in German or English steamers. Both the English and the Germans are doing all they can to increase their steamship connections with the various South American countries and the Germans promise to acquire a monopoly of the carrying trade.

THE KAISER AND SOUTH AMERICAN COMMERCE.

Indeed the Kaiser has earned his title as "The Great International Drummer." He has, in a quiet way, equipped many expeditions like that of Secretary Root, although he has not yet sent a secretary of state to South America as his representative. Just before Krupp died the Kaiser borrowed about 20 million dollars from him, and this is said to have been largely on the understanding that it would be used to further Germany's foreign trade. At least the German press charged that the money was spent to conciliate foreign nations by gifts in the shape of monuments like that of Frederick the Great sent to Washington, and in sending Prussian army officers to Brazil and other South American countries to cultivate friendly relations. The emperor himself is an international advertisement. The Germans used to call him the "Reise Kaiser" in distinction from his father, who was sometimes called the "Weisse Kaiser" and his grandfather, who was called the "Grosse Kaiser." The Kaiser has traveled all over Europe and thus advertised his own country. He went to the Holy Land and visited the Sultan, and all the time he kept his eyes skinned for German trade. At the Strait of Gibraltar he looked at the British and since that time the Germans have been paying close attention to the possibility of investment there, and they are also doing considerable in Asia Minor. As to Spanish America, the emperor has been pushing German interests ever since he ascended the throne, and during that time Germany has gained more than any other nation. It has a trade now with Central America, which amounts to from \$1,000,000 to \$12,000,000 a year, and the larger part of the coast shipping of that country is done by the Hamburg-American and Commo steamship lines. In Guatemala the Germans control about one-half of the coffee and sugar crop, and they have the foremost place in the foreign trade. There are now about four thousand German residents and business firms in Central America, and it is officially stated that the German investments there amount to something like \$50,000,000.

GERMANY IN BRAZIL.

Our secretary of state will find that the Germans have many millions invested in Brazil, and that they are by far the strongest of the foreign nations there. Indeed, the lower part of Brazil is so largely German that it is often called West Deutschland. In the state of Rio Grande do Sul alone there are 800,000 Germans. In Parana there are 180,000, and in Santa Catharina there are 85,000. In Santa Catharina a number of German colonizing companies are now operating. They buy large tracts of land from the state

government and sell them in small allotments to settlers. That state has 72 miles of railways and several new lines are projected. It has one city, Blumenau, which has 80,000 inhabitants, which is almost entirely German, and another named Harmonie, is about forty miles away.

The chief city of Rio Grande do Sul, Porto Alegre, has about 90,000 inhabitants, of which the controlling influence is German. That town is a great trade center and the chief commercial point for southern Brazil. It has extensive factories run by Germans. The Germans own all the stores, all the banks and the most valuable of the plantations.

That section of Brazil is as healthy as any part of the United States. The climate is much like that of the southern part of our own country. It is a land of corn and grass and other products of the temperate zone. There is an abundant rainfall, and crops are grown without irrigation. The farmers raise wheat, coffee, cotton and tobacco, and they have such rich grazing lands that Rio Grande do Sul exports quantities of meat and hides.

GERMAN STEAMSHIP LINES.

The Germans are pushing their steamship connections with South America. They have long had an excellent freight and passenger service from Bremen and Hamburg to the different Brazilian ports, and they have recently added six steamers of 8,000 or 9,000 tons each for that trade. They have steamers from Europe to Para and several lines which go to Uruguay and the Argentine, as well as through the Strait of Magellan and up the west coast. Indeed, no nation is so vigorously or so effectively as Germany. Even upon the Amazon, where we have almost the monopoly of the imports and exports are handled by the Germans. During my tour of South America I visited almost every country and I found German importing houses everywhere. There were German drummers on every railroad train, and ship and on every stage line, and the most of them spoke Spanish and were able to deal directly with the people. Such American commercial travelers as I met spoke only English, and they were at a great disadvantage in this respect

An International American Bank and Steamship Line—How the Kaiser is Courting South American Commerce—West Deutschland and What the Germans Are Doing in Brazil—The Great Immigration from Italy—Yankee Millionaires in South American Cities—Railroads Built by Our Engineers, etc., etc.



