

OUR AFRICAN INVASION.

UNCLE SAM'S EXPEDITION TO ABYSSINIA AND ITS EFFECT UPON AMERICAN TRADE.

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

WASHINGTON, D. C.—Our consul general at Harar, Robert P. Skinner, is now on his way to Abyssinia to make a commercial treaty with King Menelik. He goes as a representative of the American government on an American gunboat and with a company of American marines. His route will be across the Mediterranean to the Red sea and down through the Red sea to Jibouti, in French Somaliland. Here he will take the new railroad which was completed last year from Jibouti to Harar, in southeast Abyssinia, a distance of 188 miles. At Harar he will make up a caravan of mules and camels to go across the country to the great camp-like capital of Addis Ababa, where King Menelik has his court. He will spend some time there making the treaty and investigating trade conditions, and will then return to Europe or the United States.

AMERICA IN ABYSSINIA.

This expedition will be of great advantage to the American trade. It is the first invasion of Africa, and it will probably be followed by others, which will give us our share in the foreign trade of that continent. Africa is three times as big as Europe, and its population, by some estimates, is as great as Europe. It already buys goods amounting to many millions of dollars, and prospectively it is one of our best customers. At present most of our exports go via Europe, but in the near future there will be lines of American steamers to the African ports and the trade will be direct.

American goods are already well known in Abyssinia. The people use American petroleum, and cottons to the amount of millions of dollars every year. It is estimated that one-third of all the goods imported by the Abyssinians come from the United States, and of these the cottons alone amount to five million dollars. Abyssinia has a population of three and a half millions. The people wear a sort of a toga made of white or gray cotton. It is about nine feet long and six feet wide. They wear close-fitting cotton trousers and cotton shirts. Much of the goods sold in the form of gray shirting, and there are certain makes

which are especially popular, being known by their trade marks. One of the marks is a camel, another a tiger's head, and a third a Somali warrior. At present the trade is dominated by a firm of Greeks in Marseille, who buy directly from the Americans. They have a branch house in Wall street and ship from New York to Jibouti. They formerly bought most of their goods in Manchester, but the American cotton was found to be stronger, cheaper and more popular, and it now has the bulk of the trade notwithstanding the English and Indian cottons attempt to compete with it.

A MERCHANT KING.

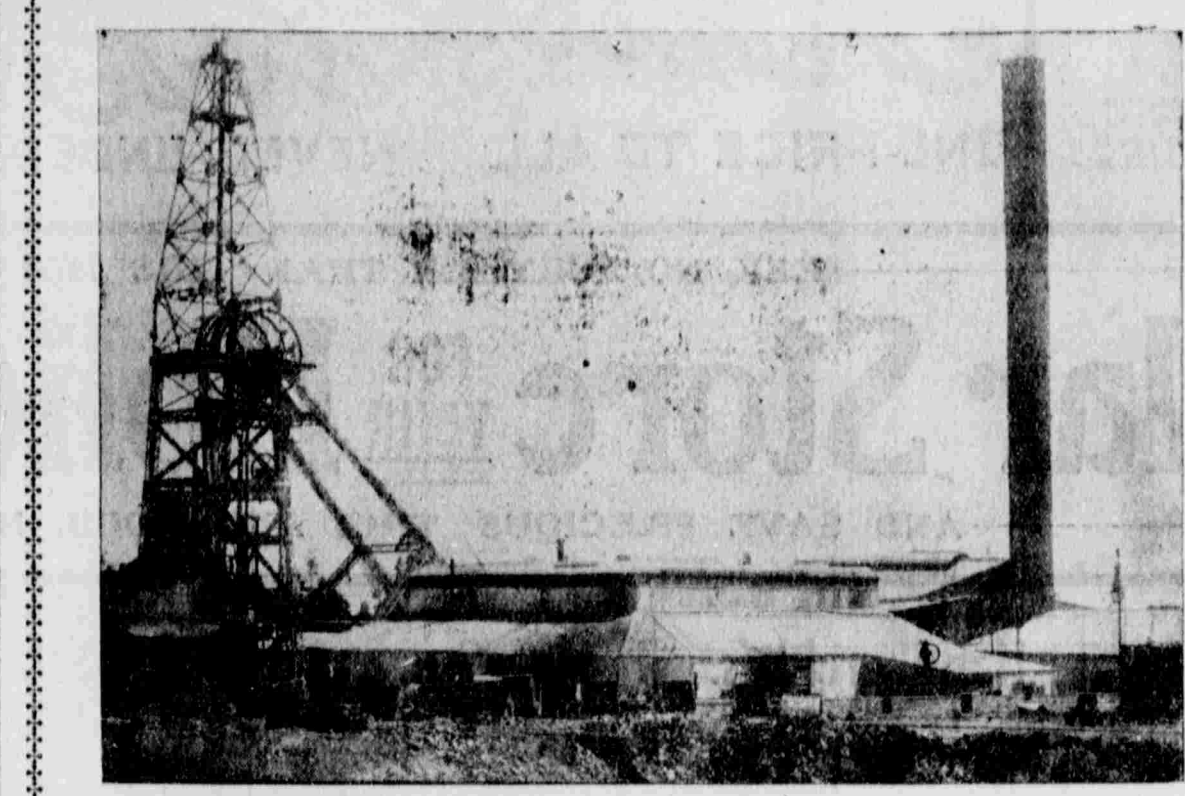
The expedition to King Menelik is a happy thought. The king controls the trade of the country. He can put on tariffs or take them off at will, and can give all sorts of rebates to his favorites. He will probably make the treaty so that a good share of the profits of the business will come to him. I understand things to it in the journals of Belgium, Germany and France. Our trade there is growing as rapidly as in any other part of the world. We are now selling something like \$25,000,000 worth of goods every year to Natal, Cape Colony and the other countries of that region. It is more than we sell to all South America and more than our sales to China, the East Indies, Russia, Denmark, Spain, Austria and Norway and Sweden.

