

FRANK G. CARPENTER'S LETTER.

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The Carnegies Of India

THE MILLIONAIRE TATAS AND THEIR GREAT STEEL WORKS IN HINDUSTAN.

Immense Coal and Iron Deposits Discovered by an American Mining Engineer—The New Steel Plans and Its Future—India Native Capital or Three Billions of Buried Wealth—The Cotton Industry—Mill Men Who Work For Ten Cents a Day—What a Tariff Might Do for the Hindus—A Chat With Parsee Millionaire-Capitalist.

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BOMBAY, India, July 25.—I have had a chat with one of the most progressive millionaires of the Asiatic continent. I refer to D. J. Tata, the head of the rich Tata family, which owns the Taj Mahal at Bombay, the biggest hotel of the far east, which holds the majority of stock in the largest cotton mills of India, and which is about starting a steel and iron industry here in Hindustan which may make them the Carnegies of Asia.

The Wealthy Tatass. Have you ever heard of the Tatass? Their family is to Hindustan what the Minuiss are to Japan, the Rothschilds to Europe and the Vanderbilts and Astors to the United States. It is a family of millionaires, which makes its money breeding like Australian rabbits, and whose every touch turns all things to gold.

It is one of the oldest families of history. It comes from the rich sect of fire worshippers known as Parsees. Its ancestors were priests of that religion, and they are supposed to have descended from the kings of Persia. The Tatass were driven out of Persia with the other Parsees, and they settled on the coast above Bombay. By and by they drifted away from the priesthood and went into trade. The great grandfather of the present heads of the family was a government contractor at the time of our Civil war. He made almost several fortunes and gave hundreds of thousands of rupees to the support of his faith.

Made Money in Cotton.

Jamsetjee Nusserwanjee Tata, this man's son, came to Bombay as a boy and engaged in general trading. He made money and invested in cotton mills and later on established a spinning and weaving industry which has revolutionized that business in India. He established mills not only at Bombay, but in different parts of the interior, and handled them so well that the stockholders got on the average of 20 per cent a year as well as stock dividends worth millions. In one mill he paid back in profits more than thirteen times the original capital and he founded other enterprises equally good. This man became a multimillionaire and when he died he had interests in all parts of India as well as in England and in China, Japan and other countries of the far east.

J. N. Tata introduced all sorts of modern inventions into the cotton industry. He believed in throwing old machinery on the scrap heap, and he had everything up to date. It was to benefit Indian travelers that he founded the Taj Mahal hotel at a cost of one or two millions, and he had his own steamers to fight the great liners, which were charging high freight rates. He was a charitable millionaire. He gave away great sums to the church and he

established the Tata Research Institute at Bangalore, for the education of Parsee young men.

One of the big schemes of this man was to utilize the rivers of the hills back of Bombay to generate electricity for the cotton mills. This is now being done by the building of great dams across the necks of three valleys, thus making reservoirs with a surface area of 5,000 acres and a storage capacity of 8,000,000 cubic feet. The power will be conducted to Bombay, a distance of forty-three miles, by overhead wires.

India's Big Steel Works.

More important than all the above are the plans of the elder Tata for a steel and iron industry in Hindustan. I first heard of them through the viceroy's minister of commerce and industry at Calcutta, and I have learned more from D. J. Tata, the son of J. N. Tata, here at Bombay. I met Mr. Tata in his office and we talked for an hour about these steel works. They have been started with a capital of \$8,000,000 and are already well under way. They are situated about 150 miles from Calcutta and not far from great beds of iron and coal. American managers, metallurgists and engineers have been employed, and the enterprise is being pushed for all it is worth. The company has made a contract with the government to take out 20,000 tons of steel rails per annum for a term of ten years, and the officials have also agreed to build a railroad for them at a cost of \$2,000,000, to carry their ore to the mills. Mr. Tata says that the company will probably pay dividends within four or five years. He thinks the profits will be at least 15 per cent and that the business will steadily grow. He tells me the plant will consist of two blast furnaces, six open hearth basic steel furnaces of forty tons each, three merchant bar mills and blooming and rail mills. It will produce 120,000 tons of pig iron and 75,000 tons of finished steel net year.

Millions in Steel.

