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AMERICA'S FRENCH GATEWAY. ALL ABOUT HAVRE, THE GREAT PORT at the MOUTH of the SEINE.

ter.)

Havre, France,---I have crossed from England to France and am now in the city of Havre, the great port on the English channel at the mouth of the Seine. This is one of the most important commercial points of north Europe. It is the gateway from the Atlantic, not only to Paris and France, but to Switzerland and southwestern Germany, and for many classes of goods to Holland and Beigium as well. It vies with Marseilles as the chief port of the French, and it is the chief landing place of the American invasion. Last year about 4600,000 tons of goods were loaded or discharged here. Three-fourths of all the cotion which we ship to France comes to Havre, and also the bulk of our machinery, breadstuffs and notions. THE BIG FRENCH MARKET.

Before I describe Havre let me give you a bird's-eye glimpse of this land of the French to show you that it is well worth your consideration in pushing your trade. We are apt to look upon the European states as comparatively small, and the average American does not realize their population and wealth. France is no six by nine province, either in area or richness. She is one of the largest countries of Europe. She is more than four times as big as New York or Pennsylvania, five times as big as Ohio and over 20 times the size of Maryland. With a single exception, of Texas, we have no state as large and none, I venture, which is uniformly so rich in its agricultural products. France has some of the richest soil of Europe, and almost every bit of it is good land. It ranks next to Germany, Austria-Hungary and Russia in area, and its people are the thriftiest of the whole European continent.

THE FRENCH FARMERS ARE RICH The population of France is more than 35,000,000, or about half as large as that of the United States. It has only about 3,000,000 tess people than Great Britain and Ireland, but there the country is owned by the lords and the rich. It is one of vast estates and the most of it is pasture rather than cultivated farms. Indeed, all the farm lands of the united kingdom are held by about 19,000 men. In France there are more than three and a half million land owners, and the average holding is less than six acres. The French farmers have always made money. They know how to till the soll as well as, if not better, than any other people on earth, and they till it so well that they practically support and feed themselves. They raise more than 200,000,000 bushels of wheat every year, and it is only when | though our trade is slowly and steadily

says the Buffalo News.

(Copyright, 1902, by Frank G. Carpen- their crop is short that they have to import breadstuffs from us. About four men out of every 10 are engaged in farming, and it is estimated that onefifth of all the French earnings come from the soil. France grows more wheat in proportion to its population than any European nation except Russla. Her land has been farmed hundreds of years, but by careful culture it still yields far more per acre than ours.

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Intensive farming is carried on almost everywhere. There are market gardens scattered throughout northern France scattered throughout northern France which ship their products to England. I saw loads of French vegetables in the markets of London, and when I was at Manchester last spring the ships were starting out for the Channel isl-ands and northern France for new po-tatoes. About 36,000,000 pounds of po-tatoes are annually shipped from Cher-bourg to London, and the first of the Crop comes on as early as February, the crop comes on as early as February, the potatoes being raised under glass.

In all France it is estimated that more than 1,000,000 acressare devoted to market gardening, and that the av-erage yield per acre is more than \$197 per annum, here is an early vegetable farm of 180 acres near Cherbourg that brings in \$14,600 a year. It is such cul-ture that creates the demand for our plows cultivations and the demand for our to market gardening, and that the plows, cultivators and the smaller farm tools.

