

## AMERICAN GOODS IN NEW ZEALAND

The Trade a Ripe Apple Ready to Drop Into  
Uncle Sam's Mouth.

FRANK G. CARPENTER.

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Dunedin, New Zealand.  
The trade of New Zealand is ripe, red apple ready to drop into Uncle Sam's mouth. It is his commercial agents who only climb the tree and shake it. It is a fat apple and full of juice. New Zealand contains less than 800,000 people, but it has the greatest spenders on the face of the globe. One family here buys more than three in Russia, almost twice as much as one in Germany, and more than tenfold the amount of the average family in South America, India, China or the Philippines.

### EXTRAVAGANT NEW ZEALANDERS.

We pride ourselves on the luxurious condition of our workmen. I have before me the figures of Mulhall, the famous statistician, as to the average annual expenditures per head the world over. The Russians spend \$10, the Italians \$5, the Swiss \$30 and the Dutch and Germans each just about \$100 per head per year. The French have each an annual expenditure of \$119, the Belgians \$127 and the English less than \$150. The greatest spenders are the Americans, \$161.50, the Australians at \$167.50 and the New Zealanders at \$176. One hundred and seventy-six dollars a head is \$80 per family, the highest of any nation or people anywhere. Compare this with the Chinese, some of whose families live on \$2 a month of the year through, and you get some idea of the value of this trade, which annually amounts in exports and imports to almost \$100,000,000.

### NEW ZEALAND CITIES AND TOWNS.

In travelling through New Zealand I see everywhere evidences of this extravagance. The people are well dressed. Their houses are comfortable and their towns have all the accompaniments of modern civilization. There are not many large cities, but there are scores of towns of about 1,000 and 2,000 each, and a dozen perhaps ranging between 2,000 and 10,000.  
As to the cities, Auckland, at the north, under the shadow of Mount Eden, on a beautiful bay, is the largest. It has about 62,000 population. It has wide, well-paved streets, great business blocks, a public library, a botanical garden, clubs and societies, schools of all kinds and churches galore. It has a climate like Naples and has more rich men to its population than any other town in New Zealand. Wellington, the capital, is farther down on the same island on Cook Strait. It has 42,000 and is growing faster than any other city of New Zealand. It has steamship lines to all parts of the world and does a great trade.

### CHRISTCHURCH AND DUNEDIN.

Crossing over to the Middle Island,

the largest city is Christchurch, with 54,000 population, situated on the famous Canterbury Plains, and still further south on the same island is Dunedin, with a population of 50,000. Christchurch and Dunedin are rival towns, the spirit of the people is much like as that which animates Minneapolis and St. Paul. Christchurch is an English town. It was founded by a colony of English Episcopalians about sixty years ago. Dunedin was founded by Scotch Presbyterians at the same time, and in its early days, I am told, it was by no means safe to question foreordination, election, justification, sanctification or infant damnation within its borders.

Today the people of Dunedin are nine-tenths Scotch. There are Scotch names over the stores, Scotch names for the streets, and when I asked a rosy-faced little boy the name of the churches he replied with a pronounced Scotch brogue:

"That, sir, is the First Kirk."  
The Dunedin men say that their churches are far better off than those of the rival city. They are all out of debt and have money in the bank. When the city was founded one of all the land was set aside for the church. This is leased out on ground rents for twenty-one years at a time, on the condition that at the close of each such lease all the improvements shall belong to the church.

### PLENTY OF LEISURE.

All the New Zealand cities are well built. They have their theaters, libraries and stores, their banks and their factories. Every one has his cricket club and his recreation grounds and many have botanical gardens. There are saloons or hotels as well as churches, and the people devote a large part of their time to enjoyment. The eight-hour day gives plenty of leisure night and morning. The man stops work in time to dress up for the evening if he so wishes, and during his half holiday he spends more even though he were at work.

### AMERICAN DRUMMERS FOR AUSTRALASIA.

I find that our trade here is rapidly increasing. We send about one-tenth of the total imports, amounting now to about \$40,000,000 a year. Great Britain has the bulk of the trade, Australia coming next and then the United States. The people like American goods, and they are friendly to Americans. They are proud to call themselves our cousins and there is no doubt that we might double the trade if we tried. I have met a number of American drummers. They all say that they are doing well.

