

SOUTH AMERICA'S FOREIGN TRADE

YANKEE INVASION OF OUR SISTER CONTINENT OPPOSED BY THE GREAT NATIONS OF EUROPE



THE HIGHEST RAILWAY ON EARTH, BUILT BY AN AMERICAN

F.L. MCGUIRE

SCENE ON A BIG CHILEAN FARM

WASHINGTON, D. C., Dec. 7.—(Special correspondence.)—South America's trade is a big red apple, for which the nations are scrambling. They would like to annex new territory, but the Monroe doctrine prevents that, and so they are doing what they can to gobble the commerce. The Germans are the most anxious and have put in the most money. They have \$150,000,000 in Brazil and \$300,000,000 in other parts of South America. They have \$30,000,000 in the nitrate mines of Chile, \$10,000,000 in Venezuelan railroads and an enormous amount in mines, farms, banks and factories all over the continent.

But let me take you from country to country and show you what is going on in the way of foreign investments and trade in the other half of our hemisphere. We shall start with Brazil. That country contains about half of all South America, and more than half the people. It has all sorts of land and almost every kind of climate and product. It produces the bulk of the rubber and most of the coffee consumed by the world, and is about the richest undeveloped part of the globe.

Starting at the north is the valley of the Amazon, where the Americans have extensive investments. We have an electric line in Para, the great rubber port, and another in Manaus, 1000 miles up the Amazon. We practically control the rubber industry and we ship cotton, flour and other goods to Para and Manaus. The trade there annually amounts to about \$0,000,000 gold dollars, and it is susceptible of enormous increase.

West Deutschland.
In the states further south the English and Germans have cotton and sugar factories and the lower part of the country is almost entirely given up to the Germans. There are provinces in Southern Brazil which have a better climate than most parts of the United States. They have wheat and pasture lands as good as any part of the Argentine, and their meat factories turn out millions of dollars' worth of dried beef every year.

Here you find German signs over the stores, there are German factories and breweries everywhere, and the country is known by the Germans as West Deutschland. If it were not for the Monroe Doctrine the Kaiser would have long since gobbled it, and in case of a great war in which the United States' hands might be firmly tied he would attempt to annex it to Germany.

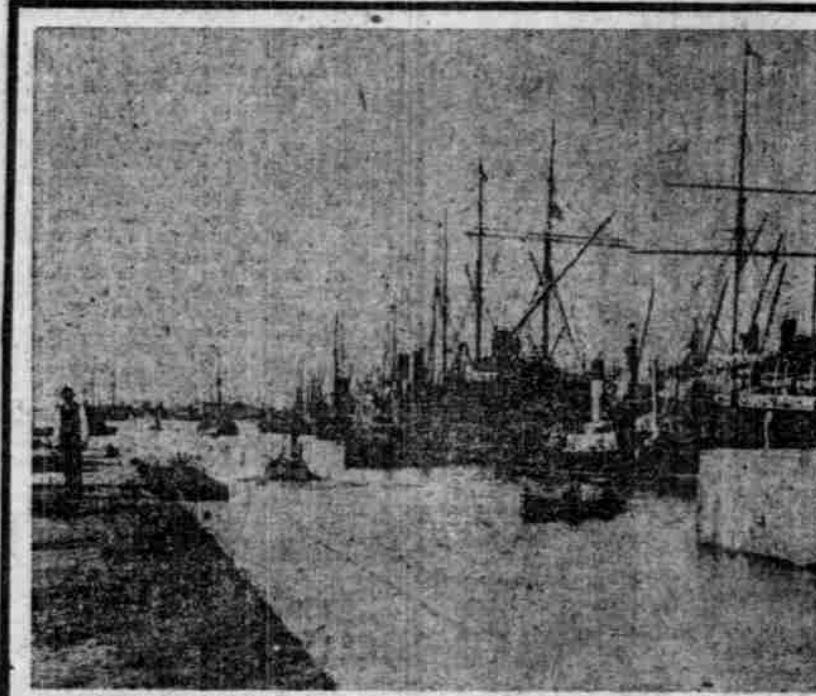
In Brazil's Coffee Regions.
There are Germans in the great coffee provinces a little further north and also many Italians and English. The biggest coffee plantation of the world is owned by an English syndicate. A large part of the exporting of the coffee is in the hands of Americans. Our leading firms have houses at Santos and they largely control the coffee trade of the coast.