Not only that, but these countries are on the edge of their development. They are having an immense immigration from England, new farming territories are being opened up every day, new railroads are being built and public houses instituted. Thousands of farm houses which were destroyed during the Boer war are rebuilding, and our

YANKEE GOODS IN SOUTH AFRICA.

The American invasion of South Africa causes the British and German exporters many sleepless nights. The London papers are full of it, and I saw frequent references to it in the journals of Belgium, Germany and France. Our trade there is growing as rapidly as in any other part of the world. We are now selling something like \$25,000,000 worth of goods every year to Natal, Cape Colony and the other countries of that region. It is more than we sell to all South America and more than our sales to China, the East Indies, Russia, Denmark, Spain, Austria and Norway and Sweden.

Not only that, but these countries are on the edge of their development. They are having an immense immigration from England, new farming territories are being opened up every day, new railroads are being built and public houses instituted. Thousands of farm houses which were destroyed during the Boer war are rebuilding, and our



Photographed for the Deseret News by Frank G. Carpenter.

THE KIMBERLY DIAMOND MINES USE AMERICAN MACHINERY.

hardware is in demand. There is a market for corn planters, harrows, cultivators, plows, reapers and mowers, thrashers and all sorts of farm machinery. American wagons are considered the best and they sell well everywhere. The South Africans are using our locomotives on the railroads, and have recently bought a lot of steel cars. They like our foodstuffs and buy American flour and canned meats. Much of the American canned stuff goes to South Africa under English brands. Four million pounds of tinned meats were recently shipped from New York to London. They were rebranded Shamrock, an English trade mark, and sent out to Natal.

AMERICA IN THE GOLD MINES.

I am told that American goods are found throughout the gold region. They are used in Kimberley, the diamond center, and have made their way right into the mines themselves. Much of the mining territory there was opened up by American mining engineers, and

these engineers early began the importation of American goods. Kimberley has ice plants from Chicago. It has a narrow gauge railroad made of American rails laid on ties of California redwood, with locomotives that came from the United States. It has a dynamite plant with an American manager, and the diamond mines themselves are in charge of an American.

The same is true of the gold mines. The Rand is not unlike parts of Nevada and the prospecting is done with American diamond drills, which the miners say are lighter than the English drills and more easily worked. Much of the ore is dug down with American picks, loaded up in cars with American shovels, and carried through the tunnels over American rails. The timbering is done with carpenter tools from New England, the American saw and the American ax being everywhere found.

OUR TRADE INCREASING.

What troubles the English and Germans is the steady gain in American trade. We are increasing our exports at the rate of 30 per cent a year and a year. In one year we gained \$100,000 in machinery and typewriters, \$110,000 in household goods, and more than a half million dollars in iron. We are now shipping more flour than ever, sending it direct from New York and San Francisco to Cape Town and Durban. The flour is shipped in bags of 100 pounds or barrels of 196 pounds, but bags are preferred.

