

ARGENTINE FOR GOODS FROM U. S.

Commercial Conditions in Sister Republics Explained by W. J. Johnston.

AMONG FOREIGN MARKETS.

Next to Brazil it is the Largest Country in South America—Opportunities Are Many.

The following article was written by W. J. Johnston, publisher of the American Exporter, who visited South America, and at the same time as Secy. Root, to study commercial conditions in our sister republics.

The recent international conference of American republics at Rio de Janeiro, which I had the honor of attending, and the tour of Secy. Root have done much to bring the United States and the different South American countries together to the advantage of all.

Anytime, therefore, showing the resources and possibilities of the republics of the south is of interest at this time.

Argentina—one of our best foreign markets, and next to Brazil, the largest country of South America—in many respects resembles the United States and, like her, has agricultural resources that are almost unlimited. A combination of favorable circumstances, moreover, gives our southern neighbor important advantages over many other countries.

For example, the Argentine is able to place her products on the markets of the world at prices almost beyond comparison, owing largely to her geographical situation, her excellent climatic conditions, the relatively low price of land and the ability to utilize labor on the farms during the entire year, added to the fact that her livestock can be bred and fattened on the prairies; that the cost of labor is less than in such producing countries as the United States, Canada or Australia, and that practically every foot of her soil can be cultivated.

MR. ROOT'S RECEPTION. On my return from South America, I was asked by the ubiquitous reporter what foundation, if any, there had been in the reports that the propaganda of American solidarity advocated by Secy. Root had not always been received with favor in South America, and that Mr. Root had even met with a hostile reception in Buenos Ayres.

I gave me pleasure to reply that I witnessed the reception of Secy. Root in Brazil, Uruguay and Argentina, and that I did not see how the arrangements in Buenos Ayres to do him honor could have been improved. The city was beautifully decorated, and at night was a blaze of light. It was not alone the officials, but the people who cordially welcomed the United States secretary of state.

THE FEELING TOWARD THE UNITED STATES. Talked with all classes of Argentines, and can say that the feeling toward the United States in that country

MARY AGNES PERRY



Mrs. Charles Perry, of Glens Falls, N. Y., writes: "I wish I could induce every mother who has a weak, sickly child to try that delicious cod liver oil preparation, Vinol. Our little daughter had lost flesh, was thin, pale and sickly, and nothing seemed to do her any good. Having heard of Vinol we decided to try it, and the results were marvelous. It restored her appetite and she is gaining weight right along; the color has returned to her cheeks and she seems stronger than she has for years."

Every mother in Salt Lake City is asked to try Vinol. It certainly does make children robust, strong and healthy. Vinol is a pure cod liver and tonic iron preparation, without a drop of oil to upset the stomach and retard its work. It is delicious to the taste and children love it.

We have never sold anything in our store equal to Vinol to create strength for old people, weak, sickly women and children. Druehl & Franken, Druggists, also Smith Drug Co.

Note—While we are sole agents for Vinol in Salt Lake City, it is now for sale at the leading drug store in nearly every town and city in the country. For the Vinol agency in your town.

try, as in others I visited, is one of respect and admiration. Wherever I went I found United States manufactured goods much in demand. In fact, they are often given the decided preference, even when the prices are higher than those of the British or German.

Our trade with South America, however, labors under the serious disadvantage of having to be carried on through the medium of foreign houses, and often by men not only personally unacquainted with the operation of American machines, but also naturally inclined to favor the manufacturers of their own country. That United States manufacturers are doing the trade they are in South America notwithstanding this handicap, suggests what might be done in these countries if the merits of American goods were enthusiastically impressed upon buyers by American salesmen.

PREFERENCE FOR AMERICAN GOODS. In the Argentine, as in other countries I visited, I called upon the principal importers and dealers and also upon some of the larger consumers, as well as upon officials, editors, bankers and other men of affairs.

