

AMERICAN INVASION OF EUROPE

FIGHT BETWEEN THE BRITISH AND THE YANKEE TOBACCO TRUSTS

LONDON, June 14.—A merry war is going on between the British Imperial Tobacco Combination and the American Tobacco Trust. For years the Britishers have monopolized the tobacco sales of the United Kingdom. They have made the greater part of the cigars, cigarettes and tobacco used, and there are today about 500 tobacco trusts in operation in different parts of the country. The American Tobacco Trust made its first invasion some years ago. It began by attempting to purchase the biggest of the British tobacco firms, but failed, so it took the second. This was known as Ogden's, a tobacco combination with stock selling at a market value of a little over \$5,000,000. The trust paid a premium of \$200,000 to get control of the business, and at once began to push the sales of Yankee-made tobacco after American methods. It was making rapid inroads upon the business of the Britishers when the Imperial Tobacco Company was formed to oppose it. This company now consists of a trust comprising 13 of the chief firms in the British tobacco trade and covering all parts of the country.

The two trusts are now fighting each other for all they are worth, and the contest excites great interest among all classes. The newspapers are full of it. They publish daily articles concerning Mr. Duke, the American tobacco king, and his plans, and the best displayed advertisements are those of the rival companies. Yesterday it was said that stores would be established in every village of the United Kingdom for the sale of American-made tobacco, and today it is reported that the American syndicate has offered \$5,000,000 a year to the French Government for the monopoly of the tobacco business of France, which is now run by the state. The end may be that the Americans will establish enormous factories here under British names and make their cigarettes and cigars with British labor.

Down With the Yankee Monopolies.

The British tobaccoists are much excited over this feature of the invasion. They publish requests for the people to down the Yankee monopolies and buy English tobacco, and over their stores you may see signs urging all patriotic Englishmen to smoke cigarettes and cigars made at home. I paid a shilling for a poster which I saw in a cigar shop near London Bridge this morning. It is a cigar advertisement backed with a British flag and addressed to the British public. It reads:

"Americans, whose markets are closed by prohibitive tariffs against British goods, have declared their intention of monopolising the Tobacco Trade of this Country.

It is for the British public to decide whether BRITISH LABOR, CAPITAL AND TRADE ARE to be subordinated to the American system of TRUST MONOPOLY and all that is implied therein.

The Imperial Tobacco Company is an amalgamation of British manufacturers who have closed their ranks with the determination to hold the BRITISH TRADE for the BRITISH PEOPLE.

Its aim is to provide the vast smoking public with CIGARETTES and TOBACCO made solely by means of BRITISH LABOR and CAPITAL."

Cigar Shops in London.

It seems to me there are more cigar shops than grocery stores in London. You find them on every corner and in every block. They are different from our American establishments. The shops are small and the most of the goods are in the windows. Little taste is shown in display, and box after box of cigars and cigarettes, with the covers off and the tobacco showing, are piled one on top of the other until the windows are full.

Every tobaccoist sells pipes and tobacco pouches. There are different brands of fine-cut and plug, and all sorts of smoking tobaccos. More smoking is done by means of pipes than cigars, and every other man you meet has a short briarwood pipe in his mouth. This is especially so of the poorer classes. The British are great smokers. They consumed \$25,000,000 worth of tobacco last year, and nine-tenths of the product came from the United States.

A Bit of Tobacco History.

They have always gotten the most of their tobacco from us. The weed was first imported by Sir Walter Raleigh in 1585 and later on it became one of the chief articles of trade between the colonies and Great Britain. Some tobacco was planted in England during the time of James I. Tobacco-smoking had become general among the upper classes, and both ladies and gentlemen smoked. King James denounced the custom. He prohibited its cultivation in England. Cromwell did the same and ordered his soldiers to tramp down the tobacco crops wherever they found them.

Charles II tried to restrict our tobacco trade to England. He forbade the colonies to ship the product elsewhere, and the result was the formation of the Virginia tobacco industry and the rebellion of the Virginia planters in 1676, which was in reality the commencement of the struggle which culminated in the American Revolution and our independence. In those days the English had a monopoly and the profits. Now the Americans are coming to the front, and the probability is that our trust will even up the exactions of the past.

I do not know the amount of capital possessed by the Imperial Tobacco Company, but it runs high into the tens of millions. The American Tobacco Company, incorporated in 1890, had a capital



St. Paul's Cathedral now lighted with American Electric Lamps.



