

# 160 Per Cent Trade Gain in South America

## U. S. Now Furnishing More Than Half of Import Demands, Commissioner Says

Urges Fast Freight Lines

# Sanger Also Advises Advertising Campaign to Develop Untouched Field

United States manufacturers and exporters have increased their trade in Brazil and other South American countries by more than 150 per cent since the beginning of the war, according to J. W. Sanger, Trade Commissioner of the United States Government Bureau of Foreign and Domestic Commerce, who recently returned from a survey of the business opportunities south of the Equator.

Imagine ten large stores in one big city and one of these stores doing more business than all the other nine combined," declared Mr. Sanger, "and that will give you some idea of the position we are in today. It is an amazing record. We are now selling South American countries more than half of everything they import. Our total export trade is now counted in billions of dollars."

The commissioner said that "with the signing of a peace treaty a practical certainty within six months or a year, it is not a day too soon to begin making definite plans to meet the keen competition in foreign trade that must come almost immediately." The hundreds of millions of dollars invested in new factories and ships, he said, mean that America must find fresh outlets for her enterprise and industry.

# Need Fast Freight Service

"We need better and more direct representation of our manufacturers in the important trade centers of Brazil and other South American countries," he said. "This may come about through taking the fastest advantage of the new Webb export trade act or in other practical ways."

"We also need a fast and regular freight service to every important port of Latin America," said Mr. Sanger. "Without it we will be crippled as a department store that depends upon casual messenger boys to make its deliveries. Then again we must be prepared to meet the actual needs of these countries regarding the extension of credits."

# The Biggest Single Incentive to Foreign Trade is Foreign Investments

Unfortunately, our holdings in South America are practically negligible. In a short time our immense surplus capital will seek investment. Brazil, in particular, needs this capital and will pay us handsomely for it.

"How many people in the United States know that Brazil alone is larger than all the United States yet, except for Alaska, is practically untouched? It is one of the richest countries in the world and is destined to develop along similar lines to our own country in the past few years. It has every natural resource that we had and, in addition, there that nature did not give us. Our talking machines, typewriters, sewing machines, safety razors and a multitude of other American products are standard with Brazilians today. It is up to us to make just as well known the thousands of other products that we make and that they need just as much."

# Need Advertising Stimulus

To accomplish this, Mr. Sanger said, it was necessary for American manufacturers to advertise their goods "down there." In South America, advertising methods are crude and much as they were in the United States thirty or more years ago.

"We have scarcely even begun to use this power, this promoter of sales and good will, in South America," continued Mr. Sanger. "I have unmistakable evidence that the people of this country respond amazingly even to the crude forms of advertising offered them."

# Buenos Ayres, Capital of Argentina, Has Splendid Newspapers

with circulations ranging around 150,000 daily. Brazilian dailies have proved excellent mediums for advertising.

"The biggest thing that could happen to advertising down there would be for broad-gauged American advertising men to take more interest in it. These countries await the stimulus of American advertising genius properly adjusted to meet their needs. But let the American advertising men put this in their note books: Spanish is the language of all South America except Brazil, where Portuguese is spoken. Brazilians are offended if you write or speak to them in Spanish."

# Wants Scenarios in Labor

WASHINGTON, Jan. 2.—In connection with its publicity work in the interest of the Motion Picture Section of the Information and Education Service, United States Department of Labor, is asking the help of the public in preparing photoplay features.

An elaborate campaign of film publicity is under way, and the department, realizing the necessity for public cooperation in all its campaigns for the benefit of the public, wants to give the people of the country a share in its work.

Suggestions for scenarios dealing with labor problems and their possible solution will be gratefully received by David K. Miles, chief of the section, 5 West Forty-eighth Street, New York, N. Y.

# Germans Pictured U-Boat Right at London's Door

## Drawings of Scene in Thames Falls Into Hands of British Admiralty

LONDON, Nov. 2 (Correspondence of The Associated Press).—One of the treasured possessions of the British Admiralty is a German drawing showing a U-boat in the Thames, before London, with the famous inscription, "Es Kommt ein Tag" ("There comes a day"). It was obtained by a member of the Admiralty Intelligence Service from a source and by a method which British naval officers are still keeping secret.

