

AMERICANS TURN TO MEXICO AGAIN

Those Who Formerly Lived Across the Rio Grande Expect Better Conditions.

FRIENDLY SPIRIT SEEN Consul at Chihuahua Praises "The Sun" for Giving News of Developments.

Americans who were former residents of Mexico are living advertisements for Mexico, according to J. B. Stewart, American Consul in Chihuahua. In an interview appearing in El Heraldo, a daily paper in Chihuahua, Mr. Stewart is quoted as saying: "I have never noticed a marked interest in the commercial possibilities of Mexico, especially on the part of merchants and financiers. This interest is largely due to the fact that Mexico has never before been advertised in recent years as never before because many Americans who used to live here and were obliged to return to various parts of the United States on account of past conditions, as well as thousands of Mexican citizens of all classes now located in many parts of the United States, have been telling their friends and writing about the riches of this great country and predicting a wonderful opportunity for all when once again the gates are opened to the mines, the cultivating of ranches, the raising of cattle and the opening of industry in all the outlying districts of the country."

"They are saying that when the wheels of industry are again turning regularly in all parts that not only thousands of newcomers with money and enthusiasm will come to Mexico but also many thousands of Mexico's own sons, trained professional men, skilled mechanics and first class farmers, will return to their native land to take a leading part in the great period of production and prosperity."

"While in the east," said Mr. Stewart, "I also found many of the largest newspapers anxious for news items regarding Mexico and Latin America in general. For instance, the following concerning the facts, probably has just been started in Lower California by a company consisting of Mexicans and foreigners, and finally I read that Mexico is making ready to advertise its agricultural industry and possibilities by means of the 'Cine' in various parts of the world."

"These were all interesting and instructive articles which Americans as well as Mexicans are glad to read about, because they indicate progress."

ENDS YELLOW FEVER AS WORLD SCOURGE

Ecuador Fight Eradicates It, Gorgas Believes.

PANAMA, Oct. 5.—Sanitary measures which have terminated the outbreak of yellow fever at Guayaquil, Ecuador, have practically eradicated the yellow fever scourge from this earth, according to Major-Gen. William C. Gorgas, former Surgeon-General of the United States Army, who returned here yesterday after directing the fight against yellow fever in America. Gen. Gorgas said that Guayaquil was the last large center where yellow fever had been epidemic and that the nature of the disease is such that the few cases which may occur in small remote communities will burn out for lack of incoming persons who are not immune to the disease. No cases of yellow fever have occurred in Guayaquil in the last three months owing to the energetic sanitary measures. Gen. Gorgas said he could not be certain to advertise the scourge eradicated there until after the close of the rainy season, now beginning, but he thought the sanitary work there was sufficient to prevent reinfection, bringing about the definite end of the yellow fever menace, the first of the great diseases to suffer extinction.

Transandine Lines Reopen. A Santiago despatch states that Transandine communications with the Argentine have been reestablished. The Transandine Railway has been blocked by snowslides since last May.

South American Buyers Now in New York

Buyers from South and Central America may register in this column by telephoning Manhattan 2200, Latin American Department.

Manuel F. Nunes of Manuel F. Nunes & Co. of Arequipa, Peru, interested in notions and toilet goods.

Robert D. Harrell of Biggs & Harrell, Antioch, Cal., interested in notions, notions, notions and toilet goods. International Buyers Club, 130 West Forty-second street.

FOR EXPORT

Durable paper and pulp machine wire cloths and wire cloths for any and all purposes.

JOSEPH O'NEILL WIRE WORKS Southport, Conn. Cable Address O'NEILL, SOUTHPORT, CONN.

LAW OFFICE OF Dr. ALBERTO SALOMON

Members of American Lawyers Association Corporation Work Patents & Trade Marks. Collections. Real Estate Mining & General Legal Business

CALLE SAN PEDRO 363, P. O. Box 1197, Lima, Peru

NEWS NOTES FROM LATIN COUNTRIES

Recent Happenings Throughout South America.

BRAZIL.—The Ministry of Communications in Rio de Janeiro has authorized the construction of a contract for Hand-Play-Page machines for the establishment of an aerial mail route in Brazil pending appropriations to be made by Congress.

