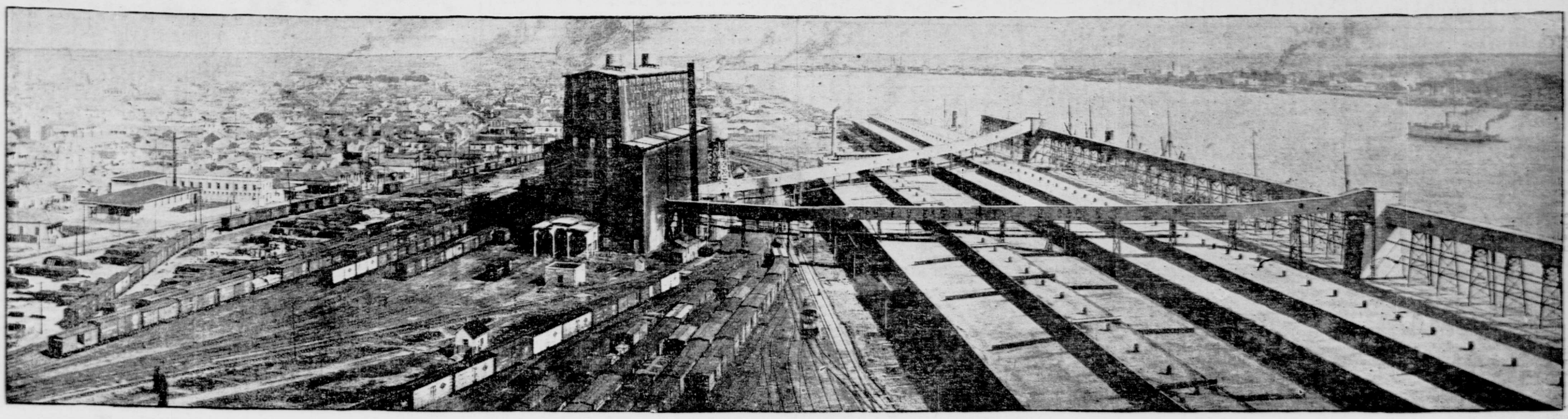
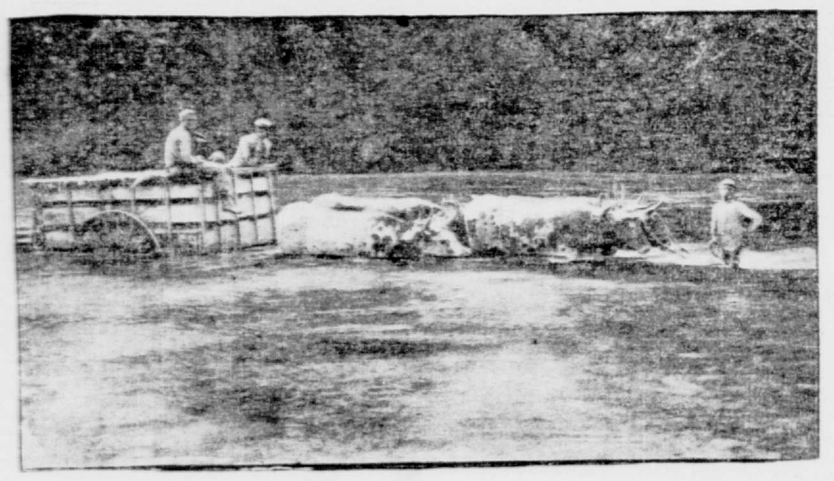


STUYVESANT DOCKS AND LEVEE, NEW-ORLEANS, LA.

The Southern Metropolis.

New-Orleans's Great and Growing Export Trade—Her Geographical Position Destines Her for the Clearing House of the Three Americas.

New-Orleans, June 24.—This, the second of a series of articles descriptive of the natural resources, economic conditions and industrial progress of the South, and of the opportunities it offers for the investment of capital and the introduction of manufacturing establishments, and to skilled and unskilled labor of every kind, has to do with the world ramifying and rapidly increasing export trade of the South's chief port which, always important as the seagate of one of the mightiest rivers that drain the American Continent, and as the tollgate of that one which is the waterway of the latter's physically greatest and commercially wealthiest division, has assumed imposing proportions in the eyes of the trading nations, because of its dominating position with regard to the canal that, more than any other, will deserve the title "the pathway of nations," and because of the prospective effect upon its future of its proximity to that link between the Atlantic and Pacific, the link that unites Orient and Occident.



BANANA TEAM FORDING THE RIO GRANDE, JAMAICA.

