TRADE WITH GERMANY.

CONSUL GENERAL MASON TELLS OF FIELDS OPEN TO AMERICAN EXPORTERS.

Washington, May 11 (Special).—In a recent report to the State Department Consul General Frank H. Mason, of Berlin, after discussing the general outlook for American export trade in Germany, has this to say about particular fields open to the American exporter:

Aside from raw materials and food products, which Germany must have and buys where they can be had cheapest, and the standard manufactured specialties, like typewriters, reaping machines, office furniture and fixtures, and certain other things which are produced better and more cheaply in our country than elsewhere, the principal demand in Germany is now for new goods, the novelties of many kinds which are produced by the restless, unsatisfied, inventive American spirit, and for which Germany looks to the United States as for new fashions in dress to London and Paris.

Just what the most available novelties of the present season may be it is somewhat difficult at this distance to fully specify. Probably a good example of what is wanted would be the latest pneumatic tools, which have reached such perfection in the United States, but are comparatively unknown here. There is on the Prussian statute book an obsolete law which requires that every steam boiler shall be provided with a manhole by which it can be entered and inspected from within, and this, although enacted before the automobile had been thought of, prevents in effect the use of steam motor carriages in Prussia, although they are allowed under certain restrictions in Saxony and Bavaria. But steps have been taken to amend the Prussian law, and when that is done there will be an apparently good chance for the light, smoothly running and serviceable steam carriages that sell for from $700 to $800, and are so widely used and popular in the United States.

American anthracite has been experimentally imported to Berlin during the last winter, but has failed of its expected success because it is harder than the Welsh coal, makes more ash, but less clinkers, is less inflammable, and being, therefore, harder to kindle and more liable to extinction under reduced air supply, has not worked well in stoves and furnaces made for British anthracite. There would seem, therefore, to be an opportunity for a limited number of stoves adapted to the American fuel.

Artificial leather, for upholstery, bookbinding, etc., of the quality made in Boston and somewhere in Ohio, can also be successfully exploited here. It should be made in pieces from 50 to 100 yards long and from 1½ to 2½ yards wide. Samples from Boston have been shown and highly approved here, but are found rather small for general use.

Canned lobster is wanted everywhere, but there seem to be no efficient connections here between dealers and American producers. American canned lobster is preferred to that from any other source. A merchant in this line states that orders could be taken here—are, in fact, waiting—for several thousand cases, provided a reputable American firm would accept cash on landing of the goods at Hamburg. These are the terms which German importers accord to exporters in Great Britain and other countries, and the persistency of Americans in insisting upon cash against bill of lading at New-York or Boston kills millions of dollars' worth of trade every year.

There is also a fine field, hitherto almost uncultivated, for the sale of American cheese. The Germans are noted cheese eaters, and import large quantities of expensive varieties from France, Switzerland, Austria and Great Britain. English Chester costs about 20 cents a pound, while American dairy is quoted in the New-York and other markets at 9 to 11 cents.

During the last year a German dealer imported and sold readily about 10,000 pounds within three months, but on seeking to repeat his order experienced a long delay. The demand at home was so active that the American merchant received the repeat order, put it on file, but left it unfilled. If some capable exporting house will take up this trade and arrange to sell selected American cheese through an agency or local firm at Hamburg the success of the venture would be assured.

Dried fruits, canned turtle meat and high class canned fruits from California are all in strong demand, and their import can be decreased. American canned and dried fruits are now so well known and so popular in Germany that the demand is often in excess of the supply. During the last year these products have been introduced as a very attractive feature in department stores, where they are sold at about two-thirds the retail prices charged by ordinary grocers. This has not only greatly increased the aggregate sale of such goods, but has made them accessible to a class of people to whom they were before unknown.