We sell patent medicines in South Africa. Any drug store there will give you our liver pills, favorite soaps, refined castor oils and our best known medicines. We sell electrical goods, typewriters, cash registers and musical instruments such as the phonograph and gramophone. There is a big demand for wire fencing and for galvanized iron sheet for roofing and building. This material is used all over South Africa, and it is now supplied chiefly by the Belgians and the English.

NEW AFRICAN RAILROADS.

The new railroads of Africa are taking more and more American materials. Lines are being built here and there all over the continent, and we are selling them locomotives, bridges and machinery. The South African states would rather patronize the English, but they are opening up new countries and they want their orders filled immediately. The American can do this in one-third the time proposed by the British contractors and generally at a much lower rate. This was the case with the Uganda railway, which runs from Mombasa, on the coast a little bit above Zanzibar, into the interior as far as Lake Victoria Nyanza. That road is now completed, and it has 27 American bridges upon it. It took the British contractors two years to put up eight bridges, but the company was in despair as to the 21 remaining. They asked the American Bridge company to bid upon it. It did so, offering to complete the whole within seven months after the foundations were ready. The contract was accepted and the job was done on time. The bridges were built in Philadelphia and shipped in camp steamers to Mombasa. American engineers superintended the work and East Indian coolies performed the hard labor. The Uganda railway is initially operated by American locomotives.

THE SUDAN RAILROADS.

A number of railroads are to be built in the Sudan, that wide strip of country which runs across Africa between the Sahara and the Congo valley. The Egyptian railway is to be extended south from Khartoum, and English and American capitalists are now having a railway surveyed from Khartoum to Addis Ababa, the capital of Abyssinia. If this is built it will be followed by a road connecting it with the French line at Harar, making a continuous road from Khartoum to Jibouti on the Red sea. Other sections have been planned along the Cape to Cairo road, and the Germans are building a line from the coast opposite Zanzibar which will connect with that road somewhere in the vicinity of Lake Tanganyika. The French propose to continue the line which now runs from Algiers and Constantine to the coasts of Biskra, south to Lake Tschad or Timbuktu across the desert or other planned or in construction from the Gulf of Guinea into the interior. The Belgians have some new railroad projects along the Congo, the road which has been built to Stanley Pool, having been a great success. Indeed, Africa offers a promising field for the sale of American railway materials, and the steel trust and our bridge companies should keep their eyes on it.

OUR GOODS IN WEST AFRICA.

We sell comparatively few goods in West Africa owing to the fact that we have no direct steamship connection. The southern and central parts of that continent are as near the United States as Europe, and steamers from New York and our southern ports should make regular sailings to Capetown, the Congo and the Gulf of Guinea. At present most of the shipping is done by the English and Germans. The Belgians have lines from Antwerp to the mouth of the Congo and the Dutch also take a share of the trade.

The chief English shippers are Elder, Dempster & Co. This firm sends steamers to most of the ports on the west coast, and it is trying to develop the

King Menelik's People Clothed in American Cottons—Our Trade With South Africa Greater Than With South America and China—In the Gold Mines of the Rand—Kimberley Diamonds And American Machines—New African Railroads Equipped by the Yankees—Our Goods On the West Coast—Congo Cotton Versus American Cotton—Our Commerce in Liberia, in Egypt and Along The African Mediterranean.

Africa is of the short staple variety. It has a poor color and it does not bring as much as middling American cotton. The British ship owners claim that they can carry it to Liverpool as cheaply as cotton can be brought from America for the reason that they can take back full cargoes of manufactures to Africa, whereas the return cargoes to the United States are light.

OUR LIBERIAN COMMERCE.

One would think that the United States ought to have the bulk of the trade of Liberia. It has not as much as Great Britain. The country is comparatively poor and its total imports amount to only \$1,000,000 a year. The population numbers 2,000,000, but only 60,000 of these are of American descent, and so far our colonizing schemes have not been a success. In Liberia all accounts are kept in American dollars and cents, but the most common money is English. The Germans are doing what they can to get the trade. They are now sending two steamers a week from Hamburg, and the Dutch have also established direct steamship connections.

We have some trade with the French Congo, and quite a road lead in the way of cotton goods with the Congo Free State. Still further south American coal oil is used in the Portuguese territories, and American tobacco is to be found almost everywhere. It is used for chewing, snuffing and smoking in the Congo valley, being sent there in a leaf shape. It is smoked in cigarettes and cigars throughout South Africa, and the French are annually imported by one firm alone.

