

Uncle Sam as Globe-Trader.

—HOW OUR GOODS ARE PUSHED THROUGHOUT THE WORLD.—

American Reapers in Algeria and Tunisia—New Railroads in Egypt and Uganda—Something About German and British East Africa—Our Trade on The Congo and in the South—What we are Doing in the West Indies and Canada—The Drop in Australasia and China—How the Russo-Japanese War Affects our Goods in the Orient.

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

WASHINGTON, D. C., Sept. 20.—In a recent letter I published an interview with Mr. Frank B. Loomis, the first assistant secretary of state, on what Uncle Sam is doing to push our trade on the European continent. From the same source I now show you what is being done in Africa, Asia, Australia and in North and South America. The state department is thoroughly alive as to our trade possibilities, and our consuls have been instructed to look up new openings and to do everything consistent with their position to further the introduction of new lines of goods. It is believed that our trade can be almost indefinitely increased, and that

worth of American products. Brazil came next with a little more than \$10,000,000; Colombia next with \$4,250,000; and then came Chile with just about \$1,000,000. We sold almost \$1,000,000 worth to Peru and almost \$2,000,000 to Venezuela. I believe that this trade could be very greatly increased. Neither our manufacturers nor our exporters have as yet made any powerful, sustained, systematic effort to obtain it, although certain business houses have shown great enterprise. The export interests as a whole, however, give but little attention to South America as compared with Mexico, Canada or Europe, which latter countries offer easier channels of trade, and give greater returns. We get reports from our consular offices showing that our goods are popular throughout South America and that they need only the application of the usual trade methods to enable them to compete with the European wares which have now the bulk of the business.

"What do you mean by trade meth-

ods? last February our exports dropped about three million dollars as compared with the same period of 1903. The decrease was caused by a new tariff on the part of New Zealand in favor of the United Kingdom, and the uncertainty among our exporters as to how it would affect our trade. It is believed, however, that our manufacturers can adapt themselves to the new conditions, and that we will soon regain all we have lost. American goods are highly esteemed in Australasia. Indeed we annually sell about twenty-five million dollars worth of goods there. Our stannum facilities with that part of the world are better than they have ever been."

THE WAR AS AFFECTING OUR TRADE.

"How about the war in the far east?" "I am not sure," I asked. "Is it not injurious to American trade?" "To some extent, yes," replied the assistant secretary of state. "Our exports to Asia have fallen off about two mil-

lion dollars during the eight months ending with last February—as compared with the same period in 1903. A part of this reduction is due to hostilities in northern China, a part to the invasion of the Chinese markets by cotton cloths from Japan and a part by the goods made in the Chinese cotton factories and in Chinese house industry out of yarns imported from Japan and India. Another important cause is the increase in the price of cotton cloths due to the high prices of cotton during the last year."

AMERICA IN JAPAN.

"How about our trade with Japan?" "That is increasing more rapidly just now than any other branch of our foreign commerce," said Secretary Loomis. "Indeed we are now Japan's largest customer. We buy more from her than does any other nation and our sales to her rank next to those of Great Britain. In 1903 we had 14.6 per cent of Japan's imports, while Great

Britain had but 15.4 per cent. This showed a falling off on the part of Great Britain of more than 14 per cent over her Japanese exports of 1897."

"What does Japan buy of us, Mr. Loomis?" I asked. "All sorts of things," was the reply. "We sell her raw cotton, kerosene, breadstuffs and provisions. She imports our machines, locomotives, electrical apparatus and scientific instruments. She takes leather goods, tobacco, paper, hardware, clocks and watches, and a variety of other manufactures. Our goods are very popular in Japan and seem to grow more so from year to year."

KOREA AND MANCHURIA.

"I suppose we have no trade now in Korea and Manchuria?" "Not a great deal," replied Mr. Loomis. "The war has practically caused a suspension of trade in the vast regions traversed by the opposing armies. It has disordered trade in northern

China and in Asiatic Russia, so that it is hard to tell what goods are selling or to forecast the trade conditions. In 1901 it was estimated that we sold almost \$800,000 worth of goods to Korea. We shall probably sell less this year and there may be a cessation of trade until the war is over. After that I expect our goods to regain all they have lost, for they are very acceptable to the people not only in Korea, but also in Manchuria."

