

JAPAN REACHING OUT FOR TRADE

HOW THE YANKEES
OF THE PACIFIC ARE FORGING
... AHEAD ...

(Copyright, 1902, by Frank G. Carpenter.)
OKIO, Japan, Jan. 22.—The Japanese are about to establish a bureau of foreign commerce. Parliament has already discussed the question and the plan has been outlined. There will be a central department at Tokyo and branch offices in London, Paris, Berlin, New York, Boston, Chicago and other places. The business of the bureau will be to look up openings for Japanese trade and inform Japanese merchants. It will be somewhat like our Bureau of Commerce of the State Department, which is said to be the best of its kind in the world.

The Japanese Government is straining to capture the trade of the Pacific. It hopes to make Japan the workshop of the Orient, and has commercial and industrial training schools under way for that purpose. It is also subsidizing its steamship lines, giving industrial exhibitions and encouraging foreign trade in other ways.

Japan's Commercial Museum.
The Government is instituting commercial museums at the ports of the far East. I found one in Singapore under the management of the Japanese Consul there. The plan is much like the Philadelphia Museum, save that its goods are all Japanese. There are clocks, shovels, hats, fans and brushes, all made in Japan. There are samples of Japanese rugs, stationery, umbrellas, trunks and satchels, as well as of silk, linen and cotton goods. There are cars and jinnishas, the latter forming one of the chief exports to the different centers of the far East. Japanese jinnishas are used in Peking, Shanghai, Hong Kong, Saigon and Singapore. There has been an attempt to introduce them into the Philippines, but so far our Government has frowned on using them as a cash horse and the attempt has not been successful.

Singapore is an excellent place for such a museum. It is the half-way station on the trip around the world, and it is where the water highways of the Pacific meet. There are ships from India, Siam, the Philippines, Australia, China and Europe always at anchor in its harbor. Fifty-five thousand vessels come into it every year. The annual trade amounts to \$285,000,000. The Japanese catch the traders as they go back and forth, working not only the Singapore trade, but the countries which import through Singapore. The Singapore alone the Japanese exports already amount to about \$5,000,000 gold.

The Carriers of the Pacific.
The Japanese hope to be the carriers of the Pacific. They are among the best sailors of the world. They take to water like ducks. Their country consists of about 4000 mountainous islands, running through the Pacific in the form of a crescent as long as from New York City to Salt Lake. The most of the islands are small, and the bulk of the population lives near the sea. The result is that every man of them can handle a boat, and in past generations they have been noted for their junks and war vessels. They have always done a great freight business with China and Korea. Today they are laying toll on all the world in freight and express charges. They have as good ships as you will find anywhere, and they are building some of 6000 tons each in their own shipyards. These ships are at Nagasaki and are under subsidy from the government. The Japanese have been also buying modern steamers of England and the United States. They are continually bringing in new vessels from the shipyards of the Clyde.

They have today 1100 modern steamers in their merchant marine, and about 2000 sailing vessels of European type. They have 20,000 native vessels and innumerable small boats. You can now go around the world in a Japanese steamer. There is a line of 12 great ships from Yokohama to London by the Suez canal, and there are several good lines from the United States to Japan. The Toyo Kaisha has three steamers of 6000 tons which sail regularly from San Francisco to Yokohama by way of Honolulu, and thence on to Shanghai and Hong Kong. The Nippon Yusen Kaisha has 6000-ton steamers from Seattle, and other Japanese steamers call at Portland and Tacoma. It is now proposed to establish a line to the west coast of South America, and as soon as the isthmian canal is opened there will be a regular Japanese service from Japan to the United States and Europe. Even now Japanese vessels come into our ports for cargoes of raw cotton and iron, and the day is not far distant when steam-



MR. CARPENTER AND THE JAPANESE RUGMAKERS—A 10-YEAR-OLD WEAVER OF JAPAN.

ers from Yokohama may be seen all along our coast.