THE AFRICAN MEDITERRANEAN.

There is a big chance to increase our trade on the African Mediterranean. American cotton goods can be sold in Morocco, Algeria and Tunis, and also in Tripoli and Egypt.

At present the French have the bulk of the trade of northwestern Africa. They have built up a big business in Algeria. When they took possession of that country in 1830 their annual exports to it were only \$1,500,000. They now more than \$50,000,000 every year.

The French are colonizing the country, building roads and railroads, opening up its wheat fields and making it one of the great food supply points of the republic.

Our exports to Algeria are now worth \$100,000 annually. They are made up of tools of all kinds, including reapers and mowers, thrashers and portable engines. It is the same in Tunisia, which also belongs to France. We annually sell

\$125,000 worth of agricultural machinery to that country, and also quantities of tobacco, pork, corn and petroleum. The Tunisians use American axes and carpenter tools and all sorts of American hardware.

THE EGYPTIAN MARKET.

The biggest market of this part of the world, however, is Egypt. That country is controlled by England, although nominally under the sultan, and the United States is now getting a fair share of its trade. The building of the Athra bridge was a great object lesson to the English engineers, and much of our machinery is now being used. The new railroads have 200 American cars and quite a number of American engines. Egypt is largely fed with American petroleum; it takes thousands of pairs of American shoes and a small amount of American cotton. There is, however, no American house in Egypt, and such business as is done is through foreign importers.

FRANK G. CARPENTER.

Cancer of the Breast.

So many people are dying of this terrible disease. The disease is increasing with wonderful rapidity. Mrs. B. F. Southard, of Buffalo, Mo., has recently recovered from a most advanced stage of this disease by the use of Hood's Sarsaparilla makes the nerves strong by enriching and vitalizing the blood, giving robust, refreshing sleep and completely cures nervous troubles. Begin taking it today.

Nausea, indigestion are cured by Hood's Pills.

How Are Your Nerves?

If they are weak and you feel nervous and easily "flustered," can't sleep, and rise in the morning unrefreshed, your blood is poor. Strong nerves depend upon rich, nourishing blood. Hood's Sarsaparilla makes the nerves strong by enriching and vitalizing the blood, giving robust, refreshing sleep and completely cures nervous troubles. Begin taking it today.

LYING TO ONE'S SELF.

Many people can appease their consciences by reflecting that whatever may be the effects their words produce, they did contrive to steer clear of a downright lie. I never quite knew where the distinction lay morally, but there is that feeling—I have it myself. —F. Anstey.

We Offer \$1,000

For a Disease Germ That Liquezone Can't Kill.

On every bottle of Liquezone we publish an offer of \$1,000 for a germ that it cannot kill. We do that to convince you that liquid oxygen does kill germs. Any drug that kills germs is a poison to you and it cannot be taken internally. Liquezone alone can kill germs in the body without killing the tissues, too. It is the only way known—the only way one can conceive of—to destroy the cause of any germ disease.

Kills With Oxygen.

Liquezone is simply liquid oxygen—no drugs, no alcohol in it. It is the discovery of Pauli, the great German chemist, who spent years on it. His object was to get such an excess of oxygen in staple form into the blood that no germ could live in any membrane or tissue. Oxygen is life to an animal—the very source of vitality. It is the essential part of air. Its effects are exhilarating, purifying. It is Nature's greatest tonic. But germs are vegetables, and this excess of oxygen—the very life of an animal—is deadly to vegetable matter. Liquezone charges the blood with such an excess of oxygen that no germ can live where that blood goes. We spend 14 days in making each bottle.

We Paid \$100,000

for the American rights to Liquezone—

the highest price ever paid for similar rights on any scientific discovery. Before making the purchase we tested the product for years through physicians in the most difficult germ diseases. We proved that Liquezone does what nothing else in the world can accomplish, and that the results are unvarying.

A discovery that could command such a price is something you should know, if you need it. We are doing our part by supplying the first bottle free. Will you do your part by requesting it?

Germ Diseases.

These are the known germ diseases. All that medicine can do for these troubles is to help Nature overcome the germs, and such results are indirect and uncertain. Liquezone kills the germs wherever they are, and the results are inevitable. By destroying the cause of the trouble, it invariably ends the disease, and forever.

