U. S. MEN LOSING BY IGNORING 'MANANA'

Briton Tells Why Latin America Prefers United Kingdom's Goods.

BILLING IS A BIG ITEM

Lack of Proper Amount of Courtesy in Business Also Charged Against Us.

Frederick N. Martinez, British commercial representative, who spent two and a half years recently in South America, in reply to a question as to what position the United States occupies as compared to Great Britain in the Latin American markets, said:

"Great strides have been made by the United States in the desire to capture the trade of the Latin American republics. On these countries to-day all firms anxious to increase their export business have their eyes fixed, but I venture the opinion that the United States have not taken advantage of all possibilities, and especially was she negligent during the earlier period of the war, when she was left unfettered in the matter of obtaining business, not only for the present but for the future.

"I may say that the United States is not appreciated as a business community in the Latin American markets for many reasons. Their representatives lack that knowledge of the customs, ideals and commercial needs of these markets. They are, to quote an Americanism, always in a hurry.

"Business in these markets must be conducted not only on the principle of 'manana' (to-morrow), but according to the methods which British houses have cultivated to a great extent in their dealings with the Latin Americans and which have not been thoroughly studied and practised by the Americans. I will not refer to bad packing of goods nor dwell on the question of exacting terms of trading—the American always wishes to see the money safe in hand before despatching his wares.

Wrong Impression at Start.

"A general complaint against the Americans has been that goods have been supplied entirely different from requirements, thus creating a wrong impression at the beginning. I state this with special emphasis because as a general rule British houses in their trading have made a study of these matters.

"Reference might be made also to the American marking of goods for shipment, which has been severely criticised on the ground that these marks are hardly ever the same as those on the bills of lading. This, at first glance, may seem a trivial matter, but the South American customs are strict about procedure in handling goods, and heavy fines are imposed if the regulations are not complied with.

"Further, heavy fines are imposed and much delay is caused when bills of lading do not accompany the goods. Often English goods are hung up in clearance through houses here being lax in the last mentioned respect. More than this, the correspondence of the American houses is curt and without any consideration to future advantages.

"A letter nicely worded very often does more to aid in cementing business relations than anything else. In addition, it is against the Americans that too often they are represented in these markets by men whose education and manners leave much to be desired. This is a matter of much importance, and is looked upon by the South Americans with more than a passing glance.

Advantages Not Pressed.

"Taking all together, therefore, the advantages which the United States has had in capturing trade have not been pressed home during the war, and there is a call, which I feel sure will not be neglected, for supplies of British goods—the products of those who have mastered the difficulties of the Latin-American markets in all their aspects.

"The Americans have shown great activity in their banking business by establishing institutions designed to aid in the competition with British trade in the future. These will undoubtedly help American commercial enterprise by the facilities they can afford to representatives when visiting the Latin-American countries. But to-day there is an undoubted preference for British travellers who have visited these markets, and who, it must not be forgotten, have trodden there for a much longer time than our American cousins."

ARGENTINA

(To a Girl of Buenos Ayres)

By JORGE GODOY,
Author of Guatemala, Mexico, Cuba, Peru and Chile.

Soft love words to-day I utter
While my throbbing pulses flutter,
Flutter with the palpitations of ecstatic mirth divine,
For soon my sweet Argentine girl, Argentine girl, will be mine;
I'll be hers and she'll be mine.

While my heart with joy is throbbing
There should be no tears and sobbing,
And the dead should rise a-smiling from their silent sepulchres,
For soon she'll be mine forever and forever I'll be hers,
She'll be mine and I'll be hers.

Skies to-day seem clearer, bluer,
And all maidens lovelier, purer,
And this earth seems like a Heaven, Fairyland and Paradise,
For to-day I read the answer to my question in her eyes,
Read the answer in her eyes.

And to-day I flee from sadness,
And my soul is filled with gladness,
And I hearken to the Siren of Gay Happiness that speaks,
For her lips, ah, have imprinted kisses, kisses on my cheeks,
Kisses, kisses on my cheeks.

Day and night my mind rejoices,
And I dream with angel voices,
And the blood flows, dancing, singing, gushing, eaping in my veins
While my life is bound with passion's, love's and passion's golden chains,
Love's and passion's golden chains.

A supreme exhilaration
Makes me pray with adoration
To the Almighty God who made the heavens, made the earth and sea,
For I love her! love her! love her! and my darling she loves me,
And my darling she loves me.

No, I never could abhor her;
I would give my whole life for her;
From my musings death can only hide her lovely face divine,
For soon my sweet Argentine girl, Argentine girl will be mine;
I'll be hers and she'll be mine.

Foreign Trade Students Interested in Section

UNIVERSITY OF NOTRE DAME,
Chamber of Commerce,
Rev. John F. O'Hara, C.S.C., Director
NOTRE DAME, Ind., May 9, 1919.