This article is only the first chapter of the Southern metropolis's story, which, replete with interest to all trading peoples, is too voluminous, when faithfully told, to be accommodated in its entirety in the space that can be accorded it in any one issue of that record of current events, The Tribune.

New-Orleans export trade is given precedence in the description of her varied interests and activities, for the reason it is the most important feature, to the world at large, of her awakening. Always—by reason of location—an important mart, she has until recent years been content to accept and enjoy the commerce that came to her because it simply could not go elsewhere; but in these she has aroused herself from the semi-apathetic condition to which circumstances had reduced her, and has displayed a vigor and enterprise that are causing the world to revise its opinion of the "easygoing, climate enervated Southerner."

The more substantial results of that awakening are seen in the crowding, goods-laden "floats" (in Eastern parlance "trucks") that render her business streets almost as perilous to cross as Broadway in the busy season, in business hours, and in her counting rooms, warehouses, workshops and warerooms, where from early morning until far into the night her zealous, ambitious workers are striving with might and main to keep up with the trade demand and to create or stimulate a still greater. But these results are yet more in evidence on her miles upon miles of "river front," where the wharves are laden with the products of every clime; some waiting shipment to the four quarters of the globe, others just discharged from the leviathans of the deep, that fly the flags of every maritime nation and line the levée from horn to horn of crescent—cotton for the spinners of half the world, from those of old Mexico to those of far Russia; wheat for England, lumber for Germany, rice for Porto Rico, cottonseed oil and cake for all Europe, oak staves for the wine growing countries of the Old World, flour for Costa Rica, drygoods, groceries and hardware for other Central American States; sisal grass from Mexico, mahogany logs from Central America, hemp from Manila, coffee from Brazil—but there, the competent tables that follow emphasize her story, give the tale of her vast and varied interchange with the rest of the world of the products of the forest, the mine and the soil, of the fruits of the loom, the factory and the workshop.

Before presenting them, however, it may be well to explain her advantage in volume and variety of trade over all her rivals, save New-York—if, indeed, New-Orleans and that port can be considered rivals, so differently situated are they as to local and trade.

First—She, of all the American seaports, is the city whose merchants are most familiar with foreign commerce; for not even those of New-York can boast a wider and more intimate acquaintance with the commercial peoples of the earth. The railroads that have given the rest of the country access to the latter, and have so made it the metropolis of the United States, were unbuilt, most of them—and unthought of, many of them—when New-Orleans was distributing the products of the great Mississippi Valley over the face of the earth. Besides, neither New-York nor even London has a population that is more varied as to race and nationality; and the, for long, more important elements among her citizens, the descendants of two peoples, the Spanish and the French, that came pretty near to dominating the world in that day, in their different ways—France, with her Napoleon dictating policies to the nations thereof, and Spain with her colonies under the suns of every clime, and draining them of wealth that enabled her to sell to all countries. And that these nurslings kept up intimate communication with the mother countries—and with their progeny elsewhere—and that this carried them into all the lands that border upon the seven seas is history.

Again, the great staples in the handling of which she has ever held first place are in more general use the world over than any others that can be named, and this alone would have early brought her in contact with all people. It may be mentioned, incidentally, that these staples, cotton and wheat, require, for their distribution throughout the world great fleets of carriers that infinitely prefer to bring freights inward at any—even nominal—rates than to come here in ballast, which does not repay the cost of loading and unloading. These very low freight charges enable New-Orleans merchants to import goods more cheaply than can any of her rivals.

Her next advantage lies in the fact that ships sailing to and from New-Orleans do not encounter certain perils—and these by far the worst—that ever menace those that trade with the Eastern ports—the fogs of the Grand Banks and the icebergs of the North Atlantic.

New-Orleans's vast fleet service and her superior harbor and dock facilities will be treated of later.

Her greatest advantages are that the great railroad systems of which she is the terminus traverse both the length and the breadth of the land, and that, save in the case of the upper divisions of the longitudinal railways, their mission can be pursued uninterrupted by snow and ice in winter—as is that of the feeders of the ports further north.

TABLES OF EXPORTS AND IMPORTS.

COMPARATIVE STATEMENT OF THE VALUES OF DOMESTIC MERCHANDISE EXPORTED FROM THE PORT OF NEW-ORLEANS DURING THE CALENDAR YEARS 1903 AND 1898.

New-Orleans' exports during the last year were heaviest to England, to which was shipped a total of $53,057,501; to Germany, to which was shipped a total of $24,499,063, and to France, the purchases of which amounted to $20,071,269.

