

wealthy then, and grandpa did n't expect him to die so poor, and so they arranged it all between them. I shall have just my own little income. I wear these things only because grandma insists on buying them; but when she's gone I shall have only my few hundreds, and *they* ought n't to be enough to frighten even you away."

She paused, and waited in vain. Delafield said nothing. Her eyes fell on the diamond, and its sparkle was too much for them.

"I did n't have any *more* to say," she faltered, half choking. "I—I thought—"

The tears that had assembled behind her vehemence rushed up in triumph over her striving, and she trembled and shuddered with her grief. For a moment Delafield clenched his fists behind him; then they opened, and he moved quickly to her side.

"Shall I love my happiness more than you?" he said distinctly. "Shall I follow my heart alone?"

"Yes—yes; be selfish—be selfish!" cried Mildred. "I—I want to be worth fury and hate and fighting for! There is n't anything in the world I want so much as you!"

He took her strongly in his arms, and tenderly kissed her. She was still sobbing, but differently; and he let her weep for the easing of her heart.

"I shall adopt your view," he said resolutely, with his lips at her ear. "From now I shall believe all you believe; and we'll

start and make our life a proof of our creed. Don't fear that I shall be weak; I was thinking of you, and I made a mistake. I always go on. Please—"

"Yes," she said joyously, her arms around his neck and their eyes meeting in new trust and happiness; "you were tired and worn with anxiety, and the earl bothered you, dear. But it will not be so again, because first you'll tell me everything. You must take a long rest to-night; but you must stay to dinner, and drink something hot to prevent you from having gotten cold while I was *so* horrid."

With her repentance she was nearly ready to weep again, and she sprang up on a plea of drawing the shades. There came a heavy clang of sleigh-bells without, different from the ordinary.

"Come quick!" she said.

She had looked out in the glare of the electric lights and had seen the sleigh with the scarlet plumes and the crystal dasher. There were the two splendid towering flunkies, strictly *en profil*; and behind them, half frozen in their furs, the young Earl of Tyne, elegantly dressed, and a brilliantly costumed girl of countenance sharp and sagacious.

Delafield came up behind Mildred and slipped the diamond to its place on her lovely finger.

"And who's the lady?" he asked.

"That's Miss Gaston," said Mildred.

Chester Bailey Fernald.

OUR FOREIGN TRADE.



THE expansion of the foreign trade of the United States, which is now attracting more than usual attention, deserves the thought and careful consideration of our merchants and public men.

Yet only few, in the hurry and bustle of business, can devote sufficient time and research to analyze the statistics of imports and exports, and otherwise follow the course and extent of our commerce with foreign countries. While the volume of our foreign trade in natural products has increased largely during the last decade, our exports of manufactured goods are not keeping pace with our imports thereof, and are not commensurate

with the wealth, development, and resources of the nation, demonstrating clearly that the energies of our people have not been directed toward the expansion of our foreign exports as persistently as toward the development of our internal trade and manufactures.

Heretofore our exports have comprised chiefly raw materials, the products of agriculture, mines, and forests, comparatively little attention having been given to articles of domestic manufacture. In 1870 our exports of domestic manufactures amounted to only \$68,279,746, representing but 15 per cent. of our total exports for the year, which amounted to \$455,208,341, of which \$352,096,215 was the product of domestic agriculture. The increase in the export of domestic manufactures has been slow. It was not until

1876, the year of the Centennial Exhibition (to which influence the sudden growth during subsequent years may be attributable), that they advanced to \$101,637,548, while the following year they swelled to \$133,933,549, an increase of over \$32,000,000. In 1880 they receded to \$102,856,215, but increased again to \$134,794,346 in 1882, and showed no material improvement until 1891, when they swelled to \$168,927,315. The maximum was reached in 1894, when the value arose to \$183,718,484, representing 21 per cent. of the gross exports, which amounted to \$869,204,937. The increase was chiefly in cotton goods, agricultural implements, spirits, fertilizers, and manufactures of copper, woolens, electrical and surgical instruments, books, engravings, and printed matter. There has also been a marked and gratifying increase during the year, largely in manufactures of iron; and the heavy contracts reported abroad for armor-plates for foreign battle-ships give encouragement of further improvement to follow in succeeding years.