THE WOOLEN STOCKINGS OF FRANCE.

good customers buy. Nearly every for what they buy. Nearly every peasant, man or woman, has money in peasant, man or woman, has money in den away somewhere in an old woolen

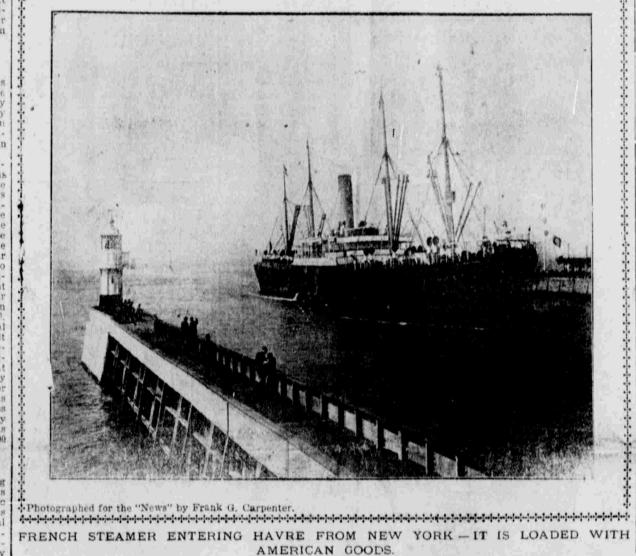
docking, When De Lesseps was pouring millions into the Panama canal he was asked where the money came from. He replied: "From the woolen stockings replied: "From the woolen stockings of France, where there are still hun-dreds of millions more." It was these rame stocking hoards that paid the cost of the Franco-German war, the Preatest payment ever made by one nation to another. The cost of the war and of the indemnity amounted to more than \$3,000,000, The govern-ment issued bonds, and the peasant farmers of France brought out their farmers of France brought out their stockings and bought them. Since then these stockings have again become full debt of almost seven billion dollars it is held by its own people. They re-reve the interest, and they have millions upon millions to spend for what they want, whether it be furnished by

Secondecourse contraction of the It is the Chief Landing Place for the Yankee Invasion and Its Wharves are Covered With American Goods-What the French Market is Worth and How Our Shippers Should Work It-The Enormous Wealth of France-Its Thrifty Farmers who Have Hoards Hidden Away in Woolen Stockings-Havre and Its Docks-A New Use for American Dried Apples-Our Cotton and How it is Handled-Horses which Haul Five Gons at a Load -American Machinery in France-A Word About Cherbourg.

increasing. It has gained about \$18,-000,000 in ten years, while the gain in Great Britain and Ireland hus been a race of inventors, and hence American novelties are not in so great de-mand. They believe also in trade prothirteen times as much tection, and the government contracts often specify that the materials used One reason for this is that the French are in many things like the Americans shall be of French manufacture. Nevertheless, the market is a most val-They show as much taste in finishing their manufactures as they do in makuable one that can be worked with great profit. Something of what is now ing fancy hats and dresses; they are

through the city of Havre A LOOK AT HAVRE. Haver is a typical French seaport ts streets are wide, its houses bright and sunny, it has open places and gar lens in the heart of the town, and its locks are great stone structures will

eing done will be seen as I take you



and discharging goods. The town has | They were lying on the stones out in existed since the days of the Romans and it has always been an important commercial center. The United States had a consulate here as far back as 1800, and today our consulate, situated on the Place Gambetta, in the heart of the city, does about as much business as any other.

as any other. Havre now has about 120,000 people. The town lies right on the sea, with highlands on the east and the Seine on the west. In coming here from Southampton my first sight was the abrupt cliffs on the left of the clify. When we came a little nearer I could see the masts of the ships inside the cocks and then the low buildings which border the shore. There is a series of border the shore. There is a series of fortifications with frowning cannon tacing the sea which guards the en-trance, and you steam in between great

stone quays or docks, just wide enough out at the same time.

for two Atlantic liners to pass in or Passing through, we found ourselves in a great hasin which has five en-trances to other basins or inclosed docks, Indeed, the docks extend on and on with gateways between them, permeating almost every part of the city There are many acres of them, so made all modern conveniences for loading that the ships can sail right up to the warchouses and discharge their goods, and so that goods can be put upon the railroads or on the canals for all parts of France.

There is one dock in the very heart of the town facing the Place Gambetta. This is reserved for yachts, and there were a score or more of steam yachts lying in it when I visited it this afternoon. One of these belongs to the Baron Rothschild and another is, I am told, the property of one of the Vanderbilts.