If there is a really good cheap typewriter made in America—a machine which is well made, durable, capable of doing clean, rapid work, and can be retailed at from $50 to $65—there is unquestionably a large and promising field for it in this country. The typewriter has just reached here the status of a universally approved and appreciated adjunct of everyday life. Courts and other public offices are beginning to employ them, and their use is extending to all classes of business men, many of whom think they cannot afford to pay $100 for a machine. Cheap machines have been made in great numbers, but they are generally so inferior to really first class American made ones that purchasers have become afraid of them. Two important requisites for this trade will be cheapness and that the writing shall be visible while the machine is at work.

There is some inquiry for American machines for carriage and wagon making. American made vehicles have, for various reasons, never obtained any important foothold in Germany. The styles made in our country do not fit the tastes and social conditions that prevail here. But American hubs, spokes, fellies and bentwood materials generally are in high favor. The work of assembling the parts and finishing the vehicle is done by hand and oldtime methods, which could be greatly aided by American machines.

Shoemaking machinery has revolutionized the whole shoe manufacturing industry of Germany and is still in strong demand. Especially salable are any recent improvements which increase the efficiency of a machine or a process now in use. Naturally, the economies of all such improvements will be used, as heretofore, against the shoe export trade of the United States; but until German operatives attain a higher standard of productiveness than now, no effort of the manufacturers can under existing conditions of import shut the American made $3 and $3.50 shoe out of the German market.

It is stated that most American shoe machinery builders belong to a trust, which is arbitrary and expensive in its relations to the German trade. Manufacturers of such machinery outside of the syndicate can, if they will make the effort, do a flourishing business through miscellaneous machinery dealers in this country. There are also inquiries for the Northrop loom for weaving cotton and woollen fabrics. This is a specialty which should be managed by a direct agency.

Among the other articles most obviously in demand, all of which are recognized as standard American products, are cheap lawn mowers, mulberry and prune shears, cheap guitars and zithers; cheap carpets, especially of the widths and qualities used for stairs and corridors; sugar of milk, an article largely used in Germany, and of which the American quality is said to be better than those of Austria and the Netherlands, whence the present supply is largely imported; turpentine oil, which is also a prime article for Russia; small printing presses, especially those of most improved types for card and other small job work and embossing; and all novelties and improvements in the line of office furniture and equipment, which have come into Germany with the typewriter, and, by reason of their simplicity and efficiency in classifying and keeping in order the records and correspondence of an office, appeal strongly to the German love of system.

Finally, let the American who seeks to develop an export trade of anything to Germany remember that he is trying to be the seller; that in offering his goods to any foreign purchaser the tastes and commercial ideas of that customer are entitled to a certain consideration, and that to insist always upon imposing American home conditions of payment at New-York, in American currency, weights and measures, while the goods are still on American soil, simply confirms the threadbare saying that with all their cleverness as manufacturers and caterers to their home market, our countrymen are, with some notable exceptions, still in the kindergarten class as merchants in the large, international sense of that term.

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Every modern appointment and comfort. Hot and cold sea water baths. Golf links.
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Advertisements will be received at the following branch offices at regular office rates until 8 o'clock p. m., viz.: **254 8th-ave.**, s. e. cor. 23d-st.; **153 6th-ave.**, cor. 12th-st.; **92 East 14th-st.; 257 West 42d-st.**, between 7th and 8th aves.; **263 West 125th-st.; 1,338 3d-ave.**, between 76th and 77th sts.; **1,026 3d-ave.**, near 61st-st.; **1,708 1st-ave.**, near 89th-st.; **157 East 125th-st.; 756 Tremont-ave.; 650 3d-ave.**, near 41st-st.; **554 3d-ave.; 210 Bleecker-st.; 325 Bleecker-st. Brooklyn, N. Y.—216 Court-st.; 215 Smith-st.; 1,004 Gates-ave. Newark, N. J. —794 Broad-st.** Also at all A. D. T. offices.