The Japanese are reaching out after our Philippine trade. They send ships regularly to Manila, and thence on to Australia via Thursday Island. In that line there are six steamers of 300 tons each, comprising the best that call at the Philippines. Japan has direct steamship connection with Siberia. The vessels start at Kobe and call at Nagasaki, Fusan and Gensan, Korea on their way to Vladivostok. It was on one of these ships that I went to Siberia a short while ago. The captain was an Englishman and the engineer a Swede, but the rest of the officers were Japanese, and also the sailors. There are other lines which go from Japan to Manchuria, and almost daily vessels to Shanghai and the Yangtze Kiang. A regular line connects Yokohama and Kobe with Calcutta and Bombay, bringing cotton and jute from India, especially jute for making the Japanese rugs, which are sold so cheaply in our American stores. Indeed, the Japanese flag is more common in the ports of the world than the American flag, and in the Far East it is safe to say that there are 20 Japanese vessels to America's one.

Japan in Korea.
The Russians and the Japanese are each grasping after Korea. The relations of the two nations are strained by the struggle, and it may eventually bring about a war between them. Were it not for Russia the Japanese would own the whole country. They made their war of 1894 in order that they might have the Korean trade, and today they are doing the most of the import and export business of the peninsula. We are shipping Korea some cotton goods, but the Japanese payments of last year amounted to \$2,000,000 yen, and they have the most of the trade in other lines.

Sixty-five per cent of all the ships that call at the right and left of this line, respectively, are Japanese. The Japanese are now building railroads which shall open up for them some of the best parts of the country. They have bought the railroad which some of our Denver men built from Chemulpo to Seoul, and they are now at work constructing a line from Seoul to Fusan. This railroad will be 300 miles long. Fusan has already a large Japanese colony, and it is but a short distance from the Japanese coast. Goods can be almost carried across from one country to the other,

and by means of this railroad sent direct to the Japanese capital. Korea furnishes Japan a great deal of rice and fish, and the Koreans buy all sorts of Japanese goods.

The Japanese have put up telegraph lines connecting Fusan with all parts of the country, and from Fusan there is a cable to Japan. The big Tokyo banks have branch offices in Seoul, and at some of

the Korean ports, and there are Japanese postoffices at the principal cities. Japanese money is the currency of the country, and the Japanese have been granted concessions for mines and other things.

The Japanese in China.
The Japanese have been crowded out of Manchuria by Russia, and the powers have not permitted them to take possession of any part of China. Nevertheless, they are pushing their trade through the Chinese Empire, and will have their share of China's commerce. There are Japanese steamers doing a regular carrying trade on some of the Chinese rivers. You can have your houseboat towed through the canals of Kiangsu by Japanese launches, and can go up the Yangtze Kiang or the Peiho on steamers owned by Japanese.

The Japanese have concessions at many of the open ports. At Shanghai their consulate is in one of the finest buildings; and there is much Japanese money invested in the port. They have a concession for a cotton mill there, but have concluded that it is cheaper to make cotton cloth at Osaka and ship it to China. Indeed, this is so with all sorts of goods. The people here to make Japan the workshop of the Orient. In an interview which I had with Marquis Ito he said that foreign capital should put up factories in Japan to supply the Chinese markets. He assured me that such capital would be safe, and that Japanese labor could be more easily handled than Chinese labor.

I do not doubt that this is correct. The Japanese are not so thoroughly organized into trades unions as the Chinese. Their labor is good and exceedingly cheap. Both women and men work in the factories, and among the most skillful of the hands are children. I went through some of the finest rug factories of this empire, and had myself photographed with one of the employees standing in front of me. This was a little girl of 10 years. She only reached to my waist, but she was weaving a rug for the American market when she went out to be photographed.

The Japanese Government is thoroughly awake to the possibilities of foreign trade. It is encouraging manufacturers, and is even now considering the building of steel works at Kure at an initial cost of more than \$500,000 yen. These works will make steel plates and other shipbuilding materials.