"DICKENS' OLD CURIOSITY SHOP" Sells American Lead Pencils

of \$25,000,000, and in 1901 it had so added to its holdings that its outstanding securities aggregated \$70,000,000. The Continental Tobacco Company, organized in 1898, has a capital stock and securities of about \$20,000,000, and there are other companies which represent millions more. It is safe to say that the tobacco companies of America altogether have a capital of \$150,000,000, and that most of them are more or less interested in the fight.

American Tracks an Old Landmark. Everywhere I go in London I see the footprints of the ubiquitous Yankee. He is either on the streets with his carpet-bag and samples, in the machine shops with his American tools, or in the book stores, supplying England with his share of literature. Mark Twain, Joel Chandler Harris, Mary Johnston and other well-known American writers are as popular here as at home, and their books are sold by the thousands.

I had the American invasion not only in the books, but in the materials of which they are made. I dropped into one of the places immortalized by Dickens the other

day to buy a lead pencil and notebook. It was, in fact, the old "Curiosity Shop," about which the great novelist wrote the story of "Little Nell." The sign over the door is that of a stationer named Poole. I asked him for his best lead pencils, and he showed me two, which were apparently just alike, but one of which cost twice as much as the other. The expensive pencil was made in Austria, costing 19 cents, and the other was almost a facsimile for 2 cents, but on the back of the second I noticed a stamp showing that it was made by the Eagle Pencil Company, of New York. The stationer told me that much of his paper came from America. This is especially so of the cheap kind, the most of the newspapers being printed on paper made of American wood pulp.

Yankees in Westminster Abbey.

Speaking of printing, Benjamin Franklin did some of his first printing in London. I came upon his old home in one of the houses of Craven street this morning. It is within a stone's throw of Charing Cross and the marble slab on the wall, upon which are the words, "Benjamin

Franklin once lived here." I stumbled across a statue of George Peabody, our first charitable millionaire, back of the Bank of England yesterday, and when I entered Westminster Abbey shortly before it was closed to prepare it for King Edward's coronation, I found on a yellow card laid on one of the tombs a quotation concerning the beauty of the place from Oliver Wendell Holmes. I soon drifted into the poet's corner, and there upon the wall just next to a statue of Shakespeare was a most beautiful marble bust of our poet, Longfellow, with an inscription telling that it had been erected by the British admirers of the American poet.

St. Paul and Its American Lamps.

You all know something of the wonders of St. Paul's Cathedral. It is one of the largest churches of the world, and in many respects the most beautiful. Many of you have visited it, but I doubt if you have seen the vast structure as I saw it the other day, lighted with the wonderful electric lights in the beautiful fixtures presented to the church by an American trust magnate. Pierpont Morgan has furnished the money which enables the English to see the glories of their greatest church, whether the city in which it stands is shrouded in fog or not.

I can't describe the beauty of the church under the soft lights of the church. It looks far better than in the brightest sunshine. The church authorities told Mr. Morgan that they could not afford to put in this electricity, and he thereupon offered to do it for them. He wrote a check for \$45,000, and planked it down on the pulpit, and told them to go ahead. At any rate, that is what it cost at the start.

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The fixtures are modeled after the original lamps designed by Sir Christopher Wren, and they are in perfect harmony with their surroundings. Some of the most beautiful of them are in the choir just beyond the dome. They are great chandeliers of gold, hanging from the roof, which is hundreds of feet higher up. Each chandelier has six lamps, but the rays are filtered through frosted glass and they give the effect of a bright moonlight. As I sat under these lights in the mighty cathedral, my mind went back to its wonderful history, and it seemed to me that I

could see the ghosts of its architect, Sir Christopher Wren, and of the hundreds of England's dead now buried there hovering about the lamps in amazed curiosity. St. Paul's dates back to the days of the Romans. Some authorities maintain that a temple of Diana stood here in pagan times, and Christopher Wren found the ruins of a church built by the Christians in the days of the Romans, when he laid the foundation for this structure. There was a Christian church here as far back as 1000 A. D., and there was a cathedral on this spot when the great fire of London came and wiped it out in 1666.

Sir Christopher Wren began his work upon the present structure 15 years later, and he lived to see it completed in 1710. He watched the job for 29 years, and that time received the magnificent salary of \$100 per annum as his architect's fee. Nevertheless the cathedral cost \$3,700,000 to build. Had Sir Christopher received the fee of 5 per cent which our architects now demand, he would have gotten \$185,000 for the job, and after looking the building carefully over I am sure it is worth it. Still, men of all sorts worked for less

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The European Fee System.