Take, for instance, a salesman I met the other night in the chief hotel of Dunedin. His name is George Granville. He comes from Albany, N. Y., and has been selling goods here and in other parts of Australasia during the past five years. Said he:

"Our American goods are rapidly making their way in this part of the

world, and that although they are not at all pushed. I am the agent for several large companies and am doing well. We are selling printing paper by the ton. There is good demand for farming machinery of all kinds. You can find American bicycles everywhere, and our carpenter's tools bring higher prices than those of Europe."

"How about railroad materials?"  
"Well, I lately took a big order for steel rails. The government has bought a number of cars and engines, and the railroads are now putting in the West- inghouse air brake."

### ELECTRICAL MATTERS.

"The Americans are also doing a good business in electrical supplies," he continued. "There is an agent of the General Electric company here now. Many of the houses are putting in electric light plants, and Wellington will soon have an electric street car line. Other drummers are selling Connecticut clocks, Illinois and Massachusetts watches. There is a good opening here for our shoes and for all sorts of Yankee notions. I saw an American typewriter in Wellington. It is not the highest priced of our machines, but the agent is pushing it, and he now averages a sale a day the year through."

### AMERICAN SHOES IN NEW ZEALAND.

Speaking of American shoes makes me think of a railroad trip I took the other day. I was riding with a New Zealand merchant, and I asked him what he thought of American goods. He pulled his right foot from under his traveling blanket and laid it up on the seat beside me.

"You see those shoes?" said he. "They are American. They are the easiest shoes I have ever had on. They have not troubled me a day since I bought them."

I believe that lots of American shoes could be sold here. We make the noblest shoes of the world, and the most comfortable. American shoes will out-sell the English makes in all parts of Australasia. I see them advertised as high as \$2 a pair in the shop windows. Ladies' shoes are especially in demand, and they bring big prices. If our shoe men should send their agents out here to study this market they could soon capture it.

### WE SHOULD WORK THE GOVERNMENT.

One of the chief customers for machinery in New Zealand is the government. It owns the railroads and it will eventually control all the street car plants and electric light plants. It builds bridges and it is thinking of operating coal mines. The result is the government purchases are enormous. The state department should instruct our consuls to see that American goods are properly placed before the government boards. We might supply all sorts of building materials

in the shape of iron and steel. The government buys hardware, galvanized roofing, elevators, pumps for irrigation and all sorts of machinery and engineering. Such purchases are so important both here and in Australia that it would pay to put more money into the consular service of these countries, even at the expense of cutting off such places as the Falkland Islands and a score of others where we have salaried men who cannot possibly earn their salt.

We should send our best business men as our consular representatives to this part of the world. We should have men who are alive to the pushing of American trade and who will report upon the enormous field which is now wide open to us. Some of our consuls seem to me, do not appreciate their positions. Take for instance a remark made to me by the consul general to Australia, a very nice young man, who acquired much of his business experience as postmaster of the thriving town of Grand Forks, N. Dak., from where he came to Melbourne, a city almost as big as St. Louis, to take charge of Uncle Sam's business interests in the continent of Australia. I had asked him why he did not keep the state department posted on the openings for American trade, and on the business developments which are going on everywhere. He replied that he reported upon all things that the department directly asked for, but that he did not consider it best to show up the great trade advantages of Australia, for fear it might call them to the attention of the Germans and other nations.

Such a policy is a mistaken one. The English and Germans are studying the Australian markets, and are doing everything to push their goods into them. They have ten confidential agents to our one in the way of business firms, and our consuls should not only report fully, but they should also hustle for government contracts.

### THE LOWEST TOWN OF THE PACIFIC.

I recently visited the lowest town on this side of the world. It is the bottom city of the Pacific, far below Cape Town, at the bottom of Africa, and almost as far south as Punta Arenas at the bottom of South America. It is Invercargill, at the extreme south of New Zealand, as nice a little city of 10,000 people as you will find anywhere. The town is as well built as any of the same size in the United States. It has water works, good schools, a public library, and a beautiful park, upon the waters of which swim half a dozen jet black swans.

