

Moscow as a Business Center



THE SLAVIAN BAZAR

CENTRAL Russia, with Moscow, the ancient capital, as its focal point, is at once the richest and the most thickly populated part of the country. This region contains 18 governments, covering an area of 480,000 square miles—less than one-half of the area of the Petrograd district, but with more than twice the population, viz., 45,000,000. As might be expected, says a writer in the magazine, Russia, the large towns are both larger and more numerous than elsewhere in Russia. Moscow had in 1912 a population of 1,617,000. Railway communications are, for Russia, relatively well developed here and to the south.

As a place of business Moscow occupies a unique position. The interests located there control and serve the enormous area of which the city forms literally the geographical center, in all matters of supply and demand for a mainly agricultural country; and it is through the Moscow merchants and agency houses that foreign imports are brought most directly before the consumers. With characteristic enterprise, the Moscow merchants have also organized and may be said to control the Siberian trade. Many of the most successful of her citizens are Siberian born, who find it desirable to live in Moscow to direct the financing and the purchasing end of their business operations.

Manufacturers Are Powerful.

Finally, industrial Russia may be said to center in this city, where the Moscow Manufacturers' association

and Moscow markets is marked. Broadly, Petrograd disposes of a higher class of article at corresponding prices. Moscow's clients belong mainly to the peasant class—to the inhabitants of the rural towns, whose wants are restricted, if not primitive, and who are in the stage when new wants and habits are forming. This does not necessarily lessen the range and variety of the articles desired—rather the contrary. But the attractiveness of the articles, rather than the quality, appeals, and cheapness is an all-determining factor. This attitude was cleverly grasped and exploited by the German trader, and in this connection, nowhere else so much as in Moscow is the evidence of German adaptability, and of German trade "penetration" of Russia more apparent. Moscow's stores were full of German goods. Large numbers of these stores were obviously German, while the representatives of German houses in the district must have been numbered by thousands. In Moscow's best department store, the largest in Russia, which was founded by Scotsmen in the forties of the last century, and is still conducted under British management, probably 60 per cent of the foreign goods on sale have been of German manufacture. The range of retail prices paid, and the quality which satisfies even the good class in Moscow, are distinctly lower than in the better-class trade of Petrograd.

Center of the Fur Trade.

Moscow is the chief fur center for Russia, and there is a tendency



A GROCERY STORE

alone forms almost a party in the state and exercises a potent influence on the tariff policy of the country. This association is responsible for the Russian textile industries, which center mainly here; the iron and steel industry, and many other manufactures, which are financed with local capital. It was Moscow's initiative, also, that started cotton growing in the Caucasus and central Asia, which now supply a considerable portion of the raw material of the country's cotton trade.

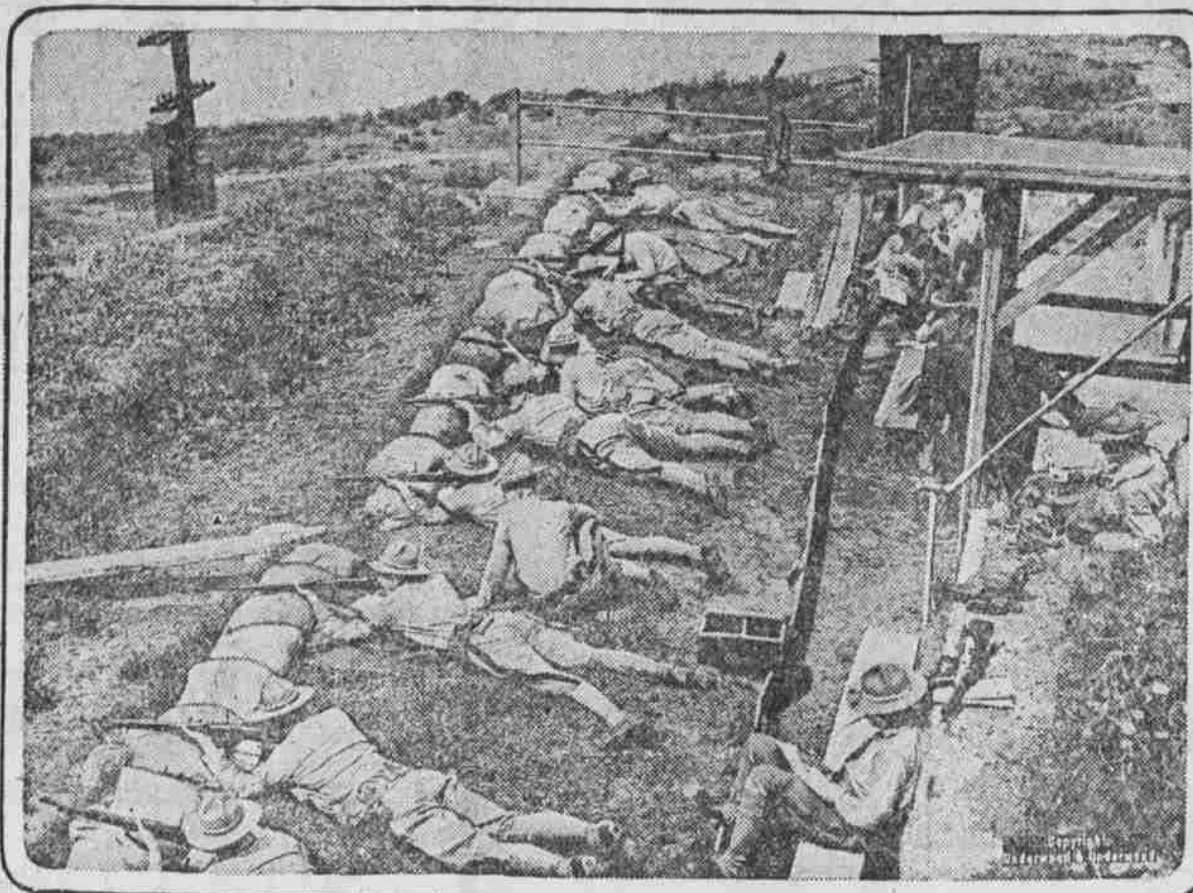
The air of business which pervades this strange but fascinating city is attractive to a Westerner. Business men are more accessible than elsewhere. They seem to have a grip on affairs, and they pursue definite methods in their dealings, which lead to quick decision and execution. These qualities, coupled with a strong local patriotism and self-confidence, form the driving power of Moscow's citizens, which cannot fail to secure for the city an ever-increasing influence in the political and economic development of Russia.

