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JAPAN EXPANDING IN AUTOMOBILES

American Machines Rapidly Displacing the Jinrikisha and Coolie Cart.

IMPROVING THE ROADS

Manufacturers Eager to Join With Producers Here in Making of Cars.

By MILTON B. M'INTOSH.

TOKIO, Jan. 30 (delayed).—The American automobile is rapidly displacing the jinrikisha here, and our motor trucks, big and little, are crowding the coolie carts, horse and ox wagons off the streets and roads.

The advent of an automobile has created many problems for Japan, and American engineers will have an opportunity to help in the solution of them. Good roads are being built everywhere in Japan, Corea and South Manchuria. It is probable that concrete roads will be made standard for interurban highways. The country roads pass through towns and villages every mile or two except in the interior, where mountain chains and wider expanses are common.

There are five classes of roads in Japan: National, Prefectural, District, City and Town, and Village. The National roads run from Tokio to the great shrine at Ise, to headquarters of army divisions, to naval stations, to prefectural offices and to the chief open ports. They also connect these with each other. The greatest width of these national roads is 42 feet and the minimum 18 feet.

The prefectural roads lead from the prefectural offices to their several district offices and to the cities, towns and seaports within their respective districts. Their width is 24 to 30 feet.

The district, city and town roads are the many little connecting links which tie up the national and prefectural roads into one great whole. They have no definite width and vary from those barely wide enough for a jinrikisha to pass through to those upon which the coolie carts travel.

Vast Improvements Forced.

Expenditures of these roads exceed $12,000,000 yearly. It is understood that twice this amount will be expended during the current year and the coming of the automobile into such general use practically makes certain the annual expenditure within three years of as much as $50,000,000.

Bridges are an important item in Japan's road building. Already there are 246,144 bridges on a total mileage of built roads of less than 350,000 miles. Of these bridges 518 are iron, 71,268 stone, 136,860 wood, and the rest are of earth, pontoons, &c. No consideration has been given to city streets, but the big cities will soon let large paving contracts. The automobile is forcing municipalities to condemn great strips of property for the widening of streets. It is forcing the construction of good roads, paved streets and thoroughfares, and while these activities are bi-products of the automobile, they should be taken into account by both engineers and exporters of automobiles to the Orient.

The cars mostly in use throughout Japan, Corea and South Manchuria are American. Prior to the war America's share in the sale of good cars was negligible. The cheap and popular grades predominated. The tendency since the war has been to return to Europe for high grade cars, but deliveries from there have not yet materialized. This has given high grade American cars a chance and they are now seen almost everywhere. However, the preference in high grade cars is for those of European origin.

In Tokio, with a population of about three million, are more than 4,000 cars the great bulk of which are American.

Limousines in Demand

The Japanese build their own bodies for the higher priced cars for the economy in construction and the saving in freight and duty. Chassis carry a duty of 25 per cent., complete cars 35 per cent. Limousines are in greatest demand because the women wear no hats, and these Japan built bodies are up to date in every particular. Touring cars are used only for business. Runabouts are not used at all.

The idea that quality cars come from Europe only is due to the American custom of advertising the creative ability of our manufacturers, the size of their organizations, the tremendous quantity of output and the popularity of design and price. In the Japanese mind the great advertisements of American cars create the impression that more care was taken in the production of the advertisement than in the production of the car. This advertising policy is unfortunate for all foreign markets—particularly the Oriental.

Another reason for this impression is the policy of British and continental salesmen to lay great stress upon quality. They talk quality all the time. They show that with quality there can not be a quantity production. After a careful grooming over a long period, the Orientals have come to the belief that for price and quantity America; but for quality, only England and Europe.

This does not mean that America will not continue to sell cars of all grades to Japan. The war has so completely crippled European production that America can feel secure in the field at present, but if America would assure the future of this market more attention must be paid to preaching quality only.

Japan is taking the automobile business seriously and there are just now opening up in this section of the Orient great opportunities for joint American-Japanese development of the business. Japanese companies are anxious to extend their activities to the manufacture of cars and are willing to join hands with America in such ventures and to share the profits. This idea seems to be the predominant one on all sides, and there are offers going up from native concerns to unite their capital, brains and labor with American institutions. The wise men of America will do well to investigate this phase of the possible development of the American automobile industry.

HAWAII BOOMS COFFEE.

Planters Figure on American Import Duty.