Countries.	1903.	1898.	Changes.
Austria	$1,590,394	$1,383,577	+$206,817
Belgium	2,798,936	1,904,760	+894,176
Denmark	5,282,035	2,786,269	+2,495,766
France	20,071,269	16,921,309	+3,149,960
Germany	24,499,063	15,895,068	+8,603,995
Italy	9,227,679	5,621,751	+3,605,928
Netherlands	5,029,088	4,752,654	+276,434
Portugal	827,776	424,559	+403,217
Russia on the Baltic	3,901,620	681,642	+3,219,978
Russia on the Black Sea	919,016	——	+919,016
Spain	8,062,219	2,831,877	+5,230,342
Norway	19,979	22,650	—2,671
Sweden	119,430	——	+119,430
England	53,057,501	40,417,675	+12,639,826
Scotland	2,085,961	773,000	+1,312,961
British W. Africa	7,500	——	+7,500
British E. India	4,952	——	+4,952
Portuguese Africa	994	——	+994
Greece	17,979	——	+17,979
Japan	——	257,500	—257,500
British W. Indies	——	32,673	—32,673
Gibraltar	——	14,750	—14,750
Ireland	4,631,678	2,540,729	+2,090,949
Jamaica	——	2,700	—2,700
Totals	$142,155,069	$97,265,143	——
Totals Central America and Columbia	3,071,910	1,218,147	+1,852,763
Total Cuba	1,898,954	928,714	+970,240
Total Mexico	1,511,519	133,011	+1,378,508
Total Latin America	6,482,383	2,279,872	+4,202,511
Grand total New Orleans exports to all countries	$148,637,452	$99,545,015	+$49,092,437

Per cent of increase, 49 per cent.

COMPARATIVE STATEMENT OF IMPORTS AT PORT OF NEW-ORLEANS FOR THE CALENDAR YEARS 1903 AND 1898.

Imports for the year ending January 1, 1904, were heaviest from Brazil, which country sent a total of nearly $7,000,000; next came British India, with $2,333,333. England sent nearly $2,000,000, Germany over $1,000,000, and France and Italy each in the neighborhood of $500,000.

Imports of sugar from Cuba have assumed large proportions, increasing from practically nothing to over $6,000,000. Sisal grass shipments are responsible for nearly $5,000,000 of New-Orleans' increase in imports from Mexico. Coffee from Mexico to New-Orleans shows a decrease of over $500,000.

The decrease in imports of coffee at New-Orleans from Mexico is due to the fact that a direct line from the latter to Europe was established within the last five years. High grade "wash" coffee brings a better price in Europe than in the United States. Production is hardly commensurate with increase in Mexican consumption.

The great increase in imports from Brazil at New-Orleans is due to the fact that this city is used as a distributing point for St. Louis, Chicago and all other Western and Northwestern points.

The tremendous increase in imports from China is mainly in mattings. Some Chinese goods are received by Chinese merchants. Heretofore these bought through San Francisco. They got a through bill of lading there, and can buy direct cheaper than through that port. Their ports of arrival are Seattle, Tacoma and San Francisco, though, of course, duties are paid at New-Orleans.

The almost total loss of imports from Nova Scotia is accounted for by the fact that New-Orleans buys the products of that country direct from New-York, the goods being shipped here via Southern Pacific steamers and the Louisville and Nashville Railroad.

The 50 per cent loss in imports from the British West Indies is thus accounted for: Heretofore coffee, etc., was brought to New-Orleans from thence for transshipment to Europe, and entries were, of course, made here. In the last few years those islands have secured direct communication with Europe.

Hawaii is now a free port of the United States.

Countries.	1903.	1898.	Changes.
Austria-Hungary	$75,517	$19,241	+$56,276
Belgium	149,873	90,515	+59,358
Denmark	381	95	+286
France	600,216	483,607	+116,609
Germany	1,199,113	1,010,309	+188,804
Italy	482,133	202,494	+279,639
Netherlands	68,325	21,657	+46,668
Portugal	3,563	748	+2,815
Spain	29,992	26,365	+3,627
Sweden and Norway	4,985	3,115	+1,870
Switzerland	69,083	7,582	+61,501
England	1,706,118	1,066,448	+639,670
Scotland	92,251	192,545	—100,294
Ireland	71,643	45,945	+25,698
Nova Scotia	53	10,985	—10,932
Quebec	——	2,472	—2,472
British West Indies	10,070	23,902	—13,832
Brazil	6,850,386	1,802,547	+5,047,838
Chinese Empire	39,735	886	+38,849
India (British)	2,323,738	1,507,877	+815,861
Hong Kong	2,183	6,142	—3,959
Japan	129,447	10,843	+118,604
Turkey in Asia	3,399	——	+3,399
Egypt	842,023	——	+342,023
Hawaii	——	42,840	—42,840
Totals	$14,254,226	$6,579,160	——
Total Central American States and Colombia	2,683,565	1,574,751	——
Total Cuba	6,200,999	40,098	——
Total Mexico	5,621,043	1,174,624	——
Totals Latin America	$14,505,607	$2,789,473	——
Grand total of New-Orleans imports from all countries	$28,759,833	$9,368,633	+$19,391,200
Per cent of increase			207%

CHIEF EXPORTS OF NEW-ORLEANS.

