

AMERICAN FAILS TO GRASP GOOD EXPORT CHANCE

Manufacturers Here Seem Indifferent to South American Trade. EUROPE IS COMING BACK

Argentine Official Tells of Delays and Barriers in United States. "Possibly in no city in the world is there so much written concerning methods of securing export business and at the same time so little heed taken as attention given it by manufacturers as in your own city," was the statement made by Fred A. Lagrange, technical inspector of the Argentine Government...

Orders Reduced or Cancelled. "Later on, after the signing of the armistice, some of the orders were reduced and some cancelled and placed by cable in Europe."

Trade to Go to Europe. "Why, I wonder, is it that you see large advertising space used and big contracts being made in your country, that must run to large sums to compete for domestic business when but a small part of this same appropriation will bring immediate results and respect to your Government for future production but be able to compete at this time with the world?"

GREAT SUGAR CROP CERTAIN IN CUBA. All Records Probably Will Be Broken. The next Cuban sugar crop will be valued at \$1,500,000,000, breaking all records in the history of Cuba, according to prominent Cuban sugar planters who arrived in New York city last week to spend their vacations in this country.

Latin American Section Gains Fresh Approval. CARACAS, VENEZUELA. TO THE EDITOR LATIN AMERICAN DEPARTMENT THE SUN—Sir: We most highly appreciate your Latin American edition of THE SUN and it will be kept on file here with much pleasure, and I am sure to the mutual advantage of the United States and of Venezuela.

Encourages Automobile Travel. BOGOTA, Aug. 10.—The encouragement of travel by automobile is the aim of an association that has been formed in this country by prominent Colombians, among whom are the Minister of Public Works, the Mayor of Bogota and other distinguished officials.

LATIN AMERICAN COLONY IN NEW YORK

Mexican Prima Donna. Leut. Col. Alfred R. Campos, of the general staff of the Uruguayan army and Dr. Justo F. Gonzalez, member of the hygienic council of Montevideo, are members of a Uruguayan mission that has arrived in the United States for the purpose of study.

Mr. Antonio Bejarano de Yonca, well known Ecuadorian residing in Poughkeepsie, is visiting in New York. Amramo Ebouplau of Ecuador has arrived in New York city on a business mission.

Dr. Carlos Mandiata, candidate for Vice-President on the Liberal party in the last election in Cuba, is visiting in New York with his family. Mr. Mandiata is also a member of the Cuban Congress.

Senor Adela Navarrete de Carrasco, the well known Mexican opera star, whose singing contributed largely to the success of the inauguration of the Mexican Union and American Friendship Club at the Hotel Pennsylvania Friday last. Patrons of Metropolitan Opera will have the opportunity of hearing Senora Carrasco during the coming season.

are enjoying the combination of country life and metropolitan comforts at the Garden City Hotel. A recent arrival is Miss Helen Jackson of Panama City, the daughter of Judge and Mrs. W. H. Jackson, who has joined her parents at the hotel.

Latin American Notes. The Mayor of Lima has ordered established an open air school for children in poor health. The school will have a capacity of 100 pupils and the school term will be four months.

ECUADOR HAS OIL IN BIG QUANTITIES. Development So Far Has Been Slow. The existence of oil in Ecuador in great quantities is reported by Walter M. Brodie in the Engineering and Mining Journal. "For many years the existence of petroleum along the southwest coast of Ecuador has been known, and it has been produced in small quantities for half a century," says Mr. Brodie.

South American Exchange. (Furnished by the National City Bank of New York) Argentina (currency) 95.38 95.75 Argentina (gold) 119.45 120.00 Brazil (mils) 25.75 25.85 Chile (mils) 18.00 17.90 Uruguay (mils) 102.75 102.50

South American Exchange. (Furnished by the National City Bank of New York) Colombia 1.00 Ecuador 1.75 Nicaragua 1.015 Peru (Government rate) 5.0125 Venezuela (mils) 5.15

LONG CREDITS RULE IN YUCATAN TRADE

Manufacturers Must Finance Exports for Six to Eight Months. WARNING IS SENT OUT. Representative of U. S. Exporters in Mexico Recommends a Cash Business.

It is absolutely inadvisable for American manufacturers to attempt to do business in Yucatan, Mexico, unless for cash against documents in New York, or unless they are willing to extend credit and wait from six to eight months before receiving payment. This advice has just been received by the American Manufacturers Export Association from its representative in Mexico, and is based upon a thorough investigation of conditions in the Yucatan provinces.

The representative of the association was requested to make this investigation following numerous complaints from exporters in which it was alleged that payment had not been received for goods shipped to merchants in Yucatan six and eight months ago.

