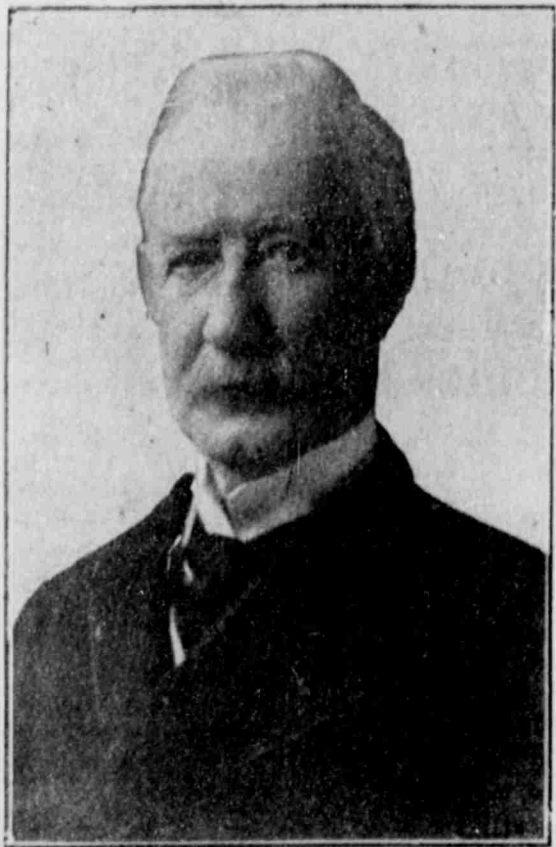


UNCLE SAM'S DAILY.

A NEWSPAPER ISSUED BY THE DEPARTMENT OF COMMERCE, WITH AMERICAN CONSULS AS REPORTERS.



MAJOR JOHN M. CARSON.

Editor of the United States Daily Which is Receiving a Wide Circulation.

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

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WASHINGTON, D. C.—I have just had a talk with the chief of the bureau of manufactures of the department of commerce and labor as to what Uncle Sam is doing to increase his foreign trade. This bureau is one of the most important branches of the government. Our foreign trade is rapidly increasing and our domestic exports are now greater than those of any other nation. We sold to foreign countries more than \$1,700,000,000 worth of goods during the year ended June 30, 1906, and of this more than \$600,000,000 consisted of manufactures. It used to be that the most of our wealth came from the farms. Today we have about \$18,000,000,000 invested in manufacturing plants, and those plants are now turning out something like \$15,000,000,000 worth of goods every year. This enormous product is more than we can consume, and, if the plants are to be kept busy, we must have increased markets for our surplus abroad. It is the business of the bureau of manufactures to aid in finding such markets, and also an outlet for our enormous surplus of agricultural products, the sales of which last year approximated \$1,000,000,000.

HOW OUR CONSULAR REPORTS ORIGINATED.

It takes a good man to be chief of a bureau like this, and President Roosevelt chose well when he selected Maj. John M. Carson for the position. Maj. Carson has for 30 years and more been one of the leading newspaper correspondents at Washington, and as such he has been noted as an authority on all matters connected with manufactures and commerce. He was a close associate of McKinley's and as clerk of the ways and means committee he assisted in forming the tariff acts of 1883 and the famous McKinley bill of 1890. Indeed, he is the originator of the system of utilizing our consuls as business agents, or at least of making their reports of actual value to our exporters and manufacturers. It used to be that when the consuls made reports they were stuck away in pigeonholes until the end of the year, when they came out in a bulky volume known as the Commercial Relations of the United States. This volume went only to congressmen and government officials, and it was of no practical value to the business men of the country. This was the condition up until William M. Everts became secretary of state, away back in the days of Rutherford B. Hayes. About that time Maj. Carson, having noted the valuable business news contained in these reports, suggested to Secretary Everts that they ought to be given to the press when they were fresh, and the result was that Everts issued them as a monthly magazine and sent them out all over the country. This publication was continued until about a year or so ago, when the state department published the reports as a daily. Then came the transfer of the United States consuls as business agents to the bureau of manufactures of the department of commerce and labor and the appointment of Maj. Carson as chief and as editor of the daily. As to the work since then and as to the possibilities of the future I can give them best in the words of Maj. Carson himself.

UNCLE SAM'S DAILY.

