BETTER CONSULAR SERVICE WILL HELP U. S. TRADE IN SOUTH AMERICA

CHANCE IN BRAZIL TO SELL MACHINERY

Opportunity to Dispose Of Woodworking Devices Seems Good.

ONLY 2 DEALERS THERE

Peculiar Hardness of Native Woods Requires Special Saws and Treatment.

The possibilities of Brazil as a market for woodworking machinery are fast being recognized by manufacturers in the United States. At present there are only two dealers in São Paulo who specialize in woodworking machinery, and of these one represents an English manufacturer only. The other, a German firm, represents German interests exclusively.

All factors point to increased activities in Brazil's lumber trade as soon as normal conditions are restored. At present the twenty-five or more sawmills in São Paulo all are working only slightly under normal capacities. Little new construction is going on, but materials for renewals and repairs are in constant demand, and several new woodworking industries are being developed.

One mill, for example, cuts lumber almost entirely for use in the manufacture of rice and coffee machinery. Others are selling increased amounts of sawed lumber to furniture factories, and not less important are the demands for Parana pine by Brazil's new boxmaking industry.

Brazil is fast learning that it possesses suitable woods for all its own construction needs. Not many years ago Georgia pine, called "pinho de Riga," was being imported in shiploads from the North. The sailing vessels that brought it are now being used for other purposes, and as a result only $187,000 worth of imported pine entered the country in 1916. Imports since that year have been still less. The same tendency is noticeable with respect to furniture and other manufactures of wood, which before the war were imported to the value of more than a million dollars annually.

Probably no list has ever been prepared that includes all varieties of woods to be found in this great area, but an idea can be obtained from the fact that more than 200 species have been recorded in the State of Sao Paulo alone. Other less accessible areas doubtless would show a much larger variety.

Three important factors should be constantly kept in mind. The first is that, with the exception of Parana pine, most woods in Brazil are much harder than woods sawed in the United States, second, that comparatively low powered steam engines are used in most plants, and, third, that the labor employed is not highly skilled, and managers themselves have usually had little technical training.

The resistance of Brazilian woods and the peculiar feats required of vertical saws should be noted. The average vertical saws cut logs up to one meter in thickness, though 1.20 meter saws are not uncommon and there is one saw in Sao Paulo that will accommodate logs up to 1.50 meters in thickness.

Single surfacers are in use in a majority of mills and are criticised mostly as being dangerous. One single surfacer was pointed out which had a very narrow opening over the knives and in which the knives were curved at the back. This is being used where a large number of boys are being instructed in the art of woodworking, and serious accidents are said to be impossible.

Planers and molders have been sold by a long list of manufacturers, including two Americans. They are made with one and two knives, with or without the two "tuplas." It is here that the resistance of Brazilian woods and the low powered engines account for the greatest failures. The speed at which a planer is generally run on peroba and similar woods is only about thirty-five linear feet a minute. It is understood that all American planers are designed to do much faster work.

Furniture making in Brazil is a subject that deserves special mention. It has reached a stage where, aside from cost of production, its product should compete in the most particular of world markets.

At the Lyceo de Artes e Officios the lumber used is all kiln dried before working. The workshops are equipped with modern machinery, including American machines for veneering purposes. The students and regular artisans work on the hardest and most beautiful of Brazilian woods; they do hand carving and inlaid work with a wonderful degree of excellence.

Most other furniture factories in Sao Paulo do work according to special instructions. They are splendid imitators and also often have originality in design.

Box making is an industry that has recently come into being. Parana pine is being used chiefly, and boxes are made for every conceivable need. Most of them are nailed by hand. Dovetailing machines are uncommon. It is said that the machines and the boxes are too expensive. One maker would be interested in an automatic box nailing machine, and if this is a success other orders might follow.

As imported sawmill machines are almost without exception English or German it will be necessary to make only one comparison. English machines have been installed ever since the beginning of the woodworking industry in Brazil. They have a reputation for weight and durability.

English representatives do not as a rule carry large stocks of machines or of parts on hand, and in many instances installations have been made by the mill owners themselves. The prices of English machines were often double the cost of similar machines from Germany. No uniformity seems to have existed as regards the extending of credit to the purchasers. German made sawmill machinery on the whole is said to be much lighter than English, but they have proved satisfactory to the Brazilian.

A group of manufacturers, each a specialist in his own field, could accomplish a great deal and in the beginning at a relatively small cost to each manufacturer. The expenses of an expert to be sent to Brazil can be met without perfecting any kind of an organization. Thereafter, if reports warrant, a fully-fledged selling organization can be effected both at home and abroad.

It is probable that such an expert can find that in reality only a small assortment of machines is actually needed. Each manufacturer can thereafter perfect perhaps two machines specially designed to meet competition. The remainder of the task would then be a matter of cost accounting outside of the factory. Costs should be figured on every machine until that machine is actually placed and running. Such considerations as the question of having machines and parts always on hand should not be lost sight of.

