

FIGHTING AMERICANS.

HOW EUROPE IS WARRING UPON OUR FOREIGN TRADE.

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

COPENHAGEN.—I want to describe some of the ways in which the Europeans are fighting American trade. The fight is made both by nations and individuals. The governments are doing it by tariffs and by the hypercritical inspection of American goods. The individuals are carrying on their war in all sorts of ways, honest and dishonest. The worst method is in the copying of American trade marks, and in the selling of cheap and nasty European stuff as American. I find imitations of our dollar nickel clocks sold here in Copenhagen. The same are offered in the stores of Christiania and Stockholm, as well as in France and Germany. The Swiss copy American watches. They make imitations of our better class timekeepers, such as sell for \$5 or \$10, using gold-filled cases with Swiss movement. Such watches pass as Simon-pure American.

How many American watch cases do you think the Swiss use?

In some years they import a quarter of a million and place their own movements in them sell them either as Swiss watches or as American watches. We make a better case than they do, and our watch movements are sold side by side with the Swiss goods in Zurich, Bern, Geneva and the other towns of Switzerland.

TOYS AND FARM TOOLS.

You would not think American toys could be sold in Germany, the country which has posed for years as the great toy shop of the world. They are, and the Yankee novelties are now copied by the Germans and sold as American toys.

In farm machinery half a dozen nations are copying the American patterns and selling them under one name or another. Sweden will copy anything, and the Germans likewise. Trade marks are no protection, and in some cases the American names are chipped off and American tools sold as foreign tools. Where the name is valuable it is left on, or possibly used to sell a European-made imitation. I have described how a Swiss factory labeled one of its reapers and mowers the Cornick, and sold it as such until a suit being instituted by the American McCormick, they changed the name to the Helvetia.

PIRATING AMERICAN GUNS.

In many places in Europe our firearms are imitated and their patterns pirated. Germany and Belgium import certain parts of American firearms of well known make and insert them in their home made guns, selling the whole as American. One German firm has been making a cheap imitation of an American revolver, using a trade mark which is almost a copy of the American. The case bears the words "Smith & Wesson cartridges may be used with this revolver," the name of

the firm being in such large letters that the ignorant customer who cannot read believes that it is the American article and buys it. It is the same with other goods. Cheap imitations of American products are made for China, Africa and South America, and are shipped there to be sold as American in competition with our higher-priced, but far better product.

HOW THE GOVERNMENTS FIGHT US.

Such imitations are dishonest and are carried on only in an underhand way. The governments are fighting their battles more above board, but not much. In Germany I was told that several imitations had been sent out to the local authorities to give no information concerning German products to American consuls, implying that American goods were to be discriminated against.

This was especially so as to American meats.

Our importers tell me that inspection is sometimes held off until the meat rots and that meats marked with the approved examination of our Agricultural department are often thrown out as bad. A few years ago the importers offered a thousand marks for a case of trichina caused by American meat in Germany. There has been plenty of German trichina since then, but so far the prize for the American article has not been claimed. The German officials try to keep out American lard, but the Hamburg chamber of commerce had it assayed by a noted German chemist and then passed a resolution that no slight irregularity and on every possible pretense.

FIGHTING AMERICAN FRUITS.

This is so not only as to the ordinary food stuffs, but as to fresh and canned fruits are criticised on account of the method of packing. The fresh fruits are discriminated against on the charge that they may bring tree diseases or noxious insects into the countries. As to apples, the Germans try to keep them out on the ground they may bring in the San Jose scale, and it is the same as to pears. Otherwise this market might be worth a great deal to our orchardists. As it is now American balding, russet and greenings are bringing from \$7 to \$11 a barrel, and it is not uncommon for one to pay from 5 cents to 25 cents for a fine pear. Our apples also sell at high prices in England, and they might be sold in France, Belgium and Holland. The best way to pack apples for shipment to Europe is to pack them one by one and wrap them in fine tissue paper. They should be put in ventilated barrels or crates. Recently keifer pears have been shipped successfully in this way.

FIGHTING THE AMERICAN SHOE.

The American shoe has its enemies in the shoe making establishments of every European town, and numerous strikes have been caused by its impor-



Photographed for the Deseret News by Frank G. Carpenter.

OUR FUTURE COMPETITORS.

Swiss Children From a Technical School.

tation. I know one man who tried to open an American shoe store in Vienna, but was told that he would be mobbed if he did so. Leicester, the chief shoe-making center of Great Britain, is up in arms against the American shoe, and it is now trying to fight it by copying it. It has imported American shoe-making machinery and American leather. It has American experts to show its men how to handle the machines, but so far its success in making a competitor of the American shoe is small. There are 11,000 members of the boot and shoe trade in Leicester, and shoe-making has been carried on there for generations. A great deal of the new shoe-making machinery comes from Boston, something like \$100,000 worth having been recently imported.