THE STRAIT OF MAGELLAN THROUGH WHICH ROOT WILL GO.

over the Germans. Nearly every German exporting house has branches in South America, to which it sends its drummers to learn the language and the business before starting them out on the road. A similar policy is adopted by the same houses in other parts of the world.

ITALY IN BRAZIL AND ARGENTINE.

In both Brazil and Argentine Secy. Root will find a large number of Italians. In the latter country there are far more Italians than Germans, and in Buenos Ayres there are so many that parts of the city remind me of Italy. There are altogether about 500,000 Italians in Argentine, which is more than twice as many as the Spaniards, five times as many as the French and 25 times as many as the Germans. The Americans there can be counted by hundreds and the same may be said as to our people in Brazil.

The Italians do a large part of the merchandising in Buenos Ayres. They do much of the manufacturing and they constitute a big proportion of the farming population. In Brazil there are almost as many Italians as Germans, and in the state of Sao Paulo alone they number 650,000. Many of them are engaged in coffee raising and some in general farming.

There is a large floating Italian population in both Brazil and Argentine. This is made up of laborers who cross the Atlantic twice every year to help harvest the wheat and coffee crops and return home year after year. The seasons are just reversed south of the equator, and this trip gives them a winter vacation, during which they can earn money and be back in Italy for the summer. A large part of this immigration is from Lombardy, which contains about the best of the Italian population.

THE UNITED STATES IN SOUTH AMERICA.

Everywhere our secretary of state goes he will find American money and American brains gradually making their way. The rubber business at Para is controlled by our rubber trust, and the offices of the company there are managed by Americans. The street car line at Manaus, 1,000 miles further up the Amazon, was put in by New Yorkers, and the same is true of the electric light plant there. The first street car line of Rio was built

by an American, and I understand that electrical interests, including the water powers in the state of Sao Paulo, have been bought by New York capitalists. At Rio the chief of the coffee exporters are Yankees, and the same is true of Santos, the great coffee port further down the coast.

RICH AMERICANS IN URUGUAY.

In Montevideo, two of the richest citizens have Yankee blood in their veins. One is a man named Howard, who made a fortune out of hide and merchandise, and the other is an old merchant named Evans, who did a big lighterage business at Montevideo, and who is now said to be worth millions. He has one of the north mill estates on the outskirts of Montevideo, and he will probably entertain Secy. Root during his stay.

In Buenos Ayres there are a number of prominent Americans, and the same is true of Santiago and Valparaiso. One of the chief Americans of the latter city is a man named McKellar, who was formerly a pay clerk in the United States navy, and who now does the lighterage business of Chile's chief port.

MADE MILLIONS IN MINES.

Another American who has made a fortune in Chile is George H. Chase, who went there from California about 40 years ago. He started out with nothing, and for a time worked in the mines. He gradually learned the Spanish, and then went out to prospect for mines. One day while taking an old priest to the house of a wonderful old Spaniard who had been worked by the Spaniards years ago, a part of the revenues being given to the priest, Chase asked to look at the church records, and there found the location of the mine described in the diary. He followed the trail to the place, he dug away the brush and other vegetation down to the old workings, and found them rich enough to work. They furnished him enough capital to open up the old mine and out of it he has since taken millions. I met Mr. Chase during my stay in Chile. He is said to have all kinds of money and to keep a million or so on deposit in London, in order to be sure of a steady income should anything happen in the way of revolutions or in similar vicissitudes common to South American republics.

Going northward to Peru, the secretary of state will there meet the firm of Grace & Co., which does a large business in the rubber trade. Just as Eddy & Co. have a large business along the Atlantic coast, both these are exporters and importers, and the Graces will do much to entertain the Root party at Lima. Back of Lima the secretary will probably go up the railroad that Henry Meigs, the Californian, built many years ago. This road carries one almost straight up the Andes to the top. It rises three miles in 100 miles, and leaves one at an altitude of 15,565 feet above the sea.

A branch road has recently been built to the Cerro de Pasco silver mines, which are now being worked for their copper deposits. These are owned by American capitalists, who are investing millions in their development. A little below the top of the Andes on the same railroad, at Casapalca, is a big smelter which some Americans built a few years ago, and the secretary may stay over night there, if he will, on his way to and from Cerro de Pasco. Indeed, Secy. Root and his party will find the tracks of Yankee enterprise all along the west coast of South America. He will learn that the first railroads of Chile were built by Meigs, and that the road up the Andes to Lake Titicaca was long managed by Americans. If he could go inland he would find American engineers now making new railroads for Bolivia, and north of Lima would find a New York company which is interested in building iron tracks in some of the best coal mines of the Andes. He might stop at San Juan de los Rios, over a railroad laid out by American engineers, and we all know that he will close his trip by an inspection of our last and greatest piece of engineering—that of the Panama canal.