In this part of the country the Germans and English are interested in railroads. The Germans have also planned lines for the upper Amazon, and they are talking of building one along the coast from Pernambuco to Rio de Janeiro. As it is now they have about the best steamship connections with South America. There are five great German steamship companies which trade with Brazil and other parts of the continent, enabling German exports to have the lowest freight rates, and connecting the continent as closely with Germany as with any other country of Europe.

American Goods in Brazil.
Nevertheless, American goods are rapidly making their way into Brazil. Nearly all the lard, bacon, salmon, lobster and other canned goods of the Amazon come from the United States. They use our flour and our kerosene, and we lead there in the sale of hardware and tools.

Some of the railroads of Brazil are using American engines. There are electric railways in Santos equipped with American rolling stock, and our typewriters and sewing machines dominate the market. The American bicycle is considered the best high-priced machine south of the equator, and our firearms are in great demand. In some places American furniture is making its way, although the Austrian market still practically controls the market.

In Argentina.
The Argentine Republic is less appreciated than any other part of South America. It is almost impossible to conceive the extent of its natural resources. It is the largest body of good land on the globe where edible grain can be raised and gotten to tidewater. The country is in its infancy, and it already has a trade of \$200,000,000 a year. The bulk of this business goes through Buenos Ayres, one of the most thriving commercial centers of the world. Buenos Ayres has now almost 2,000,000 people. It is a city of rich men, of syndicates and banks, some of which have deposits running high into the tens of millions.



LANDING AMERICAN GOODS IN BUENOS AYRES

into wheat every year, and it is said that at the low rate of 19 bushels an acre its wheat lands, if they were brought under cultivation, could produce more than half of the present wheat yield of the world.

The possibilities for trade here are enormous, and we have only a limited share of the business. There are thousands of Europeans living in the country, and they throw the trade, as far as possible, to their fatherlands. The Germans in Argentina number 17,000, the English 22,000, the French 100,000, Spaniards 200,000 and Italians 500,000. The Italians lead both in Buenos Ayres and in the country. They form more than one-tenth of the whole population, and they have

RECOLLECTIONS OF THOMAS FITCH

The free silver coinage movement which swept like a flood over the West and South in 1896, which in many instances obliterated party lines, which made Democrats of Republicans and Republicans of Democrats, was logical in its day because it was based upon conditions which seemed to demand its success as the only method of extrication from existing evils. Natural causes and not agitation reinitiated the great question of 1896 to the limbo of lost political issues.

South Africa, West Australia, Cripple Creek and Alaska solved the problem that for a time vexed the politicians. The gold-finders of the world have usually been members of the Anglo-Saxon race and they have seldom failed in an emergency. They went to the mountains and gulches of South Africa and the terrific gulches of West Australia and cried: "Give forth." To the stubborn ores of Colorado they said: "We have come to cyanide you; Give forth." On the Yukon and at Nome they swung the pick and hammer by the light of the aurora borealis and the midnight sun and shouted: "Give forth." And the rocks obeyed, even as Herib yielded when Moses smote and the new streams of gold supplied all demands of commerce for more metallic money, and free coinage of silver was no longer necessary, or even desirable, except to silver-miner owners, and there were not many of these.

Yet, as Macaulay says in substance: "Parties often survive long after the issues which called them into existence have been settled," so the cry for free coinage did not cease. In the canvass of 1890 it was still an issue. In the Far West, and those Republicans who had left their party to support Bryan in 1896 on account of it did not escape criticism if they returned to their allegiance.