The manager of one of the leading German houses in Buenos Ayres—a branch of a well known German firm—told me that the business had been established in Buenos Ayres to sell exclusively goods made in the fatherland, principally agricultural implements and hardware. Customers, however, wanted American goods as better adapted to the conditions existing in Argentina. Most of the wares now sold by the firm are from the United States. Recently, by the way, this particular house imported an American corporation manufacturing agricultural implements a million dollars in a single payment.

I was shown through the warehouses

of another firm in Buenos Ayres—an English house, which also now handles principally American goods. This concern carries a stock aggregating in value \$400,000 American goods. There are in Buenos Ayres many other large houses—British, German, French and Spanish—every one of which makes almost a specialty of American goods. I regret having to add, though, that there are practically no American merchants or dealers in Argentina, Uruguay or Brazil.

VISITING AN ARGENTINE "ESTANCIA."

It was my privilege to travel on a special train which the Argentine government provided to enable Mr. Root to visit and see for himself how a typical "estancia"—what we in the United States would call a ranch or stock farm—is conducted. I had there the pleasure of a meeting and talking with a number of owners and managers of estates and getting their views at first hand.

The special train, by the way, was one of the finest I have ever seen. The engine and the exterior of the cars were appropriately decorated with United States flags and bunting. The engineer in charge of the train was from the United States. At the end of the journey, Secy. Root shook him warmly by the hand and congratulated him on the splendid run he had made.

The special car of Dr. Jose Figueroa, Alcora, President of the Argentine Republic, was attached to the train, for the use of Mr. Root and those who accompanied him. President Alcora himself was a member of the party. So were the minister of foreign affairs, the minister of agriculture, the president of the provincial chamber of deputies and a number of other distinguished Argentinians.

At the different stations which the special train passed crowds were present to wave greetings to the United States secretary of state. Villanueva, the stationer of the train, was gaily decked with United States and Argentine flags. A huge banner extending all across the principal street bore the words of welcome: "Viva Sud y Norte America."

A three-mile drive in four-hands brought the party to the estancia. After an informal reception and a luncheon that would have reflected credit upon the culinary resources of any country house in the United States or in Europe, Secretary Root and those who accompanied him were shown over the estancia.

This consists of six square leagues of land, or 26,579 acres. There are on the place 15,000 cattle of the Durham breed, 20,000 sheep and 3,000 brood mares. The animals are high class, many of them being blooded stock. For example, the highest price ever paid for a bull raised in Argentina was for one from the Vivot estancia. The Argentinians pay liberally for good cattle from the United States, England, etc., and are now raising some excellent stock of their own.

The estancia house, or homestead, is surrounded by an artistic collection of other buildings, including several chalets and a handsome private chapel. These give the place more the appearance of a small village than of a farm. Telephones connect the estancia house with the outlying posts of this vast tract of grazing and agricultural land.

AGRICULTURAL IMPLEMENTS. That United States manufacturers have already greatly benefited by the immense agricultural activity of Argentina is best demonstrated by the fact that we sold her during the last five years over \$26,000,000 worth of agricultural machines and implements alone. Nearly all of these were supplied by a few of our larger manufacturers, who are represented in Argentina. High prices are charged for the goods, so that there is large profit to the dealer.

I am satisfied that other manufac-

ANAEMIA IS CURED

BY DR. WILLIAMS' PINK PILLS AS FOOD CURES HUNGER.

They Are the Most Widely Used and Successful Remedy for All Forms of Debility.

Anemia, whether it results from actual loss of blood, from lack of nutrition due to stomach trouble, or whatever its cause, is simply a deficiency of the vital fluid. Dr. Williams' Pink Pills actually make new blood. They do that one thing and they do it well. As the blood directly feeds the nerves their action on the nervous system is often remarkable and they have cured many nervous disorders that have not yielded to ordinary treatment.