To work up a demand and properly to introduce our manufactured goods in foreign markets require greater energy and aptitude than in selling cereals, provisions, and raw materials, for the reason that it becomes necessary to cater to the tastes and overcome the prejudices of consumers, while in the case of raw materials the exporter deals only with wholesalers and manufacturers, who themselves convert the products into manufactured articles suitable to the wants of their people. Hence a manufacturer and exporter must expend much time, labor, and money to introduce his wares abroad, requiring a large preliminary outlay and careful study of the wants of the different markets, coupled with untiring energy and perseverance. Returns and profits are necessarily slow. That frequently discourages exporters in their first efforts, and causes them to abandon the attempt to introduce their goods in competition with others already well known and established in the market they seek to enter. The prejudices of foreigners are difficult to overcome, but the energy and ingenuity of our business men who go abroad to cultivate new markets should be equal to the occasion, and capable of overcoming all obstacles. With our inexhaustible natural resources, improved machinery and inventions of all kinds, and an increasing supply of skilled labor every year, this country is capable of making rapid strides in the expansion of its foreign export trade, provided our capitalists, manufacturers, and

merchants give it the thought and attention that it deserves. If only one half of the capital, energy, and attention that is now absorbed in manipulating stocks, trusts, questionable mining companies, and other inflated schemes was devoted to the development of legitimate manufacturing enterprises, and to seeking consumers for their products abroad, the country would become more and more prosperous each year, and be able to provide employment for her skilled artisans, whose labor is the foundation and mainstay of her wealth.

One thousand dollars' worth of domestic manufactures exported is of greater benefit to the country than double the value of raw materials sent abroad, inasmuch as it gives employment to three or four times the labor. It is England's manufactories and enormous foreign commerce that have produced her great wealth, and not the product of her soil. Statistics prove this. She has been the shop-keeper, manufacturer, and money-lender of the world, importing raw products, manufacturing them, and exporting them again in manufactured goods to suit the taste and requirements of foreign customers, while her laborers, merchants, and ship-owners have reaped the profit. In the manufacture of cotton goods alone the profits that accrue to her people are enormous. During the fiscal year ending in 1894 the total value of raw cotton imported into the United Kingdom was \$164,721,725, while the exports for the same period were \$332,803,665, showing a balance in her favor of \$168,081,940 over and above what must have been consumed by her own population. These figures and enormous profits ought to afford our cotton manufacturers food for reflection. If Great Britain, which has to import all the raw cotton she manufactures, can make a gain of *one hundred and sixty-eight million dollars*—over 50 per cent.—to be divided among her artisans and manufacturers, there would seem to be a great opening for this country, which in 1894 exported \$210,869,289 of cotton (of which \$114,974,225 went to Great Britain), to compete for a share of this enormous industry. It is worth noticing that while Great Britain in 1894 exported \$332,000,000 of cotton goods, this, the greatest cotton-producing country in the world, exported only \$210,000,000 of raw and \$14,340,886 of manufactured cottons.

Of woolens we exported in 1894 only \$2,112,703; viz., \$1,247,447 of foreign importation and \$865,256 of domestic manufacture; while Great Britain for the same period exported \$183,057,825, showing that this in-

dustry with us is yet in its infancy. It is capable of development, however. With the duty removed from foreign fleece wool the future need not be despaired of.