HONOLULU, Feb. 17. — Anticipating that it will be necessary for Washington to impose new import tariffs during the reconstruction period for the sake of revenue, the coffee planters of the Hawaiian Islands have injected a renewed enthusiasm into their labors. If a sufficient import duty is placed upon coffee there is little question but what Hawaii will become as important in coffee production as Porto Rico. Certain it is that the climate and available land in Hawaii are ideal for the growth of this industry.

As a matter fact, coffee was introduced into the islands about seventy years ago. It is a much older industry than sugar, but lack of support from the Government has caused the industry to remain in its infancy.

Hawaiian Fire God Diverts Flow of Lava

DURING the recent lava flow down the side of Mauna Loa on the Island of Hawaii an ancient Chinese farmer looked out of his doorway to see the molten mass making straight for his hut. Panic stricken, he called upon all the gods he had ever heard of to spare his home and his farm, but to no avail until an old Hawaiian helper screamed, "Pray to Pili!"—the Hawaiian God of Fire. The Oriental fell upon his knees and prayed loudly and earnestly. To his great relief the flow changed its course just in time by making an almost right angle turn without apparent cause, flowed on past his home, and then made a sharp turn back to its original course. Proof of this freak of the flow is furnished by the now solidified lava which surrounds the farm on three sides.

NEW BUYING PLAN FOR EAST INDIES

Dutch Government Sends Agent to Islands to Effect Economies.

By JOHN A. FOWLER.

United States Trade Commissioner.

Under the present method of purchasing supplies for the Dutch East Indian Government various departments are permitted to get the material in the local markets independently of one another, but if such material cannot be obtained there or is thought better to be procured from abroad a requisition is made on the colonial department of the home Government, which makes the purchase through its purchasing bureau. Though this method has its advantages, especially during war times when materials are hard to get, the Government is said to have lost considerable sums through one department bidding against another.

With the hope of effecting a saving to the Government and making the purchasing abroad more effective officers of the colonial department of the home Government have been in the colony for some months arranging for a reorganization of the local purchasing system along more scientific lines.

Under the new plan, except for such articles as require special knowledge in selecting and testing, all purchases will be made through the purchasing bureau of the colonial department, which will have an office at Batavia besides the organization abroad. Duplicate requisitions will be sent to the Batavia office and to The Hague, every opportunity possible being given the home business community to participate in the business. When, however, it is decided to make the purchase abroad a requisition is sent to the branch office in New York and European manufacturers are notified that the purchasing office at The Hague is open to receive offers. Though this New York office has had wide discretion in purchasing, the probabilities are that requisitions will more and more bear instructions to refer prices and conditions to The Hague before definitely purchasing, as the European sources of supply open up.

The purchases for the Government are a very important item in the imports of this colony, totalling in 1917 over 20,000,000 florins, or about $8,000,000, not including imports of gold and silver, and in 1918 the imports into Java and Madoera alone amounted to 27,360,221 florins, or approximately $11,000,000, of which the United States supplied $1,170,000 of sundry imports and $2,262,000 of iron and steel products.

While the Colonial Government stands ready to give advice to the various district governments, their purchasing is done by the several minor governments themselves, save when the Colonial Government builds the improvements.

JAPAN-CHILE LINE PLANNED.

Sailing Vessels to Be Used on New Routes.

TOKIO, Feb. 17.—Plans for the opening of direct lines of sailing vessels between Chile and Japan now are being made by leading business men of the two nations. With this object in view, a shipping firm, to be capitalized at over $1,000,000, is being promoted, with the intention to buy or build six sailing vessels, each of about 5,000 tons, and to be equipped with auxiliary engines.

Francisco Rivas, Minister of Chile to Japan, has been encouraging the project since he reached this country two years ago.

Japan is one of the principal consumers of Chilian nitrates, and imports a great deal of copper and iron ores and other raw materials abundant in Chile. On the other hand, there is understood to be a great demand in Chile for Japanese cotton goods, glass wares, porcelains and other products; but their exportation to Chile is hampered by high freight rates.

Japan is now assiduously engaged in extending her trade to the South Pacific islands, the Straits Settlements and other places, and it has been suggested that the proposed lines of sailing vessels could be outlined for this purpose.

BRITISH EXPECT RUSSIAN TRADE

American Intervention in Siberia Hurtful to Commercial Interests.

Special Cable, Copyright, 1920, by THE SUN AND NEW YORK HERALD.

PEKIN, Feb. 16.—British commercial interests in the Orient are elated over the prospects of almost immediate resumption of trade with Russia under a Government scheme of insurance of risks backed by an Imperial fund of 42,000,000 pounds sterling. It is understood here that the scheme is backed by Lord Milner, Sir Auckland Geddes and Bonar Law.

