

The World's Great Undeveloped Commercial Proposition

By DENIS L. O'CONNELL

Cork, Ireland, Nov., 1919.

SOMEbody said recently that Ireland was one of the greatest undeveloped commercial propositions known. He was right and just hit off the whole case of Ireland. Ireland is full of big possibilities for men with ideas. The whole country at the moment is springing ahead with commercial schemes and Ireland seems to have come to the conclusion that she can work out her future in competition with the other nations of the world in the industrial markets. The distressful country spends every year more than \$600,000,000 in buying goods from other countries and out of this huge outlay only \$27,210,856 goes to the United States. In other words, for every twenty-two dollars spent, only one goes to America.

Take the item of medicines, drugs, and dyes. The people of this country spent alone in the year 1917 no less a sum than \$10,132,195 and most people will be surprised when they are told that America could secure orders for only \$716. But it is a fact, and the trade returns prove it. And the position is almost as bad from the American business man's point of view in a hundred and one other items.

It did not take up much cargo space to ship across all the cutlery that America sold to Ireland for the whole twelve months. It amounted to only \$27. Any one could have brought those knives and forks in his back pocket, but it would have been a different matter to find space, when shipping was so short, for the half million dollars' worth that England sold. America is the home of electrical machinery and one would think that her trade with this country would be a great deal more than \$65, but it was not; though the English manufacturers always find Ireland one of the best markets for their goods and one that pays them, too. If you sell surgical instruments or manufacture them, it is more than likely that you do not get any orders from Eireann though she spends more than a quarter of a million every year upon this one item alone; but very little of it goes across the Atlantic, for I find that American orders amounted to \$148. If only the business men of the United States could see what trade and money are just waiting for them right here, if only they would come along and pick it up, I am sure that they would view the capture of Ireland's trade in a more serious light than they do. As it is, America is beaten hopelessly out of the Irish market by their English rivals and now more than ever Ireland wants to carry on its commercial transactions with Uncle Sam.

There is not a country in the world which can turn out better and neater shoes and boots than can America, but why manufacturers could not get more than \$123,813 as against the Englishman's shipment of more than \$2,000,000 cannot be better answered than by the truth. The Britisher knows the rare good market that he has in Ireland and means to keep it if at all possible. He means to keep it and to have it under his thumb so that he can grow richer upon it. If the Irish market is worth anything to England it is also worth something to America. If it has been England's best buyer it can in a very short time be made America's. I would advise American traders who have anything to export to come over to Ireland to sell it. There is a big market waiting for them, and it is not at all unlikely that instead of having the small place in the market the

position will be reversed and instead of England selling the six hundred millions' worth, the United States can be doing it. Ireland's buying power is advancing every year.

Ireland buys annually \$61,000,000 worth of metals but barely one-tenth of this order goes to the United States. America can produce and supply these as cheap and as good in quality as England and therefore can get the order. This country must spend thousands upon photographic materials, but America's bit was almost nil—it was only \$100—and when one comes to look at plated ware it is almost farcical to think that only ten dollars of Irish money went to the United States.

A good business can be done in toys—Irish boys and girls love a good toy as well as any other child in the world—and America can supply them, but her present trade is almost infinitesimal, being less than four hundred dollars. Why not go in and capture? Again, England beats in and gets away with all the orders for all kinds of glassware because she gets one hundred dollars' worth for every one that the United States can get. Blacking is an everyday requirement in all the homes of this country but America's amount which comes into Ireland would not keep the boots of a small village clean for the year.

England has the grip all over on all and sundry items which you people in America can supply. The greatest commercial proposition in the world is lying here to be picked up. Come and do so.

The Blame

AMERICANS who love music and also love their country are torn by dividing emotions because of Fritz Kreisler. Fritz Kreisler is a great violinist, and is also a subject of Austria. He served for a time in the Austrian army in the Great War. He was in America when the United States entered the war. When the war-resolution was passed in Washington, the soldier-artist immediately cancelled all his concert engagements, and remained in retirement until the opening of the present season.

During the present year he has again given recitals, very successful recitals, in some American cities. In others there has been opposition to his appearance.