The picture shows a London skyline with the Houses of Parliament and the dome of St. Paul's Cathedral in the foreground. The German submarine, drawing a large imperial ensign, is on the coming tower are three sailors facing the skyline with their clenched fists menacingly raised above their heads. On the deck is another sailor in the same pose.

One line under the picture is "Unterseeboot vor London." ("Submarine before London"), to which the following is written: "The picture could not refrain from adding 'Ich denke nicht' ('I don't think'). It is announced the picture, inscriptions and all, but with the imperial ensign replaced by the British white ensign, will be reproduced and furnished to any newspaper that desires to publish it."

# Labor Secretary Praises Work of War Labor Board

## Decisions Were Unanimous in All but Four Findings; Conclusions Were Resisted in Only Three Cases

WASHINGTON, Jan. 2.—In only four cases up to October 1 did the members of the War Labor Board fail of unanimous agreement on awards and decisions, according to the review of the board's work in the annual report of William B. Wilson, Secretary of Labor.

"This fact," says Secretary Wilson, "besides being a splendid tribute to the members of the National War Labor Board, is also a striking indication of the magnificent spirit of cooperation which has pervaded American industry, for it will be remembered that the board, with the exception of the two chairmen, is composed of members directly representing the interests of employers and the one hand and workers on the other."

# Up to and Including October 1, the Secretary continues, "the offices of the War Labor Board had been invoked in a total of 531 controversies involving the production of materials vital to the war, the employment of more than 2,000,000 workers. Of this number the War Labor Board had 265 cases still pending on October 1. Awards have been made directly in 44 cases; 139 cases have been referred to other governmental agencies; 2 were withdrawn; 30 were settled; 9 were settled without intervention of the board; jurisdiction was denied in 8 cases; and 32 were dropped or suspended."

Secretary Wilson points out that although the board began its work without any statutory power to give effect to its decisions or findings, there has been resistance to its conclusions in only three instances.

The first instance was when the Western Union Telegraph Company, despite a personal appeal from the President, denied the right of the board to enforce its recommendation that discrimination against organized employees should cease. Congress promptly gave the President power to take over the telegraph and telephone lines, and the Postmaster General assumed charge of them and issued instructions that discriminatory practices should cease.

# Later the Smith & Wesson plant at Springfield, Mass., was taken over by the Secretary of War under similar circumstances; and at about the same time organized workers of Bridgport, Conn., who had struck in dissatisfaction with an award of the board, decided to return to work after they had received a letter from the President warning them that unless they abandoned the award they would be barred from employment for a period of one year in any war industry in the community in which the strike occurred.

# The government has gone into business as consulting expert on employment problems. Hereafter managers of factories or heads of business enterprises, when they desire scientific advice on an important question of policy or administration, may seek the assistance of the Working Conditions Service, Department of Labor. This service will supply experts who have had careful training and wide experience. Since its organization preparation has been made for the widest possible activity.

# Austrian Generals Discharged

New York Tribune Bureau Reporting From Bureau

The government of German Austria has decided to discharge all generals of what was formerly the Austrian army, says a correspondent of "The Home Liberator." The reason given is that the government cannot afford to pay the generals' salaries.

An order putting all generals on the retired list will go into effect on the first of the year. The savings will be added to a fund to relieve industries formerly engaged in manufacturing war supplies.

# Government Demands Proper Working Conditions

WASHINGTON, Jan. 2.—In the era of industry that is to follow the war women as an economic factor are to be considered as never before. In the old tasks the government demands that they shall have proper working conditions, and in the new occupations that they shall be introduced on the right basis.

This policy, stated clearly in regard to war-time problems by the Secretary of Labor, will hold good during the reconstruction period. In his annual report the Secretary says:

"Women's work must be made more healthful and more productive by the establishment of better conditions in their accustomed work, and the conditions of their employment in new occupations must be determined and established on the right basis. All this must be accomplished without lowering standards already attained."

# Arkansas Seeks U. S. Aid for Education

A vigorous campaign to have the next Legislature provide for state aid before Congress is being waged by Arkansas educational agencies. If the Federal bill is passed, this would mean a Federal appropriation of \$281,997 for the first of the year. The savings will be added to a fund to relieve industries formerly engaged in manufacturing war supplies.