The extraordinary diversified resources of this vast country give no limit to the possibilities of the expansion of our foreign commerce. It should be our aim to increase our exports to the countries from which our imports are greater than our exports, and thus to reduce the balances of trade against us, which have to be settled in gold and silver; also to foster more closely our trade relations and increase our exports to the countries contiguous to us and whose markets are easy of access, notably Mexico, Central and South America, the West Indies, and the Orient. Our exports to these countries are not at all in proportion to our imports, and are capable of being largely increased. In 1894 our trade with them was as follows:

	Imports.	Exports.
Mexico.....	\$28,727,006	\$12,842,149
Central America...	9,751,149	5,233,986
South America....	100,147,107	33,212,310
West Indies.....	96,465,134	41,907,362
China.....	18,117,699	10,072,373
Japan.....	19,471,202	3,986,815
	<u>\$272,679,297</u>	<u>\$107,254,995</u>

From this it will be seen that from the countries named we imported \$165,424,302 in excess of our exports. This enormous balance of trade against us absorbs an alarming outflow of gold and silver from our specie reserves. To China alone we sent during 1894 \$9,301,286 in gold and silver. The greater part of this was shipped from San Francisco, and represents the earnings of about 90,000 Chinese laborers and merchants employed and engaged in business on the Pacific coast; the actual balances of trade being settled mostly by exchange on London, the center of all financial settlements. To Japan in the same period we sent \$3,849,030 in gold and silver, chiefly from the Pacific coast.

The international exposition to be held in the city of Mexico in 1896, preparations for which are being made on a large scale, offers a good opportunity for displaying our manufactures in that country, as it is likely to be visited extensively not only by Mexican people, but by well-to-do and progressive residents of the Central American republics. Exhibitors at all foreign expositions ought to be liberally aided and encouraged by the Federal Government, as such exhibits always tend to promote trade.

Since steamers have to a large extent superseded sailing vessels in the West Indian and

Central American trade, giving more frequent and rapid transportation and reduced rates of freight, our exports to those countries have increased very materially, to the exclusion, in many cases, of British products, as an analysis of the British blue books show. This not only applies to foreign countries, but to some of the British possessions as well, notably Bermuda, Barbados, Trinidad, and other colonies. Canada in 1893 imported merchandise from this country to the value of \$58,220,858, while from Great Britain during the same year her imports were only \$48,149,531; the aggregate of her total import and export trade with Great Britain being \$107,385,718, and with this country \$108,988,856. It is worthy of note that Great Britain takes by far the largest share of our exports. In 1860 the proportion was 52.50 per cent. of the entire exports, and in 1893 49.93 per cent., while 8.45 per cent. went to other British possessions, making a total export in the latter year to Great Britain and her possessions of 58.38 per cent., a fact that our anti-British demagogues should not lose sight of. In 1894 our exports to Great Britain and Canada alone were respectively \$425,968,879 and \$50,549,763, a total of \$476,518,642, representing 54 per cent. of our gross exports.

Our imports from Great Britain, on the other hand, under a high protective tariff, have fallen off from 39.17 per cent. in 1860 to 21.11 in 1893.

The most gratifying feature of our foreign trade is that in volume it now exceeds that of any other country excepting Great Britain, whose commerce is nearly double that of any other nation. Next in order come Germany, France, and the Netherlands.

The following figures, compiled from the latest and most reliable data available, show the total imports and exports of some of the principal countries:

United Kingdom.....	1892..	\$3,481,779,033
United States.....	1892..	1,857,680,610
Germany.....	1891..	1,787,526,666
France.....	1891..	1,623,091,733
Netherlands.....	1891..	1,010,865,066
India.....	1892..	957,867,197
Italy.....	1891..	389,990,333
Belgium.....	1891..	646,069,466
Russia.....	1891..	532,019,133

The amount of foreign trade per head of population of the principal countries is as follows:

United States.....	1892..	\$16.22
Great Britain.....	1892..	37.24
Germany.....	1891..	15.64
France.....	1891..	18.22
Netherlands.....	1891..	102.25

Belgium	1891..	\$48.72
India	1892..	2.50
Russia	1891..	3.05
Italy	1891..	5.62
South Australia	1892..	117.17
Queensland	1892..	105.83
Straits Settlements	1892..	177.49
Falkland Islands	1892..	343.61

as the goods imported from the United Kingdom or their sister colonies.

