DESERET EVENING NEWS: SATURDAY, APRIL 4, 1903.

How He Courts Uncle Sam-German Views of America's Future-

taches so that they tickle their noses. The kaiser schnurrbart or mustache has

A BUSINESS EMPEROR.

The kaiser is a good business man. One of the chief manufactuers of Frankfort on the Main thus expressed it to me the other day:

"He is the business head of this busi-ness nation. He knows more about our

German industries than any other man, and he does more than anyone else to

push German trade. It is he who keeps

We Are to Have the Pacific Ocean and a Mortgage on Europe-

How the Kaiser Studies Our Trade-Gossip About Him-He is

A BUSINESS EMPEROR.

ALL ABOUT THE KAISER AS AN INTERNATION. AL DRUMMER-HE HAS MADE GERMANY A COMMERCIAL GIANT.

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

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KAISER WILLIAM,

From His Latest and Best Photograph.

(Copyright, 1903, by Frank G. Carpender.)
SRLIN. — 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.
of Frederick the Great are looked upon in Berlin as means to that end. Everyone here knows that the emperor admires the United States and the business men approve of his actions. Indeed, he is doing much for the United States, At the time of the war with Spain the sympathy of the Germans was with the Spanlards and many of the military officers here thought they would be victorious. They had looked upon us as tradesmen and doilar-chasers, and had no idea we could fight. One of the admirals, speaking to an American in Berlin at that time, as-

fight. One of the admirals spearing an American in Berlin at that time, as-serted that while the Americans might have a few good officers in their navy, it was known that the rank and file was composed of the offscourings of traveling salesmen on every sea. He begs trade in one country with the oleaginous smile of the diplomat, and in was composed of the offscourings of foreign ships, and there was little doubt that such a force would be wiped out by a trained navy like that of Spain. "If it is not," he concluded, "the war will continue until the resources of both nations are exhausted." "And what will happen then, pray," asked the American. 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 pfennig, 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 anding, bluffing and retreatinguil things and everything for trade.

GERMANY A COMMERCIAL GIANT. He is succeeding, too, and under him

' was the reply, "Germany will "Oh! then have its innings. It will come in and be the arbitrator and settle all and be the arbitrator and settle an matters between the two nations." Such opinions of the Americans changed rapidly as the Spanish war went on. The emperor foresaw the re-sult at the start, and he gave his offi-cials the cue. He changed public opin-ion so that today the best of the Ger-mans are anyious to be associated

asked the American.

Like and Unlike President Roosevelt-Striking Comparisons of Two Strenuous Rulers. centers. He had close connections with 'At the same time," the learned baron | one, but the German patriot is proud to | do so because the emperor wears such a hat when out hunting. I will not say the Krupps and frequently studied the gun factory. He makes the crown "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 ideas of international arbi-tration by being themselves the arbithat when the kaiser takes snuff all Germany speezes, but there is no doubt prince go to such places and plans tours for him by which he is acquiring a prac-tical view of industrial and commercial that it is due to his example that the most of the Germans curl their mus-

tration by being themselves the arbitrators. As a preventive against such a possi-bility the professor wants the Euro-

pean states to join together in a tariff combination against us, to have free trade as far as possible among them-selves and to support each other in any and every tariff war against the United

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 band wagon. He is advising the manufacturers to copy Ameri-can methods and is sending his officials across the water to learn what they Privy Counsellor Goldberger, who ecently visited the United States and upon his return wrote a book treating of our industries, was received with high favor at court. The emperor dec-orated him and advised other officials to go forth and do likewise. As a re-sult there is a deal of quiet investiga-tion of the United States going on at the present time, and the kaiser is col-lecting news from all sources, Every leading American capitalist who comes to Berlin is inter-viewed by the emperor or his officials. Pierpont Morgan was recently made much of by his majesty, and an enter-tainment which the kalser gave to prominent Americans at Kiel was probbly actuated by the desire to cultivate American trade.

push German trade. It is he who keeps us alive by his brains and farsighted-ness. 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 commercial-ly conquer the earth. As it is he is manacled by lack of resources and lack of capital. What he wants is more land and more money, and for this reason he

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."

STATISTICS TO AN ADDRESS OF THE OWNER

does. He frequently comes to the wa-tering places near Frankfort for a va-Indeed the Germany are very proud of their emperor and they follow his lead more than is generally supposed. They copy his manners and dress. Take for

BISHOP OF JERUSALEM.

cation. 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

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

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of the Almighty. The old Czar of Russia, in speaking of this, sarcasi-cally said: "Der Gott weisst alles, aber der kaiser weisst alles besser." Or, in other words, God knows everything but the Kerman emperor knows everything a little better." OF SIMPLE HABITS.

Both Mr. Roosevelt and the kaiser are plain in many ways and extravagant in others. They both believe in phys-are more generous and each can sit down to a dinner of many courses and enjoy it. I doubt whether either ever had the dyspepsia, and if he should have it, he would not go to a doctor, but would jump upon his horse and ride

Both Roosevelt and the kalser are fond of horses. Both ride often and ride hard Roosevelt keeps a number as well as military Germany. The kaiser has visited all the big of saddle horses. The emperor can afford more and has more. His saddle horses are carefully selected. They are noted for their speed and staying powers. They must obey quickly and they must be exercised daily in order to stand any kind of a strain put upon them

TWO GOOD FAMILY MEN.

