

TAKE YOUR CURE TO THE SOURCE

Sultan's Country Suddenly Looms as Country of Opportunities Since Reforms Have Made It Possible for Investors.

By Charles P. Stewart, European Manager of the United Fruit Company.

Constantinople, April 10.—With the opening of the tourist season, business men from all over the world are pouring into Constantinople to investigate opportunities under the new liberal regime, for commercial development along various lines in the sultan's territories.

There have been many on the ground, to be sure, for months. Those first in the field, however, were generally of the class already pretty familiar with Turkish conditions, and in many instances with established interests in the capital or its tributary cities. The latest arrivals, mostly representing elements which are as yet unacquainted with the situation, attracted by stories of marvelous opportunities for money making on a large scale, they are combining business with pleasure on trips to inform the tourists concerning the chances for "ground floor" investments in a country recently transformed by revolution from one of the most backward and perhaps the most receptive nations on earth.

Thus far it is no more than receptive. Unlike most of the modern countries of western Europe, Turkey has suddenly become friendly to up to date improvements. It hasn't got them yet, however. With a population of more than 1,000,000, Constantinople, without telephones, electric lights, trolley cars, waterworks or sewers, few Turkish business men ever saw a typewriter, steam heating has hardly even been heard of, and in all the capital there are not more than a half dozen automobiles.

Farming is conducted on primitive lines, as is business in the cities. The soil is scratched—never turned over—by wooden plows, growing crops are cultivated by hand, threshing is still done with flails, and even wheeled vehicles are a curiosity.

That there is an enormous field for the exploitation of modern methods, improvements and machinery in city and country alike every foreigner who visits Turkey is agreed. The Turks want them, too, and are pretty generally able to pay for them. Desperately at the government needs funds, and cruelly at the people are taxed, there is a great deal of liquid money in circulation here. Among the Greeks and Armenians there are many wealthy men and a still larger proportion of the well to do. The Turks though more numerous, number less capitalists. With what they have they are remarkably free handed, and so far as comparatively small and inexpensive commodities are concerned, are liberal buyers.

The farming population is really rich. The highly productive though rather small tobacco country surrounding the port of Cavalle fairly rolls in wealth. Experts in the employ of the American Tobacco company, which has large interests there, estimate that scores and hundreds of the native growers own comfortable fortunes.

With the most antiquated methods of cultivation numbers of them average crops of \$1000 yearly on patches of only three or four acres. Their expenses are almost nothing, and practically the whole of their savings is simply waiting to be tapped by foreign enterprise. Ten million pounds of tobacco are annually through the port of Cavalle alone.

Europeans and Americans who have toured the country of late are unanimous in the opinion that it has been ripe for years for development by manufacture of modern farm machinery and the comforts and conveniences of life. The old government made it too expensive, however, for foreigners to do business there. The new one is encouraging their entrance into the field.

The main controversy is over the question who is to get the business. Austria has stolen a march on the rest of the world, Germany is a close second to the Austrian interests already engaged in the development of the country and England trails a long way behind the Germans. Americans are barely making a start.

They are looking over the situation very thoroughly now, however, but they don't agree as to the outlook. Speaking generally, their views depend on lines of trade they represent. Manufacturers of farm machinery, for instance, talk pessimistically. They say Germany and Austria have so great an advantage in the matter of transportation that it seems almost impossible for America to compete, though a good many agents are nevertheless trying to do it. As opposed to machinery houses, the representatives of food product concerns are delighted. The Turks in particular are extremely liberal with their money, and the country is full of American staples or delicacies for the palate are developing a heavy demand for these goods.

Summed up, the situation seems to be that Americans can easily control the field on all articles they can produce at a price less cost or of a trifle better quality than their European competitors, but that on goods Germany and Austria can manufacture on even terms or for less money than America. The two Teutonic countries' proximity to the market will give them a hopeless advantage.