Asthma, Anemia, Blood Poison, Bright's Disease, Catarrh, Cholera, Croup, Consumption, Croup, Diphtheria, Dysentery, Diarrhea, Eczema, Erysipelas, Fevers, Gall Stones, Gout, Gonorrhea, Gravel, Hay Fever, Influenza, Kidney Diseases, Leukorrhea, Liver Troubles, Malaria, Neuritis, Nephritis, Rheumatism, Scrofula, Syphilis, Stomach Troubles, Throat Troubles, Typhoid, Typhus, Venereal Diseases, Whooping Cough, Worms, Zoster.

Eczema—Erysipelas, Fevers—Gall Stones, Gout—Gonorrhea, Gravel, Hay Fever, Influenza, Kidney Diseases, Leukorrhea, Liver Troubles, Malaria, Neuritis, Nephritis, Rheumatism, Scrofula, Syphilis, Stomach Troubles, Throat Troubles, Typhoid, Typhus, Venereal Diseases, Whooping Cough, Worms, Zoster.

50c. Bottle Free.

If you need Liquezone, and have never tried it, please send us this coupon. We will then mail you an order on your local druggist for a full-size bottle, and we will pay your druggist ourselves for it. This is our free gift made to convince you; to show you what Liquezone is, and what it can do. In justice to yourself, please accept it to-day, for it places you under no obligation whatever. Liquezone costs 50c. and \$1.

CUT OUT THIS COUPON
For this offer may not appear again. Fill out the blanks and mail it to the Liquid Oxygen Co., 221-223 E. Kinzie St., Chicago.

My disease is _____
I have never tried Liquezone, but if you will supply me a 50c. bottle free I will take it.
Name _____
Address _____
City _____ State _____
Any physician or hospital not yet using Liquezone will be gladly supplied for a sale.

BED

rock is synonymous with security. The basis of all security is real estate. We give you real estate security with ample margin and 7 per cent in our Compound Interest Certificates. Dividends semi-annually.

THE UNION SAVINGS & INVESTMENT CO.
200 Progress Building.

Imperial Hair Regenerator.

The Standard Hair Coloring, is clean, durable and lasting. Its application is not affected by baths. Permits curling, is absolutely harmless, invaluable for beard and mustache. One application lasts months and any shade from black to the lightest Ash Blonde produced. No. 1, Black; No. 2, Dark Brown; No. 3, Medium Brown; No. 4, Chestnut; No. 5, Light Chestnut; No. 6, Gold Blonde; and No. 7, Ash Blonde. Sample of your hair colored and returned free. Privacy assured. Sole manufacturers and patentees. Imperial Chemical Mfg. Co., 135 W. 23d St., N.Y.

"The Sooner The Better; Delay is a Fetter"

Don't burden yourself with a life-long regret that you didn't insure your property in due time. You don't know what will happen to your house or valuables tomorrow—even tonight. Get a line today. We can give you a binder at short notice and you'll feel more comfortable. Best companies only.

WE WRITE FIRE, PLATE GLASS, BOILER AND ACCIDENT INSURANCE.

HEBER J. GRANT & CO., No. 26 S. Main Street.

Lowell Extra Super Ingrains.

This brand of Ingrain Carpets has been made for upwards of one hundred years, and is the highest standard in design, coloring and quality manufactured. The goods are wound on a hollow atlat, which is a trade-mark, protected by letters patent, and is a guarantee to the purchaser.

MANUFACTURED BY

BIGELOW CARPET COMPANY, NEW YORK.

Ask your dealer for Lowell Ingrains.

Squaring the Circle

Every little while some professor announces that he has succeeded in squaring the circle. But—he hasn't. Some manufacturers claim to be able to match

Golden Gate Coffee

But—it has never been done. 1 and 2 lb. aroma-tight tins at all high-grade grocers.



J. A. Folger & Co., San Francisco
Importers and Roasters of Fine Old Coffees

THE STORM IS COMING

Prepare For It Before It Arrives

We have the storm OVERCOAT and "CHESTERFIELD" READY-TO-WEAR SUITS, that are three grades higher than in the city, all hand made, \$20 to \$40.

Also the largest variety of HIGH-GRADE UNDERWEAR, Hosiery, Shirts, Hats, Gloves, Handkerchiefs, Pajamas and Night Robes, House Coats, House Robes, Bath Robes, Cane, Umbrellas, Neckwear, Scarf Pins, Cuff Buttons, Watch Fobs, Collars and Cuffs, and MEN'S SHOES.



J. WILL GRAY & BRO.,

153 Main Street, East Side. Under the Electric Sign "GRAY'S."