# Hurley Predicts Ship Shortage Is Nearing Its End

## Great Lack Now Is Passenger Accommodations to Bring America's 1,700,000 Soldiers Home; German Vessels Are Wanted

LONDON, Dec. 5 (Correspondence of The Associated Press).—There will be no shortage of cargo tonnage for supplying world needs during the first half of 1919 in the opinion of Edward N. Hurley, chairman of the United States Shipping Board. It is passenger space for transporting troops home that is occupying the attention of the Allied shipping controllers. No nation can have as much of that as it wants now.

After conferring with industrial and shipping heads in England and France and viewing a large part of the battle areas of France and Belgium, Mr. Hurley stated that it would take at least six months, possibly more, for France and England to rehabilitate their industries to the point where large amounts of raw material would be needed.

# British Industrial System Idle

Almost the entire British industrial system now is a huge munitions production machine virtually idle. Until it is transformed to its pre-war status raw materials would be a burden. It will be necessary to import some machinery for the transformation, but not enough seriously to tax cargo space for the next seven months, Mr. Hurley believes.

The thirty-two German passenger vessels in German ports have been the centre of most of the Allied shipping discussion on this side for weeks. Americans want all of them they can get to send home, roughly, 1,700,000 men as soon as possible. England must send home to Canada about 300,000 to Australia about 200,000, to New Zealand 75,000 or more, and bring to England thousands from Mesopotamia, Palestine and other places. Obviously, the American problem is the greatest, and it is understood that in pressing for ships the Americans generally have insisted that the United States, with less than two years of war, is in a better position to assimilate its returning troops than is England, whose industrial conditions have been more disrupted.

# American Ships for Troops

With the rapid increase in American tonnage it is expected that more than 40 per cent of the American forces will go home in American ships. It is the desire of American army officers and shipping interests that as many as possible of the balance be carried home in German passenger vessels, thus releasing a large number of British bottoms.

If the demands of Americans, heard here that the troops be sent home as rapidly as they were brought over, becomes insistent, it will take more ships to send them back than to bring them over. They were brought over under the stress of necessity and in some instances ships were loaded to the extent of discomfort. Loss of tonnage caused by lighter loading, however, will partially be made up by greater speed. Fast vessels will not be compelled to conform to convoy speed, and the elimination of zig-zagging will save much time.

# While a great many men are being sent home now and the number will constantly increase, it is not believed the real homeward movement will be inaugurated before February 1.

Whether then it will be the suggested basis of 300,000 a month depends almost entirely upon decisions of the Allied shipping conferences, which began soon after the armistice was signed.

# Refugees Fill Mountain Resort Hotels in Norway

BERGEN, Norway, Nov. 30.—Since the war began Bergen has taken on added importance as a shipping centre. It has been a point where neutral ships gathered to be conveyed through danger zones and all passengers embarked for British and Scottish ports.

# Travel Taxes Railway to Bergen; Port Grows Greater as Shipping Centre

Because of the great influx of English-speaking tourists in normal times, English was spoken very generally in the larger cities and towns even before the war, but now nearly all Norwegians speak English.

Refugees from Russia and Finland recently have kept all the resort hotels in the Norwegian mountains crowded. Travel has far exceeded the capacity of the railway between Christiania and Bergen and the inn-keepers have been unable to accommodate the great mass of refugees who are endeavoring to make their way across the North Sea on the crowded steamers operated by the British government.

# In spite of their primitive, Sweden and Norway are quite unlike. The former is more military. It is fashioned on German lines. Norway is more democratic and independent. It rejoices in its own music and literature and does not content itself with standing in the shadow of any great power. Monuments to Ibsen, Grieg, Ole Bull and Bjornson show the devotion of Norwegians to their own men of genius.

# These are the sportive skirted models with double breasted self collar or ulster collar. Then there are double breasted ulsters and the effective ulsterette—the short, trim, ulster.

# A small group, but a good one, made up of double breasted ulsters and ulsterettes. Belted and plain models. Particular attention is called to the way these coats are tailored.

# This group consists mainly of those much liked, dressy, double breasted skirted models, with velvet collars. Then there are regulation ulsters and a number of ulsterettes.

# Another group of double breasted skirted models, with either velvet or ulster collars. Also double breasted regulation models and the popular ulsterettes. A very exceptional group.