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OPEN FROM JUNE TO NOVEMBER.
A beautifully located hotel, with every modern facility for the luxurious comfort of guests.
Forty minutes from New York, with trains running hourly from Grand Central Station.
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Fine yachting, fishing, good roads, golf course close to the hotel. For circular apply to
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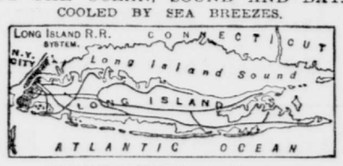

"SUMMER HOMES," a booklet describing hotels and boarding houses, free upon application at ticket offices, Astor House, 120 (952 Eagle Bureau), (1381 World Bureau) and 1353 Broadway, 95 5th av., 34th st., E. R., and foot New Chambers st., and 45 West 125th st., New York; 233 Fulton st., Eagle Summer Resort Bureau; 118 Broadway, Brooklyn, and at L. I. R. R. station in Brooklyn, or send 4c. in stamps. List of Real Estate Agents who have summer cottages to rent, free upon application. H. M. SMITH, Gen'l Pass'r Agt., L. I. City, N. Y.

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IN NEW YORK: 3 Park Place, 113, 141, 165, 425, 1,354, 1,370 Broadway, 287 4th Av., 245 Columbus Av., 153 East 125th St., 273 West 125th St., 182 5th Av.; ticket offices, Franklin and West 42d St. Ferries.
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BEAUTIFUL gold chairs $2 50, worth $5. Regilding Picture Frames, Furniture, Gold Leaf. Reasonable charges. FRIEDBERG'S, 99 6th-ave.

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SURE CURE. Mrs. DUMONT, 125 East 27th-st.; expert attendance.

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PERFECTION in fit, stitching and detail made the Holly Waist a success; exclusively of imported Madras, Percale, Linen, Flannel and Silk. THE HOLLY CO., 54 West 22d-st.

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ATTENTION!—Men wanted; $5 to $7 takes you to England, $10 to Germany, and $25 to Africa, for doing easy work; also free transportation; return passage. Apply ATLANTIC SHIPPING OFFICE, 115 1st-st., New-York.

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GIRL for general housework, cook, wash, iron; references. 173 Lexington-ave.

IF YOU WANT THE RIGHT KIND OF HELP LOOK HERE

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STENOGRAPHER and TYPEWRITER.—By young lady; graduate Packard's College; experienced. KATHRYN M'CARTHY, 123 West 24th-st.

STENOGRAPHER and TYPEWRITER.—With some experience; rapid and accurate; at a moderate salary. Inquire at 884 5th-ave., Brooklyn, in store.

STENOGRAPHER, typewriter; short experience; accurate; $6. Miss E. FAITH, 72 Hamburg-ave., Brooklyn.

STENOGRAPHER and typewriter, Remington operator; well experienced; reference given. Miss L. M. S., Postoffice Box 752, New-York.

STENOGRAPHER and TYPEWRITER.—Rapid and accurate; moderate salary. W. L., 157 East 125th-st.

STENOGRAPHY and TYPEWRITING.—As secretary to a lady or gentleman, by a refined young lady, in office or studio where no others are employed; references, E. A., Box 106, Tribune Office.

TEACHER, &c.—Refined Parisienne, two years' American experience, as teacher (school or private), or lady's companion to travel or otherwise. Box 87, Sharon Hill, Penn.

TUTOR.—Young lady (American), as tutor for children; English, French, German; city or country; would travel. Address L., Tribune Office.

YOUNG LADY, thoroughly experienced German, French, English correspondence, bookkeeping; understands stenography and typewriting; $10 to $12. LUCIE, 397 Fulton-st., Brooklyn, advertising agency.

YOUNG LADY of culture and education, and a recent graduate, would like a position out of town for the summer to coach backward students or to otherwise assist in mental training or nature study; position as nurse will not be considered. Address J. J., 8 Verona Place, Brooklyn.