Editor Latin American Section THE SUN: Your Latin American section is attracting attention among the students of foreign commerce here. It is admirably conceived and I must congratulate you upon the excellent results you are obtaining.

JOHN F. O'HARA, C. S. C.

With the Latin American Colony in N. Y.

The distinction of being the oldest Latin American society in the United States belongs to the Club Ibero-Americano, whose popularity and selectness give it a leading place among the Latin American societies of the city. It offers the hospitality of its attractive clubrooms at 200 West Seventy-second street to merchants, planters and tourists and their families coming here from Latin America, and the society, interesting reading material, billiard and chess tables and similar home games provide an atmosphere that they enjoy. The members of this society have entertained many distinguished guests.

The club particularly recalls the memorable ball in Madison Square Garden for the Infanta Eulalia and the Duke of Veragua on the occasion of the 400th anniversary of the discovery of America. This was given by the founders when the club bore the name of Circulo Colon Cervantes, which was later changed to Ibero-Americano Club. The founders were the elite of the Latin American colony, and the club carries always on its list of honorary members the Ambassadors and Ministers from the Latin American countries. The society also numbers among its members many of the leading Latin American merchants of the city, who meet socially at the clubrooms, and a ball is given occasionally at one of the leading hotels to the members of the club and their families.

Dr. Julius Klein, former chief of the Latin American division of the Bureau of Foreign and Domestic Commerce, who has been appointed United States commercial attache to the embassy at Buenos Ayres, Argentina, will sail on the United Fruit steamship Turialba for Panama on Tuesday.

Gen. Rafael Aizpuro of the Panamanian Army died last week. The General was in his nineties. He had been chief commander of the Colombian troops in Panama, and President of the department of the same name when Panama was still a dependency of Colombia. He is known as the liberator of Panama. He had for some time previous to his death retired to private life. His private library is left to the city of Panama.

There also died in Panama last week Dr. Pedro A. Diaz, Secretary of Public Works and Second Vice-President of the Republic of Panama. He was 60 years old. He was a candidate for President against Dr. Porras in 1912, but was defeated. As Secretary of the Treasury and Governor of Panama he was known as a strict disciplinarian.

Mr. Ibarra and family from Lima, Peru, are in New York on a visit. Mr Ibarra is a mine owner of Peru.

Henry Swayne, a cotton planter of Peru, whose father is a prominent sugar planter, is here from Lima, Peru, on his way to England on private business.

Carlos Alvarez Calderon, Jr., a Peruvian civil engineer, educated in England, has just arrived here to visit his family in New Rochelle, where they have been living for many months.

The Pan-American Society will give a luncheon in the Belvedere room of the Hotel Astor next Tuesday in honor of the first Peruvian Ambassador to this country, Francisco Tudelya y Varela.

Manuel Rodriguez Gutierrez, the Mexican engineer, will arrive shortly in New York from Philadelphia. He is the Secretary of Communications and of Public Works of Mexico, and is buying in various cities in the United States supplies for his department.

Dr. Jose Santiago Rodrigues, special commercial agent from Venezuela to the United States, is expected shortly in New York from Washington.

Mme. Lubovska, recently premiere danseuse at the Hippodrome, is planning to sail to South America with her company about June 2 for a presentation of her Egyptian and other original dances in the larger cities there.

Alberto Valenzuela, the Peruvian inventor, has arrived in New York from Washington on business.

Renato Zanelli, recently engaged as barytone by the Metropolitan Opera Company for four years beginning next season, expects to return shortly to New York from Chile with his family. Mr. Zanelli has studied in Chile and the United States.

Hector Zanelli is now in New York on business from Valparaiso, Chile, and expects to stay some months.

Tomas Samper and family arrived from Bogota, Colombia, on the steamship Turrialba May 14. He is one of the founders of several important Colombian companies.

Alberto de Marquez and Sta. de Marquez from Bogota has arrived in New York. He is one of the new secretaries of the Colombian Consulate.

Jaime Guiterrez, a Colombian banker and business man of Manizales, arrived on the Turrialba.

Dr. Rafael Medina Perez has left New York and is now in Miami, Fla.

Arrivals in the past week at the Hotel Astor from Latin America are A. Manfred, Santiago, Cuba, and Hector Aguss, Merida, Mexico.

S. W. Rosenthal, jewelry trade commissioner for the Bureau of Foreign and Domestic Commerce, has just arrived in New York from South America, and J. W. Sanger, advertising commissioner for the same bureau, is expected in June from South America.

Rafael Malagon and family have arrived in New York from the Dominican Republic. From there also is Dr. Francisco J. Peynado, former Dominican Minister to the United States and one of the prominent men of the Republic. He arrived on the Algonquin. On the same steamship from the Dominican Republic were Dr. J. M. Nouel, former Secretary of State, Interior and Police, and brother to the Archbishop of Santo Domingo; Don Eliseo Espaillat, Secretary of State and Public Works, under the Government of Dr. Henriquez y Carvajal, and wife; Mrs. Blanca Gosling, whose husband is the head of the branch of the Royal Bank of Canada in Santo Domingo, and Mr. and Mrs. P. P. Bonilla of Santo Domingo.