"We have materially changed the 'daily,' which the government publishes, giving the latest reports from our consuls on foreign trade matters," said Maj. Carson. "As it was issued by the state department, the consuls wrote on all sorts of things, gathering their information from a variety of sources

and roaming the world for subjects. A consul in Lyons, France, for instance, might send in an essay on Confucius, or in South Africa a treatise on the raising of silk worms in China. An agent situated at the key port of Vladivostok might discuss the heat rays of the equator, and a consul at Para at the mouth of the Amazon, describe the course of the icebergs on their way down from the pole. As it is now we are devoting ourselves to reports on trade matters only, and are largely confining the investigations of the consuls to their own districts and as to how American trade may be pushed in those districts. We are cutting out the essays and superfluous matter, and are gathering live, up-to-date information about our foreign trade and its possibilities from various other sources. We have materially improved the 'daily' in its value to our exporting and manufacturing interests, and we find that it is more and more appreciated from day to day. It now goes to every large manufacturer of the country as well as to every exporter of note. It has such a standing abroad that the consular agents send it to their governments, and the foreign newspapers quote largely from it. I got a request the other day from the editors of the London Times that it be sent regularly to them, and we now have the London Times on our exchange list."

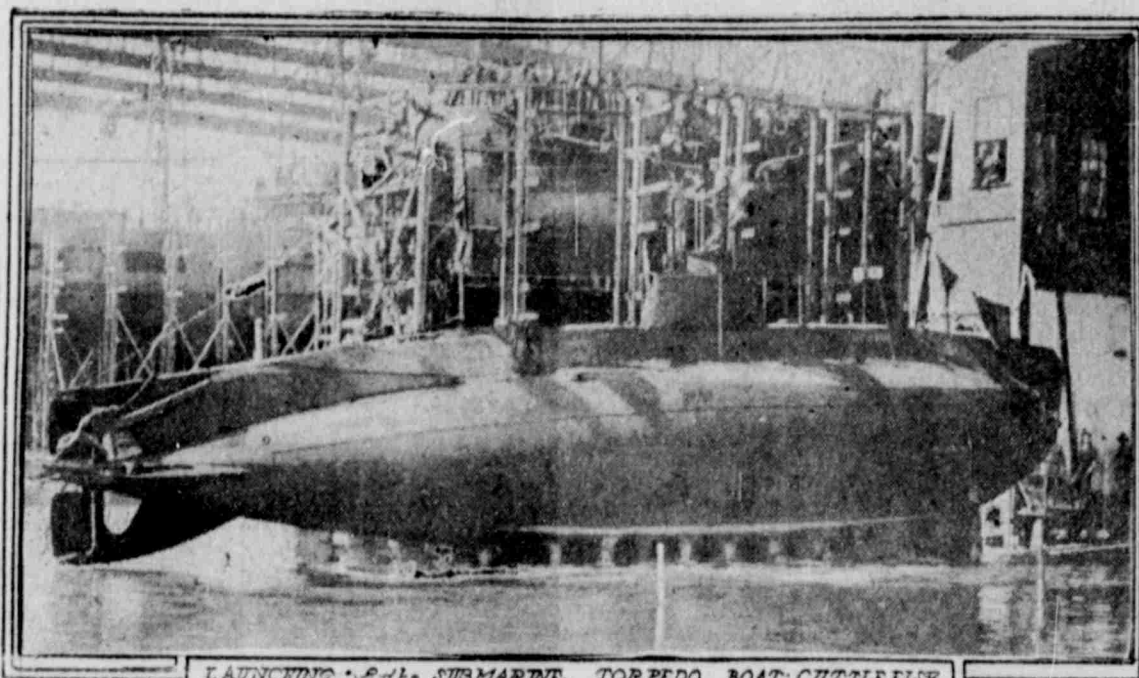
THE GOVERNMENT REPORTERS.

"Tell me something about your machinery for getting business information," I asked. "We have, as you know, the American consuls. One is located at every trade center, and they are required by law to respond to our inquiries, giving us such information as we call for. There are about 400 consuls, and they sent us last year more than 4,000 different reports. In addition to that we watch the newspapers and magazines, and call out any authentic information of value. We also get the reports issued by the British, German and other governments, and make such extracts from them as will interest our people. Indeed, we try to gather such information from every source as will promote American trade, and enable our people to get it. We aim to put the information in the shortest possible space and in the plainest possible way."