The report reads in part as follows: "The situation in the Yucatan provinces is such that absolute control of all finances in Yucatan; there exist no banks or banking houses and merchants who have foreign obligations are obliged to buy their drafts through the Regidora. Before these drafts are issued money has to be deposited with them and as there never is any cash available, and as the Regidora has no credit in the States, six months go by before the merchant finally obtains his draft."

There is no currency in Yucatan of any kind except paper money, which owing to abnormal conditions, is at present quoted at four to one. The history of the Regidora is a long one and its practices have practically brought one of the richest provinces of Mexico on the verge of bankruptcy.

There is plenty of opportunity for business in Yucatan, but the great problem is that of financing purchases. Some of the stronger houses still have credits in the States; others, also reliable concerns, have to depend on being advanced by their representatives in the States.

German Invade Argentine. BUENOS AIRES, Aug. 10.—Baron von Busche-Haddenhausen, former Minister of Germany to the Argentine Republic and under-Secretary of Foreign Affairs during the time when Count Loxburg, the German Minister, was expelled from this country has arrived in Buenos Aires on a commercial mission. The Baron was accompanied by several other prominent German business men who are here to make investigations regarding the future commercial relations between the two countries.

New Ship Line on West Coast. A line of steamers to operate between Long Beach, California to Mazatlan, Mexico and other Mexican ports will be soon established, according to news from Los Angeles where a company is being formed to operate the line. The company is capitalized at \$500,000 and the president is Charles A. Wiley, president of the Exchange National Bank of Los Angeles. The line will operate motor boats, the first of which is already under construction. This boat will carry passengers and cargo and will be ready for its first voyage within a few weeks.

Mexico Buys Chicago Shoes. One of the results of the efforts of the Merchants' Association of New York City to bring about closer commercial relations between the United States and the Republic of Mexico is seen in the recent purchase by Mexican merchants of \$125,000 worth of shoes from a Chicago firm. The Merchants' Association recently sent a commission of business men to the Mexican capital for the purpose of strengthening the relations between the two countries.

Oil in Lower California. The existence of petroleum on the Pacific coast side of Lower California has been announced by Miguel Buramonte, chief of the technical mission named by the National Geological Institute of Mexico to make investigations in that State. Buramonte, after an extensive study of the field, returned to the national capital with samples of petroleum which he believes exist in great quantities in Lower California.

Leprosy Expert Reaches Colombia. Angelito Garcia, famous Cuban who is reported to have found a cure for leprosy, has arrived in Colombia to give treatment to the victims living in the leper colony of Agua de Dios. Garcia's arrival was the occasion of a great demonstration on the part of the lepers who were informed of his coming.

Uruguay to Float Loan. The Government of Uruguay is to float a loan for \$5,000,000 for the construction of a new water supply system in the district of Montevideo. A bill recently introduced in the Uruguayan Congress is passed.

JEWELLERS SEEK TRADE. Aggressive Campaign in South America Planned. With the South American market inviting American jewelry manufacturers to build up a great export trade, the National Jewellers Board of Trade has sent representatives to South American countries to investigate the field. American manufacturers of jewelry and silverware are planning an aggressive campaign to secure trade with South America and Cuba. They realize they must act quickly before European countries become active. Germany formerly was the controlling factor in South American jewelry markets but was completely eliminated by the war.

THE LATIN AMERICA FAVORITE POWER'S 6 B CAMERAGRAPH. The Pioneer Motion Picture Projector. The demand of Latin America for the best projection has given Power's Cameragraph the same preference there that it enjoys elsewhere throughout the world. This projector presents pictures in a perfect manner—clearly, steadily and with complete detail. Its serviceability, durability and dependability are unequalled. NICHOLAS POWER COMPANY, Inc. Pioneers of Projection 90 Gold St., New York, N.Y.

EXPORT COAL. A short time ago it was reported that the world needed American Coal and the report is fast coming true. We are receiving inquiries every day from countries who are facing the alternative of no coal—or American Coal. The general exporting houses of New York are also receiving numerous inquiries and they are calling on us. We offer anyone interested in buying coal for export the benefit of our long experience and in this connection we would like to say that we have shipped thirty-five full cargoes of coal so far this year, which considering shipping conditions, is a record we are proud of. Whether it be POCAHONTAS, NEW RIVER, FAIRMONT, KANAWHA, etc., we will gladly quote you our lowest c. i. f. prices.

The Matlack Coal & Iron Corporation. Main Offices: 52 Vanderbilt Avenue, New York City. English Correspondents: W. H. BOWATER, Ltd., Birmingham, England. Foreign Agents: Montevideo, Rio de Janeiro, Caracas, Guayaquil, Valparaiso, Madrid, Vladivostok, Marseilles, Genoa, Bogota, Lima. Domestic Offices: Philadelphia, Washington, Norfolk, Newport News. Bunkering Agents at: Boston, Philadelphia, Charleston, Pensacola, Providence, Baltimore, Savannah, Mobile, Galveston.

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