Japan and Its Colonies.
I don't know that one can rightly speak of Japan as having colonies. It has, however, two great islands at the opposite ends of the empire, which are undeveloped

and which will add much to its wealth and its position in the Pacific. These are Yezo and Formosa. Yezo is about as big as Indiana, and its population is about as great as that of St. Louis. It has an excellent climate, and its soil raises the finest of grass. The government colonization department is trying to develop the country. Yezo has excellent coal. There are three large mines now in operation, and railroads connect these with the coast. There

are no large towns, except Hakodate, which has 75,000 people, of whom only about 100 are foreigners. The most of the inhabitants are Ainos, the hairy aborigines of Japan.

Formosa is smaller than Yezo, but of far more value from its wonderful natural resources. The island is 300 miles long, and about 70 miles wide in its broadest part. It is full of minerals, but owing to its wild nature has not been carefully prospected. Coal mines are already worked, and gold is found in many of the streams. The island has a ridge of mountains running through it from end to end, the other, some of the peaks being over two miles in height. Along the west slope of these mountains there are many rich, fertile valleys, which lead to a large rolling plain settled by the Chinese. On these lands is raised some of the finest tea of the world. They produce more than 20,000,000 pounds of tea every year, and the most of this goes to the United States. Indeed, China and the United States are the chief customers for Formosan products. Japan itself takes but little. Our tea is sent across the strait to Amoy, and shipped from there to San Francisco and New York. The most of the tea leaves are dried in the sun, and the packing is done by tramping them down with the bare feet.

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The Japanese are now building railroads in the northern part of Formosa, and one is to go from Kelung on the south to Tainan-fu. This will pass through the most thickly populated portion of the island, including the richest of the sugar and rice regions. It is at Tamsui that our Consul lives. This place has its club, several banks and a number of merchants and exporters. One of the great products of Formosa is camphor made from the camphor tree. It is shipped to all parts of the world.

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live by hunting and fishing and a little agriculture. Some villages have small farms about them. A few acres are enough for 100 people, each family having its own plot. The men are head hunters not unlike those of Borneo, and it is said that a man cannot marry until he has brought in at least one head.

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I am told that Formosa has rich minerals. Coal is found in different parts and there are evidences of petroleum. Not long ago some Chinese employed two Pennsylvanians to test certain oil fields. They sank a shaft, but their drill broke at 300 feet from the surface, and so far the work has not been resumed.

The Japanese are by no means a poverty-stricken nation. They have many millionaires among them, and they are gradually building up great financial institutions which will enable them to compete with us. They are good financiers and their banking system is modeled on ours. Marquis Ito, who organized it, came to Washington and spent some time studying our Government finances, and then went back and formulated the policy of the empire. Today Japan has paper currency which is in par with its silver, and the country is nominally on a gold basis. It has one bank which acts as the agent of the government, having much the same place here as the Bank of England in Great Britain.

This is the Bank of Japan. It has a capital of 30,000,000 yen, divided into 150,000 shares, and its dividends range from 15 to 16 per cent per annum. The shares are all registered, and can be owned only through the consent of the Japanese Secretary of the Treasury.

Another large bank is the Kokuritu Ginko, which has a capital of about \$24,000,000 in gold. It has deposits amounting to about \$50,000,000 in gold and loans of more than half that amount. The Specie Bank has a capital of less than \$3,000,000, but its deposits amount to \$10,000,000, and its loans run high into the millions.

I have spent some time in the stock exchange watching the Japanese bulls and bears. The exchange is right in the heart of Tokyo. It is a three-story building, more like a great barn or warehouse than anything else. It has a cement floor, and about the walls are great galleries. As you go in you have to take off your shoes, and there is a room at the right of the entrance where the brokers check their cloths and where they sit on straw sandals in exchange. Every one in the house dresses in gowns, although some of the more swell brokers wear overcoats as well.