PANAMA.—The records of the Panama Canal for the month of July show that a larger commercial business was done than ever before since the canal was opened to world trade. Of this commercial ocean-going vessels that went through the canal the greatest number were Japanese, followed by the United States, Great Britain, France, Denmark, Sweden, Brazil, Spain and Panama, one each. The total net tonnage of all vessels passing through the canal for the month of July was 515,058 net tons.

MEXICO.—It is apparent that the world at large looks upon Mexico as a comparatively undeveloped country. The American attitude toward Mexico is largely due to the fact that the United States has never before been advertised in recent years as never before because many Americans who used to live here and were obliged to return to various parts of the United States on account of past conditions, as well as thousands of Mexican citizens of all classes now located in many parts of the United States, have been telling their friends and writing about the riches of this great country and predicting a wonderful opportunity for all when once again the gates are opened to the mines, the cultivating of ranches, the raising of cattle and the opening of industry in all the outlying districts of the country.

CHILE.—The breakwater recently constructed at Valparaiso, Chile, has been completed. The breakwater, which is 1,500 feet long, will protect the harbor from the heavy sea. The breakwater was built at a cost of \$10,000,000.

ECUADOR.—Ecuador is another country that has taken steps to conduct publicity through a grand scale in foreign countries. With this in view, the President of Ecuador, Alfredo Baquerizo Moreno, has issued a decree authorizing the exhibition of permanent exhibits of Ecuadorian products in the consulates of the nation in foreign countries.

VENEZUELA PLANS ACCURATE CENSUS

Project Stirs Interest in National Education.

CARACAS, Venezuela, Oct. 5.—Plans for the taking of the 1920 census of Venezuela are rapidly taking on an appearance and it is expected that the work of this coming year will be the most accurate which has ever been done in this country. The list of officials has recently been published, and it is an indication of the thoroughness with which the Government is going to undertake this arduous task there is no doubt that its attempt will be crowned with success. The last census was taken in 1890, but it unfortunately proved rather inaccurate.

In connection with the difficulties which beset the Census Bureau of the United States of Caracas expresses the hope that the work will be done with care for otherwise any one who may read the new census will be inclined to believe that there are no women in Venezuela over thirty years of age. It also warns the country that unless definite steps are taken to increase the educational facilities now available a most unfortunate idea will be given of the number of citizens who can read and write. In this connection it advises that strenuous attempts be made in the next six months to decrease the present widespread illiteracy.

GERMANY REACHING FOR PARA RUBBER

Scheme to Control Market Is Revealed.

PARA, Brazil, Oct. 4.—The activities of certain German rubber buyers in this locality have recently come to light. They involve a scheme to get the rubber trade of Brazil into German hands. Efforts are being made to bring about an arrangement whereby all of the Para rubber shall be shipped to Germany without paying the usual export duties and after being manufactured in Germany shall be returned to Brazil without the collection of import duties. If this plan should be successful Germany would be able to get control of the Para rubber exports for no other market could compete with them.

It is not known as yet what inducements are being held out to the Government which can prevail upon them to make such an arrangement, but it is predicted in this city that the German attempt will fall through.

BRITISH COMBINE FOR TRADE.

20,000 Manufacturers Join New Association.

HAVANA, Oct. 4.—A message from the Cuban Minister in London, Gen. Carlos Garcia Velez, informs the Secretary of State that the greater part of the British manufacturers have affiliated themselves in an association comprising more than 20,000 in number, and that together with the Government they plan to spend \$1,000,000 in maintaining commercial side in all parts of the world. They also plan to establish in Cuba, Brazil, Argentina and other parts of South America permanent exhibitions of English products.

Merchants and manufacturers of Cuba will be invited to visit Great Britain, and while there will be appointed to represent British interests in Cuba.

Seek to Buy Havana Hotel.

It is reported from Havana that owing to the shortage of hotel accommodations pressure has been brought to bear upon the realty company which recently bought the Hotel Savilla and converted it into an office building. As large hotel interests are desirous of obtaining this property, which has been popular with American travelers, it is possible that the realty company may accept their offer.

Enters South American Field.