As soon as English commercial interests sensed the fact that the supremacy of Bolshevism, or perhaps, for greater accuracy, we should say the supremacy of the Soviet Government, was inevitable throughout all Russia, including Siberia, the British troops were withdrawn before the feeling against intruders mounted too high. This left the Americans and the Japanese in Siberia to become the objects of resentment, which they have become, despite their oft repeated assurances to the Siberians that they were in Siberia only to lend assistance. Even at banquets where army officers have spoken to reassure the people that such was their sole mission, responses by Siberian guests to these speeches have expressed their resentment of this outside interference.

No reports have reached the Orient yet concerning the attitude of English firms toward this scheme, but the general British sentiment in the East is that quick action now will secure for Great Britain practically the whole of the Russian market. The idea being that English firms operating through the usual trade channels from the West and British firms operating through their well established channels from the East can, by barter, proceed immediately to carry on a most lucrative business almost free from competition.

Our countrymen in the Far East now anticipate that America will suffer a tremendous handicap, which, they say, need not have been the case, for as long ago as 1917 residents in the Orient realized that the entry of our troops to intervene in Siberia would eventually create friction with the Russians, who would not understand our motives.

What is past is spilled milk, but unless there is insistence that the facts be made public concerning the actual conditions in Soviet Russia so that our business men may know what can be done now, we shall eventually find that the cream has been skimmed from the Russian market.

SOUTH AFRICAN FRUIT HERE.

Shipment in Good Condition After Six Weeks in Transit.

Indicative of the movement of American commercial men to obtain for Uncle Sam his share of the world's trade even in remote corners of the globe, announcement was made to-day that the first shipment of fruits since the world war was declared arrived in this country recently from Cape Town, South Africa.

The fruits consisted of peaches, plums, nectarines and apricots, and while practically six weeks en route arrived in good condition, according to a statement made by William Frank, general manager of F. A. Richmond & Co., wholesale fancy fruit dealers of this city.

Far Eastern Trade Notes

It is reported that Japan is planning to appoint two commercial attaches—one to the United States, whose office will be in New York city, and one to China, whose office will be in Shanghai. The appointment will depend upon the passing by the Diet of the new budget for 1920, which has just been announced.

For the advancement of engineering knowledge and practice, the maintenance of high professional standards, and the fostering of a spirit of cooperation a new society, called the Association of Chinese and American Engineers, has been formed in Pekin. The provisional constitution was signed by thirty-nine engineers.

As the result of a recent conference between the American Silk Association and the trustees of the Canton Christian College, a building is to be erected at the college for use in connection with the instructions in sericulture that are to be given.

The Tokio Motorbus Company has recently declared an annual dividend of 6 per cent., its books showing a net profit of $45,000 for the second half of 1919. This company, which began operations the first part of 1919, runs 118 passenger busses and 58 motor trucks. The busses, which have no seats on top and carry fourteen passengers on the inside, run on five lines, practically parallel to the electric lines, and although the fares are five or six times as high as on the street cars the busses seem able to compete successfully, owing to the constantly increasing volume of traffic.

American Vice-Consul Balford Q. Shields reports that there are in the reference files of the Public Library of New South Wales, Sydney, over 2,000 trade catalogues from American manufacturers, and that these are consulted frequently by merchants anxious to compare descriptions of articles from other countries with those that are to be had from America. The Consulate forwards to the public library and trade catalogues that it receives in duplicate, and the back numbers of trade and technical magazines as new issues are received.

According to American Consul G. L. Logan, Penang, Straits Settlements, the success of the American dredges now operating in the tin fields of the Malay Peninsula has given marked impetus to the installation of such machinery, which is further assisted by the scarcity and increased wages of the Chinese coolies by whose hand labor tin recovery has been accomplished heretofore almost entirely. Dredges not only work the virgin field cheaper but have been found to even work profitably in ground already worked over by primitive methods.

SHANGHAI SLOGAN IS "SAFETY FIRST"

Foreigners Organize to Prevent Disease Through Native Household Servants.

SHANGHAI, Feb. 17.—Shanghai has what is called a "Safety First Club," the single aim of which is to prevent the introduction of disease into foreign households through servants. The organization is an outgrowth of activities of St. Luke's Hospital and it was formed to enable members, in return for fixed fees, to have their Chinese servants examined at the hospital periodically.