The total trade of all other countries of the world, including that of the United States, exclusive of Great Britain and the British possessions, for the same period of twelve months, was as follows:

Our foreign trade per head of our population, according to these figures, compares favorably with that of most European countries, but so far amounts to only 44 per cent. of that of Great Britain. The Netherlands, Belgium, South Australia, Queensland, Straits Settlements, and Falkland Islands make a wonderful showing, and are noteworthy examples of what can be accomplished, though the four last-named countries export chiefly unmanufactured products.

Imports.	Exports.	Total.
\$5,844,618,943	\$5,845,034,248	\$11,689,653,191

The total foreign trade of the United States for the years 1892, 1893, and 1894 was as follows:

It will be seen from this, by comparison, that the trade of Great Britain and her possessions controls one third of the entire commerce of the world. Adding the trade of this country to that of Great Britain and her possessions, we have the enormous total of \$7,656,628,779, leaving only \$9,831,972,581 for all other nations. With the example before us, as an incentive, of the success Great Britain and other older countries have attained in developing their foreign commerce, we should make it our aim to push onward until we achieve equal success. For a young nation, a little more than a century old, we have reason to be proud of the prominence and prosperity this country has attained. With unrivaled resources, a rapidly increasing population, and a people endued with great energy and intelligence, we may confidently aspire in time to become the greatest commercial nation of the world. All that is necessary is for our people to apply themselves assiduously to the task, to secure freer intercourse and improve our trade relations with other countries, and to foster and increase our mercantile marine, without which we can never attain prominence as a maritime nation. We must follow the example of Great Britain and Norway in this respect, and aim to carry our products abroad in our own vessels, and thus establish independent and direct intercourse with other countries

Imports.	Exports.	Total.
1892..\$827,402,462	\$1,030,278,148	\$1,857,680,610
1893.. 866,400,922	847,665,194	1,714,066,116
1894.. 654,994,622	892,140,572	1,547,135,194

The exports in 1892 exceeded those of any year in the history of the country, and were due to the unusually large crops of cereals, which were marketed abroad at good prices. The totals of our foreign trade given above do not include the imports and exports of gold and silver coin and bullion, which for the same period were as follows:

Imports.	Exports.	Excess of Exports over Imports.
1892.....\$69,654,540	\$83,005,886	\$13,351,346
1893..... 44,367,633	149,418,163	105,050,530
1894..... 85,735,671	127,429,326	41,693,655

It is worth noticing how the trade of other countries compares with ours. The total foreign trade of Great Britain and her colonies and possessions in 1892 was as follows:

	Imports.	Exports.	Total.
Great Britain.....	\$2,062,463,558	\$1,419,315,475	\$3,481,779,033
British Colonies and Possessions.....	1,082,065,489	1,235,103,645	2,317,169,134
Total.....	\$3,144,529,047	\$2,654,419,120	\$5,798,948,167

These statistics demonstrate clearly the enormous advantage that Great Britain derives from her trade with her colonies and possessions. Yet notwithstanding these advantages, of late years we have gradually been selling more and more of our products to the British possessions, and there is no reason why our trade with her colonies should not continue to increase largely, as our manufactures and other products are admitted into most, if not all, of the British possessions at the same rates of duty and on the same terms

with ships sailing under our own flag, thereby gaining prestige and reaping the benefit of their earnings. If we cannot build vessels fast enough or cheaply enough, Congress should enact laws enabling our people to purchase ships abroad and put them under the American flag. The freer the intercourse, the greater will be our prosperity. In this, as well as in other matters pertaining to the advancement of our commercial interests, we cannot afford to halt and await the accomplishment of political party schemes and theories, but must