Some good Americans are complaining that this opposition to Kreisler is misplaced patriotism. They emphasize the fact that the violinist conducted himself with dignity and discretion throughout our participation in the war. They declare that we should all treat Capt. Kreisler in the spirit of neutral and international art.

The situation is embarrassing for all. The violinist is merely one more sufferer from that series of blunders known as the German policy toward America. The fallen leaders of Berlin created a state of mind in America which makes Teutonic officers unwelcome to many, even if they are great violinists. Many Americans cannot think of a Kreisler in terms of music, when they think of him in terms of the war. In time this feeling may pass, but its passing cannot be hurried.

In the meantime, Kreisler the musician will understand the attitude of these Americans toward Kreisler the Teutonic officer. Their attitude was not caused by his acts, or by their own choice. It was created by the misguided men who dragged America into the war, who brought ruin upon both Germany and Austria. So lovers of the Kreisler music in some cities must for a time be content with the disk records, and accept their aesthetic privation as another privation of the war. Those cities where Kreisler has appeared without conflict, and with his usual great musical triumph, can rejoice that they are sharing, a little earlier, a part of the full blessing of peace.

Notes from Australia

By J. GRATTAN GREY

Self-Determination for Ireland

Melbourne, Australia, Nov.—(By Mail).

IN ADDITION to the action taken by societies directly representative of Irish people and their descendants resident in Australia, the Labor organizations in all the states of the Commonwealth have passed resolutions unanimously in favor of the principle of self-determination being applied to the solution of the Irish question. These labor unions have also condemned interference by the Allies in the affairs of Russia, and urged the withdrawal of their troops from that country, contending that the Russian people should be left entirely to themselves in deciding upon the form of government under which they should live. These resolutions with regard to Ireland and Russia have been forwarded to the proper authorities, with requests that they be transmitted to the British Prime Minister, Mr. Lloyd George, and it now remains to be seen whether they will reach their intended destination.

The Peace Treaty Discussed in Parliament

Before the debate on the Peace Treaty was resumed after its adoption had been moved by the Prime Minister, he made special reference to the necessity for an early adoption of the ratification motion. He informed the House of Representatives that the British Government had communicated with the Commonwealth Government, pointing out that ratification of the Treaty was a matter of urgency. In order that the Treaty might come into force, it was necessary that it should be approved by three of the Great Powers. The whole of the Empire, with the exception of Australia, had approved of it. He therefore desired to state that the debate on this matter must terminate at a reasonable hour on the following Wednesday. By this rigid curtailment of discussion, a House consisting of 75 members was left a few hours on four sitting days (other business taking up some of the time also) to debate a question of such exceptional magnitude; but there seemed to be an extraordinary amount of lukewarmness on the subject, and therefore the limitations imposed upon its discussion were accepted without the slightest protest.

Some members viewed the matter as quite a formal proceeding, and considered that the time of Parliament could be more aptly and beneficially occupied in dealing with matters of urgent local importance. Indeed, the Opposition party, at a caucus, passed a resolution to the effect that "while not wishing to interfere with the right of any member of the party who desired to speak on the Peace Treaty, this party is of the opinion that in order that the government may be given every opportunity to carry out its promises, the debate should be concluded as soon as possible." The promises referred to are numerous, but they principally concern measures for the suppression of profiteering and the introduction of an effective tariff for the protection of Australian industries. The object aimed at by the Opposition was to deprive the government of any chance of saying that they had been obstructed in any way by their political opponents in giving effect to their promises with regard to protection, profiteering and other burning questions of the day.

Although the debate on the Peace Treaty was thus deprived of its expected vigor and enlightenment, because of the disinclination to discuss it and of the doubts that are entertained as to the wisdom and jus-

tice of some of its terms, as well as distrust of the proposed League of Nations as an effective provision for the preservation of the world's peace, there were references in the course of the discussion which will be especially interesting to American readers.