Besides special machines, factory installations and service to customers the American guaranty might prove very effective. With these combined selling features, backed by a group of the right kind of manufacturers and supported by the American capacity for invention, the United States could then compete with the world.

For several reasons the present is an especially desirable time to investigate and make a beginning. As has been stated, the mills are all working and supplies of imported machinery are largely exhausted. Competition from Europe has been at a standstill because of freight rates and embargoes. There is considerable demand for accessories, and the market is on the whole without supplies.

If shipments are made dealers should be governed by the following rules, which are all worth remembering:

(1) Documents must accompany goods or arrive at their destination before the merchandise they cover, otherwise costly fines are likely to be incurred.

(2) Consular invoices must be made out in quadruplicate and should contain the same marks as the cases.

(3) Storage charges on merchandise in Brazilian custom houses double each month.

(4) Date drafts are more for the sellers' interests than sight drafts, because of the abused privilege of putting off acceptance of drafts. This is not applicable to other countries where goods must be declared within a given number of days.

(5) Date drafts should be dated as nearly as possible with the time the merchandise is embarked at the port of shipment.

(6) Prices c. i. f. Santos or Rio de Janeiro are always preferred by the buyer, and quotations should be so made unless freight fluctuations are too much of a hazard.

(7) Correspondence and catalogues should be in the Portuguese if possible.

WARNING TO BRITONS IN SOUTH AMERICA

London and River Plate Bank Tells of Measures Needed to Hold Trade.

In its report showing a record volume of business the London and River Plate Bank announces a dividend of $2.80 a share, and in its remarks to shareholders makes some points revealing to American exporters the fight they will have to wage to get and hold South American markets. That the Londoners realize conditions is seen in the following part of the annual statement:

"Keen anxiety is manifested among the British communities of the various republics, from the great merchant houses to the smallest traders, to develop British commerce. These communities are not animated by self interest only; they realize, as we do at home, that the prosperity of Britain depends more than ever on its overseas trade and that this trade must be largely increased if our war debts are to be satisfactorily met and wages maintained at a suitable level.

"It is of the utmost importance that our merchants, bankers, manufacturers and ship owners should strain every nerve to extend our commercial interests abroad, and nowhere let our competitors steal a march on us where it can be avoided.

More Consuls Are Called For.

"Our international trade would be materially assisted by a further development in the appointment of Consuls-General or Consuls and by a wider creation of commercial attaches at our legations. Men for all these posts should be suitably trained, including a thorough knowledge of the language of the country in which they are to reside, and they should be adequately paid for the maintenance of their positions. They should not be frequently changed, for otherwise the benefits which can alone arise from local experience are lost."

Speaking of some matters connected with South American countries in which the bank's branches are established the report says:

"Owing to abnormal conditions brought about by the war difficulties have been more than usually present.

"Argentina as a food producer continues to expand. Last season's wheat crop was above the average, but only one-half of the exportable surplus has been sent out because of the shortage of tonnage. Our manager at Buenos Ayres estimates the surpluses of the coming crops as follows: Wheat, 2,875,000 tons; linseed, 600,000 tons, and oats, 650,000 tons.

Big Drop in Discount Rates.

"From a banking point of view conditions in the Argentine have not been altogether satisfactory during the period under notice. The plethora of money brought discount rates down to an unprecedented level and the margin of profit has been very small. On the other hand our deposits continue to increase, which would be entirely a matter of satisfaction were it not that we have been obliged to keep unnecessarily large reserves owing to want of employment of money. Labor troubles were prevalent, chiefly in connection with the railways. The Argentine Government, according to tradition, has faithfully complied with the services of its debts."

Brazil, the report says, promises to become a most important supplier of meat to European and other countries. Other points made are:

"Brazil, notwithstanding shipping difficulties of various kinds, has experienced prosperity owing to enhanced prices obtained from its produce and the manufacturers of the country have also enjoyed good times. The balance of trade in favor of Brazil, although not so great as in former years, is still satisfactory. Severe frosts have done great damage to the coffee plantations—some estimates placing the loss as high as one-third of the plants. Anyway, it is expected that the crop during the next two or three years will be much reduced. The frozen meat trade is assuming large proportions."

Prosperity in Uruguay.

Uruguay, it is said, has experienced an era of prosperity attributable in the main to the high prices paid for its products and the balance of trade in favor of the country is considerable.

Chile, too, has passed through favorable times, according to what has come from the bank's agents at Valparaiso and other places. Nitrate production in Chile was stimulated by the constant demands of the Allies and the prices paid left good profits. Iron, copper and wool have been exported on a large scale by Chile, while the cereal crops have been mainly consumed in Chile itself, except a limited export of wheat and flour to Peru and Central America. As to financial conditions in Chile the bank's statement says:

"There has been a serious drop in exchange. Anticipations of peace and a resumption of pre-war conditions may be offered as an example, for the balance of trade in favor of Chile, which has obtained during the war, is likely to be materially reversed when imports begin to grow."