There was a great political meeting in a Far Western community and the speaker of the evening was a noted free coinage advocate who had returned to the Republican fold. He explained the reason for his action and claimed that for the United States alone to attempt free coinage would be to Mexicanize our currency. Thereupon a loud-voiced opponent in the audience interrupted him with the question, "Which is the best for us, to become a Mexican colony or to remain as now, slaves of England?" The speaker paused, "I cannot answer that question," said he. "Ah, ha; I thought you couldn't," cried the interrupter. "And I will explain," continued the speaker, "why I cannot answer it, by telling a little story. Once upon a time a company of Federal troops were in pursuit of a band of hostile Apaches. Their chase led them along a mountain trail where no wheeled vehicle could pass. So they strapped a small brass field piece upon the back of a burro and went ahead. They discovered a party of Indians at the bottom of a deep ravine. Their gun was loaded and ready. They backed the burro to the edge of the precipice, turned the gun on the Indians and the order was given to fire. Before the order could be obeyed the burro suddenly wheeled, but the soldier to whom the order was given, in his confusion pulled the lanyard of the gun. Its contents were discharged into the ground.

Holland and England go to Argentina, single animals selling for thousands of dollars.

Our trade in the Argentine is increasing, but the field is not half worked. We know little about the country or people, and they know but little of us. At present their trade relations are almost altogether with Europe. You have to wait weeks to get a direct ship to the United States, but you can start almost any day for Europe. The Argentines are cosmopolitan, singly care but little from where their goods come, but they want the best and the cheapest.

It would pay to establish an American warehouse in Buenos Ayres and keep American goods on display there. As it is,

we sell Argentina agricultural machinery, sewing machines, typewriters and revolvers. I saw American windmills on the Fitzgibbon pampas, and have caught American canned stuffs far up the Pamama Valley.

There is an enormous field for our farm tools in Argentina. American plows are needed, and all of the smaller kinds of farming machinery as well as steam engines, steam threshers and steam plows. The upper part of the country is developing a sugar business, and our sugar-milling machinery could be sold there. There is a big opening, too, for the American shoe, as well as for all sorts of American goods on display there. As it is,

upheaval, stretches of distant peaks, leaning magicward, swathed in the warmest of Arizona tints, pulsing fields of green buds and boughs, and golden gates with wavy lines, sword-vert and nation-lost, for a word turns the backward keys of memory and the picture is revealed again.

On the other side of the brush fire my husband's Chinese cook had gleams among the green pine like the helmet of Navarre, only a good deal ragged and smeared with a combination of brush-burning soot and restaurant turlin, and no modest pen can do adequate justice to his pantaloons. The general discolored appearance of this article of wearing apparel is enhanced by certain suggestions eloquently suggestive of limited rations, while little knobs at the knees attest the unrelieved stress at this point, which stress is confirmed by tenacious touches of pine-tree gum. Indeed, the rear presentation of the entire figure, shoulders and elbows as well, reminds one of Japanese subjects technically under duress, and the broken, pointed, and silk stockings patched with muslin after the most approved esthetic crazy-quilt design. It is for the hope to have and to hold in the glittering legacy of nature said to be hidden among these snow-capped hills that we, with others, undertake hardships and privations, and sleep in cot and hay, and occasionally skip beef, butter, milk and deserts, and do without newspapers, and wear linen gutless of starch or fatirons, and only clean through the process of hand-laundering

Our hopes were not fulfilled, for the ledges "petered," and I returned to law practice. Before I left that section I was employed by a gentleman named Shirley in a cattle case. Among the idiosyncrasy of Oregon legislation there is or was a law by which a grand jury consists of only five members and three of these could find an indictment. It was doubtless intended to prevent shooting scrapes among cattle-owners. When there was a quarrel the disputants, instead of shooting each other, would have each other indicted for stealing steers. There was seldom a conviction, but the prosecuting witness could put his enemy to the cost and vexation of a trial, and enjoy the roasting which his victim would receive from the lips of lawyers. My client, who was one of the wealthiest cattle-owners in Eastern Oregon, was absent in the East at the time the other man's steers strayed into the Shirley herd, but an indictment was found against him, and I was engaged for the defense. While we were preparing for trial, the jail and Courthouse at Baker City was destroyed by fire, and the indictment was burned. Its place could not be supplied, and the grand jury had been discharged. The next evening, shortly after the arrival of the train from Portland, Shirley came

over to the hotel, livid with rage, bringing with him a copy of The Oregonian. In the press dispatches was a special from Baker City, saying: "The Courthouse was destroyed by fire last night, and all the records were burned. It is generally believed that it was fired by J. C. Shirley, in order to get rid of the indictment found against him for cattle-stealing. Shirley wanted to sue The Oregonian and every paper on the Coast that contained the paragraph for libel, and fill every jail in Oregon with editors. He quieted down, however, at the suggestion that The Oregonian would probably retract, apologize and discharge its malicious correspondent, all of which The Oregonian did promptly and fully, not because of Shirley's demand, but because it found, on investigation, that it had been betrayed by its correspondent.