SIGNS OF THE AMERICAN INVA-SION.

The first sign I saw of the American invasion was one of the transatlantic liners coming in from New York loaded with American petroleum, agricultural machinery and cotton. As we came to the quay I saw a well known brand of Akron oats advertised on the walls of a building that must have been a cenury old, and in walking to the Hotel Frascati I passed an office in which an American typewriter was clicking away.

Later on I called at the consulate, and, in company with Mr. A. M. Thac-kara, who is Uncle Sam's representative here, took a drive of several miles, going from one dock to another and stop-ping at the various places where steamers were unloading American goods.

At the transatlantic quay we visited a warehouse as large as any in the city of New York. It was packed to the top with boxes and bales from dif-ferent parts of the United States. I saw American plows unloaded from one of the Atlantic liners and outside were

reapers, mowers and all sorts of farm,

They were lying on the stones out if the sun. The cotton was poorly packed some of the bales were open and the white wool seemed to be bursting out in every direction. I hear complaints everywhere about the poor packing of our merchandise, and especially about the poorly packed cotton. Complaints are common at Manchester and Liver-and undeversable comparisons are are common at Manchester and Liver-pool, and unfavorable comparisons are made as to our shippers and those of India and Egypt. The custom officers were sampling the bales while I passed through the cotton wharves. They opened each bale and took out a bun-dle in order to assess the duty upon it. They did their work well, but it seem-ed to me that the amount of cotton re. moved was unnecessarily large.

THE BIG HORSES OF FRANCE.

The hauling of the cotton from one part of the wharves to another is done by Percheron horses, finer than any horses employed about the wharves of New York. I saw one hauling 15 cot-ton bales which must have weighed on the average 500 pounds each, and I find that the usual French load for one horse is from three to five tons. In the country one horse is expected to haul at least three tons, and this is so throughout north France. The horses are well kept and are apparently no are well kept and are apparently no worse for such loads. They compare fa-vorably with the Clydesdale and Shire horses which I described in my letters from Liverpool, and they will have about as large loads. The streets aloag the Havre docks are paved with cob-bles, and as far as I can see they are no better than similar streets in New York. In the country the roads are ma-New adamized. You can drive for hundreds of miles and not find a rough place, so that the horses can haul great loads. Nearly all the hauling here is done apon one-horse carts. If there is a upon one-horse carts. second horse it goes in front of the one in the shafts, three and four-horse teams sometimes being so hitched up tandem. The carts have flat beds about 15 feet lang and three feet wide, with shafts about half the thickness of telegraph poles. The shafts are on hinges, and the loads are raised and lowered by means of a windlass where the shafts join and on the left of the cart. This windlass also binds ropes about the loads to hold them on. The wheels are about as high as the hind wheels of a farm wagon, and the aver-

age cart itself will weigh. I should think, about a ton. All weights are estimated in kilograms, and I was shown loads which I was told weighed as much as 5,000 kilograms hauled by one horse. It is roughly estimated that 1,-000 kilograms equal one ton.

SOME QUEER AMERICAN EXPORTS

Among the curious exports I see here are dried apples from New York and corn oil cake from Chicago. The dried apples are used for making French cl-der and are brought here from America

The

Great Britain, Germany, America or tnemselves. The people live as well as people in the world. They dres well and spend well, and in wants they furnish a possible market ten times as great as all China, with its 500,000,000 reople.

WHAT THE FRENCH BUY.