GREAT TRADE WAR DUE, SAYS GONZALES

Banks Needed in Financing Manufacturers' Interests in Foreign Lands.

CREDIT NOT CHANGED

International Business Is Hysterical at Present, Cuban Declares.

Special Correspondence to THE SUN.

BOSTON, Jan. 26.—Vicente Gonzales, Cuban agent of the Mercantile Bank of the Americas, in a speech Friday before the Round Table here declared that international trade to-day is hysterical, if not in a chaos, unsettled and uncertain in all directions, and that it can be directed properly only if manufacturers, exporters, shippers and bankers all cooperate and act in perfect harmony.

Some of the points made by Mr. Gonzales are as follows: "A great trade war is in sight, a struggle for the world's commerce, a share of which belongs legitimately to us.

"Banks are needed to-day more than ever in financing and caring for the manufacturers' interests in foreign countries. They should assist manufacturers, both in the matter of credit and in that of exchange. The main service is not what banks can do here for manufacturers, but what they can do at the other end."

Discussing the service regarding credit and exchange in detail, Mr. Gonzales said in part:

"Credit, in the abstract, has been changed—the risk is the same. Men who were good before the war have been just as good during these unfortunate four years and will continue the same. But the granting and mobilizing of credit as the world may need it and as other countries may grant it is a matter of great concern. It is the turnover of credit that concerns manufacturers—to compete with other countries and keep at the same time within domestic conditions as they are.

Banks Face Big Task.

"Banks ordinarily are supposed to do no more than present drafts for acceptance and for payment and to receive the money if the drawee is willing and able to pay, and then remit proceeds. This is not enough, it is not half enough; the banks should use their judgment in releasing or not shipping papers; they should think and feel for the customer and protect him as far as possible. They should think of the man thousands of miles away and advise him at least, or consult him what to do in every emergency.

"Banks sending collections to their correspondents should request them to protect the goods and the shipper at all events, cabling for orders when necessary, regardless of whether the drafts have been purchased or not. They should keep their clients posted as to the fate of their collections, advise them when paid or when not paid, cabling when deemed convenient. They should instruct their correspondents to act as owners in all cases of accident to the goods, to insure them and store them properly and to dispose of them if necessary in proper time, without unduly sacrificing them; in one word, taking care of the unfortunate man so far away and who cannot act for himself.

"Another point is the proper selection of clients and the proper limitation of their credit. The desire to increase business should not lead manufacturers to overdo it. Credit is sometimes a very dangerous factor in trade. Many buyers are encouraged to buy more than they can turn over because of extraordinary facilities offered. Many a sales manager and salesman, proud of the never ceasing increase of their business, disregard sometimes the possible difficulties in which their principals may be involved.

"I questioned many times the advisability of governing credit extension to buyers by what they are considered 'good for.' Manufacturers should have in mind, first of all, 'how much they can carry the account for.' A good buyer is not only the man of means and the honest man. Ability, good judgment, is also a factor in considering credit, and no good buyer will ever be induced to buy any more than he can handle. This may be, however, more than what the manufacturer can afford to grant. Every business has its natural limitations and every manufacturer should first ascertain how far he can go, considering not only how much accommodation he can get but also how much he can carry himself without accommodation.

Limit to Credit Action.

"It is unwise to depend exclusively on the credit a manufacturer can obtain; that is, on what his bank will discount for him. He should be able to carry a portion of all his foreign accounts. When he knows how much he can grant he should divide this amount among the different countries in which he deals and distribute the amount allotted to each among the different customers in proportion to their volume of trade.

"Sticking inflexibly to this rule, manufacturers will find banks more willing to assist them. Banks' assistance is more 'comfortable' when given without limitation; manufacturers would feel greatly encouraged if they could discount every cent they exported. But this is extremely dangerous for them. Any draft or account unpaid would fall back on them for the full value without warning and perhaps at a very inopportune moment.

"I have always found it much more convenient, both to manufacturers and to banks, to arrange for advances of a certain percentage of all their foreign credits, maintaining a current account of advances against collections covering say 80 per cent of all. Manufacturers who cannot carry 20 per cent. of their foreign accounts without discounting take great risks in going into the foreign business at all.

"Many accidents happen which delay at least the payment of foreign accounts. Loss in transit, calling for claims against insurance, never or very seldom settled within a few days, will make a draft uncollectible, giving the holding bank the right of demanding immediate refund. The same applies to an unpaid draft because of the death of the buyer while goods were on the road. The demand for refund may come at a moment when the manufacturer cannot meet the payment without great inconvenience.

Exchange Is Problem.

"All this can be avoided if banking credit has been obtained without specific redress to any one given collateral. If one bill is not collected others will be and the margin of 20 per cent. allowed on all will cover all such contingencies.

"Exchange is a great problem to-day. The war upset the powerful and yet delicate machinery on which international exchange was carried on, and the value of money in our country as compared to that of all others has been left entirely to the adjustment of trade balances and whatever artificial means have been devised and put in operation for the maintenance of more or less reasonable rates. And yet exchange is one of the most important factors in foreign trade as it serves to make prices.