FRANK G. CARPENTER.

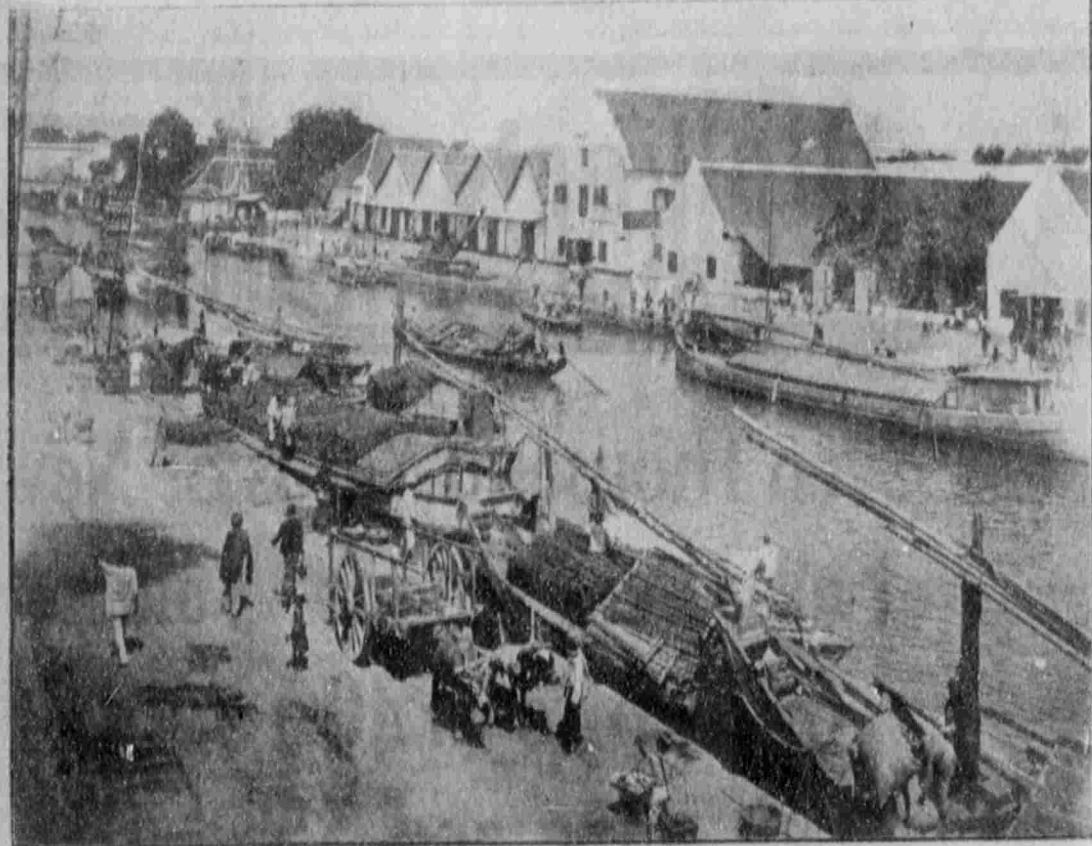
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Special photograph for the News.

SCENE AT SOERABAYA, THE CHIEF COMMERCIAL SEAPORT OF JAVA.

there are enormous fields outside of Europe which the American manufacturer and exporter have as yet left practically untouched.

NORTHERN AFRICA.

Taking up the continent of Africa, Secy. Loomis says our trade with Algeria and Tunis is increasing. These countries belong to France, and by rapid steamship connection are now closely associated with that country. It is only 24 hours from Marseilles to Algiers and the trade with Europe is steadily growing. Many American goods are now being used in Algeria. We are sending something like \$1,000,000 worth there every year, and much of this is in machinery and farm tools. The French are opening up the grain lands and American harvesters are employed to gather the crops. American sewing machines are to be found in the Algerian and Tunisian bazaar, and the chief light used throughout the country is from American petroleum. The trade of Algeria now amounts to about \$50,000,000 a year, and that of Tunisia is large and increasing. We are annually sending several hundred thousand dollars worth of goods to Tunis, and of this \$125,000 is in agricultural machinery.