The need of such an institution in Shanghai is appreciated when it is remembered that the 20,000 or more foreigners are domiciled in a city of more than 2,000,000 which has no sewers and in which none of the ordinary safeguards to preserve the public health exist. Wages are exceedingly low in comparison with Occidental standards, and range from $6, Mexican, a month for the coolie house boy up to probably $35, Mexican, a month for a cook. It is a modest establishment that has not two or more native domestic workers.

The foreigner has sought to safeguard his health by following the common practice of engaging his physician by the year, under contract, and by other means. Yet it is felt that the door of the foreign household has been left open to infection by ignoring the condition of servants who are recruited from all quarters of the community and who for the most part come from outside the limits of the international settlement that forms the heart of the city. It is to deal with this source of danger that the Safety First Club was formed.

Plan Japanese Exhibit Ship.

A plan is reported in the Japanese *Weekly Chronicle* for chartering a steamer of 10,000 tons, remodelling it into a suitable show place for Japanese products and sending it around the world.

Australasian News

Written for THE SUN AND NEW YORK HERALD.

SYDNEY—The office of the American Consul General is to be transferred from Sydney to Melbourne. The reason for the change is not made public, but it is understood that representations were made from Melbourne to Washington that the Consulate General should be in the Federal capital.

T. Sammons, who arrived in Sydney from Japan recently, has been Consul General for the United States in the East for sixteen years. He proceeded to Melbourne at once to take up his duties as Consul General. America anticipates a greatly increased trade with Australia during the next few years, and has accordingly chosen one of the men best informed in Eastern commerce as Australian representative.

SYDNEY—The inauguration of the Italian steamship line, the "Lloyd Sabaudo," on December 11 was celebrated here at a dinner attended by the consuls of the various nations, representatives of the Government and members of the shipping and commercial community. Dr. Marano, the Italian Consul, said that the establishment of the line would do a great deal to develop Italian trade with Australia and the East, and that Italy was looking to the Commonwealth for primary products.

SYDNEY—An excellent market for Australian wines exists in Japan, according to P. T. Susman, managing director of Tallerman & Co., who recently returned from a trip to the Orient.

SYDNEY—The population of the State of New South Wales on September 30, 1919, was 1,934,254. Of this number 1,000,708 were males. During the period from July 1 to September 30, 1919, there were 12,844 births in the State, whereof 6,554 were males. Deaths for the same period were 8,332.

MELBOURNE—Press cables from London state that there is every prospect of a considerable increase in the tonnage available for the Australian trade in 1920. The Government is diverting the "Megantic," a twin screw steamship of 11,932 tons, to the Australian sea routes, and six P. & O. steamships which were in the trade in the pre-war days are also being refitted for the Australian trade. The N. D. L. Company's steamship "Berlin" is being placed by the Imperial Government under the P. & O. Company's management for the Australian-Indian passenger traffic.

BARRIER—The Barrier miners, who have been on strike for nine months, have announced their intention to remain out until their demands are granted. They desire a six hour day, £1 a day as wages and the abolition of the contract system.

SYDNEY—Lieut.-Col. L. J. Hurley, C. M. G., who was Trade Commissioner in Great Britain for New South Wales up to November, 1919, when he resigned, due to the condition of his health, arrived here recently. He said that his physician had advised him to visit Australia during the northern winters, returning to London in March.

SYDNEY—The Board of Trade of Sydney has fixed the minimum wage for women workers in the metropolitan area at £1 19s. (about $9.48) per week. This rate is an advance of 9s. and went into effect on January 1. Workers on the permanent way of the railways are to receive a minimum wage of 12s. 10d. per day (normally about $3.08); the higher grade of employees will receive proportionately higher wages as a minimum.

SYDNEY—The New South Wales Government has decided that women shall be eligible for appointment as magistrates.

MELBOURNE—Despatches from London state that the Prince of Wales will probably leave for Australia in March. He will visit all the principal cities and towns in Australia and New Zealand, and will make a tour of the West Australian mining districts. He will also go inland into all of the States, and inspect the agricultural, pastoral and other industries.

MILDURA—The State of Victoria has purchased 33,000 acres of agricultural and pastoral land near here at a price of about $400,000. This land will be devoted to returned soldiers.

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SILVER SHORTAGE FACES THE WORLD

American and Mexican Mines Will Benefit.

LONDON, Feb. 17.—The silver standard in use in Oriental countries, coupled with the enormous commercial expansion now in progress between the West and the East, indicates that there is an immense shortage of silver to meet the demands of trade, says the American Chamber of Commerce in London.