Pedro Gomez, a lawyer of Grenada, Nicaragua, has been in this city several months. He is representing the firm of Carlos Gomez & Brothers, merchants and farmers.

Vesalio Garcia of the United Dredging Company is getting ready for a trip to the Argentine and Brazil. He is a Mexican, trained in commerce. He is living at the Bretton Hall Hotel.

J. M. Taddeo, a well known merchant in the Argentinian capital, has arrived from Buenos Ayres. He said there is an interesting good will and cordiality toward the United States. He declared his confidence in seeing this country, by its superior methods of manufacture, get a good hold once for all on the South American commerce and in particular that of Argentina, but he thinks a little more liberality with respect to paying terms will enable the Latin American buyer to extend his business with American merchants and manufacturers on a much better basis.

Mr. Taddeo said that at the end of this month there will arrive from Buenos Ayres many Argentinian business men on board the Ubaraba, the first vessel engaged in trade between Buenos Aires and New York belonging to the new steamship line the Lloyd Brazileiro, which was inaugurated early in May of this year. Mr. Taddeo is stopping at the Hotel Claridge.

Recent hotel arrivals in the city are J. A. Gladon, Mexico; Mrs. E. W. Parsons, Corozal, C. Z.; O. J. Cook and wife, Chile; Geo. H. Jay, San Juan, P. R.; Pedro J. Covas, Ponce, P. R.; Ramon Madrigal and son, San Jose, Costa Rica; Domingo R. Pena and family, Santiago, Chile; Mrs. C. W. Davison, San Juan, P. R.; Miss D. Davison, San Juan, P. R.; Joaquin Paris and family, Maracaibo, Venezuela; M. R. Carder, Cristobal, Panama; W. S. Reid and family, Havana; A. Aranjo and family, Salvadore, C. A.

A dinner was given by several members of the Latin American colony in this city to Manuel Obregon, a wealthy Mexican, who came from Paris after a long stay in Europe. Mr. Obregon is at the Waldorf-Astoria and will leave shortly for Mexico.

Information has been received that there has arrived safely in Baltimore a reproduction of Murillo's "Conception" made in the mosaic factory of the Vatican. It is a gift presented by Pope Benedict to the entire American Catholic clergy, and by suggestion of Cardinal Gibbons the masterpiece will be deposited in the Catholic University in Washington.

There is expected here in a few days Mrs. Charles F. Ayer, who has been spending several months visiting relatives in Berkeley, Cal. She is the wife of Charles F. Ayer, owner of mines in Mexico, and an active promoter of better relations among business men of this and the Southern republic.

On the occasion of her birthday tomorrow, the friends of the Spanish senorita, Paulina Huarte, daughter of the noted tenor, Manuel Huarte, and a singer and pianist herself, pupil of the late composer, Granados, will give a picnic in South Orange, N. J.

Last Saturday a reception and banquet was held at the Spanish Embassy in Washington to celebrate the thirty-third anniversary of the birth of King Alfonso XIII. of Spain. Ambassador and Senora Juan de Riano y Gayangos had as guests many prominent Spanish and Latin American families, Javier de Salas, Consul-General of Spain in New York, and members of the Spanish Naval Commission.

Rafael Herrera Celis, chief accountant of the American Chamber of Commerce in Mexico City, and Harry W. Galvin, secretary, have arrived in New York and are stopping at the Biltmore Hotel.

Senorita Amparito Farrar, the young Spanish singer, and Capt. Goodrich F. Smith of the Medical Corps, U. S. A., will be married June 2. Miss Farrar will be given away by her brother, Victor C. Farrar. After the wedding a reception will be held in the home of Luis Farrar, the bride's father.

Robert La Forest Boomer, who has been away for some time in France doing patriotic work in behalf of the American soldiers, and who is well known among Spanish speaking people, has returned to this city and is at the Waldorf-Astoria.

A concert will be held next Saturday in which a little girl of 8 years will show her aptitude as a violinist. She is Celia Trevino Carranza, niece to the President of Mexico, who was sent to this country to develop her talents as a musician. She plays classics such as Chopin, Mendelssohn and Beethoven.

Pabro Casals sailed for Tarragona, Spain, his native Catalonian city. The celebrated musician intends to be with his mother until October, when he will return to New York for the opening of the musical season.

Capt. Alfredo Roig of the Coast Artillery Corps of the Cuban army died recently. His body will be taken to Havana the middle of this week.

Mrs. Rosa Nin, Spanish music teacher and founder of the Academy Nin in this city, will leave for Havana next Saturday for a short business trip.