New-Orleans leads the list of United States ports in exports of cotton and wheat; is second in corn, third in tobacco, fourth in tallow and canned beef and fifth in rye, and holds a good relative position as to other staples.

Articles.	1903.	Po.
Cotton, pounds	1,076,458,412	1
Wheat, bushels	17,896,356	1
Corn, bushels	14,450,317	2
Tobacco, leaf, pounds	37,639,641	3
Tallow, pounds	2,142,387	4
Canned beef, pounds	3,062,684	4
Rye, bushels	114,689	5
Wheat flour, barrels	1,111,362	6
Lard, pounds	5,498,736	8
Beef, salted or pickled, pounds	456,080	9
Oats, bushels	120,059	9
Pork, salted or pickled, pounds	1,450,812	—
Cheese, pounds	97,008	—
Bacon, pounds	438,126	11
Hams, pounds	878,104	—
Butter, pounds	169,857	—
Oils—Animal, gallons	38,008	—
Mineral, gallons	512,060	—
Vegetable, gallons	6,384,484	—
Sugar, pounds	471,300	—
Lumber—Sawed, feet	621,000	—
Hewn, feet	8,665,000	—
Boards, feet	84,909,000	—
Logs	$461,340	—
Staves, pieces	27,312,824	—
Rice, pounds	236,801	—
Rice, to Porto Rico, lbs	56,388,606	—
Cottonseed, pounds	15,963,688	—
Cottonseed, cake and meal, pounds	560,032,651	—

NEW-ORLEANS LATIN AMERICAN TRADE.

What might otherwise be considered undue prominence is here given the tables—and the analyses of same—of New-Orleans trade with Latin America, more especially with Central America and Colombia, for the reasons that the prospective Panama Canal causes the isthmian States to occupy the centre of the stage at present in the regard of the entire world of commerce; that the people of the United States are at last awakening to the fact that the very profitable trade of all these countries should, naturally, be theirs, and that, when it is wrested from foreign competitors, this port must logically be the "commercial exchange," as it were, of the three Americas.

France, Germany and England began developing intimate trade relations with Latin America as much as forty or fifty years ago; whereas one hardly knew anything about the Central American countries until within the last fifteen years. In fact, the first steamer bringing a cargo of bananas arrived in New-Orleans only in 1886, and the first steamer to sail from America for bananas went from Mobile as late as 1890.

Therefore, it will be seen, European merchants had pre-empted the trade of the Central American States long before this country had begun to pay any attention to it, and so, when at last one did go there, he had to compete with their superior knowledge of the trade, their superior equipment and their superior transportation facilities. But even as a beginner he matches them in the two first, quite equals them in the latter, and is slowly wresting trade from them. The greatest difficulty encountered at first was the fact that most of the merchants there were Europeans, those of the Old World having sent their kin to live in those countries and enter into their very life—a unique system of colonization that successfully got around the Monroe Doctrine.

Pearl Wight, a prominent merchant of New-Orleans, says: "When I was first acquainted with and travelled through Mexico, there was a strong disposition there to deal with England and Germany; but in the last three to five years the conditions have entirely changed, and the same merchants, though foreigners, prefer to trade with us—because they can get the goods quickly and in required quantities." He adds that "New-Orleans merchants build trade by catering to the ideas and tastes of those peoples, though we are, little by little, compromising with them as to styles."

Gustave Lehmann thinks the United States, particularly New-Orleans, has taken trade from European countries because of quicker deliveries—two to three weeks from here, as against four to six months from Europe.

It is generally conceded that trade risks in these countries are excellent and that failures are extremely rare. The business men there have great opportunities for making money, and, therefore, commercial reputation and good credit are the goals for which they strive—so they are, as one New-Orleans merchant expressed it, "debt payers."