YOUNG LADY, attending Normal College, wishes to find employment from June until September as private secretary, or in any other educational capacity, with a lady of first class family; highest references furnished. Address PRIVATE SECRETARY, Tribune Office.

WORK WANTED.

Male.

SPECIAL RATE TO UNEMPLOYED.
24 words, 3 times.....15 cents
7 time rate.....30 cents

A GENTLEMAN of intelligence and energy desires employment at the seaside for the summer in hotel, where he can make himself generally useful. Addrss Box 411, Brooklyn Advertising Agency, 397 Fulton-st., Brooklyn.

ACCOUNTANT.—Expert; highest references; will open, write up, audit and balance monthly or oftener books for firms, corporations and estates not requiring permanent bookkeeper. EXPERT, Postoffice Box 869.

BOOKKEEPER, PAYMASTER, &c.—By German-American, still holding position but desiring to change; quick and correct on figures; competent and able to take full charge of office; bond if required. A. B. C., Box 45, Tribune Office.

BOOKKEEPER.—By an energetic and ambitious young man, experienced in double entry bookkeeping, in a reliable house; first class references. Address E. O'HALLORAN, 249 Vernon-ave., Brooklyn.

BOOKKEEPER, entry or bill clerk, or any clerical work, by young man; can furnish best of reference. JAMES STOLL, 1,352 5th-ave.

BOY, 17, graduate, in office of wholesale or importing house, with chance of advancement. 111 East 117th-st.

CLERK.—With wholesale or retail house; city or country; experienced in grocery, coffee and tea, clothing and drygoods, bookkeeping; references. W. J. N., Tribune Office.

CARPENTER.—Competent all around mechanic; store, office fixtures, wholesale house; real estate; jobbing, old or new; wages moderate. ALFRED, 173 Bleecker-st.

COMPANION.—Young man, 22, as travelling companion to desirable gentleman; best references. Address A., Box 9, Tribune Office.

GOOD, experienced tailor wants position as an examiner on men's clothing. Address L. ABRAMS, 109 Eldridge-st.

GERMAN-AMERICAN, at anything; trade preferred. Call or address FRED KOERWERN, 59-61 Stockton-st., Brooklyn.

HORSEMAN.—By young man; long experience in handling, breaking and selling horses for large stock farm; can drive four. H. BAUER, 160 West 25th-st.

JANITOR.—Experienced; office or flats; city reference if desired; no small children. Address JANITOR, 101 West 40th-st.

MANAGER, American; financial, commercial, manufacturing; thirty years' experience; New-York references. MANAGER, Box 25, Tribune Office.

MANAGER.—By gentleman of large experience in suburban real estate; thoroughly conversant with all the detail working of either office or property, and understands advertising, handling of agents, etc.; salary and commission; can give good references. Address Room 67, 150 Broadway.

WORK WANTED.

Male.

MECHANIC.—First class; well versed in plans; experienced foreman and estimater; also good draughtsman; with some good builder or real estate company; city or country. Address P. O. Box 27, Hartsdale, N. Y.

PRIVATE TUTOR and wife desire engagement; qualified to take full charge of pupils during absence of parents; highest references. B. A., 301 West 114th-st.

PORTER, &c.—By young married man and wife, as porter, janitor, elevator man, coachman or butler; city or country. J. BECTON, 1,244 Pacific-st., Brooklyn.

PORTER in downtown store, by colored man, 30; steady, sober, intelligent, active, etc.; can give good reference. Address ALONZO V. PAYNE, Amityville Postoffice, Long Island.

PACKER or some outdoor work, by American, 25; best of reference; willing and obliging. Address O., 621 Quincy-st., Brooklyn.

REPAIRING, &c.—Work done at your own home at mechanic's wages; fine furniture repairing, mattresses made over, carpets laid, packing of furniture, bric-a-brac, glassware and china. CHAS. STUDE, 2,196 Anthony-ave., The Bronx.