Indeed, the French stand high among the purchasing nations. Their imports amount to over \$2,000,000 a day, or to more than \$850,000,000 a year. This is over \$400,000,000 more than our total importations, and the bulk of the mongoes to the European nations,

a refuse of our Indian corn after the oil has been squeezed out of it. It is At another dock I found the wharves used for feeding, as is also American covered with bales of American cot-ton. There were many thousands of contronseed meal and oil cake. The corn cake I saw came from Chicago. AMERICAN GOODS. FRANK G. CARPENTER. these, covering an area of several acres. where she had already secured a box

for that purpose. France takes some-thing like 11,000,000 pounds of such aptools of well known American brands. There was a large shipment from 1 140 Deering Harvesting company of Chiples every year. cago; there were many McCormick reapers, a quantity of wheels and The cider made from them is sold at all the restaurants and cafes. It costs but a few cents a glass, and it is better and tongues in separate packages, and also some iron hay rakes to be run by horse. than any hard cider I have ever tasted in the United states. The corn oll cake power. ACRES OF COTTON.

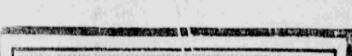
THE HUMAN BODY.

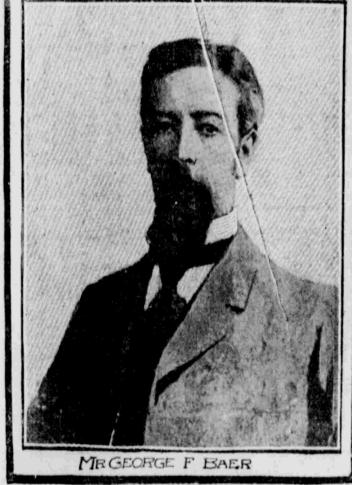
It is to be hoped that human greed will never go so far as to use the human body as raw material for industrial purposes. Nevertheless, it is interesting to learn that, even looked upon from this point of view, the body possesses a considerable value, as was shown by a French chemist, who, in determining the exact quantity of the elements it contains, also indicated the industrial products for which they might be used as raw material. We learn, in the first place, that all chemi-

cal substances contained in a human body of the average weight of 150 pounds are also present (though not with regard to weight) in the white and vellow of 1,200 eggs. Furthermore.that

and allowing it to evaporate we would obtain 98 cubic metres of gases, and among them sufficient hydrogen to fill a balloon of a lifting capacity of 70 kilograms. As to its constituents, the body in its ordinary state contains as much iron as to manufacture out of it 7 grams (1 gram equals 15.432 ounces) of nails; as much fat as to be sufficient for 61/2 kilograms of candles, as much carbon as to yield 780 pencils, and as much phosphorus as to provide the heads of \$20,000 matches. To these must be added 20 teaspoonfuls of salt, 59 lumps of sugar and 42 litres of water, besides some other chemicals in insignificant quantities. Another ingenious chemist has estimated that the average human being is worth about 18,300 from the chemical standpoint. His calcula-tions are based on the fact that the human body contains three pounds and thirteen ounces of calcium, and calcium just now is worth \$300 an ounce.

TO SETTLE COAL STRIKE.





Rumors of coal strike settlement are again in the air. All eyes are now anxiously turned on the men who control the situation in the anthracite regions. Among these is President Baer of the Philadelphia and Reading Railroad. He it was who created such a stir by claiming, according to the Eastern press, Divine right to control the coal supply.

The newspapers printed the fact a | Mrs. Green is in earnest. Since then few weeks ago that Mrs. Hetty Green the richest, and in many respects, the man many respects, the shot. Providing herself with six dozen most remarkable woman in America, little paper targets, she has been prachad applied for a permit to carry a ticing on them, one after aonther, This was regarded as a joke by ned up against a tree in her back yard the New York police authorities, who in Jersey City. At first it bothered sulled as they made out the permit, her to hit the paper at ten feet, but she can now average two bull's eyes at But it turns out that it is not a joke. thirty feet.