I was told in Germany that American machines have been imported by the shoe-makers, and that factories near Berlin are imitating the American last. I saw such imitations for sale in the cities, but it is easy to see that they are not the real article. One of the greatest openings for the American shoe is in Russia. Leather is cheap in all parts of that country and there is vast amount of raw material in the shape of skilled shoemakers, who will work at low prices in an American factory, if one should be established there.

The French have now a tariff on our shoes, which practically excludes them. They are much liked and are generally considered better and more stylish than the French shoe. The French have been noted for generations for their fine leather, but they are now buying American leather. They consider our leather the best in Europe.

ELECTRICAL UNDERTAKINGS.

Our big electrical companies are doing business all over Europe, and in many of the countries there is little attempt to fight them. The Westinghouse company and the General Electric company operating in Great Britain claim to be British companies, although they are in reality mere branches of the American institutions. By calling themselves British they remove the prejudice against American-made goods, and by putting a lord or so on their board of directors they have made themselves popular. Both companies have large establishments in Great Britain, and they manufacture electrical machinery from American patterns with British labor.

The same is done by our Diamond Match company, which controls the match business of Great Britain, but is known there under the old firm name of Bryant & May, and also by the American Tobacco Trust, which is working largely under the name of Oden, the chief British tobaccoist of the past.

A SCHOOL FOR EUROPEANS.

One phase of the attempt to withstand American competition is seen in the commissions and individuals which are being sent to the United States to look into our factories and business

methods. It used to be that the Germans sent their young men to England to study commerce and trade. They are now sending them to the United States to go into our factories and counting houses. The English send over a commission of capitalists or laborers every few months, and it is the same with other countries. The people consider us fools in that we tell them our business secrets, not realizing that the American gets up a new scheme every year, and that the business of today is always behind the business of tomorrow. I found American experts in the different factories all over Europe, and also many foreigners who have been educated in the American factories. Indeed, our country is now a school for Europe as far as banking, manufacturing and advanced business methods are concerned.

TECHNICAL SCHOOLS.

At the same time nearly every European country is preparing for its industrial battles of the future by training its workmen, and the drill of the industrial army promises to be as important as that of the military forces. The Germans lead in this work. Nearly every town has its technical schools, and the manufacturing districts are peppered with them. In Chemnitz, which might be called the Manchester of Germany, a great weaving center, there are thirty schools where children are taught to make braids and trimmings. At Glauchau there is a high school for weaving. In the Harz mountains there are schools for toy-makers, and in the Valley of the Ruhr there are many schools in which all branches of steel and iron making are taught.

SUNDAY SCHOOLS FOR MECHANICALS.

One of the queer features of this education is the school held on Sunday to give mechanics practical instruction in their trades. There are a score of such schools in Berlin and other cities. There is a school for masons, which is held every Sunday from 9 a. m. to 1 p. m. The students, many of them mechanics who work during the week, are taught all about construction work, making arches and all sorts of stone work. The course is in terms of half years, and it is so made that a man may spend five terms, covering 100 Sundays, in learning all about his trade. He has books and shows work, the whole going on under the instruction of the teachers.

Germany has similar Sunday schools for tinners, tailors, saddlers and printers. It has schools for cabinet makers, barbers, bookbinders and blacksmiths. There are Sunday schools for horse shoers and even for chimney sweeps.

The most important schools, however, are those which deal with work in the great manufacturing centers. These will improve the foreign trade of Germany, and will eventually give it the most skilled workmen in the world.

WHAT THE AUSTRIANS ARE DOING.

This kind of education is going on all

over Europe. The Austrians have a large number of such schools, and they are under the ministry of education, and among them are many state industrial schools. The country has now six great institutions, covering every industrial situation, covering every industry and the work of women as well as that of men. There are schools for artists, embroiderers, schools for lacemakers and schools for housekeepers. There are schools for foremen covering every branch of mechanics, so that a carpenter, a mason or an engineer may learn how to take charge of a shop and manage it. There are now something like 3,000 men and boys attending such schools, and more than 11,000 in another branch of the industrial schools. There is a vast number in the trade schools, so that the people are being everywhere educated to better work.