The kaiser 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 sly-ly 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 mo-ments, and all, from the hotel waiter to the highest military official, are proud if they can preserve the kaiserly curl. A BUSINESS EMPEROR. Both the president an dthe emperor are good family men. They are good husbands and good fathers. They rule their own households, and, as far as I can learn, neither will have any foolthe same intense nervous organization. Roosevelt has an iron jaw; so has the ishness as to the education or training of the children. Some of the Roosevelt kaiser. Roosevelt is brown from exposure to the air and sun; so is the kaiser. Our president has a piercing eye, and so has the emperor of Germany. Each man is full of self-confidence. On

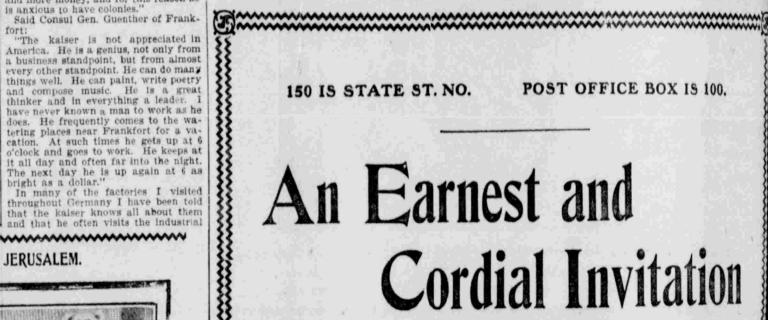
of the children. Some of the Roosevelt little ones go to the common schools in Washington. They have limited al-lowances, and do some of their shop-ping at the Seventh greet stores. The kalser's children are brought up to work. They have to mind their teachers. They are trained in gym-nastics, sleep upon hard beds and eat plain food. They are made to mind, or to avidenced by many of the stories his way to Washington from Buffalo immediately after the assassination of President McKinley, Mr. Roosevelt was asked if he was not afraid of the reasked if he was not afraid of the re-sponsibility which that deed had thrust upon him. He replied: "Not a bit." And he was not. The self-confidence of the German emperor is notorious. He has frequently said that he believes himself divinely appointed and is charged of taking the place that Mo-hammed held as the pretended mouth-

House and the gorgeous di Washington, and also in the spin court functions of the kaiser her Berlin. The government has had to ing the kaiser's civil list on account of social expenditures. He has now a \$5,000,000 a year, and this note tanding he pays no house rent at many free lunches. He has a large income from his private es

The Hohenzollern fortune, amount it is said, to about \$25,000,000, has to him, and he has other estates, w bring him in all told something like

00,000 a year

FRANK G. CARPENTER



factories about Berlin. He attends ev-ery exposition and during the past year

saw this and objected. The by re-plied: "I am the crown prines and according to law my brothers are build to obey me." "Tes that is trae," said the kaiser. "As crown prine was brothers must obey you, but yes must also remember that I am the kaise and as such you have to obey as order you not to do that again." order you not to do that again." THE KAISER AND THE ARMY. This comparison holds good as to tary matters. Both the president kniser are fond of the arms. E would rather be commanded than peacefully. Both believe in for and both are proud of their are with their soldiers. The kaje with their solders. The kaker ways courting his army. He pains to get close to the me it is said that he knows mor 10,000 of his officers personally a cal three by name. He spends part of his time at the army is and always attands the maneur wears the uniforms of the d regiments and has an official many of them. He is never than when attending a review. derstands everything connects

terstands everything connected his soldiers, from private to g the believes in the army, and w

ncrease it at any expense and at

THE EMPEROR'S BIG INCOME

I have said that he tastes of the

extravagance as well as blicity. Each could make

peror and our president compare

n beer and cheese and like it

is fond of display, and at the time makes a great spread, seen in the remodeling of the

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 before his accession to the throne and she has already one-eighth of the for-eight rade of the world. He has treb-led the traffe 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. Ger-many's foreign trade now amounts to about 22.000.000 as year. We will her about \$2,000,000,000 a year. We sell her almost a quarter of a billion dollars' worth of raw materials and manufac-tured goods; and the raw materials are made over into products which help supply the foreign trade created under als imperial drummer. A short time before William H, be-

came emperor, Germany was noted for her proverty. 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 re-turn. Their foreign holdings are now estimated at \$10,000.000.000, but it has taken more than a century to accumu-late them. Today the Germans are said to have \$5,000,006,000 invested out. side their evan 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 ans 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

with us and some of their ablest thinkers believe that this is their only chance for a permanently successful foreign trade

A GERMAN VIEW OF AMERICA'S FUTURE.

Indeed, the Germans are more as-tounded 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 millionaires are very few, and there are no enor-mous 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 fright-ened by the steamship merger. In the reichstag our balance of trade is stead-ily 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 indorse the prophecies of Baron von Walterhausen, the famous professor of political economy in the Univer-sity of Strasburg. This man has written a book on our trade suprem-acy and how the Germans should comhat it. In this book he prophecies that American capital will enventually absorb the European state, municipal and sorb the European state, municipal and industrial securities. He shows that we will buy all the good stocks and be-come Europe's great creditor. Then the best of the European manufacturers and the most skilled of their workmen will emigrate to America; there will be less and less employment for tabor, and less and less employment for labor, and the financial and military strength of the European nations will finally weak-



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.



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