C. H. Ellis, the able manager of the New-Orleans division of the United Fruit Company, commenting on the American bugbear, "Latin American revolutions," says they only disturb their trade temporarily—by suspending the movement of goods; that no pecuniary loss to the commercial fraternity is involved. Drug and drug sundry merchants, it is true, complain that the United States domestic duty on alcohol hampers trade. Many of the larger shippers agree that New-Orleans's rigid quarantine against Panama and Costa Rica, between the months of April and October, greatly hinders the development of trade with those States. It is stated that no fruit vessel ever brought fever into an American port.

Carl Keiffer suggested: "We should have the South American trade, but we cannot get it without proper transportation." Pearl Wight, who advanced the same proposition, said: "The government ought to subsidize lines—trade won't go until transportation leads." He instanced the case of the Mexican-American Steamship Company, which was started by the owners of the Mexican Central Railway, and the other Mexican railroad companies, and which is not a subsidized line. The first year its losses were heavy, the second not so great, and the third it came out only about even. "That shows," said Mr. Wight, "that private parties, undertaking such tasks, must make up their minds to face heavy losses before the business can be established, and that capital needs protection." He continued: "We need transportation to every Mexican port, and a line of steamers to touch at all Cuban ports instead of at Havana only. The cost of reshipment from the latter to other Cuban ports makes charges from New-Orleans too heavy for trade. We do not need reciprocity, if adequate transportation is had; we can get the business." Then, he added: "The United States Fruit Company covers Central America adequately."

BIRD'S-EYE VIEW OF BLUEFIELDS, LOOKING TOWARD "OLD BANK."

COMPARATIVE STATEMENT OF EUROPEAN AND AMERICAN EXPORTS TO CENTRAL AMERICA AND COLOMBIA.

Proportionately, the trade of New Orleans and the United States with the Central American States and Colombia, as compared with England, Germany and France, has greatly increased.

New-Orleans business with British Honduras is 89 per cent. of the total done by the United States and equal to 206 per cent. of that done by England, Germany and France combined. With Costa Rica, New-Orleans does 33 per cent. of this country's total, and an amount equal to 69 per cent. of the total of England, Germany and France.

With Guatemala the business is not large, but it has more than doubled since 1898, being now 12 per cent. of the total done by the United States, and equal to 8 per cent. of the European countries' trade.

Honduras trade is booming. New-Orleans now does 63 per cent. of the United States total, and an amount equal to 256 per cent. of that of England, France and Germany combined.

In Nicaragua the increase is gratifying. New-Orleans' present proportion as to the combined trade of England, Germany and France being 118 per cent., a gain of 51 per cent. over 1898. Of this country's business its proportion is 54 per cent.

In Colombia New Orleans' percentage of increase has been large, but the volume of business is still small, being only 4 per cent. of the United States total, and 6 per cent. of the amount done by the three named European countries.

Following is complete table of exports for 1903 and 1898 to the Central American States and Colombia from New-Orleans, the United States, and England, Germany and France, with proportions for New Orleans and the United States to the foreign countries, percented:

Exports to—	Year.	New-Orleans.	P. c. of U. S.	P. c. of England	P. c. of Germany	P. c. of France.	P. c. of England, Germany, France.	United States.	P. c. of England	P. c. of Germany	P. c. of France.	P. c. of England, Germany, France.	England.	Germany.	France.	Total of England, Germany & France.
British Honduras	1903	$776,821	89	206	—	—	206	$868,578	230	—	—	230	$376,954	—	Note: British Honduras, Costa Rica, Guatemala, Honduras and Nicaragua combined under heading of "Central America"; figures immediately follow:	$376,954
British Honduras	1898	153,126	26	35	—	—	35	577,589	131	—	—	131	439,356	—		439,356
		+623,695	+63	+171	—	—	+171	+290,898	+99	—	—	+99	—62,402	—		—62,402
		+407%						+50%					—14%			—14%
Costa Rica	1903	621,952	33	93	264	—	69	1,858,904	279	793	—	206	666,243	$235,520		901,763
Costa Rica	1898	294,379	19	44	98	—	30	1,520,161	226	506	—	156	672,861	300,610		973,471
		+327,573	+14	+49	+166	—	+39	+338,443	+53	+287	—	+50	—6,618	—65,090		—71,708
		+111%						+22%					—.9%	—22%		—7%
Guatemala	1903	134,116	12	12	28	—	8	1,128,045	107	236	—	73	1,048,705	478,860		1,527,565
Guatemala	1898	62,971	5	8	15	—	5	1,201,714	146	287	—	96	822,768	422,740		1,245,508
		+71,145	+7	+4	+13	—	+3	—73,669	—39	—51	—	—23	+225,937	+56,120		+282,057
		+113%						—6%					+27%	+13%		+23%
Honduras	1903	660,474	63	256	—	—	256	956,154	408	—	—	408	234,138	—		234,138
Honduras	1898	202,865	27	134	—	—	134	752,203	497	—	—	497	151,218	—		151,218
		+457,609	+36	+122	—	—	+122	+203,951	—89	—	—	—89	+82,920	—		+82,920
		+196%						+27%					+55%			+55%
Nicaragua	1903	761,350	54	141	—	693	118	1,398,723	261	—	1274	216	536,832	—	$109,820	646,652
Nicaragua	1898	428,135	30	78	—	458	67	1,409,505	256	—	1546	219	550,792	—	91,200	641,792
		+333,215	+24	+63	—	+235	+51	—10,782	+5	—	+272	—3	13,960	—	+18,620	+4,660
		+78%						—.70%					—2%		+20%	+.72%
Colombia	1903	177,197	4	7	19	6	3.	4,305,629	146	456	146	63	2,948,714	943,230	2,946,520	6,838,464
Colombia	1898	76,671	2	2	6	2	.90	3,277,257	83	253	91	37	3,927,125	1,299,040	3,602,160	8,828,325
		+100,526	+2	+5	+13	+4	+2 10-100	+1,028,372	+63	+203	+55	+26	—978,411	—355,810	—655,640	—1,989,861
		+131%						+31%					—25%	—27%	—18%	—22%
Totals	1903	3,071,910	29	53	185	101	29	10,515,743	181	634	344	100	5,807,386	1,657,610	3,056,340	10,521,336
Totals	1898	1,218,147	14	20	60	33	10	8,738,429	103	432	237	71	6,564,126	2,022,390	3,693,360	12,279,870
		+1,853,763	+15	+33	+125	+68	+19	+1,777,314	+78	+202	+107	+29	—756,731	—364,780	—637,020	—1,758,534
		+144%						+20%					—13%	—22%	—20%	—17%