GRANT TO COMMAND.

annon a

STORIES OF HETTIE GREEN

Tales that Illustrate the Business Shrewdness of the

Richest Woman in the United States,



Brigadler-General Frederick D. Grant has been, ordered home from the Philippines to take charge of the Department of Texas. Above is a late snapthat of the General showing him in camp in the Philippines.

defend her life-"not against burglars or highwaymen, but against certain lawyers who are determined to kill twwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwww Mrs. Green said there was a long standing conspiracy against her life. Her chief suspicions are directed against some of the lawyers with whom she is compelled to have dealings. She had a suit m a New Bedford court to recover \$1,500,000, which she claims was stolen from her father's estate pinwith the convivance of lawyers, and that is why she took her revolver to Massachusetts with her, says the St. Louis Star.

"Besides plotting so that my father and husband were killed, and my daughter injured," she said, "those lawyers are fixing to put me out of the way. But I tell you they won't.

"Of course, I won't shoot first. I won't shoot at anybody if I can help it But I won't be buildozed by lawyers. When I was a young woman I could ride and shoot at the same time. I've been practicing some, and I think I could kill a man at a distance of twenty yards.

'But I shan't shoot to kill; only to disable. I do not care to have the death of any of God's creatures on my hands, even that of a lawyer. I'm enough of a shot to stop at an arm or a leg, and I'm going to carry through this suit if I have to set half the lawyers in court a-limping,"

As for the lawyers, they profess amazement. They declare that no man can get the better of Hetty Green, who is a genius in the fine art of financier-ing, besides possessing the tact and resource of the entire diplomatic corps. In proof of which a dozen separate transactions are quoted, in any one of which a revolver in Hetiy Green's hands would have been a ridiculous

One day when Mrs. Green opened her desk in the Chemical bank offices she found a letter from her representative in a southern city saying that a very large sum of money would be needed at once to protect certain real estate of hers against the schemes of a railroad company. She referred the matter to her most astute lawyer.

'You will have to put up the money," said he.

"I won't," said Hetty Green.

Knowing the value of the menaced real estate, the lawyer looked inquiringly at his eccentric client and await-ed her instructions with considerable curiosity. She took from her bag a slip of paper and handed it to the law-He read the names of several inyer. He read the name congressmen, fluential senators and congressmen, and opposite each name were figures and opposite each name of money ranging standing for sums of money ranging from \$1.000 to \$10,000. "Call in all those loans at once," said

Mrs. Green. "You may explain that I am in urgent need of money "Any further instructions, Mrs. Green?

No; that will be about all today." The lawyer thought it was enough for one day. Three days later he was waited on by a delegation from Washington, including one senator and three congressmen. All appeared perturbed.

The lawyer referred them to Hetty Satisfied with her proficiency, Hetty Green put her revolver in her handbang a few days ago and started for Boston Green, who received them with the courtesy due to the nation's lawmakto conduct an important law suit in the The senator was the spokesman He cleared his throat several times and Massachusetts courts. On leaving New York City Mrs. Green explained to the said: "See here, Mrs. Green, wasn't it unwriter with much pride that she was now guite content with her ability to derstood that these were long time loans?

Hetty admitted that such was the original idea, but she needed the money.

The delegation thought perhaps I might do something besides paying back borrowed money. Mrs. Green thought not. The delegation urged her to let it try. With apparent reluctance she explained how she was in the toils of a southern railroad company. The delegation from Congress burst

into loud laughter.

"You will never hear of it again." said they, putting on their hats. And Hetty Green knew that she never would.

A year or so before the death of Collis P. Huntington, the railway mag-nate, Hetty Green's schedule of grievances against that power in the finan-cial world reached a point where she felt that she must have revenge.

At this time Mr. Huntington was borrowing money freely with which to carry on some large deals that were still several weeks short of their culmination. Hetty Green knew this. Sh also knew the bank where most of Mr Huntington's loans were negotiated She began depositing in that bank, and presently her balance amounted to more than \$1,600,000.

One day, when she had satisfied herself that Huntington was still borrow. ing from her bank, and that his big deals were still in the ticklish stage she called on one of the active officers of the concern, wearing a very long

'Mr. Stewart," she said, "I've come to get my money."