towards a gradual transfer of the business of subsidiary fur markets, like the Irbet and the Nizhni-Novgorod fairs, to Moscow. A movement has been initiated by the fur section of the Moscow chamber of commerce and industry to render the Russian fur industry in future independent of the Leipzig market.

Leipzig has hitherto taken largely the Russian raw furs; has treated and finished them, and has resold the finished product again to Moscow. In future Moscow purposes to do more of the finishing process herself, and is endeavoring also to get into touch with London, New York, St. Louis and other important fur-producing and fur-importing centers, for the purpose of direct business dealings. Moscow can under normal conditions supply finished furs such as squirrel, squirrel tails, ermine, marten, stone and baum marten, hares, Persian lamb, etc. Russia, as is well known, is a very large buyer of fur goods.

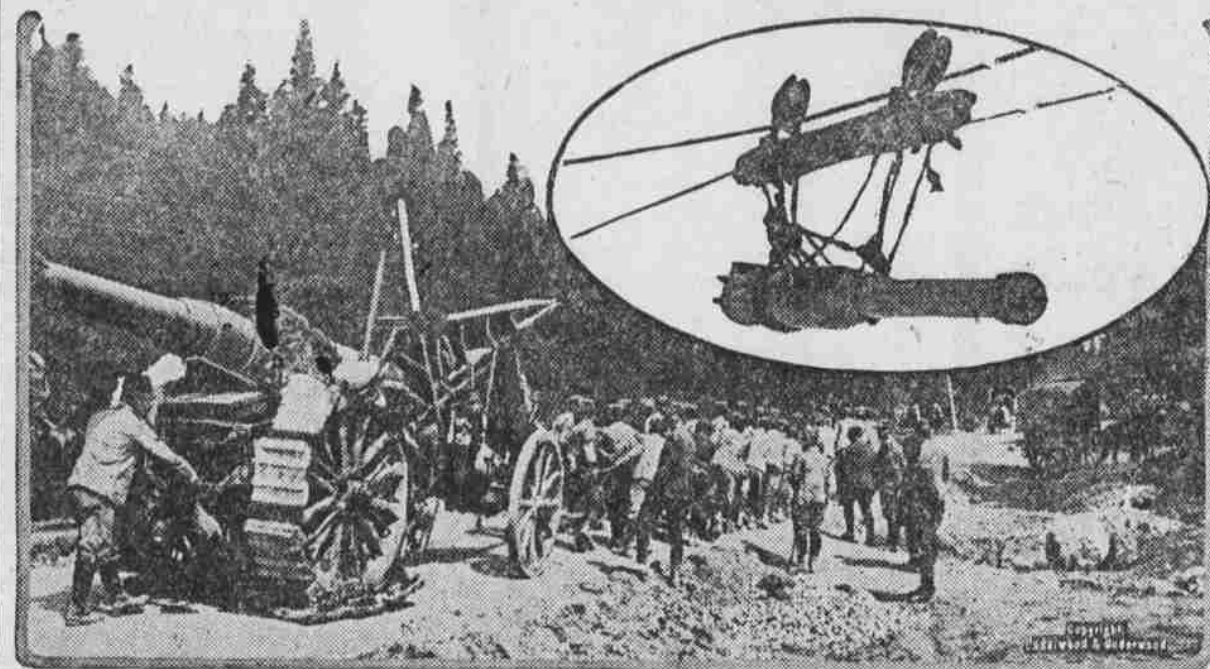
There have been several instances of sleeps lasting 20 years.

RUSH TRAINING FOR WEST POINT CADETS



Cadets at the United States Military academy, West Point, are getting more severe training than usual. Their training has been speeded up so that the next graduating class can get in the field about August, months before the normal time. The photograph shows them in skirmish line behind sandbags at rifle practice.