Our trade with Morocco, Secy. Loomis tells me, is small, but in the closer association of that country with France and the better industrial protection which will be afforded thereby, it is sure to increase.

We have also some trade with Tripoli, sending \$200,000 worth of goods there every year, and our trade with Egypt is large and steadily growing. Much of our Egyptian goods go through Suez, but some, especially machinery, are now shipped direct. Several hundred American cars were put on the new Egyptian railroad only a year or so ago, and other kinds of American rolling stock and railroad materials are being used. The English are pushing the railroads farther north and cotton fields are being developed along the Nile and in Egyptian Sudan. Americans are interested in some of these new developments, and the prospect is that there will be an increased sale of American goods.

OUR TRADE WITH UGANDA.

In connection with this part of Africa I asked Secy. Loomis as to our trade with Uganda, the great British province above Lake Victoria, at the source of the Nile.

"We are doing very little there as yet," was the reply. "British east Africa, of which Uganda is a part, is but slightly developed in the way of foreign commerce. In 1902 it took only \$2,000,000 worth of foreign goods, of which a little more than \$125,000 was American. Uganda is, however, a country with a future. It is a very rich region which until now has not been accessible to the seacoast except by caravans of porters. Within the past year or so a railroad has been built inland from Mombasa to Lake Victoria. Mombasa is a seaport not very far above Zanzibar. It is a little island lying so close to the shore that a bridge has been made across to the mainland, and on this bridge the railroad cars go. The railroad is almost 600 miles long, and it takes passengers and goods as far into the interior of Africa as Cleveland is distant from New York. It opens up all the vast territory about Lake Victoria, for the steamers on that lake connect the whole region with it."

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be done direct, by American salesmen and not through foreigners."

UNCLE SAM IN SOUTH AMERICA.

The conversation here turned to South America, and I asked Mr. Loomis to tell me what Uncle Sam, the great international merchant, is doing there. "Uncle Sam's trade," replied the assistant secretary of state, "is steadily gaining in the several republics of our sister continent. Our reports indicate that the sales of the present year will be \$12,000,000 more than in 1903, and \$3,000,000 more than our greatest previous year of 1901. In the eight months ending with February, 1904, we sold \$35,000,000 worth of goods to South America, as against \$27,000,000 worth for the same period of the previous year."

"To which country do we sell most, Mr. Loomis?" I asked. "Our best South American customer during 1903 was Argentina," replied the assistant secretary of state. "That country then bought about \$11,250,000 of our goods."

"I mean the proper facilities of transportation and banking. We ought to have fast American steamship lines connecting North and South America. We should have American banks at the great centers, and American salesmen, understanding the language, should go there to sell the goods."

"Will not the Panama canal help matters?" "There is no doubt but that the canal will be of immense benefit to us in our trade with the west coast of South America as well as with that of Central America and Mexico. It will also greatly benefit us in Asia and the islands of the Pacific."

OUR WEST INDIAN MARKET.

"How about Cuba and Porto Rico?" I asked. "Our commerce with Cuba is materially increasing under the new treaty of last December. During the three months ending with the 31st of March, 1904, we gained more than a million dollars in exports over the same period of the previous year, while our imports more than doubled. We are now sending a variety of articles to Cuba and we are increasing in our exports of flour, cotton cloth, sewing machines, locomotives, leather, lumber and furniture. There has been a great gain in our trade with Porto Rico. In the nine months ending with March 31 we sold more than eight million dollars' worth of goods to that island, while in 1893 during the same months our sales were only a little more than one million. Indeed our trade with the West Indies is steadily advancing along many lines. This is especially so in the British islands, which are largely dependent upon us for their market as well as for their supplies of food stuffs and some manufactured goods."