If these works succeed they will be the beginning of an industry which may run high into the millions. India is already importing something like \$25,000,000 worth of iron and steel. It annually takes \$30,000,000 worth of railway steel and rolling stock, as well as machinery and hardware to the amount of \$20,000,000 more. The government demands are enormous. Its railways are longer than those of the United Kingdom, and it has eighty-seven railway shops, whose average forces is 1000 hands. It has arsenals and dockyards employing 25,000 men, and it imports great quantities of such materials as these works demand. In addition to this, factories and mills are now springing up over India, and they all need machinery. There are almost 1000 cotton mills, as well as jute mills, sugar mills and foundries making iron and brass. At present Great Britain is monopolizing the importations. It ships about all the machinery and mill work, the most of the railway materials and the greater part of the iron and steel. If India can make her own goods of this kind it will result in the employment of millions of the natives and will increase the wealth and prosperity of the country.

Coal and Iron Deposits.

During my talk with Mr. Tata I asked him to tell me about the mineral resources of India. Said he: "I had to study them before planning the steel works. My father, you know, originated the idea. He took it up 25 years ago with the hope of making this a great manufacturing nation. He had made some study of England and believed that the greatness came from its iron and coal. He wanted

to see whether India had similar possibilities and hired prospectors to go over the peninsula. He finally found certain places which he thought might be used for pig metal. The coal, however, was of a low grade and it needed special processes to fit it for coking. He offered prizes for the location of such processes, and when they were discovered he proposed to the government that it should grant him concessions for starting the industry, but he could get no satisfaction. It was then forced to drop the matter. Twenty years later he again took it up with Lord George Hamilton, the secretary of state for India and interested him. Lord Hamilton told him that the government would be glad to aid him in such an undertaking, and as a result he again began his investigations, spending \$100,000 or so upon them in the last years of his life. We have continued his investigations."

"When did you find it?"

"Much that no one imagined existed," was the reply. "The geological survey had mentioned several iron deposits. We re-explored them and finally thought we had some large enough for our purpose. We sent to the United States for experts, and among others secured Charles Page Perin to tell us whether it would pay to work the mines. The first deposits we examined were not far from Nagpur, and upon our arrival at that place we went into the mineral museum. As we looked at it Mr. Weld, one of our American mining engineers, observed some one of the bodies to be a mistake. They sent us back to the geological survey, and we looked it up in the geological survey and found the ore was described in three lines of print.

"We went to the place and discovered the two great bodies of a solid iron. The ore was 70 per cent pure and superior to the best of your ores. It was the equal of almost any ore of the world. In testing it we used a diamond drill, and it cut through bodies to a depth of 100 feet. We assayed the borings and found the ore good throughout. We reported this to the geological survey, but they claimed it was a mistake. We sent out our own investigators, and they reported that the iron was even better than we had represented.

"At the same time," continued Mr. Tata, "we found deposits of good coke. The iron was not far away, and also limestone and the other necessary conditions for iron manufacture. We were granted concessions for these various deposits and as a result our steel plant is now going up. We have coke ovens which will turn out 500 tons per day, and our blast furnace will have a capacity of 200 tons every 24 hours.

Swadeshi Iron and Steel.

"Your works should succeed the better on account of the Swadeshi movement," said I.

"They will be favored by the East Indians on that account," was the reply. "Our people will prefer home industries and Swadeshi goods or goods made by such industries will undoubtedly be purchased in preference to imports from abroad of the same quality and of the same price. When our works begin operation, India will be taking about 400,000 tons of foundry iron, 200,000 tons of steel rails and 150,000 tons of bars and plates. It will have to increase its imports of locomotives, bridges and steel building materials. If we get only a small percentage of this trade we shall have more than we can do."

"Will India ever export steel to China and Japan?"

"I doubt it," was the reply. "China has already started a big steel works of its own at Han-Yang. It has far greater mineral deposits than we have and it might supply its own needs. That country has already established an extensive steel industry. Our home market will take all that we or any native institution can make for generations to come."

India's Hoarded Wealth.

"But has India the money to establish such institutions?"

"There is no doubt of that fact," replied the Parsee capitalist. "There are millions in India. I estimate that if the people can be sure that the money will pay dividends without danger of loss, I don't know that you have heard of India's buried wealth. It is enormous. I have seen estimates that go to the amount of \$3,000,000,000 hoarded under the ground. There are millions which are hoarded in the shape of jewelry, and a great amount is hidden away in small sums. I want to get this money circulating and I hope to do so some day. At the same time we have many rich men and there is no reason why we should go outside for capital."