FRANK G. CARPENTER.

100 GOOD GIRLS

Wanted, apply J. G. McDonald Candy Co.

CHATAUQUA EXCURSION

To Heber and Provo Canyons
 Via D. & R. G. Sunday, Aug. 13. Leave Salt Lake 8:00 a. m. Returning leave Heber 2:15 p. m. for Upper Falls. Leave Upper Falls 3:10 p. m. and 10:15 p. m. Finest canyon trip in the west. Trout dinners at Upper Falls and Spring Dell. Round trip fare to Heber \$1.50. To Provo Canyon \$1.25. Everybody invited.

A visit to Wandamere allays prejudice.

FOR SALE OF TOWN LOTS

At Rupert and Heyburn, Idaho.

The Oregon Short Line Railroad company will operate excursions at greatly reduced rates. Salt Lake to Heyburn and return, \$2.75. Salt Lake to Heyburn and return, \$10.00. Tickets on sale to Heyburn, August 19th and 20th, limited to Ten days. Tickets on sale to Rupert, August 22nd and 23rd, limited to Ten days. See agent for further particulars.

Hear the Sunday school choir sing "America" Mon., Aug. 20, Salt Lake.

BIG HORN EXCURSION

To Frankie, Lovell and Cowley, Wyo.
 Via D. & R. G. R. R., Sept. 1st and 3rd.

Fare \$30.00 for the round trip, good returning within 20 days. Splendid opportunity to visit the famous Indian valleys of Wyoming. See any D. & R. G. agent for particulars.

I was well pleased with my call at 54 Market St., half a block from the postoffice. I noticed for the first time marked in plain figures, one price only. The W. Crawford Anderson Furniture Store were fine indeed. Their singular quality was a most made me feel as if they had a living soul. Another very fine place is the Becker Bros. of New York, also the Bailey.

For second hand pianos I saw the Steinway & Sons Parlor Grand Piano and also the Weber of same class, and for uprights they have Steinway, Wm. Weber, Chickering, Henry F. Miller, Knabe and Hehr Bros.

It might be worth your while to look them over. You are welcome to run in without buying.

HAMMOCK SALE!

ONE-FOURTH OFF!

The handsomest line in the city is selected from. All this season's best designs. DESERET NEWS BOOK STORE, 6 Main St.

Dance the Wandamere two-step at Wandamere.

The Final Farewell To All SUMMER GOODS!

MIGHTIEST, MOST ASTONISHING, MOST SENSATIONAL LOW PRICE MAKING IN THE HISTORY OF RETAIL MERCHANDISING

Every item will average One-Half. Don't let an opportunity like this pass by. Attend this Gigantic Sale—there's sure to be something that you'll need to finish out the season. The BIG RUSH BEGINS AT 8 O'CLOCK MONDAY MORNING. Don't Fail to Attend.

"The Paris" Silk Shirt Waist Suits

The final farewell—only a limited number—20 in all.

\$20.00 Silk Shirt Waist Suit, Monday—	\$10.00
\$25.00 Silk Shirt Waist Suit, Monday—	\$12.50
\$30.00 Silk Shirt Waist Suit, Monday—	\$14.75
\$40.00 Silk Shirt Waist Suit, Monday—	\$20.00
\$50.00 Silk Shirt Waist Suit, Monday—	\$25.00

In this list of Suits there are only two and three of each price. Don't be disappointed if you are not here on time.

Farewell Millinery Prices!

THIS IS YOUR LAST CHANCE TO GET MILLINERY AT THE PRICES WE ASK. A PARTIAL LIST.

One lot Straw Shapes, all this season's styles. \$1.00 values—choice	10c
Ladies' and Misses' Ready-to-Wear Hats, values up to \$3.50, at	25c
Ladies' Trimmed Hats, \$4.00 values, at the last final farewell...	75c
Ladies' Trimmed Hats, \$6.00 values, at the last final farewell...	1.65

An Advance showing of New Fall Millinery—Stylish New Creations in Felts will be shown during the coming week!