In the above table the figures used for England, Germany and France are for 1902, and the last obtainable.

The New-Orleans and Central American Trading Company, Limited, of which Ferdinand Beer is president, Jacob Weinberger vice-president, J. W. Beer secretary and treasurer, has been some fifteen years in business in Nicaragua and is doing its share toward building up the trade which shows so gratifying an increase. It maintains a buying and forwarding office only here, at No. 127 Decatur-st., its stores being located in Bluefields, Principulca, Cape Gracias and Wawa River, where it sells general merchandise, such as groceries, drygoods, mining machinery, hardware, agricultural implements, notions, etc. These stores, modern frame buildings, employ some twenty-five clerks. The company also has, as adjuncts to these sales establishments, warehouses, wharves, sailboats, lighters and "pitpans"—a kind of canoe for river navigation, paddled by Indians—its plants being all of them on watercourses, as the transportation of the country is mainly by river and sea.

At first the company handled the cheaper grade of goods, but better are now demanded. It buys in this country and in Europe, but mostly here. It can do better in Europe in the purchase of such articles as fancy goods, trousers, threads, crockery and glassware, perfumery and wines and liquors. It buys, too, its hats from France and England, its blankets from Austria, its embroideries in Switzerland and its canned goods in England. These countries pay more attention to packing and also to the appearance of the goods.

Year by year, however, its trade with Europe lessens and its purchases in this country increase.

The merchants of the towns of Nicaragua and those near the coast are generally American, but Europeans have possession of the interior trade—difficulties of transportation render latter undesirable at present. There is, however, a railroad projected from Monkey Point to the interior, and when it is completed the Americans will make a determined effort for that trade.

For the last ten years this company has been supplying all the goods needed by the Emery Mahogany Company, a Boston concern, which employs some twelve hundred men in Nicaragua, and it forwards for it all the machinery and railroad supplies the latter ships to New Orleans.

PRINCIPAL EXPORTS NEW-ORLEANS TO CUBA.

United States exports to Cuba for the year ending January 1, 1904, were $21,761,638, as against $9,561,656 for 1898. New-Orleans exports for the same periods amounted to $1,989,954 and $928,714 respectively—a net gain for the Crescent City of 104 per cent.

The only New-Orleans shipments to Cuba which suffered any decrease in 1903, as compared with 1898, were those of livestock, caused by termination of hostilities. The moment war had ceased, and reconstruction, under the protection of the United States, was fairly under way, a steady stream of merchandise and other commodities poured into the ports of the new republic. The present condition of the people of Cuba is easily understood by a perusal of the succeeding table of principal shipments from New-Orleans for 1903 and 1898.

Shipments of breadstuffs in 1903 were nearly $750,000, and eggs exceeded $100,000. Packing house products gained largely over $500,000. Furniture shipments were about $170,000, as against nothing in 1898.