The Austrian state schools are especially fine, covering many special industries. There is a state school for stone cutting at Leoben, in Tyrol, devoted to the development of the scholarly industry there. The course covers five years, and gives education in all kinds of stone carving and stone cutting. The school receives a large number of students, and there are other state schools for the same industry elsewhere. Austria has state schools for glassmaking, for locksmiths and also for teaching goldsmithing and the grinding of precious stones. In connection with many of the schools are Sunday schools like those of Germany, and also trade courses for females.

Belgium and France both have girls' trade schools. There are such schools in nearly every Belgian city. Those of Antwerp teach dressmaking, flower making and lace work. In Brussels there are schools for milliners and corset makers, and in Mons a school for embroidery. There are schools also for the making of linoleum, where the girls study four years, beginning with fancy stitches and scallops and graduating on night gowns and shirt waists. A Belgium school for housekeeping, which train its girls into intelligent and economical housekeepers. They are admitted at 12 years of age and study three years, paying a tuition fee of \$3.50 per quarter. In these schools the pupils do the marketing, prepare the meals, keep the accounts and wash the dishes and kitchen utensils. They have a new menu every day, and on one afternoon of each week, a chance to learn how to wash and iron.

Such schools are giving both Belgium and France an excellent domestic service. They are to be found also in Germany and other countries of Europe.

FRANK G. CARPENTER.

REUTERS' TELEGRAMS.

Mysterious Circumstances.

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SALT LAKERS IN GOTHAM.

Miss Mary Young Leaves New York for Paris—A Mutual Improvement Association Organized in the Metropolis—Howard Orlob at Work on an Opera.

Special Correspondence.

New York, Oct. 6.—Miss Mary Young, daughter of Hon. John W. Young, arrived last Tuesday from Chicago, where she has been visiting with her mother, Mrs. Nat M. Brigham, all summer. Her father met her at the depot, but she remained in the city only five hours, sailing on the "Kron Prinz" at 11 o'clock the same day, for France, where she will stay all winter. Paris is her destination, and the continuation of her musical studies her object. Miss Young possesses a charming voice and for its further cultivation, she has decided on the advice of her father, to make Paris her home for awhile. She will become a member of Mr. Wright's household, Mr. and Mrs. Wright having a flat in the Latin quarter, and having been ardent students of art. Her father, and several friends, were out to wish her "bon voyage," and success in her new undertaking. This will be her third trip abroad, the first being with London and Paris making her residence there more enjoyable than it would be to a stranger to the many different customs one finds everywhere.

A party of Utahns took passage on the "Umbria," Saturday, Oct. 10, from Liverpool for New York. Among them was Mr. J. J. Wesley Young and his cousin, Miss Emma Lucy Gates, who has been in Paris since last April studying vocal music under Koenig. Miss Gates will be heartily welcomed by every one here, her place as organist of the chapel services of the Latter-day Saints has been ably filled by her cousin, Miss Phyllis Thatcher, the violinist, but her sweet voice has been greatly missed, and her return will be the occasion of much rejoicing among her friends of the "colony." Mr. Wesley Young is also a favorite, and will receive a warm reception from every one. He went abroad with his father, Hon. J. W. Young, last May, and has been engaged in business for several months in London and Paris.

From a private letter, the welcome news comes of the early arrival of President McQuarrie, who has been absent for several weeks. He is due in Pittsburgh Sunday, Oct. 11, and will make a short tour of several conferences before coming to New York. In his absence, the mission office has been under the care of Elder A. F. Elgren, who, as a leader in the Sunday school, is a most efficient and energetic worker, combining with it the office work of the mission.

Last Sunday Mr. Joseph W. Summerhays was seen at chapel services. In the evening he gave a very able lecture. Mr. Summerhays is here for a short time on business.

Five missionaries have been here for a few days to receive appointments to their different fields of labor. They are William Leslie Cole, of Paris Idaho, who has been sent to the southwest Virginia conference; J. W. Mantle of Taylorsville, and James H. Clark of Panguitch, who will labor in the northwest Virginia conference. Howard D. Roper of Gunnison, who left for east Pennsylvania, where he will be all winter under the direction of President Hall and G. H. Robinson of Lake Town,

Bear Lake, who goes to Boston this week to labor in the New England conference.

Dr. John F. Sharp, has been elected president of the Junior class at Bellevue college. Forty-nine members are included in this class so that it is quite a distinction for our Utah boy, but he bears his honors very quietly.

Word has been received of the death of little Lizzie Russell in Salt Lake City by her sister, Mrs. Schamron. Mrs. Schamron and her family are old members of the Brooklyn branch, and the sympathy of the people here go out to them in their bereavement.