STENOGRAPHER and TYPEWRITER.—Has had about five years' experience in general mercantile work; can furnish satisfactory references; salary $15. ROSEN, 301 East 35th-st.

SALESMAN, &c.—Educated, refined young man, 25; experienced salesman, correspondent and office man, would like position as inside salesman or office work. SPONG, 172 West 99th-st.

SEXTON.—Church. Address J. F., Station R.

TUTOR.—By a junior of Wesleyan University during summer months; fitted to teach all college preparatory studies, except German; mathematics and French a specialty; good references. Address RALPH NORTON, Alpha Delta Phi House, Middletown, Conn.

TUTOR and COMPANION.—By man, 21, for summer, with boys from 5 to 15; has knowledge of music; teaching at present; excellent references. 4,204 Chestnut-st., Philadelphia.

WATCHMAN or at anything; references. MOORE, 309 East 81st-st.

YOUNG MAN, 21, as Spanish correspondent, assistant bookeeper or any kind of office work; experienced; knowledge of Portuguese; best of references. Address SPANISH, 314 West 25th-st.

YOUNG MAN, 21, accurate figurer, in office; experienced entry and bill clerk; excellent references furnished. WILLIAM J. SHERIDAN, 441 West 48th-st.

YOUNG MAN as assistant steward in country club, hotel or elsewhere; six years' experience. A. MORTENSEN, 271 Cleveland-st., Brooklyn.

YOUNG MAN in factory or to go as painter or carpenter helper. Address JOHN HILBERT, 48 1st-st.

YOUNG MAN, 18, with 3 years' experience at life sketching, where he can advance himself. GEORGE HANN, 409 10th-ave.

YOUNG MAN, 19, refined, as private secretary for lady or gentleman; small salary or board; references. W. BLANCK, 111 West 83d-st.

YOUNG MAN, 20, smart, industrious; city or country. JOSEPH TENHAGEN, 900 1st-ave.

YOUNG MAN, 25, sober and industrious, in wholesale house; fair education. PH. WITZENBURGER, 46 Knickerbocker-ave., Brooklyn.

YOUNG MAN in real estate office; at present in realty office; can furnish first class references. Address D., Box 35, Tribune Office.

YOUNG MAN (18), in office of a wholesale house; has four years' experience in office work; good references furnished. J. MILLER, 871 1st-ave.

DOMESTIC SITUATIONS WANTED.

Male.

SPECIAL RATE TO UNEMPLOYED.
24 words, 3 times.....15 cents
7 time rate.....30 cents

ATTENDANT, NURSE and MASSEUR.—English graduate seeks employment; thoroughly competent and highest references; moderate compensation. HENRY CODY, 669 6th-ave.

ATTENDANT or NURSE to invalid gentleman; highest references from employers and prominent physicians. FRANK REICHHARDT, 246 West 25th-st.

BUTLER.—French, first class, in private family; city or country; good reference. BODY, 137 West 35th-st.

BUTLER and valet, waitress; French couple; in private family; city or country; first class references. B. F., 220 West 23d-st.

BUTLER.—First class; thoroughly understands his duties in all branches; English; first class city references. Can be seen at present employer's, 25 East 69th-st.

BUTLER, VALET.—Thoroughly competent and first class; accustomed to travel; will be disengaged May 15; five years present employer. Call or address JOSEPH, 2 East 46th-st.

BUTLER.—Japanese; honest, capable, willing, experienced; has references. ITAKU, 17 Concord-st., Brooklyn.

BUTLER and VALET.—By first class Swiss, single; will make himself generally useful; very good city references. Call or address RENBEN, 2 East 37th-st.

BUTLER and MAID.—French couple; first class; very good references; expert; private family conjointly or separately. FAMY, 356 Mott-ave.

BUTLER.—English thorough; long references from best families; just disengaged; last employer can be seen. BUTLER, Box 63, Tribune Uptown Office, 1,364 B'way.

BUTLER and LADY'S MAID or light chamber