

A BUSINESS EMPEROR.

ALL ABOUT THE KAISER AS AN INTERNATIONAL DRUMMER—HE HAS MADE GERMANY A COMMERCIAL GIANT.

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



KAISER WILLIAM.

From His Latest and Best Photograph.

(Copyright, 1902, by Frank G. Carpenter.)

BERLIN.—Emperor of Germany is the greatest trade drummer on earth. He is the manager of that vast department store known as the German empire and his customers are all the world. He has his commercial couriers on every road, his traveling salesmen on every sea. He begs trade in one country with the oleaginous smile of the diplomat, and in another—China, for instance—bluffs his way at the mouth of the cannon. He not only makes the smaller nations buy, but with his blockading fleets makes them pay, measuring the world, as it were, with his international yardstick and the pfering, thaler and mark. He took charge of the business on the 15th of June, 1888, and since then, a very dynamo in breeches, he has been tramping over the earth in his seven-league boots, cajoling and commanding, bluffing and retreating—all things and everything for trade.

GERMANY A COMMERCIAL GIANT.

He is succeeding, too, and under him Germany is fast becoming the commercial giant of Continental Europe. She began to push out only a few years before his accession to the throne and she has already one-eighth of the foreign trade of the world. He has trebled the trade since he took hold, and he now buys from us for his factories more than three times as much raw materials as he did at the start. Germany's foreign trade now amounts to about \$2,000,000,000 a year. We sell her almost a quarter of a billion dollars' worth of raw materials and manufactured goods, and the raw materials are made over into products which help supply the foreign trade created under this imperial drummer.

A short time before William II. became emperor, Germany was noted for her poverty. She is becoming known for her riches. Under him she has planted investments all over the world. She has \$500,000,000 invested in South America, \$250,000,000 in Africa and an equal sum in Mexico and the United States. A large part of the coffee fields of Guatemala are owned by Germans, and German merchants are to be found in every city of Central America.

For the past 150 years the British have been making foreign investments. They have plowed the continents and seeded them with shillings, expecting each to bring back a sovereign in return. Their foreign holdings are now estimated at \$10,000,000,000, but it has taken more than a century to accumulate them. Today the Germans are said to have \$5,000,000,000 invested outside their own country and they have made the most of these investments since the Kaiser took charge 15 years ago. The contrast is striking, and the more so as the Germans are by no means satisfied, but are reaching out for more.

THE KAISER COURTING UNCLE SAM.

There is no doubt but that the Kaiser is courting Uncle Sam in order to get a big share of the American trade. The visit of Prince Henry, the naming of the yacht after the daughter of the president and the giving of the statue

How He Courts Uncle Sam—German Views of America's Future—We Are to Have the Pacific Ocean and a Mortgage on Europe—How the Kaiser Studies Our Trade—Gossip About Him—He is Like and Unlike President Roosevelt—Striking Comparisons of Two Strenuous Rulers.

"At the same time," the learned baron professor continues, "the United States will gain in political might. They will enlarge their army and navy. They will acquire colonies. They will call the Pacific ocean their own, and realize their own idea of international arbitration by being themselves the arbitrators."

As a preventive against such a possibility the professor wants the European states to join together in a tariff combination against us, to have free trade as far as possible among themselves and to support each other in any and every tariff war against the United States.

THE KAISER STUDYING OUR TRADE.

There is no doubt but that the Kaiser is studying the situation and the evidence is that he looks upon our success as a foregone conclusion. At any rate he is doing all he can to get into our commercial hand wagon. He is advising the manufacturers to copy American methods and is sending his officials across the water to learn what they are. Privy Counselor Goldberger, who recently visited the United States and upon his return wrote a book treating of our industries, was received with high favor at court. The emperor decorated him and advised other officials to go forth and do likewise. As a result there is a deal of quiet investigation of the United States going on at the present time, and the Kaiser is collecting news from all sources.

Every leading American capitalist who comes to Berlin is interviewed by the emperor or his officials. Pierpont Morgan was recently made much of by his majesty, and an entertainment which the Kaiser gave to him was composed of the officers of the United States navy. He was probably actuated by the desire to cultivate American trade.

All this has materially increased the standing of Americans in the eyes of the Germans. American travelers are better treated and American goods are more popular. I have shown you how our styles are largely supplanting those of Paris and London and how the trade mark "made in the United States" now ranks above "made in England" or "made in Germany."

Indeed the Germans are very proud of their emperor and they follow his lead more than is generally supposed. They copy his manners and dress. Take for instance the ugly green felt hats with feathers in them which you often see on the streets of Berlin and other German cities. No American would wear

one, but the German patriot is proud to do so because the emperor wears such a hat when out hunting. I will not say that when the Kaiser takes a snuff all Germany snuffs, but there is no doubt that it is due to his example that the most of the Germans curl their mustaches so that they tickle their noses. The Kaiser's schnurrbart or mustache has made the fortune of many a wax maker here and patent mustache curlers are advertised in the papers. His majesty waxes his mustache so that its ends turn out like a bow, and every young German, official and commoner, does likewise. Some men carry combs in their pockets and you can see them busy arranging their mustaches in the street cars, holding their hands over their faces as they do so. Every one gives his mustache a twist at odd moments, and all, from the hotel waiter to the highest military official, are proud if they can preserve the Kaiserly curl.