The Conversation here turned to the cotton mills to which the Tatass are so largely interested and which the father of D. J. Tata built up. I asked Mr. Tata as to the condition of the business.

"It is rapidly growing," said he. "We now have here in India over 200 mills, and 200 more could be established and run at a profit. Most of our mills work day and night, and we cannot supply the demand. Our best estimates are that we have 300,000,000 people and they all dress in cottons. Just over the way is China, which is waking up to the western civilization and increasing its wants. There are 400,000,000 there who wear cotton. There is a big market in Farther India, and to the west of us as well as in Africa. Indeed, the markets for the cotton mills of this part of the world are so great that we do not need those of other Europe or America."

"Your father established some of the first spinning mills, did he not?"

"Not the first. There was a cotton mill at Calcutta in 1818, and the first at Bombay was established in 1851. My father established his original mill much later. He was one of the first to start mills in the interior. He founded one at Nagpur in 1874, and when he died he was interested in many, not only here but in other parts of the country. He was then employing altogether in his cotton mills about 8000 hands. My father was the first to introduce ring spinning in India and in this he revolutionized the industry.

A native can live on less than \$3 a month, and all he makes over that is clear profit. Our chief trouble is that the hands will stop work if they get money ahead. They will labor for two or three months, and then lay off and spend the rest of the year. If a man has a hundred rupees (\$33) ahead, he will, like us not, leave the mills and go back to his native village and spend a year or more in riotous living. When he has spent all he has, and all he can borrow, he will come back half starving and ask for a place. We do what we can to keep our hands, and to educate them for their work. We have a pension fund, to which the men can contribute a certain percentage of their incomes, the company paying them dividends upon their savings."

The World's Second Cotton Port.

Coming back from my interview with Mr. Tata to the Taj Mahal Hotel, I passed along lines of bullock carts carrying cotton through the city. A conversation over the street was going on here at all hours of the day throughout the year. Bombay's prosperity is founded upon cotton. It has an enormous market, and its shipments of raw cottons and cotton goods approximate \$50,000,000 a year. It has cotton mills here and there throughout the city, and their smokestacks are to be seen everywhere, excepting in the evening, when the largest of the cotton producers and it does more shipping and weaving than any other. There are about 90 mills in Bombay alone, or more than one-third of all the cotton mills of the country. The largest mill owners are the Tatass, the Sassoons, and other millionaire Parsees. The capital invested in the business, all told, amounts to \$50,000,000 or more.

Founded on Our Civil War.

The cotton industry of India was made by our civil war. They were growing cotton long before that, but the exports never averaged more than \$15,000,000 a year. When the war began and our cottons were shut out of England, those of India leaped to the front, and it was the war cloth they had reached the enormous total of \$185,000,000. That was the booming time for Bombay. The people thought there would be no end to their prosperity. Land went up several hundred per cent, and every one thought that this would be the great port of the world. Then came the surrender of Lee, and cotton dropped like a shot. It was 40 cents a pound, and it went down to 22 and continued to drop. This made a panic in Bombay. The Parsee banks failed for millions, and thousands were bankrupt. The cotton exports steadily fell, and in 1879 they amounted to only \$40,000,000. Since that time most of the present mills have been built, and the exports of raw cotton have risen. The latter are now running at something like \$35,000,000 a year, while the exports of manufactured goods are \$35,000,000.

India Needs a Tariff.

What the industry needs is a protective tariff, and especially against England. The Manchester mill men, however, will not allow parliament to grant this, and by so doing they are keeping India back. If the British would give the country the same rights that we of the United States have as to such matters India could not only make all the cotton goods used by her 300,000,000, but could export goods to China and the other countries of Asia. A protective tariff would turn Hindustan into a beehive and would make it one of the richest instead of, as it is now, one of the poorest of lands.

Frank G. Carpenter.

What the People of El Paso and Surrounding Country Think of Osteopathy

Who Have Taken Treatment of Dr. Ira W. Collins at the Dr. A. T. Still Osteopathic Infirmary Where they Have Cured or Benefitted Six Thousand in the Seven Years They Have Been Here and Lost But Six.

As Their Patronage Never Was So Heavy Before, It Shows They Are Curing the Greatest Percent of Patients Ever Known—Just Ask Their Patients, Not the Other Doctors—Don't say, "I don't see how they could cure me." Just Try Them. They Are From Missouri, and They'll Show You.