One result of this shortage is that American and Mexican silver mines may look forward confidently to an era of understands, must also be found to back to come. Silver, the American Chamber understands, must also be found to back over thirty billion dollars worth of paper money issues floating in Europe to-day, in addition to which America's increasing volume of trade with India and China calls for almost unlimited supplies of the metal.

The United States and Mexico furnish nearly three-fourths of the world's yearly output of silver, the larger portion coming from the former. While American and British trade with the East monthly attains higher levels, Oriental exporters continue to pile up balances owing them by the Western nations, and as the price of the white metal advances it has become profitable to most countries to convert minted silver into bullion. Small "change," says the American Chamber, continues to disappear on the Continent with remarkable rapidity, postage stamps largely replacing the former silver coin of small value.

Even without this tendency toward hoarding and conversion into bullion of minted silver, the United States is believed to be the one country in position to-day to buy silver for coinage without debasing its standard coins. Under circumstances such as these it is impossible to foretell at what point the upward price of silver will find its limit.

FACTS ON CHINESE TRADE.

Commercial Handbook Issued by Foreign Bureau.

WASHINGTON, Feb. 17.—Chinese imports from Japan increased 714 per cent. between 1904 and 1918; from the United States 244 per cent., and from England 49 per cent., according to a commercial handbook on China just issued by the Bureau of Foreign and Domestic Commerce, Department of Commerce. The publication of this volume is attributed to the keen interest of American exporters in Chinese markets.

In Shantung, says the handbook, the trade of Tsingtau has nearly doubled since the Japanese occupied the port. The Japanese administration at Dairen, in Manchuria, has been active in trade promotion, and the commerce there has increased, in eleven years, from $21,000,000 to $198,000,000. The United States has made substantial progress in selling merchandise to China, shipping $117,000,000 worth in the fiscal year 1919, as against $37,000,000 in 1914, just before the beginning of the war. In one notable item, however, a great decrease has occurred: our sales of cotton goods to China have fallen off from nearly $30,000,000 in 1906, to $1,200,000 in 1918.

Julean Arnold, the American commercial attache at Pekin, and the other contributors to the handbook, express the conviction that American producers need to appreciate more justly the tremendous possibilities in the Orient, where democracy, industrialism and modern education are bringing about far reaching changes. They direct attention to the fact that among the 400,000,000 inhabitants of China even a slight modification in the prevailing mode of life is capable of creating an enormous market for specific classes of imported goods, and with the entire social structure in a state of flux and progress the trade opportunities may be characterized as limitless.

China's foreign trade, the new book shows, is five times as great to-day as it was thirty years ago. When the per capita foreign trade is equivalent to that of Australasia the total will be $65,000,000,000 instead of the present $1,200,000,000, and Commercial Attache Arnold believes that this figure may eventually be attained, basing his opinion on the country's vast wealth in coal and basic metals, in vegetable and animal products, and the industrious, adaptable character of its population. Taking the single item of coal, it appears that China has enough to supply the world with a billion tons a year for a period of a thousand years. Hundreds of millions of tons of iron ore are available. All the prerequisites of industrial development are present, and even now cotton mills in Shanghai, Hankow and Tientsin are paying dividends as high as 35 per cent.

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WARNS AUSTRALIAN WORKERS.

Premier of Queensland Sees Tendency to Lawlessness.

Special to THE SUN AND NEW YORK HERALD.

CAIRNS, Australia, Feb. 17.—There is danger that the Australian Workers Union and other unions, unless they enforce discipline, will do more harm than good to the labor movement, in the opinion of Premier Thomas of the State of Queensland. In the course of a speech at Babinda Mr. Thomas emphasized the fact that there is a tendency among certain men in the State to make things impossible for the Labor Ministry to carry on.

It was easy to see, Mr. Thomas said, that the Australian Workers Union had become disintegrated, and that it would be a thousand pities if this organization, which has 30,000 members in Queensland alone, allowed sabotage, direct action and revolution to be preached. It was foolish to have anything to do with those who favor revolution, Mr. Thomas stated.

American circular saws are rapidly replacing these queer Japanese saws so often seen in lumber yards throughout the Flowery Kingdom.

To Standardize Bean Cake.

The old standard weight of Manchurian bean cake was 48 kin (sixty-four pounds) per piece. In order to simplify bean cake quotations on the Dairen Produce Exchange, which quotes 100 kin, it is proposed to increase this weight to 50 kin (66 2-3 pounds) per piece. As this will entail certain changes in the machinery used the question will be discussed at the forthcoming Produce Dealers Congress at Dairen.