Salvador Ugarte, banker, and Dr. Abel Romo, a physician from Mexico, have gone to various Western cities to study agricultural and commercial conditions and are at present in San Francisco, where they were guests at a reception given by the Chamber of Commerce.

Jose Merla, manufacturer and merchant, was guest of honor at a dinner at the Plaza Hotel by a group of his friends to congratulate him on the opening of the motor truck company in Detroit of which he is general director and managing exporter.

Late arrivals in New York are F. S. Mederos from Havana, Senorita Leona Gomez Reyes and Martin Ramirez. They are stopping at the Vanderbilt.

Domingo Rz-Pena Toro, Consul of Chile in Norfolk, Va., arrived last Monday from Santiago de Chile with his wife and children.

Dr. Luis Tapias, a physician of Bogota, Colombia, is in New York. Ruperto Algorta from Lima, Peru, a pastor of the Methodist Episcopal Church, also is in this city, and is visiting Dr. Tapias at Maison Majestic Hall.

At the Hotel Claridge are J. Martin Taddeo and Pedro Nava, merchants from Buenos Ayres.

Eugenio Ottolenghi, a business man from Buenos Ayres, has arrived in New York, and will spend a few months in this country on an important commercial mission.

J. Joaquin Paris and family from Maracaibo, Venezuela; Maximo Rodrigues Guillermo Nugent, Maria Pena, Armanda Pavia, Ramon Fodden and Mercedes Clausen were passengers arriving on the Heredia from South America.

Senor Antonio Ortis Saens, a Mexican sugar planter from Vera Cruz, Mexico, is with his family at the Pennsylvania Hotel.

Daniel Lamaitre, merchant, from Colombia, is now in New York. He will make an extensive trip through the United States.

John Stewart, a Peruvian merchant, member of the Argentine firm, Stewart Bros., has arrived from Buenos Ayres and is stopping at the Hotel Belleclaire.

Manuel Obregon of Mexico has arrived from Philadelphia on his way to Mexico city. He is stopping at the Waldorf-Astoria.

From Bolivia has arrived Dr. Ricardo Fernandez, who has come to visit American hospitals. He will leave shortly for Rochester, Minn., to visit the Drs. Mayo.

From Mexico city has arrived Senor Joaquin Moreno, a lawyer. He is at the Hotel Commodore.

Pedro Lascurain, a well known Mexican lawyer and politician, has arrived in this city.

Ramon Miguel, a Spanish merchant established in Barranquilla, Colombia, is in New York on his way to visit some of the important manufacturing centres in this country.

Juan F. Ramirez, who came here from Mexico city to make arrangements for an extensive trip through the United States for a large number of Mexican business men next July, left for Chicago last Tuesday.

Jose Caballero, tenor, assisted at a concert given for the benefit of the Spanish Lodge of the Theosophical Society at Belvedere Hall last Saturday.

Arrivals on the steamship Heredia of the United Fruit Line the past week include L. Jackson, M. Dean, G. Mateson, R. Baker, B. Steele, H. Lappin, R. Algerta, R. Madrigal, Jose Arias, Mr. and Mrs. Thomas Patten, Rodrigues Medina, Lewis Tapias, Mr. and Mrs. Pena and family, Mr. Clausen and family, Mr. Cruchshank and family, D. Lamaitre and Allan Braymer.

Those leaving on the Abangarez of the United Fruit Line, include Charles Ritter to Cartagena, F. J. Arrelo and P. Pinzon for Pto. Colombia; J. V. Farfan for Buenaventura, Mr. and Mrs. Lindman, W. R. McDavid and P. Phillips for Valparaiso; I. Woodal for Antofagasta and C. A. Warne for Callao.

Pedro Milhanovich, the well known steamship owner of Buenos Ayres, who arrived in New York about a month ago on his first visit to the United States, sailed for London on Saturday. During his stay in this city he made his home at the McAlpin Hotel, finding time to make short visits to Washington, Philadelphia and Boston.

After a brief stay in London Mr. Mihanovich expects to visit Paris, and will return to Argentina in August. His boats ply between Buenos Ayres, Montevideo and London, and it is believed his visit to New York fortells the opening of a new line direct to this city from South American points.

Asked regarding the future of the shipping business between South American cities and the United States he said that the present is the best time for opening shipping lines and that the first in the field will find an immediately paying business. All of the South American countries need American goods of all kinds right now, he said.

"There will be many prominent Cuban and South American families at Saratoga Springs during the racing season of July and August," said Hamilton P. Burney at the McAlpin Hotel, who will manage the Grand Union Hotel at Saratoga beginning the end of June. Mr. Burney is now engaged in handling the advance reservations for accommodations at the McAlpin.

NO SALVADOR-HONDURAS TREATY

No Secret Trade and Political Arrangement, Dr. Miralda Asserts.

NOT AGAINST GUATEMALA

Consul-General of Honduras in New York Says Country Is Friendly With Neighbors.