"There is no advantage for us in seeing our dollar quoted at a premium anywhere. The higher the value of the dollar in terms of another country's money, the more expensive our goods become. It is no advantage to any country to quote our dollar at a discount because trade is not one sided, and by having a premium here on that country's money its goods become here more expensive and compete unfavorably with other goods coming from other countries whose money is cheaper here.

"It is to every country's advantage to maintain the parity of its money with all others, and I hope that we will soon be able to achieve this result. But in the meantime trade must go on and we must adjust our business to conditions as they are. Banks keeping in touch with exchange conditions everywhere at all times are in a position to assist manufacturers, advising them as to the best means of protecting themselves against exchange fluctuations and against special conditions arising therefrom.

"They can advise manufacturers when to quote and sell in dollars and when in foreign money, how to draw or otherwise dispose of proceeds of their shipments; and while this advice may not change conditions it may serve to direct competition and cover against possible contingencies.

"As an illustration as to how exchange can affect competition it is enough to mention the value of the British pound. While it is intrinsically worth $4.86 2-3, it is quoted at—say $4.76, a discount of approximately 2½ per cent. It takes 2½ per cent. less of any other country's money to buy £1 than it takes to buy $4.86 2-3. In competing with British goods we are to-day at a disadvantage of 2½ per cent. Our goods cost 2½ per cent. more than British goods here, in England and everywhere else.

"The French franc, worth 19¼ cents, is quoted at 18 1-2 cents, a discount of 5 per cent., and French goods have that advantage against ours. It hurts our trade in trying to compete with French goods everywhere."

DAHL SHOWS NEED OF NEW DIPLOMACY

Change Is Required to Further Economic Development of U. S.

Gerhard M. Dahl, vice-president of the Chase National Bank, discussing "The New Dollar Diplomacy" in the current number of *Scribner's*, takes the stand that the change in this country's political and economic relations with the rest of the world requires the creation of a new diplomacy to further our economic development. He says in part:

"We have to meet and compete with the economic nationalism of other peoples. This war has created and is still creating an American owned merchant marine, the chief part of it now the property of the American Government. In the meantime the Government has commandeered privately owned American ships. Shall the Government enter permanently the field of shipping? Shall it own and itself operate the American merchant marine? If so, what is to become of the privately owned ships it has commandeered? Shall they be turned back to their American owners and relegated to competition with their own Government?

"Shall we sell our Government built ships to private capital with the hope or expectation that private capital can operate them in competition with the ships of other nations? But other nations grant subsidies. Will the American people do so? But even in the absence of subsides can privately owned American ships compete with foreign shipping under the La Follette seaman's act, which imposes a higher standard of wages and a higher standard of accommodations upon American ships than is imposed upon foreign ships?

"Already shipyards in the United States are idle because the Government will not permit the construction of steel ships for foreign account. Private capital in the United States cannot engage in building ships for private account because of doubt as to the policy of our Government and the fear of practical confiscation through Government competition.

"Our future prosperity is dependent upon worldwide economic forces which must be appraised correctly and realistically, and upon our proper understanding of them and of their just utilization will depend the continued employment of labor in the mills and shops throughout the country. The war has put an end to our traditional policy of political as well as financial isolation, and may we not assume that hereafter the American investor in foreign enterprises will receive the protection and cooperation of his Government?"

ARGENTINE REPAIRS SHIP WITH CONCRETE

Work on Wooden Vessel Is Said to Be New Departure.

From Argentina comes a report of what is said to be a new departure, the repairing of a wooden ship with ferro-concrete. The work was accomplished with marked success at Buenos Ayres, according to Samuel Willoughby, an agent for a steel exporting firm, who has just arrived from South America.

As told to Mr. Willoughby by a member of the firm of Humes Bros. of Buenos Ayres, a wooden ship of about 200 tons displacement began to leak badly and it was found on investigation that the wooden ribs had rotted away for three feet on each side of the keel. Only the fine condition of the wooden skin kept the bottom from collapsing.

Owing to its condition the boat could not be docked by means of a slipway, the only method available at the time, on account of the ribs being unable to stand the weight. The boat was badly needed and it was decided to place new ribs of ferro-concrete in the wooden ribs. On these lines the repairs were carried out, the false keel being strengthened by running two continuous concrete girders parallel to it on each side.

Some of the ribs were taken up over the false keel so as to tie this to the bottom and the new concrete ribs were bonded to the wooden ribs by short iron bars reaching from one wooden rib to another and inserted in both.

Mr. Willoughby added that naval experts were sceptical about the work and refrained from giving opinions, although the boat withstood the rough work of transporting sand and gravel on the River Plate.

FOREIGNERS SEEK AMERICAN GOODS

International Sample Fair in Lyons Offers Exporters Unusual Opportunity.

WILL OPEN ON MARCH 1

Exhibits Must Be Shipped From New York by February 5 to Arrive in Time.