KEEPING TRADE SECRETS.

"But is it advisable to give the reports of our consuls to the world at large? Should they not be sent under bond of secrecy to our manufacturers and exporters only?" "Some things are kept secret, but we believe that others can be published to advantage. The nations of Europe are more scrupulously guarding their secrets from year to year. The Germans, for instance, now publish but few of the business suggestions of their consuls, and they circulate their trade reports only among their own manufacturers and exporters, with injunctions that they must not be sent abroad. Great Britain, which has been publishing its consular reports, is now considering whether they should be withheld

The Bureau of Manufactures and what it is doing to increase Foreign Trade—Valuable Information for our Exporters—And how it is distributed—How Germany Guards its Trade Secrets—John Bull's Methods—Our Trade Agents Abroad—American Cotton in China—Opening for Boots and Shoes—Chinese Wheelbarrows and Jinrikshas.



NEW SUBMARINES FOR OUR NAVY.

The submarine torpedo boat Cuttlefish which was launched at Gurney, Mass., last week, is one of the four Holland boats now being built for the government at that place. The dimensions and particulars of the Cuttlefish are held as confidential by the navy department, but it is known that it is to be larger and faster than the Holland boats now owned by the government.

from the public and the British press, strange to say, is advocating their non-publication. We know that our own consular reports are sent abroad as soon as they are published. The agents of the German government cable everything of value, and such cables relate to every branch of manufacture and trade. Some of our consuls, for instance, write us that they hear of their own reports first through Berlin rather than through the United States. The cable is now largely used in trade matters and by its means Berlin is brought as close to Washington as New York, Baltimore or Philadelphia."

PROGRESSIVE GERMANY.

"What nation pushes its foreign trade best, Maj. Carson?" "The Germans are far ahead of all others as to such matters," replied the chief of the manufactures bureau. "The various industries there are thoroughly organized as to foreign markets and the government does all it can to help them. Industrial and technical schools have been established with a view to foreign trade, and young men are sent abroad to be trained as commercial travelers. They learn the language of the country in which they are to work; they study the patterns most liked by the people and know all about credits and the methods of doing business. In nearly all the foreign countries the Germans have resident agents at the chief ports with subagents throughout the interior. Such agents often intermarry with the people of the countries where they are stationed. The German government offers also special inducements as to freight rates on goods intended for export."

UNCLE SAM AND THE MANUFACTURERS.

"What arrangements have you for giving information to our manufacturers and exporters?" I asked. "We are now making a classified catalog of all the manufacturers and exporters of the United States, and we shall have a cross reference card index system by which we can tell at a glance anything we want to know about them. Shortly after I took charge of the bureau I sent out about 40,000 circulars to our various manufacturers and men interested in foreign trade, asking for detailed information regarding their commodities for export, their capital, output, system of doing business. I have received many responses and we are tabulating and card indexing the information."

OUR SPECIAL TRADE AGENTS.

"You have some special traveling agents who go from country to country, reporting on American trade and how it may be increased, have you not?" "Yes. There are four such men now abroad. They were provided for by a congressional appropriation to investigate our foreign trade. Last year they visited Central and South America, Canada, Mexico and Cuba, and also China and Japan. One of our agents is now in Egypt, and he will go thence to East India."

OTHER OPENINGS IN CHINA.

"What other openings did your special agents find in China?" "They reported upon many things," said the chief of the bureau of manufactures. "The Chinese world is just

times get up reports for special branches of trade showing what is doing in those branches all over the world. We did that for the boot and shoe trade, furnishing the manufacturer with a list of the dealers in every consular district, and describing the sort of shoes used and how they should be marketed."

"They go under the direction of the bureau of manufactures," said Maj. Carson, "and they act according to the instructions of the department. They are told to investigate the industrial and commercial conditions of possible markets and the status of other nations in those markets, with especial attention to advancing the products and manufactures of the United States. They have to inquire into the products and manufactures of the people of each country, the cost of production, the prices at which things are sold, the customs duties and in fact all information that might be of value to our manufacturers. In fact, their instructions cover the gathering of all sorts of commercial, industrial and financial information such as is needed by our exporters or those who manufacture for foreign trade."

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