EDITOR, LATIN AMERICAN DEPARTMENT, THE SUN: Several days ago there was published in THE SUN a special despatch from Washington about the political situation in Honduras. It was stated that there was a secret treaty between El Salvador and Honduras, intended to be an alliance against Guatemala and its Government for political and commercial supremacy.

The Government of Honduras, headed by Dr. Francisco Bertrand, has been since its beginning one of order, progress an dgood faith; one which has made every possible effort to maintain the friendliest relations with its neighbors and with all the Central American republics.

There is not, as far as I know through my official information, such a treaty between El Salvador and Honduras, although both countries are now and have been for a long time standing in the best relations politically and commercially.

President Bertrand has given to Honduras one of the finest administrations on record, not only by sustaining in the country the high principles of right, justice and liberty, but by promoting foreign trade and commerce with the civilized nations of the world, particularly with the United States of America.

The most important enterprises in Honduras belong to or are managed by American concerns: The United Fruit Company, Rosario and Honduras Mining Company, Vaccaro Bros. S. S. & R. R. Co., The Cuyamel Fruit Company, Dutu Sugar Company, &c., and many others are now under development. This means that American capital is promoting business in Honduras to a great extent.

All Americans who land on its coasts find protection, guarantees and the moral support of the Government for their energies and activities. These favorable conditions have been more remarkable under the regime of Dr. Bertrand. The Government over which he presides has always had a marked adherence and attachment to the policies of the United States, adherence which has led to the promotion of greater commercial relations with this country. All the products of Honduras are brought to the markets of the United States—gold, silver, rubber, hides, bananas, sarsaparilla, coffee, sugar, timber, &c.

In matters concerning politics and interior affairs of the country the Government of Dr. Bertrand has been distinguished for its good faith and loyalty to the platform on which it was elected. Liberty of the press, liberty of speech, and the greatest respect for life and property. The way in which the next political campaign for the election of President is being conducted is sure proof of the fairness with which the Government is handling all the parties concerned in the election.

I may safely say that there are peace and progress in Honduras; that the republican institutions are surely to be upheld; that commerce, internal and external, is going to be promoted more and more every day; that neither Guatemala nor any other republic in Central America has anything to fear or to object to in the foreign conduct of Honduras, and that its Government is and will continue to be a Government of honor, of high principles and of unremitting efforts for the cause of true democracy.

DR. T. MIRALDA,
Consul-General of Honduras in New York.
May 15.

Cartagena Consul Now in U. S.

S. J. Lespinasse, the American consular officer of Cartegena, Colombia, is on a leave of absence in the United States and will be glad to confer with business men and commercial organizations relative to conditions in Colombia. His address is Care of Department of State, Washington, D. C.

MEXICO AS A MAN FROM CHILE SEES IT

Chilean Journalist Tells Impressions on First Landing at Vera Cruz.

HAS AGREEABLE SURPRISE

Finds Many Preconceived Ideas About Revolution Are Absurdities.

By FELIX NIETO DEL RIO,
Of the Staff of the Diario Ilustrado, Santiago, Chile.
Specially written for the Latin American Section of THE SUN.

We have passed through a tempestuous night. It is 5 o'clock in the morning and the boat, creaking like an old wicker basket, enters the port, the sight of which is quite indistinct, the light of a beacon being the only spot of brilliancy. The coast prolongs its thin line in unknown directions and the sea breaks bravely against the shoals, while we turn to face the wind, waiting for the clearness of the morn. The waves now and then wash the decks with fury and drench the early risers who are mingling with the sailors, who are dressed in their black oilskins.

An unoommon amazement is felt before an unknown land. This first impression, at times magnificent and indefinable, is what first satisfies our curiosity. For me this coast of Mexico is the land of the legend, like India, Cyprus and Greece, because of all the souvenirs of my childhood none has remained so fixed in my mind as the narration of the Conquest of Mexico written by Don Antonio de Solis, a work that was read to me by the deacon in the study hall of a gloomy Jesuit seminary many years ago.

Mexico of the human sacrifices, the imperial Tenochitlan whom Cortes conquered, the vast kingdom where the Mayas and the Aztecs were acquainted with the laws of art and the mysteries of astronomy—thoughts of these things are mixed in my mind with the turbulent history of this republic, where generals and princes break into the picture with their civil strifes.

Enters as a Brother.

The proud soul of the Indian, the immense art treasures and the torrents of hatred and generosity in which this race prolongs its secular martyrdom, provoke an almost mythological respect for this land whose coast line is now seen more clearly as the clouds of the lawn disappear.

I enter Mexico not as a stranger but as a brother of this Mexican family. I do not come with prejudice of a citizen belonging to a democracy such as Chile, founded on the basis of an inviolable peace, but with a heart full of hope for the future of Mexico, a great and populous and rich nation, without the concurrence of which there can be no Pan-Americanism.