Last week saw another baptism at the New York branch. Our numbers are increasing rapidly. It is growing almost too cold for street meetings, but the Sunday evening services were well attended, and the interest is growing.

Miss Jennie Hawley, who has been visiting with friends in Chicago for the last two weeks, returned to the city yesterday. Her plans for the winter are not yet perfected, but she is still a devoted student to her music. So far, there have been few contralto parts that would suit Miss Hawley. In the new productions seen this season, there is a dearth of contralto work, and she is wisely holding off for something worthy her ability.

Mrs. Harold Russell, who arrived at her old headquarters, the Ashland, Twenty-fourth street and Fourth ave., some days ago, is very busy rehearsing and arranging her wardrobe for the coming season with Eleanor Robson.

On the Holland house register is to be found the name of Mrs. Joseph Siegel of Salt Lake. Mrs. Siegel will remain but a few days in New York visiting with her son Gerald, who is engaged in business here.

This week the friends of Maj. Charles Stanton will have the pleasure of seeing his genial face on the streets of the metropolis. His stay will be rather brief owing to business, but as he is always assured of a welcome from his friends, it is safe to predict his thorough enjoyment during his sojourn among us.

Last night at the home of Elder B. F. Cummings, on One Hundred and Twenty-ninth street, a rousing meeting was held to introduce the subject of a "Mutual Improvement Association," to the many members of the New York and Brooklyn branch. President Wellington presided, and most forcibly and clearly explained to every one present the object of our Mutuals. Enthusiasm was the order of the day, and the president was boiling over with it, and he instilled it into every heart that came under the sound of his voice. By a unanimous vote Elder J. Lafayette Woods was chosen president of the society. Miss Anna Mae Clark, secretary and treasurer, with young Mr. Frank Cummings as her assistant. Tuesday evening at Hawthorne hall, there will be held the first meeting, a sort of preliminary meeting, where Elder Woods will announce the names of his first and second counselors. In the many members of the New York proceedings will be given. This or-

ganization of a Mutual Improvement association marks an epoch in the history of the mission in the Brooklyn conference, and with the talent and ability possessed by the officers already chosen, and the wisdom and influence of those who conceived and perfected the plan, it is not unsafe to say it will yet become a lasting monument to the originators and members of this important branch, and one that will call forth the praise of our leaders in the great work.

During the week's engagement of the "Bunnie Brier Bush" in Detroit, Mich., several members of the company received visits from Mrs. Howard Orlob, the talented pupil of Prof. McClellan bygone days, and now the student of Prof. Alberto Jonas of the Michigan conservatory of music. Mr. Orlob is living at 81 Edmore place, a house filled with musicians, where impromptu concerts are nightly given. Under Van Der Velphen, Mr. Orlob is studying composition and orchestration, the professor being one of the greatest theorists in the country. Every moment that can be spared from his studies, is being devoted by Mr. Orlob to a new opera, which has the promise of early production at the Detroit Opera House. To his many friends in Utah this will be no surprise, for Harold Orlob can no more help writing than he can help living. Most enthusiastically Mr. Orlob speaks of Miss Sybilla Clayton, another of Jonas' pupils, who worked here last winter; she is the daughter of Col. N. W. Clark of Salt Lake City. She is expected in Detroit about the 20th of Oct., to continue her studies. There is also one of the late Mr. Partridge's pupils there, a Mr. Bowen of Provo, who is a dignified student. By the first of November there will be several other Utahns gathered on the shores of Lake Erie, whose object for the winter will be the study of the divine art. JANET.

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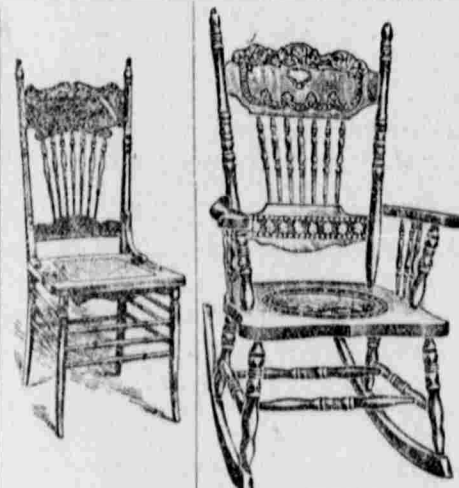
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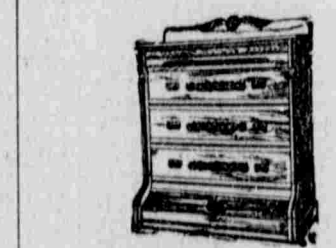


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