# Handles are in club, cap or golf style of the real ivory or French horn with tips to match. The coverings are of fine black silk. These umbrellas are priced at \$14.89 and \$19.89

# Books for Our Heroes.

Books are needed for wounded men in hospitals. Send good recent fiction to the Public Library for our Soldiers and Sailors.

# Shop Committee Idea Is Reported Spreading

## Method of Adjusting Grievances Is Said To Be Found Satisfactory

WASHINGTON, Jan. 2.—Shop committees for adjusting employees' grievances, and thus avoiding industrial disturbances, are being established and are working successfully in a number of American factories, according to bulletins issued by the economics division of the information and education service, United States Department of Labor.

A Massachusetts shipbuilding concern, for example, has a shop committee in each department of the plant, whose members consist of employees elected by secret ballot. The chairmen of these committees comprise a joint shop committee, which deals with all questions relating to wages and general welfare of employees. This committee meets regularly every day.

# The employment manager, service manager, and one member of the joint shop committee comprise a grievance committee, which meets when it is called and deals with petty grievances and all matters pertaining to agreements with employees. Usually it can settle any dispute between an employee and his department, but when it can not the matter is referred to the joint shop committee.

# A large metal finishing plant in the State of New York started shop committees as a result of a strike, which it was found would have been avoided had there been means of discussion between the company and its men. Since the adoption of the plan every complaint has been adjusted satisfactorily. The plan is as follows:

# Each department has an accredited representative on the committee, which elects an executive committee of five. The representatives meet every Friday, and two representatives of the management meet the executive committee in an office set aside for the purpose of discussing and adjusting grievances.

# All complaints must be made in writing and submitted to the department representative by the complainant. The representative tries to adjust the matter with his foreman. If he fails he submits it to the next meeting of the shop committee. If the representatives cannot adjust the grievance they turn it over to the executive committee, which takes it up with the representatives of the management. If they fail to agree the complaint is referred to the factory manager, who must take it up with a representative selected by the executive committee. In case this resort fails, the dispute is passed on to an arbitration committee, whose decision is final and binding on both sides. The arbitration committee consists of five men, two selected by the management, two by the executive committee and the fifth by these four.

# Protect Forests From Fire, Urges Secretary Houston

## Greater Number of Guards and Earlier Organization Is Advocated

WASHINGTON, Jan. 2.—Greater conservation of wood and wood products through protection for the raw material in the forests of the United States is urged by Secretary Houston's assistants in the Department of Agriculture. The Secretary's annual report also advocates provisions for pushing more rapidly the improvement work in the forests for a greater number of forest guards, and for earlier organization each fire season of the protective system.

# It is declared that protection of the forests during the present year proved an exceptionally difficult task. An annual strain was imposed on an organization somewhat depleted in numbers and much weakened by the loss of many of its most experienced men. Added to this was the difficulty of securing good men for temporary appointment as guards during the fire season, and parties of men for fighting large fires. An unusually early and severe dry season caused the outbreak of serious fires before the summer protective organization was fully ready.

# The department declares that some embarrassment in meeting the situation was caused by the failure of the annual appropriation act to pass Congress until after the fire season was virtually over. Relief was furnished by the President, who placed \$1,000,000 at the Secretary's disposal as a loan from the President's emergency fund. It may be necessary, the Secretary says, to seek from Congress again a deficiency appropriation of \$750,000.

# Honduras Imports

Four-fifths of the imports of Honduras come from the United States. Pittsburgh Dispatch.

# Gimbel Brothers

Men's Clothing Shop—Fourth Floor.

32<sup>nd</sup> ST. - BROADWAY - 35<sup>th</sup> ST.

# Gimbels Have Made a Most Remarkable Purchase of Men's Winter Overcoats

## On Sale at Prices We Did Not Dream Possible

A Fifth Avenue clothing manufacturer was obliged to reduce his big stocks quickly, due to readjustment conditions brought on by the war.

Knowing Gimbels extraordinarily large output facilities and Gimbels initiative in handling events of this magnitude, the whole stock was offered to us at a price too good to overlook.

# Mostly Warm Ulsters and Stylish Skirted Overcoats

If this entire stock wasn't made up of stylish new coats, right up to the present day fashion demands and in every way desirable, we wouldn't have touched the purchase at all.