"When do you want it?" asked the wary banker, thinking hard. 'Now, if you please. And I don't want a check; I want it in cash."

"But, Mrs. Green, this is very un-usual. It is the business of the bank to loan money, not to keep it piled up in the vaults. A million and a half with-drawn without notice-well, it is just a trifle out of the ordinary. What is the matter Mrs. Green?"

"Well, Mr. Stewart, I am an old wo-man, and I feel uneasy. I hear you have been making some rather doubtful logns'

"Not a word of truth in it, Mrs. Green," interrupted the banker. "Ev-ery one of our loans is gilt-edged." "But I am uneasy, just the same, I can't help it, Mr. Stewart. I want my

money-in cash please." "Is there no other way, Mrs. Green?" The banker was beginning to perspire "Well, while I'm waiting you might let me look over your balance sheet, Mr. Stewart."

Impossible madam. That is against

all the rules of banking. What partie-ular cans do you object to?" "I'd rather not say, Mr. Stewart, They may be all right, but I'm un-casy. So give me my money-no check, please; let me have it in cash." Hetty Green got her money on the spot in all kinds of bills. It made so large a bundle that she had to borrow one of the bank's messengers to carry it for her to the safe deposit vaults

to receive it. Another messenger was dispatched ost haste to Mr. Huntington's offic

During the next hour there was tre-mendous excitement in financial cies over rumors that Collis P. Hunt ington had gone to smash. As a matter f fact he probably never had a nar-

OWEF PSCHDE.

During the hearing of testimony she hed kept away from the court room, fearing to be served with papers in ounter stuits. But she felt that some thing must be done to overcome the seated herself in a very conspicuous

Mr. Choate's argument was so brilllant that Hetty Green squirmed in her chair. Yet his victorious climax was still in abeyance. Presently Mr. still in abeyance. Presently Mr. Choate reached his highest flight of conste reached his highest flight of oratory. It was a psychological mo-ment. Suddenly Mrs. Green drew from her pocket an enormous pillow sham, stiffly starched, and began to way beckward and and began to sway backward and forward, sobbing violently. Judge

jury and spectators joined in a roar of laughter, and Mr. Choate never fininshed his oration. It was exactly what Mrs. Green had planned. She had beaten the only lawyer who could beat

transfer of \$100,000 worth of Hetty Green's bonds and stock certificates from the Chemical bank to a Philadelphia house. The thought of subjecting such valuable documents to the perils

"Any express company will do it," said the banker, "and assume the entire

charge, Mr. Williams?" Well, it's more for government

"Then I'll send some other kind," broke in Mrs. Green, sharply. "What are the charges on other bonds and secureties to Philadelphia?"

President Williams called to one of charges on bonds and other secureties

"Twenty-five cents a thousand on government bonds," was the answer, 'and 15 cents on everything else.

"Do you mean to say," said Hetty Green, "that I must pay an express company \$15 to carry this little bundle of papers to Philadelphia?"

assume responsibility to the amount of the face value of the bonds transport-

clared. I won't pay it. I'll put those bonds in my bag and carry them over myself. The round trip is only \$4. That is \$11 saved, and I've nothing in particular to do today.

Joseph Choate, now United States ambassador to England, was once attorney for the defense in a suit rought by Hetty Green involving large amount of money. Mrs. Green dreaded the effect of Mr. Choate's matchless eloquence on the jury.

force of Mr. Choate's eloquence, so, on learning that the great man had risen to make the final argument, she coverd her face with a heavy Spanish vell, slipped by the doorkeeper, and

The effect was ludicrous.

her case in court. The conclusion of an important transaction not long ago demanded the

of travel worried her, and she sought the advice of President Williams.

responsibility." "But what will the express company

bonds".

the tellers: "What are the express to Philadelphia?"

President Williams reminded Mrs. Green that the express company would

ed, but Mrs. Green was indignant. "The charge is exhorbitant," she de-

by reducing the body to a liquid state