"As a girl," says Mrs. Jessie Pink, of 180 East Mill street, Akron, Ohio, "I suffered from nervous indigestion and when I was eighteen years old I was reduced in weight to 35 pounds. I was anemic, nervous, couldn't eat or sleep, was short of breath after the least exertion and had headaches almost constantly. I had a doctor, of course, but I might as well have taken so much water for all the good his medicine did me."

"Finally my vitality and strength were so reduced that I had to take to my bed for several weeks at a time. I could not digest any solid food and for weeks I did not take any other nourishment than a cup of tea or beef broth."

"While I was sick in bed I read of Dr. Williams' Pink Pills and I stopped all other medicine and began to take the pills. Soon my improvement was very noticeable. My strength began to return, my stomach gave me no pain and just as soon as I began to take solid food I gained in weight. I shall never forget how happy I was when I realized that I was really getting well."

"Dr. Williams' Pink Pills certainly saved my life. I am now perfectly well, have regained my normal weight of 120 pounds and I think Dr. Williams' Pink Pills are a wonderful medicine and I have recommended them to hosts of people."

Dr. Williams' Pink Pills are recommended for stubborn stomach trouble, for all cases of weakness and debility, such as result from fevers and other acute diseases. They are grateful to the most delicate stomach, are a powerful tonic without being a stimulant and are guaranteed not to contain any harmful drug. All druggists sell Dr. Williams' Pink Pills, or they will be sent by mail postpaid, on receipt of price, 50 cents per box, six boxes for \$2.50, by the Dr. Williams Medicine Co., Schenectady, N. Y.

turers, as yet doing little or no business in Argentina, can develop a good demand in that country for their apparatus, machinery and supplies. A number of prominent dealers to whom I talked were anxious to secure salable specialties in the agricultural and other lines.

Although the owners of the plantations are wealthy, they take pride in giving their personal attention to the work of their estates. They are men of culture, some of them having been educated in the United States or in England. They read and keep informed as to what is going on in other countries. They therefore realize that the conditions in the United States are much the same as in their own country, and for this reason are much interested in the progress made here and in the implements and machinery we manufacture.

Even the Europeans who purchase land and make their homes in Argentina—the immigration during 1905 was 221,622—show a preference for United States implements and machinery.

The Argentine republic embraces an area of 1,133,840 square miles. Pastoral industry may be said to constitute the mainstay of her prosperity. Scattered over the country are about 125,000,000 sheep, 30,000,000 cattle, 5,000,000 goats and 1,900,000 pigs.

The population in 1903 was estimated at 5,995,353 and is now about 6,000,000. In other words, Argentina covers a territory more than one-third the size of our own country and has almost as many people as Canada.

One city, Buenos Ayres, has 1,900,000 inhabitants. Rosario has 140,000; La Plata, the new capital of the province of Buenos Ayres, 90,000; and Bahia Blanca more than 50,000. These comprise the principal ports of Argentina. There are, however, in the republic, four other cities each of 25,000 inhabitants; 14 more of 10,000 each and eight others of 5,000 each.

The imports into Argentina—principally agricultural implements, machinery, hardware and other articles such as are made in the United States—have increased from \$38,873,000 in 1897 to \$167,974,000 in 1905. For the six months ending June 30, 1906, they were \$112,995,000. The total imports from the United States in 1905 were \$28,129,200, and for the first half of 1906, \$15,840,790.

The exports from Argentina—consisting almost wholly of products of the soil—have grown from \$22,155,000 in 1897 to \$111,044,000 in 1905. For the first half of 1906 they were \$10,164,962.

In a letter written in Secy. Root, during his recent visit to Buenos Ayres, Mr. Francisco Secher, ex-mayor of Buenos Ayres and author of the well known work "Greater Argentina," said: "Our exports this year will amount to \$5.00 per head, as against the United States' \$18.00; our imports to \$3.00, as against the United States' \$12.00."

CITY OF BUENOS AYRES.