There is considerable complaint by Americans, too, of the enormous expense of sending representatives through the country to open up their respective fields.

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The impairment of the nervous forces in men and women is first manifested by nervousness, irritability, depression, worry and anxiety, without reason, trembling of the hands and limbs, with the slightest exertion, heart palpitation, constipation, kidney troubles, a general inability to act rationally at all times as others with health in their bodies.

In a half pint bottle get three ounces of syrup sarsaparilla compound and add to this one ounce compound fluid balsam, and let stand two hours; then add one ounce compound essence cardiac, and one ounce tincture cadomene compound (not cardamon); mix all together, shake well and take a teaspoonful after each meal and one at retiring.

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fields. The pessimists think this will always be a serious difficulty; the optimists that, as soon as a demand for American goods had been created, native agents can be installed and earlier losses will be quickly wiped out.

One very general ground of annoyance to Americans is that Germans and Austrians, whose geographical advantage enables them to reach Turkish ports with comparatively little difficulty, have been allowing their customers so much time to pay for shipments that the market is completely disorganized and profits wiped out by losses in interest on money tied up, frequently for months at a time.

American traders in goods the native population considers indispensable have met this difficulty by refusing credit altogether. Those who must compete with European rivals lose their customers as soon as they do so and are most seriously embarrassed by the system.

In Constantinople there has begun to be considerable real estate activity of late. Prices are still low, and a good many foreigners are investing heavily in anticipation of a big rise. Under the old regime the country's condition was deemed so hopeless that no one cared to buy real property for speculative purposes and those who erected expensive buildings for any specific object generally found them unsalable if they ever subsequently wished to dispose of their holdings.

The transaction by which the American embassy acquired the handsome structure it occupies on the Rue Cabristan—Constantinople's second-best street—is directly in point. The building, a veritable palace, was put up by an Italian banker in Constantinople at a cost of between \$200,000 and \$400,000. When he died it proved unsalable and Ambassador Lehman was able to get it from the estate on practically his own terms. Congress appropriated \$150,000 for the purchase but the ambassador refused to apply even this amount to it and finally secured both building and the ground on which it stood for \$118,000. The balance was devoted to the erection of a wing in which the consulate will shortly be installed.

One thing which more or less worries all foreign investors in Turkey is the obvious weakness of the present government. Of a return to the former despotism there is no chance whatever. Fighting between the two great political factions which are now striving for control is unquestionably imminent, however.

The liberals, with former Grand Vizier Kiamil Pasha at their head, favor strong centralization as an absolute necessity for political reorganization and a regeneration of officialdom. They accuse the Young Turks of resisting any change from a condition of virtual anarchy and of exposing the country, at the same time, to the danger of rule by an irresponsible, anonymous, intangible coterie under the name of the committee of union and progress.

The Young Turks, led by the committee of union and progress, with Grand Vizier Hussein Hilmi Pasha as a nominal but wholly powerless leader, charge the liberals with tending toward reaction. Their idea of freedom is practically no government at all, and at present, anything in the nature of internal government is, in fact, practically nonexistent throughout Turkey.

The Young Turks control parliament but the liberals include most of the stronger and more experienced Turkish statesmen. The army is with the Young Turks but its allegiance rests on practically nothing but the hope of peace. This the Young Turkish government is unable to provide and as soon as the troops become convinced that the liberal rule would be more likely to supply the necessary funds for the liquidation of their long-accumulated arrears it is a pretty safe prediction that the political views will undergo an immediate change.