C. Andrade 34, formerly manager of the Foreign Department of the Matlack Coal and Iron Corporation, has established his own office at 19 West Forty-eighth street. C. Andrade 34, Inc., as the new firm is known, will deal in investments and securities of interest to Latin Americans.

Coal Coke Pig Iron

Matlack Coal & Iron Corporation 52 Vanderbilt Avenue NEW YORK CITY

POWER'S 6 B CAMERAGRAPH

The Pioneer Motion Picture Projector. The demand for 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.

Let us send Illustrated Catalogue NICHOLAS POWER COMPANY, Inc. 90 Gold St., New York, N.Y.

EXPORTERS HERE NEGLECT SOUTH AMERICAN ORDERS

Complaints Made That Trade Is Sought Only When Need for Unloading Surplus Products Becomes Pressing.

By F. EUGENE ACKERMAN, Editor Export American Industries. Written especially for the Latin American Section of THE SUN.

Complaints are being received from merchants in South America that exporters in the United States are neglecting to fill their orders, and there are pointed comments regarding our propensity to seek foreign markets when we have an overproduction, but to entirely neglect them when we can sell our product at home.

Of course, it is a well known fact that nearly every industry in the United States finds that it can sell its output—and more—in the country. Manufacturers are able to book orders months ahead, which fact assures them of capacity production without bothering about overseas markets. The shortsightedness of such a policy is so apparent that it calls for little comment. We have been literally lifted into the place we hold to-day, as a world supply center, and unless we do something to maintain that position we are going to lose it under keen competition from Britain, Germany, France and Italy.

Despite labor disturbances, unfavorable trade balances, shrunken value of their money, and general upheaval, politically and economically, Great Britain and Germany are already giving the United States keen competition in South America. Germany is buying from the United States, or is drawing on stores of British and French materials, which were purchased immediately on the signing of the armistice, when values took a temporary tumble, and she is selling them at low prices throughout South America. There are instances reported where German importers in Argentina, Brazil, Peru and Chile have bought from American and British houses, and have then resold to their customers at a lower price than they paid, and at low time credits.

Germany Far Sighted. Rather desperate business, it is admitted, but profitable in the long run, for the German merchants in South America understand their clientele and they are looking forward to permanent and increasing business relations with the United States. They have an amount of money in their banks scattered throughout South America, and there is little doubt that they will play a large part in the future development of that continent.

Great Britain is competing actively against the United States. In fact there is keen competition in Argentina, Brazil and the Americas than there is between the Germans and the British or the Germans and the Americans. The fact is over now, despite the fact that the peace treaty has not been ratified and there is no more pertinent sign of this than the fact that La Union, the Buenos Ayres newspaper, which was the center of German propaganda in South America, is now receiving an American press service—and that the press service was granted them at the recommendation of the American Chamber of Commerce in Buenos Ayres.

One of the elements which is making Great Britain a dangerous competitor is the fact that the British pound has fallen in value in nearly all of the countries of South America, whereas the dollar is either at par or at a premium. British merchants who have agents in the United States are able to buy on extended credits here and sell in South America at a price lower than we can accept. They are doing it, too, accepting prices which leave little or no margin of profit but which do help to restore trade relations with old customers.

The American exporter, despite this competition, is in a better condition to-day than he has ever been. Every element of success for which he formerly clamored are his for the asking. A few years ago there was complaint because the consular service was not organized on a business basis, and because there was no definite trade data available for the man who wanted to go after business in South America. There

Banking Facilities to Aid Pan American Trade

EXPORTERS and importers in the United States will find adequate banking facilities for the extension of their foreign business provided by the MERCANTILE BANK OF THE AMERICAS through its branches in France and Spain and its affiliated banks in Latin America. These services include: Establishing commercial credits, Effecting collections, Transferring money by mail or cable, Issuing drafts, Buying and selling bills of exchange, Financing shipments.

Affiliated Banks

COLOMBIA: BANCO MERCANTIL AMERICANO DE COLOMBIA, Bogota, Barranquilla, Cartagena, Medellin, Manizales, Girardot, Cali, Honda, Aracataca, Bucaramanga.

PERU: BANCO MERCANTIL AMERICANO DEL PERU, Lima, Arequipa, Chiclayo, Callao, Trujillo.