A few words about this magnificent South American capital may not be out of place.

Founded in 1535, the city of Buenos Ayres has not only come to its credit, but as a truly cosmopolitan city, and in its energy, life and advanced civilization, it may fairly claim to rank with the greatest. Standing tenth in the list of cities of the world, and second only to Paris itself as a Latin center, Buenos Ayres is a positive revelation to the traveler who sees it for the first time. The wide avenues and the beautiful parks, with which it abounds, the palatial buildings and residences, the luxurious clubs and theaters, the extensive and well-organized system of electric street railways (with a mileage of more than 300 and which in 1905 carried 173,186,434 passengers), the well-edited newspapers (whose daily editions contain cable news from all parts of the world, including extracts from the English and continental journals of the same day), the high standard of education obtaining among the better classes, the style, dress and manners of the people, the immense display of electric light, the incessant activity, the vast amount of shipping (4,536 vessels entered the port in 1905), and indeed every phase of life, combine to give to Buenos Ayres something of the movement of London with the brightness and gaiety of Paris.

Out of a total population of a little over 1,000,000, the foreigners in Buenos Ayres include about: Italians, 230,000; Spanish, 195,000; French, 25,000; Uruguayans 28,000; British, 6,000; Germans, 6,000; Austrians, 3,500; Swiss, 2,500; other nationalities, 22,000.

It may interest readers of this publication to know that the well-known daily "La Prensa," of Buenos Ayres, occupies the handsome and best equipped buildings of any newspaper in the world. The same enterprising publication maintains in New York its own bureau, which every evening cables it the important news of the day.

Anybody could make pickles as good as MOUNTS if they know how. There's the sting.

SPAN OF NEW BRIDGE ACROSS MIAMI COLLAPSES.

Loveland, O., Nov. 14.—A span of a new bridge being built across the Miami river here collapsed today. Five men were injured, one probably fatally.

FEDERATION OF LABOR.

Step Towards Alliance With Farmers' Union Taken.

Minneapolis, Nov. 14.—Eight delegates from the American Society of Equity were admitted to the convention of the American Federation of Labor today, and several of them, including Secy. Tubbs, of Peoria, Ill., addressed the convention.

The admission of the delegation is viewed as a step towards an alliance between the American Federation of Labor and the Farmers' Union, as the American branch of the Society of Equity has been called.

PIPE LINE CAPITAL INCREASED.

Harrisburg, Penna., Nov. 14.—Three pipe line concerns controlled by the Standard Oil company filed notices in the state department today of heavy increases in their capital stock. They are the Crescent Pipe Line company of Philadelphia, whose capital has been increased from \$1,000,000 to \$2,000,000; the Southern Pipe Line company, Oil City, from \$5,000,000 to \$10,000,000; and the Northern Pipe Line company, Oil City, from \$1,000,000 to \$1,800,000.

SUFFOCATED IN TENEMENT FIRE.

New York, Nov. 14.—Frederick Rutter, a clerk, was suffocated, and Andrew Erickson, also a clerk, was probably fatally injured in a fire in a three-story tenement house in Smith street, Brooklyn, early today.

ROBBED IN SAN FRANCISCO.

San Francisco, Nov. 14.—Earl Van Horn, living at 308 Clayton street, was held up by a masked man near the corner of East street and Broadway last night and robbed of a gold watch and chain. The robber, who gave the name of Thomas Shea, was subsequently captured.

STANDARD OIL CASE POSTPONED.

St. Louis, Nov. 14.—The hearing of the depositions of the defense in the ouster case in the state of Missouri against the Standard Oil, Waters-Pierce and the Republic Oil companies, was postponed until tomorrow morning because Atty.-Gen. Hadley is unable to come to St. Louis until then.

FIFTY-ONE DEAD.

That is Number of Victims in the B. & O. Railroad Wreck.

