

## OUR AUSTRALIAN CUSTOMERS.

Like American Goods and Are Anxious to Buy Them.

FRANK G. CARPENTER.



AUSTRALIAN BOTTLE TREE.

Photographed for the "News" by Frank G. Carpenter.

THERE is a big opening in Australia for American trade. The country is just ripe for the advent of our drummers. The people are friendly and every American salesman I have met is doing good business. We sell over \$12,000,000 worth of goods annually in New South Wales or more than \$50 per family of the population. American goods are sold in all the stores, and American farm implements are used on nearly every farm. Three-fourths of the reapers and mowers come from the United States. There are thousands of American plows, and tens of thousands of our axes and saws. The Australians like our hatchets. They call them tomahawks, and evidently think we got the pattern from the Indians. Our carpenters' tools are in demand, especially augurs, bits and braces, and seven-tenths of all the saws come from Philadelphia.

### AMERICAN NOTIONS FOR THE AUSTRALIANS.

American notions are sold everywhere. In Townsville, in northeastern Australia, I saw patent camp chairs with the Yankee trademark on them, our cuff clasps and collar buttons are in common use, and there are all sorts of knick-knacks, marked American and sold as such. I dropped into a store the other day which advertised American candles, and asked the tall young lady clerk from what city they were imported. She replied that they were made in Sydney, but they called them American because they thought this would make them sell better.

The Australians smoke American tobacco. They use finecut and plug, shaving off the plug for their pipes. The brands sold are almost unknown in the United States, showing that the market is quietly worked by some of our little known tobacco firms, the larger ones not realizing the extent of this market. In New Guinea our tobacco is used as money. So many plugs will buy you a dinner, a suit of clothes or a wife, the tobacco currency being more common than gold and silver. The cigars smoked by the Australians chiefly come from Manila, and the trade in Philippine tobacco is growing.

### THE BEST SPENDERS ON EARTH.

I have spoken of the New Zealanders as spenders. The Australians are quite as extravagant. In New South Wales the average is over \$400 per year for each family. The people of all classes dress well and live well. The women of Melbourne know how to put on their clothes as well as those of any city of similar size in the United States. Many of them wear American shoes, paying a duty of 75 cents on every pair. They wear costly hats and bonnets, and in midwinter nearly every girl has her fur.

The business men, as a rule, wear silk hats and good clothes. The fitting is not quite as fine as that of our American tailor, but far better than that of London. Clothes cost about as much in Melbourne and Sydney as in New York, and American styles seem to be in demand.

AMERICAN PRINTING PAPER. A great deal of our lumber comes to Australia, not only in the shape of boards and logs, but in paper, and now the Australian newspapers are printed on American wood pulp. Many of the publishers use American type. Within the past few years the linotype has been coming in, and a salesman of one of the American firms tells me that he has scattered such machines throughout the colonies. He gets about \$3,500 for each machine, and does a business which is largely cash.

The leading American typewriters are well known here. Some of the agencies have business colleges connected with them, and rent and sell machines in the same way as in America. You can buy all kinds of American cameras here, and the American bicycle is to be seen everywhere. So far no wagons to speak of have been imported, but there is a good demand for parts of our carriages and wagons, and I think this field might be developed.

The supply comes chiefly from England and the continent. There is no attempt to push American goods of this kind, and the low freight rates to Europe operate against our importations. Still a trade could be built up in American cottons, and as soon as the transisthmian canal is completed there will undoubtedly be large shipments of callouses, shirts and denim.

### AMERICAN CORN FOR AUSTRALIAN SHEEP.

One of the great markets of the future for the corn of the Mississippi valley will be in Australia. The country is subject to frequent droughts and at such times food for stock is an imperative necessity. In Queensland I saw green oats straw selling for \$45 a ton, and I was told that several ship loads of corn had been imported from the Pacific states by that state to feed its cattle and sheep. There has been a great drought and the stock has died by thousands. One man who had 18,000 sheep and nothing to feed them paid \$40 a ton for American corn. He soaked it and then fed it, and as a result saved his flock.