I took a walk through the town, stopping in the business section at an agricultural implement store. The show room was filled with farming machinery. I noticed that half of the supply was American. There were several Chicago drills, two Ohio harvesters and some Illinois plows. I entered and talked with the proprietor. He told me that he found a good sale for American

reapers, and all sorts of American farming tools, but that the British and Canadians were trying to crowd us out of the market. Said he:

"One of your chief competitors is Canada. The Canadian firms will sell on longer time and we can get better prices for their goods on that account. We have to charge less when we sell for cash, and it is much harder to sell." Further up the same street I saw American bicycles in a shop window, and farther on American hand saws. At present the most of the cotton goods sold here come from England, but the people would take our prints. I saw some in a Wellington dry goods store and asked the merchant where he got them. He replied that he had given a trial order to see how they would go, and that they were selling well. He showed me his invoice. It was for \$8,000 worth of goods, and this he called a trial order. Most firms in the United States would consider it a good order. It would seem to me that the cotton manufacturers of Massachusetts and the like could well afford to look up this matter.

### NEW ZEALAND GOLD MINES.

Within the past few months New Zealand has been ordering mining machinery of the United States. It has just received some gold dredges from Chicago, and it is probable that more will be needed. The ordinary dredge here costs from \$20,000 to \$35,000, and the demand is such that they cannot be gotten fast enough.

Gold mining in New Zealand has curious features. Most of it is alluvial. Here and there along the coast of the middle island are plains, the sand of which contains a gold flour. The plains are along the edges of the sea, backed by mountains or hills containing quartz or other auriferous rocks. For ages the streams have been carrying this gold flour down from these rocks into the water, and the tides and storms have thrown it back upon the land. In the meantime the sea has been slowly receding, leaving a chocolate-colored sand or conglomerate mixed with gold. These plains have been taken up by miners in tracts of from fifty to 100 acres. They dig out the sand and flow it over amalgam plates or tables covered with matting or plush. As the water containing the sands runs over the plush the gold falls and is caught in the nap, while the sand, being lighter, flows off. From time to time the plush is taken off and washed. In some places the sand is dredged out by machinery, floating rafts being masted with the dredges.

This is by far the most profitable method of mining, and there are today many dredging companies in different parts of New Zealand, nearly all of which are making money. The miners claim that if they can get the water of gold to a cubic yard of earth they can work at a profit, and in some cases the results are ten times this. One of the first dredges, made by a man by the name of McQueen in 1882, is still working. It has taken out of the Clutha river more than \$300,000 worth of gold. Another dredge, started by a Chinaman, paid so well that the stock of the company rose 500 per cent, and I am told that nineteen out of every twenty dredges which are being worked are making a profit. The expense of running a dredge is about \$250 a week or less, each dredge employing from six to ten men.

At present the gold product of New Zealand is more than \$5,000,000 a year, and altogether more than \$200,000,000 worth of gold have been mined. The country has about 15,000 gold miners, the most of whom are engaged in placer mining or dredging.

### MONEY IN IRON SAND.

In the North Island there is a fortune for the man who can invent some thing to use the iron which is there mixed with the sand of the seashore. I am told there are millions of tons of

such sand so pure that it is almost steel as it lies upon the beach, but that its grains are so small that so far it is impossible to smelt it at a profit. There are men who are experimenting upon this, and it is probable that they will eventually succeed. At present most of the iron consumed in New Zealand is brought out as ballast by the steamers which carry away the wool, frozen mutton and other products to Europe.

### HOW THE GOVERNMENT HELPS THE FARMERS.

As to the increase of its foreign trade our agricultural department might take points from New Zealand. The government here watches the interests of the farmers very closely and aids them in many ways. This is especially so as to the dairy industry. The government loans money to butter-makers, making each advance up to \$10,000 under certain conditions. The interest paid is 5 per cent and the loan is to be repaid within fifteen years in half-yearly instalments. The government has also cold storage plants, where all butter intended for export is frozen, given free storage for a month and then put on the steamer. The law provides that all exported butter must pass through these plants, and thus be subject to government inspection.

I see large butter factories everywhere I go through New Zealand, and I am told that such factories are steadily increasing. The annual butter and cheese exports now amount to more than two and one-half million dollars, and last year almost ten million pounds of butter were exported. Some of this went to Australia, some to Great Britain and some to the Philippines.