And this brings me to the iniquitous fee system which is in vogue all over Great Britain. You can't turn without finding some one at your elbow ready for a fee. I have not yet met a man who will not take one, and the more stately the official upon the more sure he is of getting his fees. I have lately gauged my gifts according to the yards of gravel, brass buttons, the average being something like a penny or a sixpence a button, according to the surroundings. You fee the guards on the trains, the porters at the depot, the men servants, women servants and boy servants at the hotels and almost every one who gives you information. In the more expensive hotels of New York the system is almost as bad, but there you fee when you get the service, and when you leave there is nothing but the porter to pay. Here the sensible man pays nothing until he leaves, when all the hotel servants come out for a present.

This feeling is very obnoxious to Americans. I heard of one Yankee who created quite a sensation in regard to it at a hotel in Frankfurt on the Main the other day. He was a liberal man, and he scattered money after the American fashion during his stay. He dropped silver marks everywhere, compensating each service with a present at the time it was made. Nevertheless, upon leaving, he found a score of greedy-eyed underlings in brass buttons and caps lined up to bid him good-bye. He had not come down until his baggage was on the cab, and he looked at the expectant crowd with surprise. "What do you want?" he asked, "that he had not thought more would be needed on leaving. His heart grew hot as he realized the cheek of the proceedings, and said:

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FIRE PROTECTION AS A SCIENCE

MASSACHUSETTS INSTITUTE OF TECHNOLOGY STARTS A NOVEL DEPARTMENT

BOSTON, June 21.—For the first time in this country the prevention of fires by planning the construction of buildings in such a way as to reduce the opportunities for occurrence to a minimum is to be made a regular feature of the training afforded at a college of applied science. When the Massachusetts Institute of Technology opens its new department of insurance engineering under the executive charge of Professor Charles L. Norton. The undertaking has the enthusiastic support and co-operation of Mr. Edward Atkinson, of this city, whose efforts in recent years have practically revolutionized the methods of mill construction and the theories of industrial insurance; and it has appealed so strongly to millowners, builders, manufacturers and other investors to whom fire is a constant menace that, at Mr. Atkinson's instance, a fund sufficient to place it at once on a substantial money basis with liberal allowance for the necessarily heavy initial expense, will be provided.

The importance of the movement becomes evident when one realizes that during the past year destruction by fire

in the United States amounted to over \$150,000,000. To this sum must be added practically another \$100,000,000 to cover the excess of expense in water works, fire departments, and in the conduct of insurance companies due mainly to the existence of avoidable dangers in our great cities, so that the Nation's total tax, in an average year, is about \$250,000,000—greater than the annual appropriation for the common schools, more than double the sum expended yearly for the support of all the universities, colleges, and technical schools in the country, and somewhat above the normal expense of conducting the United States Government. This enormous money loss by fire has been increasing steadily during the last five years, despite every development of fire-fighting apparatus and methods, and the institute's plan is to reduce to an exact science the methods of preventing destructive fires, not only by putting out a blaze as quickly as possible after it has started, but by making it as nearly impossible for it to start as may be practicable.

There is, at present, no school where

the elemental principles of prevention of loss by fire forms any part of the instruction, and the Massachusetts Institute of Technology bids fair to be the first institution in this country, or in fact anywhere, to supply what would seem a very important addition to modern education. Professor Norton will start immediately on an extended visit of inspection to the various large cities of the United States with the purpose of examining their buildings and investigating the methods under which they are constructed, consulting prominent insurance men in regard to the apparatus to be used in the new school for experiments with fireproof construction and the scope of the instruction it should give. Unlike most educational plans, the new school will assume an immediate and important practical relation to the business world. The first work of its testing station will be bent not only to educating students in the methods of fire prevention, but also to classifying and establishing a standard for the so-called fireproofing materials that are now in more or less general use. The department of insurance engineering will require about an acre of land, and a site is now being selected in the vicinity of Boston, the necessary conditions being that the land shall be so situated that somewhat offensive and possibly

dangerous experiments may be conducted without risk to neighboring property, and that a sufficient supply of water may be available without having to make special arrangements with the police, the fire department, and the Water Board before beginning each test. Offices and laboratories will be erected at once, and it is proposed that a certain number of the buildings shall be in themselves examples of the various methods of modern fireproof construction. In this way they will themselves be subject to an endurance test, so to speak, extending over several years. An element of co-operation enters in here, too, for the manufacturers of the various types of fire-resistance construction now before the public are offered an opportunity to erect structures embodying their respective theories.

Tests Will Be Made.