The weekly list of trade chances gathered by the United States Department of Commerce is given below.

The Fourth International Sample Fair will be held in Lyons, France, March 1 to 15, 1919. This exhibition offers an attractive opportunity for the extension of American trade, not only in France but throughout Europe. Last year 527 American firms were represented. The number this year ought to be 2,000. All exhibits must be sent from New York before February 5.

Producers wishing a separate stand should communicate immediately with Emile Garden, official representative of the Lyons Fair, 21 Park Row, New York city. Mr. Garden has the necessary entry blanks and will make the proper arrangements. The charge for a stand 2½ meters by 6 meters is 600 francs (about $120).

How to Send Samples.

For those desiring to send small samples, catalogues and price lists, to be exhibited in the special section under the direction of the American Consul at Lyons, it is suggested that they address them as follows:

AMERICAN CONSULATE,
Lyons, France.

and arrange with the American Express Company, 65 Broadway, New York city, official forwarding agents of the Lyons Fair, to ship them. For such exhibits of catalogues there is no charge, but for samples shown in the consular stands the fair committee requires a fee of $25, to be remitted direct to the American Consul at Lyons.

Plenty of shipping space is available, but it is essential to act quickly in order that American exhibits may reach Lyons in time for the opening.

Addresses of persons and firms mentioned may be obtained through THE SUN. Questions regarding published items should be on separate sheets, a sheet to each item, and the number of the item should in all cases be stated. THE SUN does not furnish credit ratings or assume any responsibility as to the standing of business men or firms abroad. The usual precaution should be taken in all cases. Those desiring United States goods and what they want are:

32. A merchant in Italy desires to secure an agency for the sale of chemicals, dyes, wool, cotton, metals and paper.

33. A firm in Sweden desires to purchase coffee, tea, dried fruits, meats and syrups.

34. A commercial agent in Algeria wishes to secure an agency for the sale in northern Africa of milling machinery, printing presses, printers' inks, paints and varnishes, sulfine dyes, industrial oils, typewriters and office furniture.

Seeks Cutlery Agency.

35. A man in Italy desires to purchase or to secure an agency for the sale of scissors, pencils, alarm clocks, watches, knives, spoons, forks, celluloid dolls, stockings and socks.

36. A man in Algeria desires to secure an agency for the sale of high and low grade shoes for men, women and children, cotton tissues, bleached and unbleached, and underwear for men, women and children.

37. A firm in India desires to purchase gray drills and shirtings, white shirtings, nainsooks, jaconets, lawns, mulls, twills, crepe, plain, printed and white drills, cotton shawls with fringe, on fine or coarse, printed and dyed sheeting, zephyrs, mercerized lussere and cotton cashmere.

38. A book dealer in Italy wishes to secure subscription agencies for American publications of a scientific and literary character both books and magazines.

39. An agency is desired by a man in France for the sale of hardware and all sorts of small ware.

40. A firm in Sweden desires to purchase on its own account raw materials for the manufacture of brushes and pencils.

41. A man in Italy desires to secure an agency for the sale of industrial and agricultural machinery, iron and steel and other products of the mining industry.

42. A firm in Argentina desires to secure an agency for the sale of dyes or tanning chemical products, raw materials, steel and iron chains for cranes, shovels, picks, machetes, knives, cables of steel, copper and bronze, wheel barrows, paper for printing purposes, Portland cement, knitting yarns, fabrics, electrical goods and foodstuffs, such as sugar and cereals.

43. A man in Porto Rico wishes to secure an agency for the sale of wrapping paper, soaps, flour, rice, food stuffs and jute bags.

44. A man in India desires to purchase cardboard making machines, cardboard to be made of paddy straw.

Frenchman Desires Agency.

45. An agency is desired by a man in France for the sale of tools, automobile accessories, small electric light plants for farms, and agricultural tractors.

46. An agent in France wishes to be placed in correspondence with manufacturers of hardware, screws, nails and spikes.

47. A company in Bulgaria desires to secure an agency for the sale of manufactured goods, silks, straw and felt hats of all kinds for men, women and children, hardware and hosiery.

48. A firm in Italy desires to purchase and also to secure an exclusive agency for chassis to be used for trucks or passenger service with a carrying capacity of 1½ tons of 30 to 40 horsepower and 4 tons of 50 to 70 horsepower and also solid rubber tires for the chassis.

49. A man in France desires to secure agencies for the sale of ready-made clothing, underwear, linen, shirtings, hosiery, laces, ribbons, cutlery leather articles, perfumery, soaps and cloth, stuffs and fabrics in general.

50. A man in Spain desires to secure an agency for the sale of American products and manufactured articles.

51. A man from Belgium, who is at present in the United States, desires to secure an agency on a commission basis for the sale of general merchandise, except machinery and mechanical lines.

52. A man in India desires to purchase woollen goods and other textiles and canned goods.

53. A general agency for France or Europe is desired by a man in France for the sale of general merchandise.

54. A firm in France desires to secure an agency for the sale of canned goods, condensed milk, dried vegetables and any other food products.