### THE NEW ZEALAND COW AS A MONEY-MAKER.

I am surprised at the fine cattle of New Zealand. The islands have registered Shorthorns, Herefords, Polled Angus, Ayrshires, Jerseys and cross-breeds. There are more than 300,000 dairy cows, and their average grade is high. I am told that good milk cows each yield 500 gallons of milk per annum and that as much as 700 gallons each is gotten from selected herds. The milk is rich, averaging about a pound of butter to every two and one-half gallons of milk, so that the common New Zealand dairy cow annually produces 250 pounds of butter or 500 pounds of cheese. Estimating the butter at 22 cents a pound and the cheese at 9 cents a pound, you will see that each cow brings in about \$45 a year, which you will agree is pretty good for a cow.

FRANK G. CARPENTER.

### ZION'S SAVINGS BANK AND TRUST COMPANY.

No. 1 Main St., Salt Lake City, Utah.  
ESTABLISHED 1874.  
DEPOSITS \$2,715,718.09.

SAVINGS ACCOUNTS OPENED \$7.528  
Interest paid semi-annually at 4 per cent per annum on \$1 or thousands.  
LORENZO SNOW, President.  
GEORGE M. GANSON, Cashier.

J. S. GILLIS, President.  
MOSES THATCHER, Vice-President.  
H. S. YOUNG, Cashier.

### U. S. DEPOSITORY.

### DESERET NATIONAL BANK,

SALT LAKE CITY, UTAH.

CAPITAL \$500,000  
RESERVE \$100,000  
Safety Deposit Boxes for Rent.

### M'CORNICK & CO., BANKERS,

Salt Lake City, Utah.  
ESTABLISHED 1874.

### The State Bank of Utah,

SALT LAKE CITY.

WILLIAM J. GRANT, President.  
W. B. FRESTON, Vice-President.  
NEHEM M. WELLS, Cashier.  
CHAS. S. BURTON, Assistant Cashier.

Directors:  
Heber J. Grant, Joseph P. Smith, Heber M. Wells, Wm. B. Freston, Chas. S. Burton, Wm. H. Preston.

Commercial Banking in all its branches. ACCOUNTS SOLICITED. Special attention given to country trade.

### NATIONAL BANK OF THE REPUBLIC

U. S. DEPOSITORY.

Frank Knox, Pres., Geo. A. Lowe, V. Pres.

CAPITAL PAID IN \$500,000.

Banking in all its branches transacted. Exchange drawn on the principal cities of Europe. Interest paid on time deposits.

### THE DESERET SAVINGS BANK.

DIRECTORS:  
W. W. Ritter, President.  
Moses Thatcher, Vice-President.  
Elias A. Smith, Cashier.

James Sharp, John R. Barnes, John C. Cutler, David Eccles, A. W. Cannon, George Romney, John H. Winder, T. R. Jones, E. R. Eldredge, W. F. James.

Four per cent interest paid on savings.

### COMMERCIAL NATIONAL BANK.

CAPITAL PAID IN \$500,000.

General Banking in all its branches. Directors: Dr. Theodore Mayer, John J. Daly, O. J. Salisbury, Mayan C. Fry, Thomas Marshall, W. H. Noble, George J. Downey, John Donahue, A. E. Holden.

### WALKER BROS., BANKERS.

SALT LAKE CITY, UTAH.  
ESTABLISHED 1880.

A General Banking Business Transacted. SAFETY DEPOSIT BOXES FOR RENT.

### WELLS FARGO & CO'S BANK

SALT LAKE CITY, UTAH.  
ESTABLISHED 1852.

Transact a General Banking Business. J. E. DOOLY, Cashier.

### T. R. JONES & CO., BANKERS,

150 South Main Street.

### B. H. SCHETTLER,

BANKER,  
22 MAIN ST., OPPOSITE CO-OP.

# A Hearty Welcome to the Conference Visitors!

And a special invitation to you to come and see the greatest house furnishing establishment in this region. Whether you want to buy or no, come, a trip will pay you. If you're in the buying mood we know you'll buy. If you're not, we know you'll come back and buy when you are. It would be impossible to tell of the hundreds of things we have to furnish the home, so today we merely hint of a few. We do not quote many prices 'cause all furniture looks alike on paper. We've had people tell us they've seen prices quoted lower than ours, but we notice they usually come here for their things. It's the quality that counts. Here are the hints:



## About Carpets.

Very likely some room in the house needs a new carpet.  
Very likely you're hesitating about buying the carpet on account of the cost.  
Come here and see the showing—you'll be surprised how little a real good carpet will cost you.  
All kinds are here—at all prices—so you're most sure to find something to suit your pocket book.  
We know you never saw such carpet showings before.  
We know you never saw such carpet values before.  
If you're not in the buying mood—come anyhow. Just to see the showing.  
But we'll hint.  
Don't come unless you can stand lots of temptation.