The buildings will be of a uniform size, on a ground plan of 16 by 22 feet, with one post in the middle, so that the relation of the middle beam and walls will correspond to two bays in a factory each 22 feet in dimensions. In the rear of each will be a one-story annex in which constant tests will be made to determine ability to resist fire or any other means of accidental destruction that can be experimentally brought to bear upon it.

The annex, used in this way, will also serve to measure the power of the walls of the main structures to resist the heat from a conflagration in an adjoining building. The plan for this novel undertaking includes an office building for housing the finer scientific apparatus to be used in measuring high temperatures, and taking other minute observations while the tests are in progress, and for making plans and working out the scientific results of the experiments, and at least one laboratory, very solidly constructed of fireproof brick, large enough to test fireproof flooring under high temperature and heavy loads similar to those that the same floor might have to sustain in a big fire in a great test fireproofed, glazed windows and other devices under the conditions of intense heat, frequently sufficient to melt cast iron, that would be produced by the actual burning of a building in which they were located; and to produce such extreme temperature in the small compass of a laboratory there will be provided a gas plant, for the ordinary materials, such as woodwork, will not serve the purposes on the smaller scale of an experiment. Fires will probably be started with wood and then gas will be injected to maintain them at a very high and even temperature. Special facilities are planned for determining the efficiency of steel framed posts and other metal features of up-to-

date fireproofing and the value of their protection against deterioration by various causes of humidity or of the substances with which they are coated upon the interior. Steel, for example, embedded in a suitable concrete with a base of lime, may last 100 years, while the same material embedded in some of the concrete now in use, is likely to corrode and even be destroyed in less than 20. So the school will divide its attention between the action of modern building materials under the influence of the slowest but least combustible of all destroying agencies, Father Time himself.

Up to the present time this country has been behind England in attempting a thorough and systematic understanding of the actual causes of fire and the best means of preventing them, and the architects and engineers of London have already organized a Fire Prevention Committee to devise safeguards against the dangers that are believed by many experts to lurk in some of the new steel and iron buildings that were hailed only a few years ago as absolutely safe. The United States has, indeed, several isolated testing stations—notably those in Philadelphia and Chicago—but the report of one of them is to be taken as definitely

In those days than now. Samuel Johnson, whose grave I mourned over in the church of the Duke of Wellington—made almost nothing out of his dictionary. His total receipts for his work being less than \$5000, the most of which was eaten up by clerical hire. That dictionary then was as great a striking in comparison as the Encyclopaedia Britannica is now, and the latter work, which had already run its day in England, made \$1,000,000 for some Americans who brought into England the system of selling books through the newspapers. When they first proposed the selling of the encyclopedia in this way to the London journals, the publishers laughed at them. At last, however, they interested the London Times, and through that paper, on the installment plan, sold so many books that it is said their profits were £250,000, or \$1,250,000.

Mother Goose and Goody Two Shoes.

None of the great authors of the past made anything to compare with the authors of the present. Oliver Goldsmith died deeply in debt at 46, and during the best part of his life he did not make more than \$2000 a year. All his literary earnings were hardly as great as the price that Scribner's paid Barrie for "Sentimental Tommy," and still Goldsmith wrote some of the best selling books of the English language. It is said that he was the author of "Goody Two Shoes" and a large part of the original "Mother Goose," which were published by John Newbery, whose shops were just outside St. Paul's Churchyard. Newbery was the first publisher of books for children, and thereby the father of the enormous business which is now done in such books in the Anglo-Saxon world.

What J. P. Morgan Could Not Buy.

Speaking of Pierpont Morgan, he is looked upon here as the Croesus of the 20th century. The old painting for which he paid \$500,000 is now on view in the national gallery. He will leave it there and give the people a chance to see it before he takes it home. The London papers are full of stories of his wealth and power. He is supposed to have so much that he can buy anything or do anything, but I heard just yesterday of one bargain which he failed to make. It was for the services of a middle-aged Englishman, and a poor one at that. The man is the head porter at one of the leading hotels here. He stands at the front door and greets the travelers as they come in, looks after their baggage and gives them all sorts of information as to how to get about the city and other things. He wears a bright livery, with gold lace on his cap and brass buttons on his coat. He is always ready to accept a fee, and if you don't give him one when you leave, he will have his own opinion of you. There are such porters at every hotel. The man whom Morgan coveted had been head butler to one of the best-known English dukes, and, as the story goes, Mr. Morgan wanted him for his American home, and offered him the position at a royal salary. To every one's surprise, the offer was declined. The porter said he was doing well outside where he was, and that he did not care to leave England. It may be that his receipts from fees are so large that he cannot afford to exchange them for the butler's salary of even so liberal a millionaire as Mr. Morgan.

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