Food Products for Cuba.

55. An agency is desired by a firm in Cuba for the sale of corn, lard, bacon, codfish and food products in general.

56. A man in India wishes to purchase machinery, agricultural and mining tools, and scientific instruments.

57. A city in Mexico will shortly be in the market for one automobile sprinkler and two automobile trucks for handling garbage.

58. A firm in Italy desires to secure an agency for the sale of technical and industrial articles, tarpaulin, agricultural machinery and chemical fertilizers.

59. The buying agent of a firm in France desires to purchase steel and wood furniture, filing cases, filing envelopes, copying machines, mimeographs and all articles and accessories for the organization of offices.

60. A wholesale house in the Netherlands desires to secure the sole agency for Holland and Belgium and to buy on its own account modern office furniture, typewriters and calculating machines.

U. S. Transfers Ship to Peru.

LIMA, Peru, Jan. 26.—It is announced that the American Government has turned over the steamship Middlebury to the Peruvian Government for use in the Pacific trade.

CONSULAR SERVICE A BIG AID TO TRADE

Business of the U. S. Should Be Well Backed by Representatives Abroad.

LANSING ATTACKS FLAWS

South Americans Draw Unfavorable Conclusions From Our Dereliction.

The great increase in the number of persons in the United States who are interested in foreign trade has changed the nation's potential attitude toward its official representation abroad, according to Harry Lawton, assistant treasurer of the Guaranty Trust Company of New York and manager of the overseas service of that company.

"American isolation, so long cherished, has gone, apparently forever," said Mr. Lawton. "Our minds have been forced into the consideration of foreign countries and their problems. We know now for the first time that our own welfare depends largely upon our foreign relations—the welfare of our people, our business men and our workers.

"This new status forces us to examine with renewed care the means we have for expressing our point of view abroad and for visibly impressing our standing as a nation upon those countries with which we shall so frequently deal. It is important, therefore, that every branch of our Government representation abroad should be commensurate with our standing in world affairs and commensurate with the new duties that will devolve upon us with the signing and operation of the covenants and treaties that are apparently about to bring into existence the so-called League of Nations.

Our Backward Consular System.

"Our diplomatic and consular service is not yet so generously supported as in some other countries. There are doubtless adequate reasons for this, but the fact remains that even our ambassadors have been underpaid, and have often been forced into makeshifts to maintain their dignity and that of their Government under the critical eyes of foreign observers.

"Thus it is small wonder that in South America particularly, where a certain degree of outward expression of a nation's opulence is considered necessary as a part of the official life of its representatives, unfavorable conclusions have been drawn as to our Government and our people.

"It may not be advisable, or maybe we are not ready to go so far as some other countries in appropriating liberal sums for expenditure in this field, but it would seem that public sentiment in the United States would in time become insistent that our foreign service should not be out of keeping with our wealth and our avowed purpose to serve the world to the limit of our capacity.

"Our consular service has improved greatly during the last several administrations. It is now much more efficient, but it is not yet adequately staffed to meet the necessities of the tremendous expansion of our foreign trade that has already begun.

"It has always been difficult for legislators, who reflect as a rule the average sentiment of the communities behind them, to appreciate the importance of the consular service to the country as a whole. The day of political preferment in filling places in the consular service is over.

Stimulated by Merit System.

"The merit system has given a new stimulus to the young men who have entered the service, and the growth of our foreign trade and the greater number of persons engaged in it have created an intelligent body of public opinion which has insisted upon certain minimum standards. But there is still opportunity for strengthening this branch of the Government by establishing adequate quarters, by raising the salary lists to a point which will attract the best type of experienced men and by making the chances of promotion liberal enough to render the service attractive as a life career.

"Secretary Lansing, who has devoted his career to the diplomatic service, sees the importance of such action. The present so-called legislative bill carries increased appropriations for the consular service. The bill should therefore meet with the approval of every business man interested in foreign trade.

"The Department of Commerce also has broad plans for increasing the number of its commercial attaches and special investigators in foreign fields. Persons who have followed the course of foreign trade know the importance of such measures.

How Greeks Won an Advantage.

"Only a day or two ago the papers carried an article pointing out that the establishment of a steamship line from Japan to Greece was the direct result of the appointment of a Greek attache to the Tokio Legation. The tentative efforts we have already made in such directions are sufficient proof of the worth of the method.

"Active commercial organizations have always shown a great interest in these subjects. The number of these organizations is now largely increased. They represent a considerabel body of public opinion, and they also represent the energetic pioneers in a field whose future importance to all our people cannot be overestimated.

"The influence of these forward looking business men will undoubtedly be a strong factor in the support of measures which will increase our opportunities for service abroad and furthering prosperity at home. It is only by uninterrupted support that Congress can be impressed with the high place the subject occupies in the minds of forward looking business men."

MARINE INTELLIGENCE.