## The Rugs.

Just as wonderful a showing of rugs as you'll find of the carpets.  
Every style of Rug known—little rugs and big rugs—a hundred or more different styles.  
Smyrnas, Bagdads, Moquettes, Wiltons.  
And most interesting to you—All priced as only Dinwoodey can price them.



## Parlor Furniture

It's worth a trip here—and up to the third floor—even if you had to walk all the way, to see the beautiful things we have for the parlor.  
But you won't have to walk—the elevator will take you to the third floor—then you can get out and stroll at your leisure among the pretty things.  
Sit down in some of the chairs and settees—see that they're made for comfort as well as looks.  
Ask to see that set in gold with the rich heavy upholstery—there are five pieces in the set—\$275.00.  
But there are hundreds of others away down to \$30.00 for the full set.  
If you don't want a full set you can have single pieces—chairs, settees, sofas, and lots of little pieces.

## Library Furniture.

While on the third floor look at the library furniture.  
Fine, big, comfortable chairs, couches, sofas—upholstered in leather.  
Look as though they would last a lifetime.  
Guess they will, too.

## IN THE WALL PAPER ROOM

We began away last fall planning for this gathering of Wall Paper for you, and today we tell you that we're ready—there's a treat here too—the world's best makers have contributed to our stock—and certainly there's nothing missing—styles in Wall Papers change just the same as anything else, so we see to it that here you find only the latest patterns.

In the lots you'll find reproductions of rare Silks, Damasks, Floral and Colonial Stripes, papers rich enough for the finest mansions, papers modest enough for the smallest homes.

If you wish we'll send our man to take measure of rooms, give estimate and discuss plans of decorations.

## BABY CARRIAGES AND CO-CARTS.

The autocrats of the household can travel in style these days—hundreds of styles of Carriages and Carts for trundling my lord and lady—the baby. No pains have been spared to make this the biggest and best stock of these goods that you ever saw.

## THE UNIVERSAL RANGE.

Certainly well named, for there is no range made today that gives such universal satisfaction as the Universal. Cooks better, bakes better, uses less coal. It will save the price of itself in a short time in coal bills alone. Several different sizes in the lot.

We are now Distributing Agents for the WERNICKE ELASTIC BOOK CASE.

# H. Dinwoodey Furniture Co.



## Dining Room Furniture.

The Dining Room Furniture is displayed on the first floor.  
Handsome Tables, China Closets, Sideboards, Buffets and Chairs.  
In English Oak, Flemish Oak, that black, and the good old Walnut.  
We haven't counted them, but we'll venture there are at least a hundred varieties in each to choose from.  
Just think all in one store.  
Isn't that reason enough for you to come here?  
But look around if you like.  
We'd like it all the better, and you'd like our Dining Room Furniture all the better too.  
We believe you're judge enough to know the difference.

## The Chinaware.

France, England, Austria and our own America send their best chinaware stocks here.  
Full Dinner Sets of Haviland in handsome patterns, or stock patterns that you can buy a single or a dozen pieces of.  
American and English porcelain ware, plain and decorated.  
Then there's cut glass too.



## Bed Room Furniture.

This is the age of Iron Bedsteads. And why not? They're handsome, they are strong, and they're comfortable.  
Physicians say they're healthier. But no matter, they're popular, they're here in greater variety and at less prices than anywhere else.  
Iron Bedsteads, black and white enamel with brass trimmings, \$25.00 up.  
All Brass Bedsteads, \$20.00 up.  
We've the old styles of Bedsteads too. We've all the other furniture for the bedroom, Chiffoniers, Dressers, Dressing Tables, Mirrors, Chairs, Mattresses and Bedding.  
And we want to say that the Mattresses are all made in our own factory. So your sure to get a good article, clean and well made.

## Alaska Refrigerators.

There are a dozen other Refrigerators just as good looking as the Alaska. But it's in the saving of ice that the Alaska surpasses all others.  
Guess that's the reason the Ice Man doesn't like them.  
We've samples of several other makes just to show you the difference.