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Formosa is smaller than Yezo, but of far more value from its wonderful natural resources. The island is 300 miles long, and about 70 miles wide in its broadest part. It is full of minerals, but owing to its wild nature has not been carefully prospected. Coal mines are already worked, and gold is found in many of the streams. The island has a ridge of mountains running through it from end to end, the other, some of the peaks being over two miles in height. Along the west slope of these mountains there are many rich, fertile valleys, which lead to a large rolling plain settled by the Chinese. On these lands is raised some of the finest tea of the world. They produce more than 20,000,000 pounds of tea every year, and the most of this goes to the United States. Indeed, China and the United States are the chief customers for Formosan products. Japan itself takes but little. Our tea is sent across the strait to Amoy, and shipped from there to San Francisco and New York. The most of the tea leaves are dried in the sun, and the packing is done by tramping them down with the bare feet.

The Japanese have not yet attempted to do much with Formosa. They remitted taxes for one year after they took possession, but are now attempting to make it self-supporting. The population is largely Chinese, there being 3,000,000 on the island. The chief towns are Tamsui and Kelung in the north and Tainan and Takow in the south. Tainan is the capital.

The Japanese are now building railroads in the northern part of Formosa, and one is to go from Kelung on the south to Tainan-fu. This will pass through the most thickly populated portion of the island, including the richest of the sugar and rice regions. It is at Tamsui that our Consul lives. This place has its club, several banks and a number of merchants and exporters. One of the great products of Formosa is camphor made from the camphor tree. It is shipped to all parts of the world.

The Japanese have had considerable trouble with the Formosan savages who live in villages scattered throughout the island. These people are much like our wild men of the Philippines. They

live by hunting and fishing and a little agriculture. Some villages have small farms about them. A few acres are enough for 100 people, each family having its own plot. The men are head hunters not unlike those of Borneo, and it is said that a man cannot marry until he has brought in at least one head.

IN THE FIELD OF POPULAR SCIENCE

EPITOME OF WHAT IS DOING ALL
OVER THE WORLD.

The Chairman of the London County Banking Company, one of the strongest institutions in Great Britain, took a view of the "American invasion," which is refreshingly at variance with the trend of experience in speeches delivered in England on like occasions.

"It," said he, "in Asia and Africa we have had to withstand the attack in arms of our enemies, and we have had also to withstand on the other side the almost too impetuous advances of our cousins in America. They desire to be in such close relation with the mother country that, with their many-million-dollar power, they desire to possess, in order to show us how to utilize them better than we have done, our mercantile marine, our suburban railways, and much of our manufacturing enterprise."

"Well," let us welcome them, and if they have useful lessons to teach let us learn them. We need not sell our ships or our enterprises, except on satisfactory terms, and the result of the first stage is that Englishmen find many American dollars, or their equivalent, safely in their pockets, and I do not think they will long lie idle there. The world is big enough for us both, big enough for far more friendly competition, even between England and America, than there has ever been yet, and I welcome the thought that the two great Anglo-Saxon races will go hand in hand to civilize the dark places of the world, even faster than it was thought possible a very short time ago."

Immense Enterprise in Tunnels.
An undertaking, which is stupendous both in the money and the engineering involved, and which is pioneer work of its kind, is going on almost unnoticed, forty feet below the surface of Chicago's streets. It is the work of the Illinois Telephone and Telegraph Company which has already made arched subways under 6 miles of streets at a level, which clears all sewers, cellars and gas pipes. The trunk tunnels are 14 feet high by 12 feet wide and the lateral branches are 8 feet high by 6 feet wide. The primary use for these tunnels is a conduit for electrical wires of the new telephone company, but a track will be used for the electric hauling of mail and freight. The

estimated expense of the excavation is \$10,000,000, \$5,000,000 of which has already been expended.

Strange Explosion.
The drug business, whether wholesale or retail, has in it some very distinctive elements as compared with other purely commercial pursuits. The principal danger is the ever present one of fire, which must be particularly guarded against. Phosphorus smokes the instant air touches it and burns almost before it is dry, so it is always kept in cans full of water, and all these cans, except the one in use are buried under the ground until needed. Not long since in an Ohio store some nitric acid was put up in bottles, with rubber stoppers; suddenly there was a loud explosion and a blazing fire, which was controlled with difficulty. This accident created great interest, because it at first seemed unexpected. Finally the stoppers were sent to a chemical laboratory where, after laborious examination, it was discovered that