PRINCIPAL EXPORTS NEW-ORLEANS TO MEXICO.

Exports from the United States to Mexico in 1903 amounted to $42,257,106, as against $21,206,989 in 1898. Of these amounts New-Orleans sent, in 1903, the sum of $1,511,519, as against $133,011 in 1898. Cotton shipments from New-Orleans to Mexico have reached a large volume. During the last year nearly $700,000 of cotton was sent by the Crescent City. No cotton exports are recorded for 1898. Machinery, hardware, etc., made heavy gains, which are indicative of the great industrial development of Mexico. In fact, the entire list of exports to Mexico records only advances.

Sales of packing house products to Mexico were substantially increased. Cash registers, sewing machines, drugs and chemicals, brass manufactures and many other items record good increases.

Cotton was not exported from New-Orleans to Mexico until 1900, since when shipments have gradually increased to the record figure of 1903, when nearly $688,000 was shipped. This is due to the fact that cotton wearing apparel is being more generally used, and that production of Mexican cotton is not equal to the demand. The cotton mill at Orizaba is a large one, and there are several other extensive plants, to which the bulk of shipments were made.

EXPORTS FROM EUROPE TO CUBA.

European exports to Cuba in 1902 were about $11,500,000, a gain of 13 per cent, as compared with 1899. England did the largest business, amounting to over $8,000,000.

Countries.	1902.	1899.	Changes.	Per cent.
British Empire	$8,025,549	$8,738,132	—$712,592	— 88
France	655,621	1898. 389,281	—266,340	+ 68
Germany	2,856,912	1,100,274	+1,756,638	+160
Totals	$11,538,073	$10,227,687	+$1,310,386	+ 13

EXPORTS FROM EUROPE TO MEXICO.

Exports to Mexico from Europe exceeded $20,000,000 in 1902, a gain of 37 per cent over 1898. England led with nearly $11,500,000.

	1902.	1898.	Changes.	P. c.
Br. Empire	$11,406,536	$9,332,851	$2,074,185	+22
France	626,864	584,250 1899.	+42,614	+7
Germany	8,222,940	4,841,662	3,381,258	+73
Totals	$20,256,340	$14,758,283	$5,498,057	+37

BRITISH EXPORTS TO CENTRAL AMERICA AND COLOMBIA.

England's largest trade in this territory is with Colombia, which approximates $3,000,000; she, however, suffered a loss there of nearly $1,000,000 in 1902, as compared with 1898. Her next largest is with Guatemala, which aggregates $1,000,000. The increases of 27 per cent for Guatemala and 55 per cent for Honduras are the only ones recorded for these countries; all others show decreases.

The following are the totals of British exports to Central America and Colombia for 1902 and 1898, with changes:

Countries.	1902.	1898.	Changes.
Colombia	$2,948,714	$3,927,135	—$978,421
Guatemala	1,048,705	822,768	+ 225,937
Costa Rica	659,828	674,496	— 14,668
Nicaragua	536,832	550,792	— 13,960
British Honduras	376,954	439,356	— 62,402
Honduras	234,138	151,218	+ 82,920
Grand totals	$5,805,171	$6,565,765	—$760,594

FRENCH EXPORTS TO CENTRAL AMERICA AND COLOMBIA.

The trade of France with Central America and Colombia shows a decrease of $637,000 during the period 1898 to 1902. The heaviest losses are in cotton manufactures, which show a loss of over $400,000.

Wines decreased nearly $135,000 for the same period. Ready made clothing decreased over $75,000. Total decreases amount to 17 per cent.

The following are the totals of French exports to Central America and Colombia for 1902 and 1898, with changes:

Countries.	1902.	1898.	Changes.
Colombia	$2,946,520	$3,602,160	—$655,640
Central America	109,820	91,200	+ 18,620
Grand totals	$3,056,340	$3,693,360	—$637,020

GERMAN EXPORTS TO CENTRAL AMERICA AND COLOMBIA.

Germany shows a decrease to Colombia, with which she does her heaviest trade in Latin America, of 27 per cent, and to Costa Rica of 21 per cent; these losses are partially offset by her gain in shipments to Guatemala of 13 per cent, reducing her net loss to 18 per cent.

Her heaviest loss (to Colombia) was in shipments of iron and manufactures of, and it is evident the United States is absorbing that trade, since the figures show England to have been an even greater loser in these items than Germany. The latter seems to have lost trade evenly in all the products she ships to Costa Rica. Her notable increases to Guatemala were in the items of cotton and manufactures of, earthen and glass ware, small wares, paper and manufactures of, and wool and manufactures of.