# The Extraordinary Purchase Divided in 4 Lots:

|                     |                     |                     |                     |
|---------------------|---------------------|---------------------|---------------------|
| Lot No. 1 Overcoats | Lot No. 2 Overcoats | Lot No. 3 Overcoats | Lot No. 4 Overcoats |
| at \$13.50          | at \$16.75          | at \$22.50          | at \$27.50          |

These are the sportive skirted models with double breasted self collar or ulster collar. Then there are double breasted ulsters and the effective ulsterette—the short, trim, ulster.

A small group, but a good one, made up of double breasted ulsters and ulsterettes. Belted and plain models. Particular attention is called to the way these coats are tailored.

This group consists mainly of those much liked, dressy, double breasted skirted models, with velvet collars. Then there are regulation ulsters and a number of ulsterettes.

Another group of double breasted skirted models, with either velvet or ulster collars. Also double breasted regulation models and the popular ulsterettes. A very exceptional group.

# 150 Gimbels Own OVERCOATS \$42.50

# MEN'S SUITS—An Added Feature \$25.00

We have taken 150 of our own coats, a group of odds and ends, sample coats used for show purposes and others. Each is a high class coat or ulster and the man who wants something ultra at a price would do well to look in on these.

A choice group of suits added as a side issue. Men's and young men's business suits, some snappy models; 1, 2, and 3 button models. Flap Pockets or conservatives. Slash pockets for live wires. Skirted models, etc. Mostly dark shades of grey, brown, green and fancy mixtures. Sizes 34 to 46.

GIMBELS MEN'S CLOTHING SHOP—Fourth Floor  
Brooklyn, New Jersey and Long Island Customers Direct to GIMBELS via Tubes and Subways

# Macy's

Attractions at Prices—Quality—Service

34th to 35th St.

We Sell Dependable Merchandise at Prices Lower Than Any Other Store, but for Cash Only

Store opens 9:00 A. M. and closes 5:30 P. M.

# Navajo Blankets—A Real American Decorative Adjunct

The Navajo Blanket, hand woven, stands pre-eminent—a distinctive type among the handicraft of primitive races. In its primal simplicity of color and barbaric beauty of design there are unique decorative possibilities.

# They Are Not Plentiful

In recent years the constantly increasing price of wool has had its effect on the Navajo Blanket market. Many of the Indians are selling their sheep and the wool, and consequently the production of fine Navajo Blankets is becoming noticeably curtailed.

# However,

in spite of the scarcity of the blankets, we are particularly fortunate in owning some especially good specimens. Considering the practical uses of the Navajo Blanket, admitting its artistic value and decorative effect, one must concede that this "real American" industry is worthy of patronage.

# Screens from Japan Which Resemble OIL PAINTINGS

They are real masterpieces of color and embroidery work, and, if you have in mind an unusual decorative touch, we strongly advise an inspection of these screens.

Four-fold panel designs in beautifully black lacquered frames. There is one that pictures on the four panels a sunny woodland scene in late Autumn—every detail of the landscape is embroidered, and yet to the casual eye it would seem like a wonderful oil painting. Others have equal artistic merit.

They range from \$42.50 to \$225.00.

Fourth Floor, Rear.

# Umbrellas From France For Women

Handles are in club, cap or golf style of the real ivory or French horn with tips to match. The coverings are of fine black silk. These umbrellas are priced at \$14.89 and \$19.89

Main Floor, Broadway.

# Books for Our Heroes.

Books are needed for wounded men in hospitals. Send good recent fiction to the Public Library for our Soldiers and Sailors.

# In the Tribune Institute Section—Sunday

On foods there is a week's menus, putting the children's needs first and planning for the milk and eggs and fruit they should have on a \$16 weekly budget.

There are recipes that are savory, original and economical, and have been tested and approved in the Institute laboratory.

There is a story of how we are making our foreign-born women into American citizens, and there is the New Citizen's Page dealing with problems of school education, social hygiene, politics and industry, of especial interest to women.

The most burning question in domestic economy, the servant problem, is covered pro and con and a remedy suggested.

The staff of the Institute is "At Your Service" all day, every day, for information concerning household equipment and methods.

# Order Your Copy To-day