

Carpenter's Letter

(Continued from Page Twelve.)

per cent and there is a steady sale for our flour, tools and machinery. There is no reason why we should not sell cotton and all sorts of food stuffs.

When I visited Siam some years ago the Oriental was the best hotel. It is situated right on the Menam river, with windows opening out upon it. There is no glass in the windows, but the climate is warm the year round. The only objection I had to the place was the lizards; they crawl up the walls and are liable to drop in one's mouth if he sleeps with it open.

I could fill this paper with the opportunities for the American drummer in India. The field is enormous. India has more than three times as many people as the whole United States and it buys foreign goods to the amount of almost \$1,000,000 a day the year around. It is one of the great manufacturing countries of the globe, exporting more than it buys. It is a land of big cities. Calcutta, where the drummer first lands if he goes direct from Singapore, has more than 1,000,000 inhabitants, and Bombay, where he leaves, has 800,000. Madras, in southern India, has 500,000 people, and Hyderabad, in the interior, is almost as large. Lucknow, Benares, Delhi and Lahore have each more than 200,000, and there are twenty other cities which have more than 100,000 each. Indeed, Hindoostan is peppered with towns, and as you cross it on the railroad from Calcutta to Bombay you strike many of the principal ones.

We often hear of the poor of India. We also hear of the rajahs and the multitudinous rich. The rich want luxuries and the manufacturers want the best of machinery, and machine tools. There is an enormous number of well-to-do people who can afford to buy American goods, and, as it is now, our furniture, jewelry, clocks, watches, stationery and machinery of all kinds are selling.

The best way to get orders is to take samples with you and meet the merchants in person. You will need an East Indian servant and had better hire him in Calcutta. This man will be a tall, straight, black-whiskered swell, wearing a gown

and a turban. He will probably look better than you do and will add dignity to your profession. He will interpret for you in your business, will wait upon you at the table at your hotel and sleep in front of your bedroom door on the floor at night. You will pay him about 50 cents a day and traveling expenses, but as he will always take a third or fourth-class car the extras will not be much. There should be no mistake about this matter, the American drummer cannot get along without such a man, and he may, in addition, have to have an extra hand now and then to care for his sample cases.

The distance from Calcutta to Bombay is something like 2,000 miles. It is almost as far as from New York to Salt Lake. There is a good railroad connecting the two cities, and the trip can be easily made. Among the chief business men of Bombay are the Parsees, who deal extensively in American goods.

The salesman can stop at Rangoon on his way to Calcutta if he takes the British India line, and this will give him a chance to work Burmah. Rangoon has about a quarter of a million population. General Grant said it was bound to be one of the greatest ports of the world, and it is fast becoming so. It is the gateway to a country six times as big as the state of Ohio, with 10,000,000 and with some of the richest soil of the far east. Mandalay, a city of 183,000, the old capital of Burmah, can be reached by rail from Rangoon.

Another way to Calcutta is by way of Ceylon, where there are about 3,500,000 people, including 10,000 Europeans. The chief port of Ceylon is Colombo, a city of 100,000, lighted by electricity and having all modern improvements. The hotels are good.

The ordinary American drummer will go from Bombay to the Gulf of Suez, crossing the Red sea and the Suez canal, thus making his way into the Mediterranean. He can if he wishes stop at the town of Suez and ship his sample trunks direct to Cairo by rail. In Cairo he will find a large foreign colony and many native and Greek merchants who do an enormous trade, not only with Egypt and interior Africa, but with different parts of the Mediterranean. Parts of Cairo are like a European city. The better hotels charge \$4 and \$5 a day and upward and they are well patronized. There are something like 8,000 Europeans and Americans in Cairo every winter and the most of these are rich men who go there for their health or pleasure.

Egypt is in a prosperous condition. It has been building new railroads and there are 800 miles of light railway lines on the Egyptian farms in addition to the trunk lines, which do a regular freight and passenger business. There is an electric railroad in Cairo and one which connects Cairo with the Pyramids. All sorts of electrical machinery are in demand and also our hardware and farm tools.

After working Cairo the drummer will make his way down to Alexandria by rail, whence he can visit Palestine and Asiatic Turkey. About one day by steam will bring him to Jaffa. There is now a railroad from Jaffa to Jerusalem and a few hours there might result in some sales to the Jews and Turks of that city.

At Beirut, the port for Damascus, there is a good chance to sell American goods. Our agricultural implements, leather, pumps and canned stuffs are said to be in demand there. Our hardware is much liked and the country is such that the American wind mill is needed.

It is the same at Smyrna and other places in Asia Minor and all the ports of the Mediterranean sea. By the time the drummer reaches this part of the world he should have his order book pretty well filled and he can take boat for Italy or the Strait of Gibraltar and thence in one week go directly to New York.

FRANK G. CARPENTER.

What They Think of Us

(Continued from Page Three.)

our shores. If she were really our friend she would send those ships down here and blow these European invaders out of the water."

It was gently suggested to him that the European powers had other ships which they could send out.

"What matter?" he exclaimed. "The United States would then gain an alliance of Venezuela and could defy the world."

The same general was fond of comparing Bolivar with Washington, greatly to the detriment of the latter.

"My brother," he once remarked, "believes that England is in the United States, but I know better than that, for I have carefully studied foreign affairs." Yet he refused to admit that any cities in the United States were larger than Caracas, and he said one day:

"I meant to send my son to New York to be educated, but I decided not to do so. The place is such a sinkhole of filth and disease that he would be sure to die."

At that time Caracas was suffering from a twin epidemic of yellow fever and enteric. The people were dying like flies, and the death rate was at least six times as high as it ever is in an American city.

BASSETT STAINES.

Life in Hot Water

The highest temperature at which a living organism can exist is probably 89 degrees centigrade, or 193 degrees Fahrenheit. This is the temperature of hot springs, in which filamentous micro-organisms have been found by Prof. W. A. Setchell. He searched carefully for life in geysers of Sonoma county, California, which are still hotter, but was unsuccessful. The limits of life in water containing silica are considerable lower, and they are still lower in water containing lime. No organisms were found in acid waters, and all the strictly thermal organisms are of very low grade. The cell structure is peculiar, and the protoplasm must be different from the ordinary kind, for that would be coagulated by the heat. The exact nature of this difference, however, is yet undiscovered.—Success.

Wisdom's Whispers

Tell a man he is looking bad and he at once imagines he is ill.

Women often are deceived by the way a man bows to their opinions.

Some men go on the principle that whatever they do is sure to be right.

It is not well to take chances when woman's force of character comes in.

The girl who is in love likes her girl friends to be made aware of the fact.

When a man is in love he wants to make the fact known, but is afraid of appearing foolish.

A woman's nerve stands by her when she is giving the "social bluff" to another woman.

The woman who sounds her own praises overlooks the good qualities of other women.—Philadelphia Bulletin.

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