I am a writer of South America, trained after the French school; consequently what I have to think and write, upon seeing the destruction and grandeur of the Mexican revolution, will be from a point of view far different from those writers who can only deplore the disadvantages and never appreciate the advantages of a social upheaval. The fact that I come to Mexico at the request of a certain Mexican institution does not deprive me of the absolute independence to form my own opinion of the country and its present crisis. But my intention is not to fill many pages with pure politics, but to include all this country has to exalt the enthusiasm of the observer—the relics of the past, its resplendent sun, its dusky people, the typical aspect of its cities.

Before the woody hills of Vera Cruz I take off my hat as Cyrano on the Franco-Hispanic frontier to salute the most doleful peopl of the continent, the "sentimental, sensible and sensitive" land, as was said on one occasion by the great Dario.

The boat approaches the dock of Vera Cruz. The authorities make a threatening examination of the passports to identify each person entering the country, as the Government is careful to prevent all those individuals who took part in the dictatorship of Huerta or later seditious uprisings from entering the country. The attitude of these official agents makes me understand that the political passion has not yet died out in the hearts of these men, so poorly dressed and having the aspect of mestizos.

Here for the first time I see the type of the "pelado" (penniless Mexican), dressed with a light suit of white "Manta" (bleached cotton) and sandals and protected against the sun by an immense hat. A little later I discovered that some of them carry in these hats various objects which the rest of human creatures carry in their pockets.

The morning is clear; the sierra is enveloped in a thin gray mist and there is nothing to suggest this being the land of the cruel god Huitchzilipotzli.

Some pretty girls with their fresh faces and gay colored costumes add a note of frivolity to the crowds who are fatigued and sad. The porters go back and forth with perfect ease as though in no hurry whatever to make any money. "Jefecito" (little chief) is the first word that fascinates me in the language of this Mexican rabble, so typical, so defined and perhaps the most picturesque in Latin America.

Watches Mexican Faces.

I examine with profound curiosity the expression of these people as I imagine that each individual must have experienced the tragedies or been a character in the Mexican history through its long and painful revolutionary scourge. I recall all the terrible stories told to me and cannot help being unconsciously prejudiced against the word "revolution," a strange and hateful word for the Chilean ear, unaccustomed to any lack of discipline, whether for the good or for bad. While I am complying with the customs regulations before some very courteous employees who are very careful to respect my diplomatic passport, I suddenly recall the advices given me in Chile, before sailing, both in a jocular and serious way; to display a Chilean flag, have an interview with Pancho Villa, take care that the Zapatistas do not eat your son alive and other warnings in the same strain.

The idea that the foreigners have formed regarding the situation in Mexico is so confused that no one succeeds in distinguishing either the politics, the geography or the chronology of this country. The cablegraphic agencies and the correspondents in New York have issued some of the most absurd and contradictory news throughout the continent in a way that only one very careful to analyze conditions could gather anything from this chaos.

I, although better informed than the majority, find myself adrift with this mountain of absurdities about the revolution. It is difficult not to have some of that repeated by the general public leave its traces. My servant asks if we are not going to meet Gen. Zapata at Vera Cruz, and I begin to reflect that my Chilean servant knows as much about the greatest Latin American revolution as some deputies of my country, as the correspondent of *La Razon* of Buenos Ayres, or Leon Bourgeois. With new impressions I leave the hotel late in the afternoon with my wife to saunter along the streets. A trolley goes through the main streets, which are well paved and illuminated by splendid lamps. Buildings of two and three stories, many shops, automobiles, telephone wires, crowds going back and forth, that is to save the same banality of any modern city large or small.

In the cigar stores my attention is called to two things: The excellent Mexican cigars and the postal cards, which recall the North American occupation. These cards represent bloody scenes that reechoed all over America when the situation in Mexico was passing through its most sinister period, and when the Latin continent was in mourning for the martyrdom of her sister republic. This occupation, brought to a head with prudence by the American Government, affected the countries of the south, but did not alarm them, but the repugnant Government of Huerta had tried the patience of the serious Governments of Latin America.

The fashionable cafes under the portals of the Plaza Principal (Zocalo) are thronged with people taking refreshments, while a band in the stand of the square plays an air from "Pagliacci." The hats of the officials alternate with the great "charro" hats at the tables of the taverns. Not a woman is to be seen there. I buy a copy of *El Dictamen*, an old Vera Cruzan newspaper which gives the great surprise of an article signed by Don Fernando Yglesias Calderon, a writer whose works I have studied in Chile, and one of the men whom I was preparing to interview in Mexico, he being an eminent authority on historical matters. The article is a documentary lash against the assassins of Madero.

The dusk of the evening shows up the silhouette of the old towers surrounding the plaza. One of these towers is part of what was at one time a church, but which is now a barracks or something similar to one. The other is the tower of the cathedral, a massive Spanish structure, in the cornices of which roost some "tecolotes," those large black birds so famous in Peru for their sanitary role.