A clash between the liberals and Young Turks is not at all likely to be as bloodless an affair as was the revolution. The sultan was easily vanquished because he was one man, almost alone, against practically an entire country. The liberals and Young Turks will be pretty evenly matched and there is no prospect that either side will yield without a test of physical strength. Every one in Turkey is armed, the troops will certainly participate in the struggle which may occur, fierce fighting among the score of different races and nationalities which constitute the country's population is certain to accompany a civil outbreak and looting and private murder by the criminals will have thronged the streets, undisturbed by the authorities, under the new government can hardly be avoided. No one in Turkey expresses anything but the gravest apprehension of such trouble, which even high officials confess may reasonably be expected at any time. Among foreigners, the pessimists, again, express many fears that civil difficulties will be a serious peril to outsiders as well as to the native population. The optimists don't think so. They point to the fact that there is practically no anti-foreign feeling among the Turks, that capital from the outside is much desired by leaders of all Turkish parties and venture the opinion that outsiders' persons and property will be protected by common sense, however hard the natives may fight among themselves. In the end, they declare the country will somehow settle back into good order under a liberal and stable government and that the development of everything Turkish will then go on at a rate proportioned to the enormous advances it must make to overtake even the most backward portions of the rest of Europe, in a reasonable length of time.

FIND YOUR MIES 9000 YEARS OLD

British Scientist Makes Marvelous Discovery in Land of Incas.

New York, April 10.—One of the most notable discoveries regarding the early history of Peru has recently been made by Hewitt Myring, an English antiquarian, who has arrived in New York by the Royal Mail steamer Atrato, on his way home. He had 2000 specimens of pottery and weapons of the ancient Peruvians.

Remains and relics of the ancient inhabitants of Peru, which are said by scientists to date from 4000 to 5000 B. C. were found by Mr. Myring under an old Inca burying ground when he was exploring in the mountains about 200 miles inland from Lima. The bodies in the burial ground were found to be in an excellent state of preservation, the skin and clothing being preserved by the alkaline in the soil.

When the bodies were exposed to the air the bones and skulls crumbled into dust, but the bodies were found to be covered with a long, tapering spout, which were filled with a liquid supposed to have been a wine of some kind.

The cast of the features of these ancient Peruvians resembled the Mongolians, with a scattering of Indian and negro type, according to the discoverer. The discoverer could be easily distinguished by their great wooden war clubs resting on the left arm, or the blue copper headed battle axes fixed out from the pure metal. One chief had a long copper needle driven through his skull.

Pottery plates with double bottoms, hidden in which were ancient coins of gold and silver, were found in some of the graves. Mr. Myring said scientists could get a good idea of the great age of these by the corrosion of the metals. The bodies were all fully clothed in embroidered garments of fine texture, showing that the people had the same belief as the Incas, that after life, luxury and the wicked to do all the work, so the scientists contend.

All the specimens of pottery were artistically designed in the shape of men, animals, and the glass was as perfect as the day it was put on, probably several years ago. The ancient Peruvians excelled in the art of making pottery, especially in the firing and decorating. In addition to the pictures of men and animals, many of the specimens were decorated with Chinese dragons and weird looking fish resembling mermaids, and sailing craft like junks.

The most valuable portion of this discovery of antiquities, according to Mr. Myring, consisted of the great urns, some of them six feet long and so heavy that it required three men to carry them. They were found buried beside mummies, and the majority of them had the features of the man or woman delicately carved either on the upper part of the urn or on a solid stand beneath. The faces of the urns were of a dark brown color, and glazed as smooth and hard as a billiard ball, as is they had just left the hands of the potter. The discovery of the remains of a prehistoric people has created considerable interest in Peru. Mr. Myring gave several specimens to the National Museum in Lima, and it is understood will donate other fine specimens of the pottery to the British Museum in London. The rest he will add to his private collection at his home in Park Lane, London, which contains rare objects from all parts of the world.

The discoverer showed photographs he had taken of the mummies to the captain, officers and some of the passengers of the Atrato on the way up from Colon to New York.

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President Taft will open the fourth annual Lakes-to-the-Sea Deep Waterways convention in New Orleans next November. The convention will last three days, beginning on November 18. President Taft has pledged himself to attend the convention and has gone on record as favoring a big appropriation for the next congress for the deep waterways movement.

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