### THE HORRORS OF THE DROUGHT.

You need not go far in Australia to hear of the horrors of the drought. You can easily meet a man who has lost a fortune by dry weather. Men sometimes go crazy on their stations far off in the interior because the rain fails to come. They have thousands of acres and tens of thousands of sheep, and they have to sit and watch the animals die before their eyes, knowing they cannot feed them. The droughts clear the land of everything green. The pastures become as bare as the roads and the sheep stagger about, nosing the dust for the seeds of grasses and trees. Sometimes trees are cut down to give them food. One man who had 4,000 acres of land kept 100 men busy cutting off the branches of his apple, oak and other trees to feed the sheep. They eat the leaves and even the small twigs. This same man had another force skinning dead sheep and another whose business it was to lift up the sheep when they fell down and could not rise of their own accord. This is to keep them from the carrion crows, which cover about over them and pick out their eyes if they fall.

### RABBITS AND KANGAROOS.

During these droughts the rabbits die as well as the sheep. They drop dead outside the rabbit fences. You may see kangaroos lying here and there dead upon the plains, and I have been told that even the birds drop dead from the trees.

The Riverina country is one of the best sheep-raising districts of Australia. It produces some of the finest wool, and is noted for its excellent grass. In the drought of 1895 it looked as though a fire had swept over it. The most of it was as dead as a bush. It could not have been more bare if it had been plowed. There was not a green sprout or any sign of vegetable life to be seen. Last year much the same condition prevailed in parts of Queensland. There were tracts covered with dead sheep, cattle and horses, and dead emus and kangaroos were lying here and there over the country. This and other droughts have caused a reduction in the district of 64 per cent of the sheep and other districts even more. It is said that the drought in 1895 lightened the wool clip almost 12 per cent, and it decreased the lamb crop in New South Wales about \$100,000 head.

### HUNDREDS OF ARTESIAN WELLS.

Within the past few years the governments of Australia have been preparing to resist these droughts. They have been sinking artesian wells, making dams and putting up water works. The droughts in many parts of the country are such that for nine months the sheep can feed on the dry grasses if they can only get water, and of late the water in many places has come from artesian wells. The chief danger has been in overstocking, so that the sheep eat all the grass and, notwithstanding the drinking water, die of starvation.

There are in Queensland alone 350 artesian wells and a number more are being put down. Already more than \$2,000,000 have been spent upon them. The aggregate depth of the wells is in the neighborhood of 500,000 feet. Some of the wells are very deep. There is one at Winton which was sunk 4,000

Big Demand for Our Corn—The Australians the Best Spenders on Earth—American Plug Tobacco as Money—A Hot Continent Where the Terrible Droughts Kill Even the Kangaroos and Rabbits—The New Artesian Wells, Which Are Flowing Millions of Gallons of Sealing Water Per Day—Queer Features of Desert Australia—The "Land of the Never, Never"—The Big Trees—The Scrub and the Bush.

feet before it struck water, and there are many down 3,000 and more. One well flows 5,000,000 gallons a day, another 4,000,000, and another 3,000,000. In New South Wales a large number of bore, as they are called, have been sunk, and several of them are flowing from one to two million gallons a day. A singular thing about the wells is that the water that comes from them is very hot. As one of the squatters says, it is hot enough to scald a dog, and, indeed, a dog that fell into the stream of one of them the other day was killed. The water is slightly salt, and it contains some soda, but the sheep drink and thrive upon it. It cools, of course, as it runs off, being conducted in ditches and pipes over the pastures.

The ditches are made with huge plows constructed of logs in the form of a V. The end is shod with iron, and a team of eight or ten oxen drags the plow along the course desired for the stream. This makes a broad furrow, forming the canal, at which the stock can drink. There are many canals of this kind from fifteen to twenty miles long, and some even longer.