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Is there an Oregonian of the vintage of 1890 who will fail to recollect Senator J. W. Nesmith? His crisp, compact, sententious speeches, his breezy style of dress, and his caustic wit will be long remembered by his colleagues of what is now the "Millionaires' Club." Shortly after his election to the United States Senate, a New England Senator approached him in the cloakroom, where he was enjoying an after-lunch cigar, and inquiringly inquired: "Well, Brother Nesmith, how does it feel to be a Senator of the United States?"

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wart form incased in it, he hurried to the home of the distinguished Pennsylvanian. The servant showed him into the drawing-room and took his card. Nesmith had an appointment with that hour."

Finally Mr. Black appeared arrayed in a dressing-gown and slippers. The twain entered into conversation and conversed until the clock struck seven. At that o'clock struck, then 8, then 9. By this time Nesmith was thoroughly acquainted with the history of Pennsylvania from the time of William Penn, and Black possessed of all the details of the Lewis and Clark expedition.

Shortly after 10 o'clock, Black arose and said: "You will have to excuse me, Senator, for I have an appointment with a lady."

"I wondered," said Nesmith, "when dinner would be ready; and I wondered more what kind of a lady it was that Black had an appointment with at that hour." But the situation was fully explained to me, when Black added: "You will not forget, Senator, our dinner party tomorrow night."

THE BAHIA TROLLEY LINE, OWNED BY GERMAN

bank would get the bulk of the American business, and would probably do well from the start, as all foreign banks have a good business.

A fast line of American steamers should be inaugurated to trade between New York and Buenos Ayres. It could make the trip in 17 days, and it would have a large part of the carrying trade of eastern South America, which amounts to more than \$100,000,000 a year.

Paraguay and Uruguay.
The whole valley of the Rio de la Plata will be opened up in the future, and the trade of interior Brazil will pass through it on its way out to sea. At present we sell much to Uruguay, and we might sell more if a trade were properly pushed. That country in one of good credit. It is on a gold basis, the Uruguayan dollar being worth more than our own. The Uruguayans have about the same wants as those of the Argentines, and similar goods are demanded.

Paraguay is exceedingly rich, but far behind the times along every line of development. The country has only about 200,000 people, but it could easily feed 7,000,000, and at present not one acre in 20 is under cultivation. The land is one of rich pastures, a fine climate and great possibilities in the raising of fruits. The stranger grows wild in its woods, and all sorts of tropical fruits can be raised for the markets of the cities in her south. At present most of the cottons and woollens come from England and Germany, and it is the same with hardware, though much of that now sold is made after American patterns and marked with American trade-marks. All over South America our hardware is considered the best, and the Yankee revolver, ax and sewing machine bring the highest prices.

Our Trade With Chile.
Crossing the continent to the west coast the most promising country is Chile. It has 2,000,000 population, and its inhabitants are the most advanced in business and enterprises of the South American continent. It has a number of good-sized towns. The capital, Santiago, has now about 300,000, Valparaiso has 132,000, and there are a number of other towns ranging in size from 50,000 to 15,000. Chile has German clubs and German scores of great estates, more than 30,000 persons each owning a farm of 500,000 acres and upward. Some single plantations are worth \$1,000,000, and many of the landowners are millionaires. On some of these farms the finest agricultural machinery is used, including steam plows and steam threshers.

The Germans know what good machinery is, and a large quantity of our farming implements are sold. We also sell mining machinery in the coal and silver regions, and windmill pumps about the edge of the desert. We have furnished a vast amount of rails and rolling stock for the railways of Chile. The roads there belong to the government, which is friendly to the Chilean people, and has imported 400 freight cars, 60 passenger cars and 16 locomotives.