Chicago, Nov. 14.—Zaslav Polivetz, 17 years old, who was injured in the recent wreck on the Baltimore & Ohio railroad at Woodville, Ind., died in the Mercy hospital today. His death makes the total of fatalities 51.

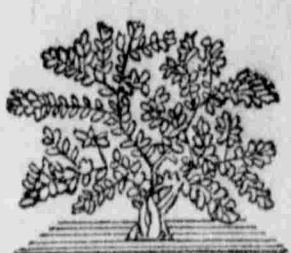
Much dissatisfaction has been caused among the survivors of the wreck over the fact that the dead, the majority of whom were Roman Catholics, had been buried without religious rites. Local church officials have arranged with the railroad to have the bodies dug up and reburied.

COTTON KING SULLY.

Quits Cotton and Goes Into Soap and Tallow.

New York, Nov. 14.—Daniel J. Sully, once known as the "Cotton King," has abandoned the field in which he made his

TREE TEA



The Pure Good Tea

Imported and packed only by

M. J. BRANDENSTEIN & CO. San Francisco, Cal.

spectacular coup and has gone into soap and tallow. He has become the head of a soap corporation, which has \$1,300,000 capital. The plant is in Brooklyn. Sully, it was stated yesterday, was behind the recent movement in the tallow market, which has forced that commodity up 25 per cent within the last few weeks. Sully said last night he was not trying to corner the tallow market. "I went into the soap business some little time ago," he continued, "and since Sept. 1, we have been accumulating a year's supply ahead, that was all. We have got it and now I expect to see the price of tallow slump off some. We have no idea of forming or entering an American soap trust. Trusts are not popular just now."

ENGLISH TEACHERS.

Find Several Things in American Schools of Which They Approve.

New York, Nov. 14.—After two days' observation, the English teachers who came here to study our methods of education have discovered several good ideas which they intend to suggest to the authorities in England. They like our system of medical inspection, our law which requires children between the ages of 14 and 16 years to attend evening schools if they work in the day time, our discipline, which all describe as "easy," and certain features of our kindergarten work. Two more batches of teachers will arrive this week.

MOTHER AND THREE CHILDREN BURNED TO DEATH

Coldwater, Mich., Nov. 14.—Mrs. Charles Mowry and her three children, Homer, aged 6 years; Louise, 3 years; and a baby of six months, were burned to death early today in their home on a farm at Batavia station near here. It is thought they were suffocated while asleep.

BAPTIST CONGRESS

Discusses Formal Statement of the Doctrine of the Trinity.

St. Louis, Nov. 14.—The second day's session of the annual Baptist congress was devoted to the discussion of the topic "Does Scripture Warrant Any Formal Statement of the Doctrine of the Trinity?"

The Most Phenomenal Suit Sale

Salt Lake Has Ever Known.

NEVER Before Have such astounding Low Prices Been Offered On Womens' suits at this Season of the year. The Entire Line of Handsome New Fall Suits will Be Placed on Sale Thursday Friday and Saturday at ONE THIRD and LESS. When you consider the low Prices this store Always gives off, Means fully a saving of 50%. No woman can afford to let this Opportunity go by. Thanksgiving is close at Hand. Why not take Advantage. Our Entire line of Suits up to \$30.00 have been assorted and priced as follows.

ENTIRE LINE WOMEN'S SUITS ONE-THIRD AND LESS.

"The Paris."

Styles Represented in This Phenomenal Sale are the Etons, Pony, Continental, Blouse, Form Fitting, Plain and Fancy Mixtures.



Suits that sold up to \$15.00, at this Sale . . . \$9.95

Suits that sold up to \$22.50 and \$24, all styles and colors, at this Sale . . . \$14.95

Suits that sold up to \$30, nicely trimmed jackets full coat lined, at this Sale . . . \$17.95

Our entire line of \$35, \$40, \$50 and \$60 Suits, 1-3 Off at this Special Sale . . .