Upon passing the cathedral I note that its doors are open and a religious ceremony is going on.

In foreign countries it is supposed that Mexico lacks all public worship. My wife and I enter the church. The shady naves have only the majesty of poverty. Primitive images and pictures lighted by small electric bulbs listen to their third century of invariable prayers. A priest of attractive appearance directs the ceremony, which the faithful heed with meekness.

Night having fallen, I direct my steps toward the wharves to view the historic stronghold of San Juan de Ulua, but the fog is so dense over the sea that nothing can be seen of this celebrated castle of anguish, which makes one think of the horrors of the Tower of London or of the prison of San Angelo.

(To be Continued.)

Parcel Post Service to Paraguay.

Commencing May 1, 1919, postmasters will accept parcel post ppackages for Paraguay up to a weight limit of eleven pounds, under the conditions and classifications applicable to the service in general and with particular reference to the prohibitions indicated in section 180 on page 153 of the Annual Postal Guide for 1918. The postage rate will be 12 cents a pound or fraction thereof plus an additional charge of 30 cents for each parcel, whatever its weight, to cover the transit service of the parcels through Argentina. Pending definite information on the subject, parcels will not be accepted for registration.

South American Exch'ge

(Furnished by the National City Bank of New York.)

Argentina (gold)....	100.50	100.25
Argentina (currency)	44.25	44.12
Brazil (milreis).....	27.38	27.25
Chile	20.88	20.75
Uruguay	115.50	115.25

NEW STATE BANK URGED FOR PERU

Ex-President Leguia Calls It Essential to End Financial Delay.

WOULD CUT EXPORT TAX

New York Banker Reported Negotiating Loan for Lima Water System.

Special correspondence from Lima, Peru.

LIMA, Peru, April 28.—At the banquet given last week in honor of ex-President Leguia, candidate for President of the Republic at the approaching May elections, in a brief address he urged the establishment of a State bank and modification of the export tax on Peruvian products in order that they might compete effectively with the products of other countries.

He declared that the establishment of a State bank was essential in order that the various financial operations and disbursements of the Government might be effected without the constant delays which have characterized such operations in the past. The banquet was attended by some hundred and fifty Lima business men. There was no mention of politics nor did anything occur during the course of the banquet which might in any degree be interpreted as an incident of political significance.

It is reported that G. de B. Keim, vice-president of Chandler & Co., bankers of New York and who has just arrived in Lima on the S. S. Oriano, has entered into negotiations with the Lima Municipality in connection with the flotation of a loan for £1,000,000, to be employed in the installation of a water and drainage system and in paving the streets of the city.

Previous to the war Chandler & Co. were identified with the placing of various German loans and have also successfully floated loans for the Bolivian, Costa Rican and Chinese Governments. They are also interested, for account of their subsidiary companies, in the purchase of large consignments of cotton, sugar and coffee in South America.

The Bolivian loan floated by Chandler & Co. was dated April 1, 1917, due October 1, 1940, amounting to $2,400,000, placed at 97½, 6 per cent. interest. Bolivia is obligated to use the proceeds of this loan exclusively for the construction and equipment of a railroad line from the city of La Paz to Coripata in the province of Yungas, a distance of 95 miles. Construction of this railway line is underway.

Lima newspapers quote a despatch from Harrisburg, Pa., stating that Federico Alfonso Pezet, formerly Peruvian Minister in Washington and now on his way to Lima in the interest of a New York export corporation, in an address delivered in Harrisburg recently declared that the Monroe Doctrine was a vitally important principle in Pan-American politics and that European nations should under no circumstances be allowed to intervene in Pan-American affairs.

According to despatches from Paris the aviation equipment and material acquired by the Peruvian Government for the establishment of a military aviation school have been shipped from a French port en route for Callao.

NO LABOR DISORDER ON CHILE MAY DAY

Changes Made in Cabinet Because of Present Political System.

BIG EXPORT IN NITRATE

Plans Made for Special Envoy to Visit England in October.

(Special Cables for THE SUN.)

SANTIAGO, Chile, May 18, 1919.

Laborers' Holiday—On May 1 the holiday of workingmen was celebrated with the greatest of order and quietness. There were parades and meetings, but no disorder of any importance occurred. In all the cities of the republic the same calmness prevailed. The crisis passed which was caused by the suspension of work at the termination of the war. The workmen are finding new fields of activity in the industries, and it is believed that this state of well being will go on uninterrupted. The disaster in Argentine industries has presented a situation that the Chilean laborer wishes to avoid.