MINIATURE ALMANAC.

United States Coast and Geodetic Survey—Standard Time.

Sun rises.....7:12 A M Sun sets.....5:06 P M
Moon rises.....3:34 A M

HIGH WATER THIS DAY.

Sandy Hook, 3:30 A M Gov. Island, 4:42 A M
Hell Gate.....6:06 A M

LOW WATER THIS DAY.

Sandy Hook, 10:29 A M Gov. Island, 11:18 A M
Hell Gate.....12:40 P M

ARRIVALS—SUNDAY, JAN. 26.

S. S. supply ship Melville, Southampton, Jan. 7.
Ss Lucifine, Plymouth, Jan. 5.
Ss Rheesus, London, Jan. 14.
Ss Wilesden, Gibraltar, Jan. 6.
Ss Zulia, Porto Rico, Jan. 21.
Ss Parima, St. Thomas, Jan. 20.
Ss Brilliant, Tampico, Jan. 14.
Ss Mojave, Cristobal, Jan. 16.
Ss Ottar, Caibarien, Jan. 20.
Ss Cornelia, San Juan, Jan. 23.
Ss Lake Kyrtle, Manzanillo, Jan. 22.
Ss Isle de Panay, Havana, Jan. 22.
Ss Hostilius, Buenos Ayres, Jan. 1.
Ss Harold Walker, Tampico, Jan. 13.
Ss Catawba, Los Angeles, Dec. 31.
Ss Frednes, Nassau, Jan. 23.
Ss Vesta, Port Arthur, Tex., Jan. 17.
Ss Louisiana, Port Arthur, Tex., Jan. 17.
Ss Pawnee, Boston, Jan. 26.
Ss Madison, Norfolk, Jan. 25.
U. S. collier Jason, Boston, Jan. 25.
Ss Honduras, Port Limon.
Ss Gorse, Port Tampa, Jan. 19.
Ss Monarch, Galveston, Jan. 20.
Ss Gorredijk, Baltimore, Jan. 24.
Ss Florence B. Phillips, Para, Jan. 1.

ARRIVED FROM NEW YORK.

Ss Agamemon, at Brest.
Ss Nevada, at Cette.
Ss Samarinda, at St. Nazaire.
Ss Faith, at Callao.
Ss El Paso, at Port Eads.
Ss A. C. Bedford, at Port Eads.
Ss City of St. Louis, at Savannah.

SAILED FOR NEW YORK.

Ss Minnekahda, from Brest.
Ss Celtic, from Liverpool.
Ss Platteburg, from Brest.

OUTGOING STEAMSHIPS.

	Mails Close.	Vessels Sail.
Sail To-day.		
G. Washington, Brest	.....	8 00 P M
Sierra, Brest	.....	10 00 A M
Pueblo, Brest	.....	10 00 A M
Saga, Rio	.....	3 00 P M
Sail To-morrow.		
Maraval, Grenada	9 00 A M	12 00 M
Talisman, Rio	10 30 A M	2 00 P M
Sail Wednesday.		
Cretic, Liverpool	8 00 A M	12 00 M
West Ekonk, Genoa	8 30 A M	12 00 M
Purus, Rio	8 00 A M	11 00 A M
Honduras, Kingston	9 30 A M	12 00 M
I. D. S. Adolph, St. Johns	10 30 A M	1 00 P M

INCOMING STEAMSHIPS.

Due To-day.

Ss Mertelnean, Shields, Dec. 22.
Ss Romadalsfjord, Hull, Dec. 31.
Ss Westford, Gibraltar, Dec. 31.
Ss Ruth, Gibraltar, Jan. 3.
Ss Tilemachus, Brest, Jan. 3.
Ss Tarsus, Fayal, Jan. 3.
Ss Reading, Barry, Jan. 3.
Ss Evelyn, Havre, Jan. 5.
Ss Minnesota, Gibraltar, Jan. 10.
Ss Ice King, St. Nazaire, Jan. 7.
Ss Sorland, Bergen, Jan. 4.
Ss Galesburg, Nantes, Jan. 7.
Ss Westrate, Bordeaux, Jan. 8.
Ss Sommen, Barry, Jan. 8.
Ss Carisbrook, Barry, Jan. 8.
Ss Pleiades, Gibraltar, Jan. 10.
Ss West Galeta, Bordeaux, Jan. 10.
Ss Invincible, London, Jan. 10.
Ss Anacortes, La Rochelle, Jan. 10.
Ss Monterrey, Cadiz, Jan. 11.
Ss Oristano, Hull, Jan. 10.
Ss Loux, La Pallice, Jan. 10.
Ss Sierra Madre, Fowey, Jan. 10.
Ss Zaandam, Rotterdam, Jan. 7.
Ss Mendocino, Hull, Jan. 11.
Ss Helmar Morch, Cardiff, Jan. 10.
Ss Tsushima Maru, Cristobal, Jan. 17.
Ss Hampden, Bordeaux, Jan. 7.
Ss Calabria (Sw.), Cardiff, Jan. 11.
Ss Rapidan, Bordeaux, Jan. 11.
Ss Trafalgar, Rotterdam, Jan. 11.
Ss New York, Barry, Jan. 11.
Ss Tapajos, Para, Jan. 13.
Ss Letrim, Cardiff, Jan. 13.
Ss Palermo, London, Jan. 14.
Ss Sverre, Nantes, Jan. 12.
Ss Vigeland, Havre, Jan. 17.
Ss West Zeda, Cristobal, Jan. 19.
Ss Edenton, Cristobal, Jan. 18.
Ss Lake Ontario, Hayti, Jan. 17.
Ss El Valle, Galveston, Jan. 22.