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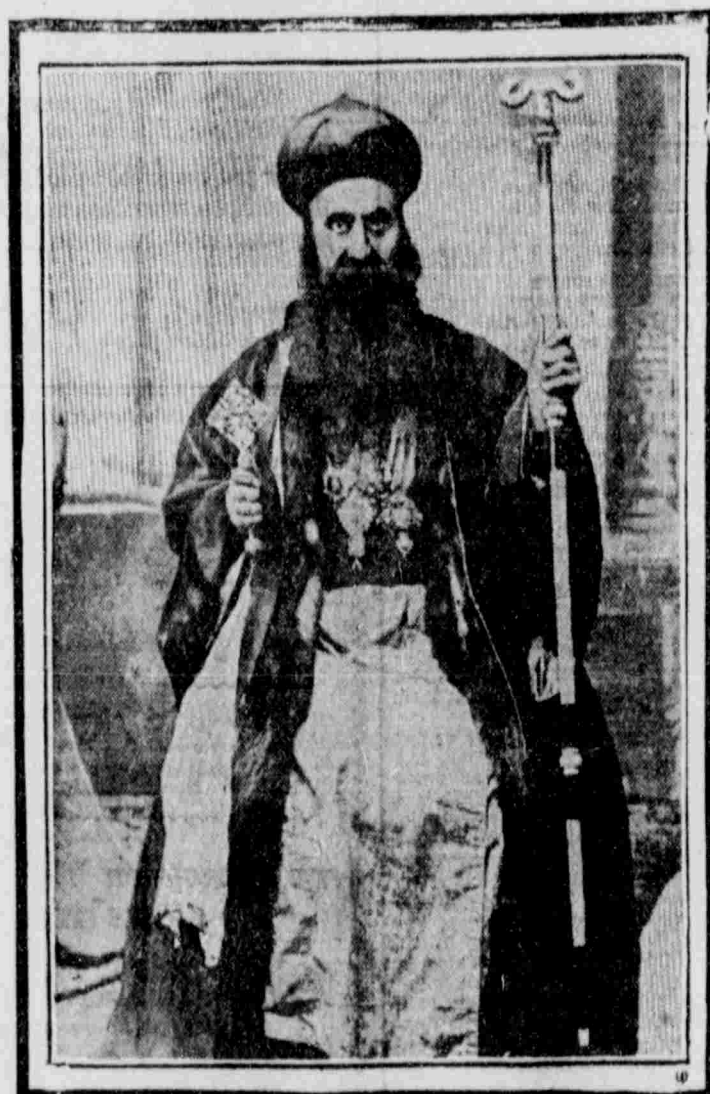
The Kaiser is a good business man. One of the chief manufacturers of Frankfurt on the Main thus expressed it to me the other day: "He is the business head of this business nation. He knows more about our German industry than any other man, and he does more than anyone else to push German trade. It is he who keeps us alive by his brains and far-sightedness. The trouble is he has no money and the country is poor. If he were king of England or had a country like the United States, he would make it boom and in time he would commercially conquer the earth. As it is he is managed by lack of resources and lack of capital. What he wants is more land and more money, and for this reason he is anxious to have colonies."

Said Consul Gen. Guenther of Frankfurt:

"The Kaiser is not appreciated in America. He is a genius, not only from a business standpoint, but from almost every other standpoint. He can do many things well. He can paint, write poetry and compose music. He is a great thinker and in everything a leader. I have never known a man to work as he does. He frequently comes to the watering places near Frankfurt for a vacation. At such times he gets up at 6 o'clock and goes to work. He keeps at it all day and often far into the night. The next day he is up again at 6 as bright as a dollar."

In many of the factories I visited throughout Germany I have been told that the Kaiser knows all about them and that he often visits the industrial

BISHOP OF JERUSALEM.



Assur Demutu, Syrian Bishop of Jerusalem will be a visitor to this country next year. He will arrive here during the St. Louis exposition which he will visit.

A GERMAN VIEW OF AMERICA'S FUTURE.

Indeed, the Germans are more astounded at America's growth than any other nation of Europe. They measure their millions in 25-cent pieces by marks, and a German needs to be only one-fourth as rich as an American to be a millionaire. The real millionaires are very few, and there are no enormous fortunes like those of our country. The people are scared at our big trusts. The iron men do not see how they can compete with the United States Steel company, and the exporters are frightened by the steamship merger. In the reichstag our balance of trade is steadily brought to the front. It is shown that for 10 years we have had a bigger trade balance in our favor than double the war indemnity paid by France to Germany, and the question is asked how soon Europe would be drained of its gold if \$150,000,000 is to annually roll across the Atlantic.

WHAT ONE GERMAN THINKS.

I doubt whether the Kaiser is as alarmed over the American peril as some of his high officials. He certainly will not ignore the prophecies of Baron von Walterhausen, the famous professor of political economy in the University of Strasbourg. This man has written a book on our trade supremacy and how the Germans should combat it. In this book he prophesies that American capital will eventually absorb the European state, municipal and industrial securities. He shows that we will buy all the good stocks and become Europe's great creditor. Then the loss of the European manufacturers and the most skilled of their workmen will emigrate to America; there will be less and less employment for labor, and the financial and military strength of the European nations will finally weaken."

Brightens Lonely Homes

I am to-day enjoying perfect health, thanks to Wine of Cardui. For nearly four years I suffered from ovarian troubles. The doctor insisted on an operation as the only way to get well. I, however, strongly objected to an operation. My husband felt disheartened as well as I, for home with a sick woman is a disconsolate place at best.

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Orator Entre-Nous Club.

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