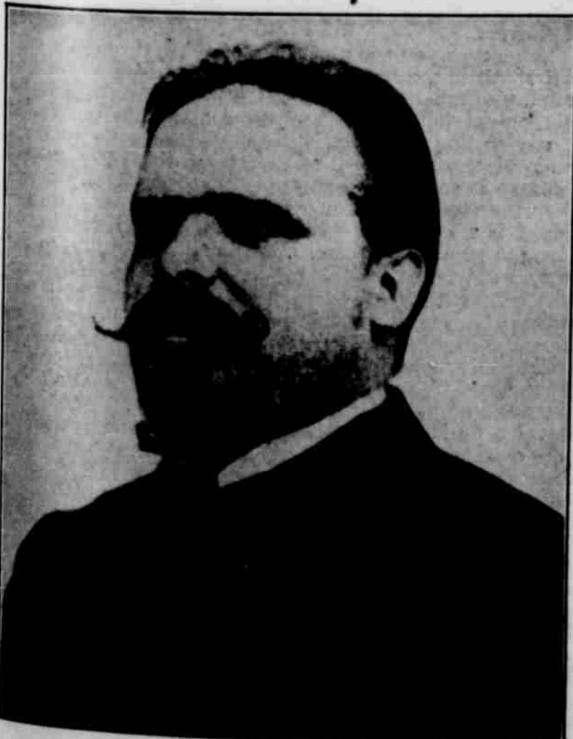
The main objections raised were that except in Germany no provision was made for the suppression of militarism and conscription, for the absolute freedom of the seas for all nations great and small, for the all-round diminution of armaments, naval and military, for the prevention of the manufacture of munitions and armaments by private firms, and for the discontinuance of secret diplomacy and secret treaties.

The Pacific islands, as closely concerning Australia as they do, received a considerable amount of attention during the debate. Complaint was made that the frontiers of Japan had been brought 3,000 miles nearer to the Commonwealth by the cession to that country of the Caroline and Marshall islands by a secret pact arranged between the British Government, Japan and the Fisher Government of Australia in 1915, without the people of Australia, the Parliament of the country or the members of the Fisher party being consulted on the subject, or even informed at the time of the existence of this secret pact dealing with the islands north of the equator. One member declared that he would rather have Germany or any other white nation in these islands than Japan. Congratulatory references were made to the action of the United States in placing a large fleet in the Pacific, and one member enthusiastically exclaimed that this was a godsend to Australia. This exclamation reflects public opinion throughout the Commonwealth, because the belief is that but for the presence of the American fleet in the Pacific, Australia would be exposed to a menace of the gravest kind, intensified as it has been by the objectionable disposal of the Marshall and Caroline groups to an Asiatic power.

The motion for the ratification of the Peace Treaty between the Allies and Germany, and of the treaty providing for the protection of France against Germany, was agreed to without a division, one day short of the time allowed for its discussion, thus showing that to a large extent its approval was regarded as a mere formality.

Lord Jellicoe's Warning

Lord Jellicoe has furnished to the governments of Australia and New Zealand reports upon the naval defense of both countries, but the contents of these reports have not yet been made public. Prior to his departure for Fiji in the man-of-war New Zealand on Friday last, Lord Jellicoe delivered a speech at Auckland, in which he said that New Zealand had now an opportunity of helping the British Navy, and would no doubt take advantage of the opportunity. The safety of the British Empire meant the safety of New Zealand. Everyone in the Empire hoped that there would be no more war, but when they had such a great stake as the British Empire, and the Empire was at stake, he felt that they should not trust to hope, but to their strength, and that was why they should remain strong. The strength they needed in the British Empire was sea supremacy. Having read these farewell words from Lord Jellicoe, people are asking where do President Wilson's points about the reduction of armaments and absolute freedom of the seas for all nations, great and small, come in?



(C) Press Ill. Service

D. Antonio Jose de Almeida, President of Portugal, is having a little anxiety over his job. Every little while a few young bloods, remembering the roystering times under King Manuel's monarchy, start a movement to bring the king back from England. Thus, a part of President Almeida's business is the suppression of Royalist plots. Portugal is beginning to feel the opportunity which the new order of things will offer to her commercially. With Spain, she contemplates stronger connections with America.