Due To-morrow.

Ss La Lorraine, Bordeaux, Jan. 19.
Ss Wabasha, St. Nazaire, Jan. 12.
Ss Mexicano, Bordeaux, Jan. 12.
Ss Lesa, Rotterdam, Jan. 13.
Ss San Remo, Christiania, Jan. 13.
Ss Algenib, Rotterdam, Jan. 14.
Ss Celtic, Havre, Jan. 15.
Ss Triumf, Shields, Jan. 15.
Ss Plainfield, Cristobal, Jan. 20.
Ss Kroustad, Cristobal, Jan. 20.

Due Wednesday.

Ss Helig Olav, Christiansand, Jan. 18.
Ss Chicago, Cette, Jan. 20.
Ss Frederick, Brest, Jan. 17.
Ss Mississippi, Havre, Jan. 13.
Ss Tricolor, Rotterdam, Jan. 13.
Ss Noriolk, Nantes, Jan. 12.
Ss Adriatic, Liverpool, Jan. 20.
Ss Inmoth, Rotterdam, Jan. 14.
Ss Eastern Shore, Cristobal, Jan. 21.

Due Thursday.

Ss Minnekahda, London, Jan. 20.
Ss Genoese, Christiansand, Jan. 17.
Ss Selissia, Gibraltar, Jan. 14.
Ss Frances L. Skinner, Bordeaux, Jan. 12.
Ss Holbrook, Brest, Jan. 13.
Ss Calmavalona, Gibraltar, Jan. 14.
Ss Yang Tze, Liverpool, Jan. 12.
Ss Pocone, Para, Jan. 17.
Ss Mongolia, Brest, Jan. 20.

Due Friday.

Ss Celtic, Liverpool, Jan. 13.
Ss Polar Land, Bordeaux, Jan. 15.
Ss Cadillac, Plymouth, Jan. 17.
Ss British Star, London, Jan. 14.
Ss West Lashaway, Gibraltar, Jan. 18.
Ss Tambov, Gibraltar, Jan. 15.
Ss American, Gibraltar, Jan. 18.
Ss Lake Yelverton, Rochefort, Jan. 11.
Ss Taurus, St. Lucia, Jan. 23.

TRANSATLANTIC PARCEL POST MAILS.

Great Britain and Ireland—Close at 7 A. M. Jan. 29, Ss. Cretic, and at 7 A. M. Jan. 31, Ss Caronia.

Italy—Close at 7:30 A. M. Jan. 29, Ss. West Ekonk, and at 9 A. M. Feb. 1, Ss. Giuseppi Verdi.

Portugal—Close at 2 P. M. Jan. 28, Ss. Owego.

France—Close at 7:30 A. M. Feb. 1, Ss. Chicago.

Liberia, Norway, Sweden, Denmark, Belgium, Netherlands, Greece, Germany, Austria and Hungary—Service suspended.

TRANSPACIFIC MAILS.

Connecting mails close at G. P. O. and City Hall station at 5:30 P. M. daily.

Samoan Islands, Australia and New Zealand (via San Francisco) Jan. 30, Ss Ventura.

Philippine Islands, Australia and New Zealand (via San Francisco) Jan. 30, Ss Colusa.

Philippine Islands (via San Francisco) Feb. 10, Ss Venezuela.

Fiji Islands, New Zealand and Australia (via Vancouver and Victoria, B. C.) Feb. 7, Ss Makura.

Hawaii, Guam, Japan, Corea, China, Siam, Cochin China, Straits Settlements and Netherlands East Indies, close at 6:30 P. M. daily. This mail is forwarded to the Pacific coast daily for despatch to destination by the best opportunity.

ARGENTINE CEREALS SLUMP.

Exporters Delay Until Decision on Europe's Purchases.

BUENOS AYRES, Jan. 26.—The cereal market has been paralyzed during the week owing to the uncertainty over the outcome of the proposed cereal convention with Great Britain, France and Italy. Export buyers purchased nothing, enabling home buyers to operate at low prices. There was a light demand for both maize and wheat, although receipts were heavy.

All efforts to end the strike of port workers have failed. The employers have withdrawn their negotiators because of the hopeless deadlock, thus leaving the situation the same as it was the first day of the strike, three weeks ago.

HORSES AND CARRIAGES.