"The Paris" Silk Etons at \$5.95

One-half dozen pretty styles to select from. Come in a good grade. Taffeta, nicely trimmed, fully worth \$10.00—will be closed out at the above price.

Silk Coats at \$5.95

They come in an extra good quality silk, extra full, yoke effect, 27 inches long—a regular \$10.00 coat; final farewell—

\$5.95

One lot of 5-length Linen Coats in tan and white regular price \$5.00 and \$6.00; at this final farewell—

\$1.49

Children's Dresses at Half.

One lot of CHILDREN'S WASHABLE GINGHAM DRESSES at...	30c
One lot of CHILDREN'S WASHABLE GINGHAM DRESSES at...	40c
One lot of CHILDREN'S WASHABLE GINGHAM DRESSES at...	69c
One lot of CHILDREN'S WASHABLE GINGHAM DRESSES at...	98c
Worth one-half more at this sale.	
One lot GINGHAM DRESSES, worth up to \$2.00, at...	\$1.19
One lot GINGHAM DRESSES, worth up to \$2.49, at...	\$2.49
One lot of WHITE LAWN DRESSES, nicely made up, at half regular prices.	

Gray Check Skirts—\$3.95.

They come in the all wool medium light and dark gray checks, fully worth \$5.00.

A pretty Black Taffeta Silk Skirt, nicely made up, fully worth \$5.00, our special for Monday

\$5.50

A big assortment of White Washable Linen Skirts, a few extra large sizes at this Last Final Farewell

98c

An extra Big Special Linen Skirt. All sizes at this Last Final Farewell

\$1.45

One lot of Misses' Fancy Mixtures, all wool skirts, values as high as \$4.00, at this Last Final Farewell to be sold at

\$1.75

One lot of high grade Skirts in cream color, will be sold at this Farewell Sale at 1-3 off.

An Extra Special List!

AT THE LAST FINAL FAREWELL.

10 White Linen Suits, all nicely trimmed, the cheapest in the lot selling for \$13.50 and up to \$16.00, will be closed out at...

\$4.95

A pretty White Embroidered Dress Robe that formerly sold at \$10.00, to be closed out at this last farewell for

\$2.95

One lot of White Linen Suits, large sizes only.

\$1.98

Eton Jacket effect at

\$1.98

One lot Jap Silk Waist that formerly sold at \$3.50 to go at this Final Farewell to

\$1.98

One lot of White Lawn Waists, worth \$1.50, to close at

79c

White Shirt Waist Suits!

Several different styles to select from, values as high as \$5.00, all grouped and cast into this last final farewell at

\$1.48

Don't lose time. Get here early.

ONE LOT OF CHILDREN'S COATS, sizes from one to three years, at

59c

ONE LOT CHILDREN'S COATS, White Pique, to close out at...

98c

ONE LOT CHILDREN'S WHITE PIQUE COATS, to close at this final sale at...

\$1.39

Washable Gingham Petticoats.

\$1.25 and \$1.50 PETTI COATS, this sale

48c

\$1.50 PETTI COATS, this sale

79c

Big Special Wrapper List.

ONE LOT WRAPPERS, farewell	48c
\$1.50 WRAPPER at this farewell	79c
\$1.75 WRAPPERS at this farewell	\$1.19
\$2.50 WRAPPERS at this farewell	\$1.49

Dozens of styles to select from.

Final Clearance on Kimonos!

All our fancy colored and plain long length Kimonos have been assorted into four lots:

Lot one, full length KIMONOS, at

89c

Lot two, full length KIMONOS that sold for \$2.00 and \$2.25, at

\$1.19

Lot three, full length KIMONOS that sold for \$2.50, \$2.75 and \$3.00, at

\$1.99

Lot four, full length KIMONOS that formerly sold for \$3.50 and \$4.00, at

\$2.75

Gingham Aprons, Final Clearance

One lot Gingham Aprons to close out

20c

Full length Mother Hubbard Style, with straps over shoulders, and 3-inch ruffle around bottom, extra special at

58c

Black satine apron, 1 1/2 yards long, extra full, side pocket, sell at

35c

One lot of children's white Guimpas to sell at 19c, 29c, 39c and...

49c