LOSING TRADE IN AUSTRALASIA.

"What is Uncle Sam doing in Australia and New Zealand?" "Our trade has been falling off in that part of the world during the past few months," said Secretary Loomis. "In the eight months ending with

ABSENT-MINDED INDEED.

Miss May Sutton of Pasadena, the new woman tennis champion, forgot her racquet at the King's County Tennis club of Brooklyn.

"I am absent-minded," she said, laughing; "as absent minded as one of the instructors at the University of California."

"This gentleman was left at home alone one evening with the children. His wife knew he was at work upon a magazine article on the subject of

Shintoism, or the Memphis hieroglyphs, or something equally abstruse, and so though she dreaded his absent-mindedness, she thought it would be safe to trust him by himself for once.

"When she returned, about nine o'clock, the house was very still. She had left the children playing, but now they were nowhere to be seen. She asked what had become of them, and the professor said that their noise had disturbed him, and he had put them to bed.

"I hope they gave you no trouble," she said.

"One did," the professor answered. "The one in the cot there fought like a young tiger when I went to undress

him. He kicked and screamed and bit. A bad child. I got him in, though, hard and fast. He howled awhile, but in an hour he fell asleep."

"The professor's wife lifted over to the cot."

"Why," she cried, "that is little Harry Brown, from next door."

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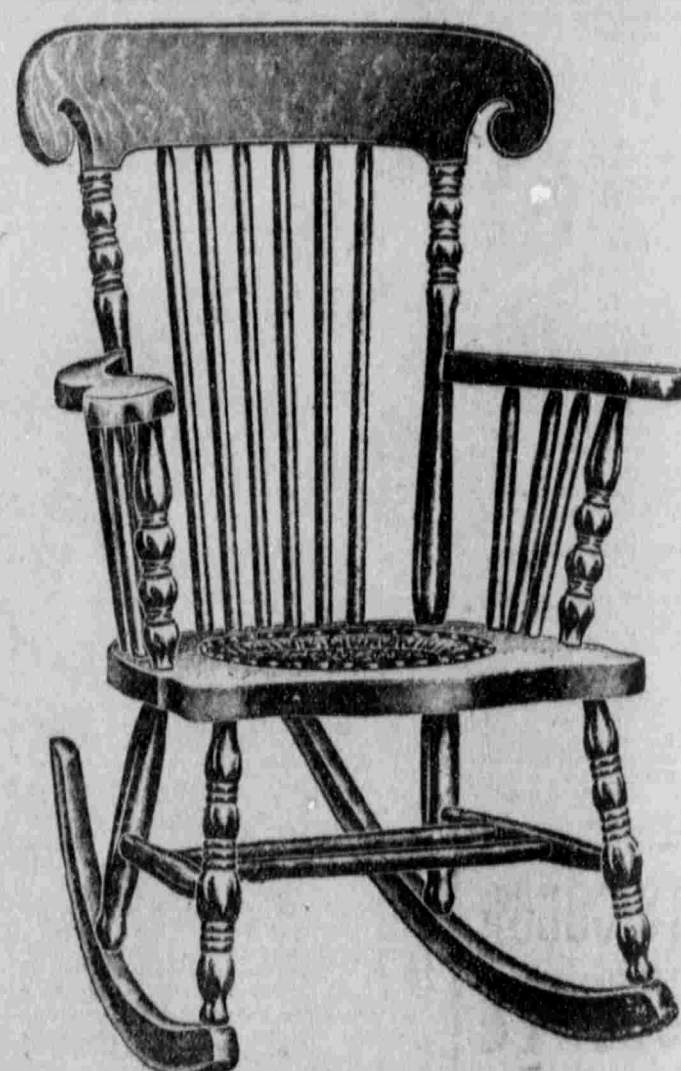
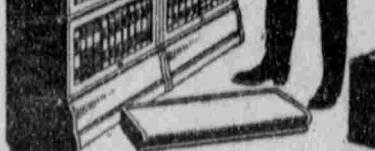
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