adapt ourselves to existing conditions, and be always ready to take advantage of every change and opportunity. In the export of our cereals, cotton, dairy products, meats, provisions, and petroleum we are meeting active competition in European markets with the products of other countries, and our exports of some of these articles have decreased considerably of late years. India, with her cheap labor, is largely increasing her exports of wheat; Egypt, those of cotton and Indian corn; South America, meats and wheat; Australia and New Zealand, wheat, meats, and dairy products; and Canada, cereals, fish, cheese, and butter. In the article of cheese Canada has made wonderful progress, and has

forged far ahead of us in her exports. In 1893 her exports of dairy products amounted to \$14,704,282, as compared with \$9,267,937 from this country. In fish and fish products our exports are also falling off very materially. In 1893 we sent abroad \$4,750,769, and in 1894 only \$3,492,201; while Canada in 1894 exported \$8,743,050. As our home consumption of these articles is increasing, and will continue to increase with the growth of our population, the shrinkage thus caused in the volume of our exports must be made up by increasing the exports of domestic manufactures, to which there is no reasonable limit, provided that they are not hampered and restricted by duties on raw materials and by unwise legislation.

Fenton T. Newbery.



TOPICS OF THE TIME

The Anachronism of War.

THE traveler on the Riviera who rambles over the picturesque promontory of Monaco—that puny principality of less than six square miles, with a military band of 350 musicians and a standing army of 90 men—is struck with the ludicrousness of finding on its ramparts a lot of Spanish cannon of a past age, bearing the inscription, *Ultima ratio regum*—“The last argument of kings.” To a man of reflection the sentiment seems as antiquated as the brass on which it is engraved. Not that war is a practical impossibility: even as we write the world seems to be torn anew with wars or rumors of wars. The impossibility lies rather in the revolt of the mind against the retrogression in civilization which is implied by war, when there is at hand so potent, so tried, and so honorable a substitute as arbitration. With this short cut to justice in mind, it is inconceivable to a civilized man that the laborious achievements of generations of peace should be given to the torch in one mad hour through the revival of the barbarous instincts of fighting.

That public opinion in England and America has quietly made extraordinary progress toward this humane ideal is indicated by the force of the shock with which the wise and good of both countries have recoiled from the awful spectacle, the unforgivable wickedness, of the two great English-speaking nations giving up their position side by side in the vanguard of civilization to embroil themselves over any question, much less over a complicated question of boundary dispute in South America. The demonstration of this conservative attitude among the sedate elements on both sides of the water affords a new aspect of kinship beyond sea which is more than an offset to the wild, flippant, and

provincial talk about war as though it were a pastime, of which Americans have recently had cause to be ashamed. The new *entente cordiale* will certainly be the beginning of better things.

That there should have been any difficulty sufficient to turn men's thoughts to war is a grave reflection upon the diplomacy of the two governments; for one of the chief objects of diplomacy has come to be, more and more, the averting of war. Moreover, to be effective, either as between the contending parties, or as before the larger judgment of the world's opinion, such diplomacy must be conducted on the highest plane of manners. However individuals may contend, nations must quarrel like gentlemen. The principle of *noblesse oblige* is more effective than that of immediate advantage. The main object should be to show outward respect for even the wrong contention of your opponent, and to refuse to admit that he would be willing to do less than justice. A breach can be made at any time, and until the ultimate issues of fact have been determined and pleaded to, as the lawyers would say, every avenue of escape from an armed conflict should be kept open. In such precautions the documents in the Venezuelan affair were woefully lacking. The lamentable strain that has been put upon the political, financial, and commercial relations of the two countries might easily have been avoided. What was needed was a large-minded reliance on the good faith and the sense of justice of the two great law-making and law-loving peoples of the world.

Upon such elements, at least, reliance must be placed to pluck the flower safety out of this nettle danger. *The immediate duty before the conservative forces of England and America is to organize for the establish-*