"Yes, I brought my wife to El Paso, and placed her under Dr. Ira W. Collins at the Still Osteopathic Infirmary.

When the other doctors had given her up to die with a large ovarian abscess, which they said would kill her with blood poisoning.

The abscess left a cavity as large as your double fist.

The worst they said they had ever seen.

Dr. Collins freed the nerves to the kidney and the temperature went right down. Then he freed the nerves to the ovaries so they could drain themselves and get blood around them and it has healed up that great abscess until my wife says she wishes every woman could know what Osteopathy can do for them when suffering with various female troubles.

It has saved my life and I think it

is the greatest blessing ever discovered. There are 27 others with female troubles taking now out of 112 patients and they are all doing well.

There is every kind of trouble you can think of being treated here, blood poisoning, liver troubles, appendicitis, fits, eye troubles of every kind, lung troubles, throat troubles, rheumatism and all kinds of asthma, paralysis of every kind, all kinds of diseases of little babies, spasms and indigestion.

The people they have cured are all over town and they say they only lose one patient out of a thousand, while the other doctors lose about two hundred patients out of a thousand.

Everybody who takes of them seems smiling and happy and getting better, and speak a good word for them.

They have been here seven years and they have surely done good work.

Just think of the blind people they have cured that nobody else could, and

it shows that they can cure anything else by getting the blood to circulate."

Mr. Elmer Montgomery. Mrs. Sarah Montgomery.

We are now on Upson avenue, but our home is in Clifton, Arizona. There are many people taking treatment from Arizona, also New Mexico, Old Mexico and Southern Texas.

"I am the lady in the picture whose eyes were restored to sight by Dr. Ira W. Collins.

I was totally blind and now I can see all my work and thread my own needles without glasses.

I don't see why everybody who has any kind of sickness don't go there and get well, for they are curing every kind of sickness, pneumonia and typhoid fever. Everything you can think of, just as they did my eyes when nobody else could." Mrs. J. E. Smiley. We live at 519 S. Stanton.



These four blind people were restored to sight by Dr. Ira W. Collins at Dr. A. T. Still Osteopathic Infirmary, by pushing the vertebrae back and loosening the nerves to the eyes after sixteen specialists in Texas and California had failed on them, and the entire Medical Association of Texas had pronounced them hopeless when they met here in El Paso. It all shows you cannot push those vertebrae back and cure a person by poisoning them.

What the Chicago Times-Herald Thinks of Osteopathy and Also the Governors of Several States Who Have Signed Bills Making It Legal, In Spite of the Bitter Opposition of the Medical Associations.

CHICAGO TIMES-HERALD:

"Osteopathy holds laurels for the student, and for the practitioner, not equalled in my judgment, in any other field on earth. Osteopathy is the opportunity of an epoch."

HON. J. GROUT.

Governor of Vermont, when the Osteopathic bill passed the Legislature in his State, said:

"Osteopathy has been tried by the leading men and women of our State and they all testify to its merit. We will give it a chance."

HON. L. M. SHAW.

Governor of Iowa, who signed the Osteopathic bill in that State, said:

"I have heard a great deal about osteopathy and talked with a great many who have taken Osteopathic treatment and I am fully convinced that it is a rational system of healing."

HON. B. McHILLAN.

Governor of Tennessee, who signed the Osteopathic bill in that State, said:

"The bill legalizing Osteopathy in this State passed both Houses almost unanimously. It is one of the greatest discoveries of the times."

HON. EDWIN C. SMITH.

Governor of Vermont, is an ardent admirer of Osteopathy.

"My experience with Osteopathy has been very gratifying. It should be legalized in every State in the Union."

HON. J. BRIGGS.

America's well known writer and editor of Carter's Monthly.

"My attention was first called to Osteopathy of a friend whose wife was cured of insanity. Closely following, I knew of a prominent business man who was cured of paralysis. It regenerated me. I have added reading to observation and I honestly believe it to be one of the most wonderful discoveries of any age. I would recommend any man, not too old, who is dissatisfied with his profession—I would advise every young physician to study Osteopathy."

EX-GOV. WM. F. DILLINGHAM.

Of Vermont, was an active advocate for legislative action. He said:

"I have employed practitioners of that school to treat members of my family and have been particularly pleased with results. I firmly believe that this practice is based on scientific principles, and is an advance on medical science."