### WHERE THE HENS LAY BOILED EGGS.

Australia is the hottest country on record. I have ridden for miles astride the equator, but I have never found heat to compare with this. Out in the country in the dry times there appears to be little more than a sheet of brown paper between you and the lower regions, and the people facetiously say that they have to feed their hens cracked lee to keep them from laying boiled eggs. The dry lands are hotter than Sahara. Much of them is desert, and the sun beats vertically down upon the continent during the hottest part of the year, three hours every day, in traveling across it.

Australia is as long from one side to the other as from New York to Salt Lake City, and the greater part of it is covered with granite sand. It has no cooling winds to speak of, and the sand and rock bottle up the heat and give it out again. Capt. Sturt, who crossed the Australian desert some years ago, records that he once hung his thermometer graduated to 127 degrees in the shade, and that the mercury rose and broke the tube. The temperature must have been at least 125 degrees in the open air outside, which is said to be the highest temperature recorded in any part of the world.

For three months during that trip the temperature averaged over 101 degrees

Fahrenheit in the shade, and the air was so dry that Capt. Sturt writes "that every screw fell out of his boxes, his combs split up into hairs, the lead dropped out of his pencils, his hair ceased to grow and his finger nails became as brittle as glass."

### A DESERT CONTINENT.

There is no continent which is so much dry land as Australia. It is a great dry heart, with a few patches of green about the edges. On the east side, facing the Pacific is a long range of mountains, roughly speaking running north and south, and the most of the good land lies between those mountains and the sea. West of the mountains vast plateaus begin and extend on and on, and on, spotted here with low rocky ranges for more than 2,000 miles. The land falls slightly as it goes toward the west, but at the end it is still 1,000 feet high. It is 2,000 feet high at the east, and in the Australian Alps or the eastern range it rises to more than 7,000 feet. There is a general slope toward the south in some places so great that the continent falls to the level of the sea, but in others it keeps an altitude of 2,000 and 4,000 feet, ending in cliffs at that height, which line the Australian bight for hundreds of miles. All the rivers flow toward the coast. The most of them are short and un-navigable. There is, in fact, only one big system in the country—that of the Murray, which flows out the southeast end of Australia. The Murray is 1,400 or 1,500 miles long. It has extensive branches something like the Mississippi-Missouri, by which it waters a vast basin, in which are some of the best sheep farms of Australia. Nearly all of its basin is taken up by squatters. The greater part of it is fenced, and in certain sections the lands are worth as much as good farming lands in the United States.

### THE AUSTRALIAN LAKES.

Australia has no fresh-water lakes to speak of. Its biggest lakes are salt, and there are very few of these. The most of them lie in South Australia, in what is called the lake district, a region about 1,000 miles long. At the bottom of this is Lake Torrens, about 100 miles long, with Lake Gardiner to the west of it. North of Lake Torrens is Lake Eyre, which is larger, and to the north-west Lake Amadeus, which is also of good size. All these lakes are salt. They are surrounded by flats of treacherous mud crusted with salt. Some parts of them are dry for years

## Mother

"My mother was troubled with consumption for many years. At last she was given up to die. Then she tried Ayer's Cherry Pectoral, and was speedily cured."—D. P. Jolly, Avoca, N. Y.

25c., 50c., \$1.00. J. C. AYER CO., Lowell, Mass.

at a time, when a wet season will fill them and cause grass to sprout up all about them.

Most of the land north and west of the lakes is desert. If you will draw a line across the continent from the lakes to the mouth of the Victoria river you will block off one of the biggest deserts in the world. The desert block will be one-sixth as big as the whole United States, and it will contain no water and no vegetation of any kind except thorny scrub and thorny grasses. This is the case with nearly all western Australia with the exception of the small settled portion at the southwest.

### QUEER VEGETATION.

The scrubs are peculiar to Australia. They are a sort of dwarf eucalyptus trees, or dwarf acacias. The most common are the mallee scrubs and the mulga scrubs. The mallee scrubs look like willow or reeds. The bushes grow close together, so that there are often ten on a square foot of ground. They grow twice as high as your head without a branch and as you look over them you see nothing but a mass of dark brown bushes reaching on and on for miles. Here and there roads and paths are cut through them which look like avenues or aisles.