ITALY'S DRIVE ON THE TRENTINO FRONT



One of the first photographs to arrive in this country showing the latest and greatest Italian drive on the Trentino front. The soldiers are shown hauling an artillery piece up the Trentino Alps. The insert shows a big Italian gun being carried across a deep valley by means of a cable.

LUMBERJACKS READY FOR SERVICE IN EUROPE



Group of New England lumberjacks ready to embark for Europe to prepare timbers for the trenches of the allies. Ten units have been recruited for this work and are in the charge of Daniel A. MacKay of the Northwest mounted police, shown at the right.

NEW IMPERIAL POTENTATE



Charles E. Ovenshire of Minneapolis, who was elected Imperial potentate of the Shriner's at the annual meeting of the Imperial council in Minneapolis. He was advanced from the office of deputy Imperial potentate.

FRENCH SOLDIER AND HIS BIG PRIZE



Victorious French soldier signaling to his detachment the capture of a German battery. Such deeds as these mark the supreme moments of soldiers' lives. This "poulu" is elated over his prize, one of a number which for some time poured a murderous fire into the French lines.

BIG REDUCTION IN PRICE OF COAL

EASTERN MINE OPERATORS TO MAKE REDUCTIONS RANGING FROM \$1 TO \$5 TON.

PUBLIC TO DERIVE BENEFIT

New Prices Become Effective July 1—Present Agreement Affects Only Bituminous Product, But It Is Believed Anthracite Will Lowered Later.

Washington, June 29.—The sweeping reductions in the price of bituminous coal at all mines east of the Mississippi river ranging from one to five dollars a ton to the public, with a further cut of 50 per cent for the government, were agreed upon today at conferences between the operators and government officials. The new prices become effective July 1.

Four hundred operators who gathered here yesterday at a call from Secretary Lane and pledged themselves to furnish their product at a reasonable price were represented in the final conferences by committees from each field. Earlier in the day they had agreed to place the price fixing in the hands of the government through the defense council's coal production committee, Secretary Lane and Commissioner Fort of the federal trade commission, thus avoiding the possibility of violating the anti-trust laws. Director Smith of the geological survey, estimated that the reduced prices would mean that the operators would get \$180,000,000 less annually for their output, and that the saving to the government and the coal consuming public would be even greater.

In addition to placing prices upon coal at all the mines it was announced that all the jobbers, brokers and retail men would be permitted to charge commissions of not more than 25 cents a ton, and that not more than one commission should be charged. In other words, the consumer will get his coal at the mine price plus transportation charges and 25 cents per ton.

The agreement does not affect anthracite, and the coal committee announced tonight that action on that problem had been postponed until after July 1, by agreement with the operators. The anthracite producers have indicated willingness to meet the government in the same spirit manifested by the bituminous men.

In the final conferences trade secrets between competitors, cost prices and other confidential information were laid on the table and the government acting as judge, decided what would be the highest prices paid at mines, prices to go into effect July 1, to stay in effect until investigations are made and other changes ordered. Representatives from various states were asked to quote the minimum price at which they could furnish coal. The Clearfield district of Pennsylvania agreed to cut its price for coal as it was loaded at the mouth of the mine from \$5.25 to \$3.90, with \$3.50 for lump sizes. Tennessee came down from \$4.50 to \$3.00. Virginia did likewise. West Virginia reduced the current contract price of \$5.60 to \$3.00, and Illinois and Indiana reduced their prices to \$2.75 for coal as it came from the mine.

GRAIN MEN TO LEND HAND.

Hutchinson, Kan., June 29.—Resolutions pledging the support of the grain men of the state to the movement for a "200,000,000 bushel wheat crop for 1918" in Kansas were adopted tonight by the Kansas Grain Dealers' association, in convention here. C. C. Isley of Cimarron said a million dollars was needed at once to aid western Kansas farmers to get seed wheat.

"Western Kansas is not asking for charity," he said. "All we want is co-operation. Unless something is done and done right soon tens of thousands of acres of Kansas wheat land in the western part of the state will lie idle this fall instead of growing the wheat the nation and world needs so badly."

BRAZIL TO JOIN ALLIES?

Rio Janeiro, June 29.—Brazil has revoked her decree of neutrality in the war between the entente allies and Germany.

The Brazilian government by act of congress late in May authorized the revocation of Brazil's neutrality in the war between Germany and the United States. It notifying the Brazilian legations of the sanction of the revocation Uilo Pecanha, the foreign minister, in a note said Brazil up to that time had refrained from taking sides in the European conflict, but that the republic could not remain indifferent from the moment the United States found itself involved in a struggle for the rights of the people and when Germany meted out indiscriminately to Brazil the most brutal treatment.

Big Task Confronts Him.

San Antonio, Texas, June 29.—Approval of the plans for the infantry barracks to be built at Camp Wilson for the men of the draft army was received by the contractor this morning. An effort will be made to have the 120 buildings, each two stories and housing 200 men, ready for occupancy before September 1. An order for eight carloads of lumber, the initial shipment of 400 cars was started on its way from eastern Texas to San Antonio this morning.