HON. H. F. PINGREE.

Governor of Michigan, who signed the bill legalizing Osteopathy in that State, said after a thorough and careful official investigation:

"Osteopathy is a science entitled to all respect and confidence as a distinct advance in medicine. I know that it is doing a vast amount of good in relieving suffering and deformity that is not amenable to relief from drug medicine."

HON. T. A. BRIGGS.

Governor of North Dakota, when imported by the Medical Board not to sign the bill legalizing Osteopathy in his State, said:

"Osteopathy has helped me. It has also done good in my family and will hurt no one. The bill has passed both Houses and I will sign it."

HON. JOHN F. ALTGELD.

Governor of Illinois, after taking several months' treatment and having his wife treated, said:

"I am indebted to Osteopathy for great good to both Mrs. Altgeld and myself. When prescriptions and drugs were as ineffectual as empty words it came to our rescue and did what other things had failed to do. Honor those to whom honor is due."

HON. JOHN R. TANNER.

Governor of Illinois, who signed the bill legalizing Osteopathy in that State, said:

"The State Medical Board has been fighting the Osteopaths long enough. There is no doubt in my mind that Osteopathy will reach and cure many chronic troubles that medicine would have little or no effect on. This is testified to by men and women in the highest walks of life and from all over the State of Illinois."

MRS. W. M. SPRINGER.

Wife of Congressman Springer—afterwards Chief Justice of the Court

of Appeals, Indian Territory.

"I can never say enough in praise of Osteopathy. It releases me from unbearable invalidism. I have seen it do the same for scores of others. I believed before I tried it that it was a scientific method and now I am convinced that Osteopathy is rational, scientific and wonderful. It will be the greatest blessing to the world."

NOT MASSAGE OR SWEDISH MOVEMENT.

No; it is not massage; it is not Christian Science; it is not Swedish movement. It may use some movements similar to other systems, but is based upon a different theory and is essentially different. Its practitioners are trained to diagnose the case, as well as treat it. The masseur, who does not know how to diagnose, treats the case, that the Doctor, who does not know how to treat has diagnosed. That is one difference.

The Osteopath seeks the cause at some particular point, the masseur, or Swedish operator, gives a general stimulating treatment, and does not recognize the possibility of spinal lesions, or certain other mal-adjustments which the Osteopath has been trained to find and correct.

HOW WE TREAT.

The treatment is chiefly by means of manipulation; but diet, hot and cold applications, antiseptics, exercises, careful nursing, and such hygienic means as are available to all schools of practice are used. There is no exposure of the body, except in such examinations as all schools of practice find necessary to locate diseased conditions.

NOT TOO SEVERE.

The Osteopath adjusts his treatment to the state of his patient as every other physician does. Very young children, feeble or aged people may be treated, if with proper care, with great benefit. A patient may feel worse after a treatment, yet be benefited in the long run. He may feel worse, and something else may be responsible; but an Osteopathic treatment does not injure the most delicate.

Advertisement for Two Horse Overalls by Levi Strauss & Co. The ad features an illustration of a horse and rider and text describing the quality and durability of the overalls.

Advertisement for Security Loan Co. The ad describes the company's services for providing loans to individuals and businesses, highlighting the ease and security of the process.

Advertisement for Arctic or Matador Brand Lard Compound. The ad promotes the product as a pure vegetable lard, manufactured by El Paso Refining Co. in El Paso, Texas.

Advertisement for The El Paso Bottle and Junk Company. The ad lists various items for sale, including iron, copper, brass, lead, zinc, rubbers, sacks, and bottles, and provides the company's address in San Antonio.

Advertisement for Shall We Rejoice. The ad features a portrait of a woman and text promoting a product or service that brings joy and relief, mentioning its benefits for various ailments.

Advertisement for A Sea Voyage Costs Less. The ad promotes a service for sea voyages, highlighting the cost savings and convenience offered by the company.

Large advertisement for Pabst Extract. The ad features a central illustration of a woman and child, with text describing the product as a 'Child-birth calls upon your greatest vitality' and 'Pabst Extract' as a 'greatly aids in preparing the system for the ordeal'. It lists various benefits and testimonials.

Large advertisement for Dr. A. T. Still Osteopathic Infirmary. The ad features a portrait of Dr. Ira W. Collins and text describing the infirmary's services, including the treatment of various ailments and the success of the medical school. It lists the address in El Paso, Texas.