They make the country gloomy in the extreme, and added to the dreary eucalyptus trees the vast deserts and the lack of variety in the scenery have given it the title of the "Never, Never Country," or the land of despair. The extent of the mallee scrub is enormous. In South Australia there is an unbroken tract about twice the size of the state of New York which is entirely covered with mallee, and you will find it in all parts of Australia.

The mulga scrub is a sort of a thorn bush. The bushes grow close together, and they become matted so that it is almost impossible to make your way through them.

### GRASSES AND TREES.

Among other curiosities are the grasses. There are trees here which grow grass looking for all the world as if a great stump had sprouted out in grass on all sides and on the top.

The spinifex or the porcupine grass is one of the terrors of the explorer. It covers much of the sandy plains to such an extent that it is almost impossible to travel over them. It is a hard, spiny grass, which grows in little hills from one foot and a half to five feet in diameter. It is always found in the dry country, and its mere existence is

an evidence that there is no water near by. Its blades are as sharp as a needle and are very destructive to both horses and men. The horses' feet are so cut that they sometimes have to be killed or left to die upon the desert.

But I could write much about the queer vegetation of Australia. I see new trees every day, and the queerest of all is the great bottle tree, which looks for all the world like a gigantic champagne magnum with leaves growing out of the cork. Everywhere I go I see eucalyptus trees. They are the dearest forests that I have ever traveled through. Many of them have long thin leaves which hang downward as though they were weeping. They are always green and they shed their bark instead of their leaves. The bark hangs down for all the world like disheveled hair, making you think that all nature has gone into mourning

and they are the chief mutes at the funeral. Some of them are very high, comparing with the big trees of California. There was one recently felled which measured 480 feet, said to be the largest tree of the world. Sydney, New South Wales.

A Poor Millionaire. Lately starved in London because he could not digest his food. Early use of Dr. King's New Life Pills would have saved him. They strengthen the stomach, aid digestion, promote assimilation, improve appetite. Price, 25c. Money back if not satisfied. Sold by Z. C. M. I. Drug Dept.

ARTISTIC JOB WORK. And printing specially attended to at the Deseret News Office. Estimates promptly furnished. Rush orders a specialty.

WILLIAM C. WHITNEY.



WILLIAM C. WHITNEY.

William C. Whitney, the prominent sportsman-millionaire, is decidedly averse to having his picture taken. T. H. Far has managed to evade the persistent efforts of the camera fiends. Published pictures of the sportsman which appear from time to time represent him as he appeared ten years ago and not as he is today. In a lucky moment our staff photographer has managed to snap Mr. Whitney at the race track with the above happy result.

# BANKRUPT SHOE SALE

ONE WEEK.

1,000 Pairs of

## BANKRUPT SHOE STOCK JUST RECEIVED.

A Remarkable Chance to buy high grade up-to-date Shoes for actually less than cost to manufacture them.

Only a Few Prices Quoted:

300 pairs Misses' and Children's Chocolate Dongola Lace or Button, Coin Toe, Spring Heel Shoes, sizes 9 to 2, every pair cheap at \$1.50, this Sale per pair—

75 Cents.

150 pairs Little Gents' Pebble Calf Shoes, lace, school heel, extra heavy Outer Soles, Patent Back Stay, Sole, leather counter and inner Soles, sizes 9 to 13, cheap at \$1.65, this Sale per pair—

95 Cents.

200 pairs Boys' Satin Calf Coin Toe Shoes, Lace, Patent Back Stay, all solid, sizes 13 to 5½, Standard screw fastened Soles, every pair worth \$1.75, this Sale per pair—

95 Cents.

200 pairs Boys' Black and Chocolate Vici Kid Shoes, Patent Back Stay, all solid, lace, coin toe, sizes 2 to 5½, every pair worth \$2.25, this Sale per pair—

\$1.48.

DON'T FAIL TO ATTEND THIS BANKRUPT SHOE SALE AT

# Bartling's New York Cash Store.

STAMPS OR COUPONS GIVEN.