At the same time the Germans and English are pushing their trade in that part of the world. The Germans are said to have \$25,000,000 invested in Chile, and German merchants are to be found in every town. Valparaiso has so many that it has German clubs and German book stores, and the same is true of the English. Foreigners, both English and German, own large properties in Northern Chile. One of the best German owners of South America is a Yankee, who lives at Iquique.

Foreigners in Peru.
Both the English and Germans are doing a big business in Peru. The greater part of the coast lands are desert, but the irrigated valleys, fed by the waters of the Andes, have rich sugar plantations, which largely belong to the English. Many of these are equipped with American machinery. One plantation, which has been built by a German, \$1,000,000 buys all its machinery of Philadelphia firms.

There are several American syndicates interested in Peruvian mines. One large syndicate has coal mines in the Andes, and has projected a railroad to bring the coal down to the sea. The engineers are, I believe, now on the ground. Another syndicate has large silver mines, and there is an American smelter back of Lima on the Oroya Railroad, about 14,000 feet above the sea. This railway, which is the highest of the world, was built by an American, who constructed some of the chief roads on the Western Coast of the continent.

An English syndicate has a concession for 5,000,000 acres lying on the eastern side of the Andes, which it proposes to turn into coffee and rubber plantations. A large number of trees have been already set out.

Bolivia and Colombia.
The bulk of the foreign trade of Bolivia is in the hands of the Germans, who sell all sorts of American goods, including sewing machines, typewriters, hardware and firearms. The country is undeveloped, and there should be a good opening there for our hardware, farm tools and wagons. At present there are some Americans mining in Bolivia. The country is filled with minerals, including gold, silver, copper and tin. Several mines are operated with American machinery, which has been brought in pieces to the seacoast, and there put on the backs of mules and carried up to the mines in the mountains.

We sell some goods in Ecuador, and quite a lot in Colombia. If the Panama Canal scheme is carried out, the latter country will be greatly increased. Colombia is one of the richest states of South America, both in fertility and in mines. More than \$70,000,000 worth of gold has already been taken out of it, and the average height of land is so far above the sea that the climate is delightful. FRANK G. CARPENTER. (Copyright, 1903.)

NO. XV—PIONEER INCIDENTS, INCLUDING SOME FROM BAKER COUNTY, OREGON

A bumpitious constituent seeing Nesmith conversing with a gentleman on Pennsylvania avenue, and being unmindful of the proprieties of the occasion, slapped the Senator on the back and exclaimed: "I say, Nes, if I had your cheek, I would get any office in this Government." Nesmith replied with dignity: "You are mistaken, sir. If you had what you call my cheek, with your limited amount of brain, you would get kicked down Pennsylvania avenue every day in the week."

New Natural Teeth at 93.
Philadelphia Record.
"To cut a third set of teeth at the age of 93 is a remarkable occurrence," said a dentist, "but such things have happened. Samuel Crossall, the translator of Assol's Fables, died at 93 from a fever that the cutting of his third teeth occasioned. I used to know a Manyunk woman who began to lose her second teeth at the age of 23. She let them go, and, as one by one they went, one by one others succeeded them, till this woman had at 23 a third full equipment of very white, strong teeth. A man came to me two years ago to show me a front tooth, a third one, that was growing behind a second tooth. I pulled out the second tooth, and the third, after a little persuasion, came forward and took its place. One after another in this way, this man got eight third teeth. To get third teeth, therefore, is not an abnormal thing. Through the courtesy of common. The cutting of third teeth, by the way, is attended with great pain."

Long Distance Printing Apparatus.
Berlin, Germany, will soon have an electric-distance-printing apparatus as an adjunct to the telephone. Through the contract with the Postoffice Department, of which the telegraph and telephone system is a part, the Perarducker Company is able to establish a special service for subscribers in Berlin and its suburbs, who can exchange communications in printed type by way of the main telegraph office. The apparatus is similar to a typewriting machine. After connection is made, communication can be had by simply manipulating the machine like a typewriter; even if the addressee be absent, the printing goes on automatically on tape. The text of the message is duplicated on the text of the sender, so that a correct record is kept and mistakes in transmission are avoided. The annual subscription is \$10.

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