Partial Change of Cabinet—By reason of the political system there have been changes of the personnel of the Cabinet. The Minister of the Interior is Senor Anselmo Hevia Riquelme, former plenipotentiary to Brazil, Japan and Mexico. Senor Hevia Requelme assisted President Madero of Mexico till his last moments, when Huerta took him prisoner and resolved to assassinate him. The Minister of Justice and Public Instruction is Senor Pablo Ramirez, one of the youngest statesmen of Chile, and a leading figure in the courts, in politics and in the university. Senor Ramirez belongs to a group of intellectual young men, educated in the modern school of law and sociology, to whom Chile owes a large part of her surprising social progress. Senor Ramirez has belonged to the House of Representatives during two sessions and is the leader of the radical party. The young Minister has done much in promoting progressive and peacemaking ideas for his country through the channel of public instruction, and the Government has given much attention to his efforts against illiteracy.

Nitrate—When the peace treaty is once signed in Europe it is expected the export of nitrate productions will increase considerably, as Europe needs to revive its agriculture. Further, it is believed that the critical situation of Germany being obliged to pay enormous sums and when financially very weak will not permit her to engage in the manufacture of expensive fertilizers, for which reason large quantities of Chilean nitrate should be used in agriculture. Also countries which previously knew little of Chilean nitrates will now buy them, as they realize their extraordinary importance for agricultural uses.

Special Embassy for England—It is said that in October next a special embassy will go to England to return the visit made to Chile by the English Ambassador, Sir Maurice de Bunsen.

Arbitration—A treaty of arbitration has been signed with England.

Latin Section of THE SUN—*El Mercurio, La Union, La Nacion* and *El Diario Ilustrado* refer to the Latin American section of THE SUN of New York and praise the splendid idea of a great American newspaper giving recognition to Latin America, by which means the United States will lose a false impression of the Latin American race and of the confusion which has existed between the most diversified countries of the continent. It is asked that on this great occasion of American consolidation the people of the United States will try to understand more nearly Latin America, to distinguish the aspirations, the character and the importance of each one of the twenty-two republics of the three Americas and their ideals of progress. The newspapers mentioned, which are the principal ones of the capital, intimate that there will soon be effected a Pan-American Congress of Newspapers, as one of the truly useful means of working for the mutual knowledge of all the countries of America and for the harmony of their political and moral relations.

False Reports About Chile—A telegraphic report has been transmitted of an editorial article of the New York *Commercial*, in which it is said that 33 per cent. of the population of Chile have German blood. This statement could not be more false or of worse intention, for in Chile there are only about 15,000 persons born in Germany or of German origin among the 5,000,000 inhabitants which the country has. This proportion is insignificant in comparison to the number of Germans in Brazil, Argentina, the United States and other countries. In Chile the few Germans have no political influence, and it could be seen that in the case of the last elections the German Chileans voted and worked for the candidates recognized for their allied ideas.

Retirement of Two Chilean Officers—The announcement made by the foreign press of a military conspiracy to overthrow the Government and establish in Chile the rule of the soviets under the direction of the soldiers and workmen is entirely false. Though the Socialist agitation has been considerable enough, nevertheless Chile has not had to suffer any of the disorders which have afflicted the Argentine Republic in spite of the nearness of the latter and the easy means of communication between the two countries. The Government has taken extreme measures to prevent the introduction into the country of dangerous elements. The truth about the incident to which allusion was made is that the Government held it not in accordance with the traditional discipline of the army of Chile that a group of officers should asume to deliberate upon the manner in which the Bolshevistic propaganda should be avoided in Chile. This gave opportunity to express some ideas that the Government and the military supervisors held as contrary to discipline and then they imposed severe punishment on the officers involved. Gens. Moore and Armstrong, who were parties to the incident, suffered the penalty of being suspended from the army, in spite of their large and lengthy service for the country. This indicates that the Republic of Chile maintains without weakening the tradition of a firm Government and with the controlled spirit which is the secret of its progress. Chile's organization renders impossible any military conspiracy.

Parcel Post Service—The notice that a postal convention has just been signed between the Governments of the United States and the Chilean Ambassador in Washington, according to which the parcels post service remains in force between the two countries, has been well received here. This will permit the commerce between these countries to increase greatly.

ROME WELCOMES PESSOA.

President-Elect of Brazil Received by King and Queen.

ROME, May 18—President-elect Pessoa of Brazil arrived here to-day, and in accordance with a manifesto issued yesterday by Prince Colonna, Mayor of the city, a Roman holiday was given the head of the Latin American State. The Brazilian statesman was received, with his wife and daughters, by the King and Queen, and was entertained at the Quirinal Palace, occupying the apartments President Wilson had when he was here last January.

A gala dinner was tendered to-night and to-morrow President-elect Pessoa will be received by Parliament. He will have an audience with the Pope on Tuesday.

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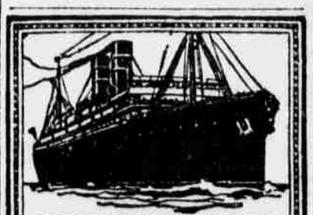

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