Germany's slight gain in shipments to Guatemala is mainly due to the fact, that, on account of difficult transportation, little attempt is made by this country to compete.

Besides, all Guatemalan coffee planters are represented by German houses, and as a result purchase direct from that country.

The following are the totals of German exports to Central America and Colombia for 1902 and 1898, with changes:

Countries.	1902.	1898.	Changes.
Colombia	$943,230	$1,299,040	—$355,810
Costa Rica	235,520	300,610	— 65,090
Guatemala	478,860	422,740	+ 56,120
Grand totals	$1,657,610	$2,022,390	—$364,780

NEW-ORLEANS EXPORTS TO CENTRAL AMERICA AND COLOMBIA IN GROUPS.

FOODSTUFFS.

The record of New-Orleans exports to Central America (British Honduras, Costa Rica, Guatemala and Nicaragua) and the Republic of Colombia reveals a great diversity of products, numbering some three hundred.

HEAD OF OLD BASIN, NEW-ORLEANS, LA.

	1903.	1898.	Changes.
Totals	$471,782	$259,973	+$211,809

Increase, 81 per cent.

The trade in bread and biscuit is exclusively American, and a substantial increase is noted. The shipment of corn and cornmeal is not unsatisfactory, when it is considered that excellent corn is raised in the above named countries. Oats decrease in sympathy with increase of stock raising in those countries. Decrease in wheat is due to the fact that United States mills manufacture cheaper and better flour, which also accounts for the large increase in the latter; same applies to breadstuffs, etc. The gain in rice is owing to the energy of Louisiana and Texas dealers. Malt and hops are little used.

The experience of the old house of J. B. Camors & Co., No. 505 to 509 Tchoupitoulas-st., which for thirty of the forty-five years of its existence has been dealing with the Central American States and Colombia, bears out the statement as to the cause of our decreased exportation of wheat to those countries.

It manufactures its own flour, in grades especially adapted to the climate down there. Its "El Gallito" and "Pickwick" brands are very high grade goods, in the manufacture of which it finds it necessary to sacrifice a considerable percentage of the wheat, in order that the flour may be suited to conditions obtaining in those States.

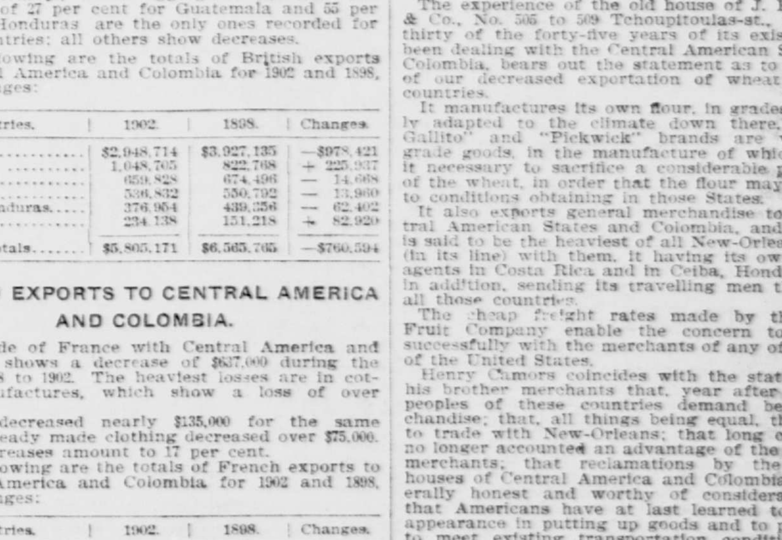
It also exports general merchandise to the Central American States and Colombia, and its trade is said to be the heaviest of all New-Orleans houses (in its line) with them, it having its own resident agents in Costa Rica and in Ceiba, Honduras, and, in addition, sending its travelling men throughout all those countries.

The cheap freight rates made by the United Fruit Company enable the concern to compete successfully with the merchants of any of the ports of the United States.

Henry Camors coincides with the statements of his brother merchants that, year after year, the peoples of these countries demand better merchandise; that, all things being equal, they prefer to trade with New-Orleans; that long credits are no longer accounted an advantage of the European merchants; that reclamations by the business houses of Central America and Colombia are generally honest and worthy of consideration, and that Americans have at last learned to consider appearance in putting up goods and to pack same to meet existing transportation conditions down there.

The firm does a wholesale flour and commission business, and it both buys and sells on its own account, as well as for others.

Besides making a specialty of the exportation of



STEAMER DISCHARGING AT TERMINUS OF GUATEMALA NORTHERN RAILROAD.