VENEZUELA: BANCO MERCANTIL AMERICANO DE CARACAS, Caracas, La Guayra.

BRAZIL: AMERICAN MERCANTILE BANK OF BRAZIL, Para, Pernambuco.

NICARAGUA: NATIONAL BANK OF NICARAGUA, Managua, Bluefields, Leon, Granada.

CUBA: BANCO MERCANTIL AMERICANO DE CUBA, Habana.

HONDURAS: BANCO ATLANTIDA, La Ceiba, Tegucigalpa, San Pedro Sula, Puerto Cortes.

NEW ORLEANS PARIS BARCELONA

ITALY EXPANDING IN SOUTH AMERICA

Heavy Increase of Exports and Imports Noted Since End of War.

TURNING TO ARGENTINA Immigrants Go Into Agriculture and Readily Adopt Practices of Country.

The reported arrival of the Ansaldo San Giorgio at Callao will come as something of a shock to most of those who have not realized what a large place Italy has come to play in the South American trade since 1913. Before the war Italy ranked eighth in the list of the countries to which Argentina exported goods. To-day it is third. In the matter of Argentina imports the difference is even more striking. Before the war twenty countries sold more goods to Argentina than Italy; to-day she is ranked by only four.

An examination of the statistics of Brazil's foreign trade gives a similar result. Before the war Italy ranked tenth in the list of countries to which Brazil sent her goods; to-day Italy is fourth. In her exports to Brazil Italy has also made a gain, although it has not been so large, her rank has changed from eighth to sixth.

These figures are not so surprising when one realizes that in the last two decades Italian immigration into the southern countries of South America has surpassed that from any other country. The greater part of this immigration has gone to Argentina, where the Italian bank of the country has a large part in the harvesting of the cereal crops. Most of the settlers have gone to the regions of Mendoza and San Juan, where they have found conditions very similar to those of their own country.

Adapt Themselves to Country. A great many have gone into viticulture and the wine industry of Mendoza owes much of its success to the sturdy farmers of northern Italy, who have brought to the New World the knowledge and the skill of the Old World. In Brazil the majority of the Italian immigrants have gone into the coffee industry. The newcomers almost always hire out to the Brazilian planters, but such as have gone into the thrift and industry that to-day many of them own their own small farms. In both countries they have blended easily with the native population and have at all times proved to be a most desirable type of citizen.

Until recently Italy has paid but little attention to the west coast of South America, but the action of the Compania Transatlantica Italiana in opening a new service of steamers between Italian ports and Peruvian and Chilean ports, and the fact that the Italian merchant ships have begun to call at the chief ports of Argentina and Brazil, these steamers will be fast and modern in every respect.

The passenger traffic of the new lines, however, will hardly be as great as that of the lines of the east coast, for much of it was made up of stevedore passengers, many of whom after the termination of the harvest in Argentina and Brazil, returned to their own country to live in plenty the rest of the year on the earnings made in the four or five months spent in this hemisphere.

Italy Needs Raw Products.

The Italian demand for the raw products of Peru and Chile is now very great. Italy needs the raw cotton, wool, madder, cocca leaves, coffee, minerals, petroleum and benzene of Peru and the nitrates of Chile. She could also use to advantage much of Peru's sugar, but owing to the prohibitive customs duties at Italian ports as a means of protection of the beet root industry, Peruvian sugar cannot now be introduced into Italy. It is expected, however, that owing to the great scarcity of sugar in Italy, permission will be granted to import a limited amount of Peruvian sugar. Although the Italian influence is not

GERMANS REGAINING MEXICAN BUSINESS

Merely Played Possum During the War.

OPERA CLUB WILL MEET AT WALDORF Spanish Music to Be Feature To-morrow.

The National Opera Club of America will hold its first musicale of the season in the Waldorf-Astoria grand ballroom to-morrow afternoon. The meeting will be devoted to a programme of Spanish music under the direction of Fernando Caballe, the Spanish conductor from the principal theatres of Mexico City, Havana and Buenos Ayres. His compositions are well known to the musical world.

Among the artists who will be in the programme are Senorita Miranda, soprano; Senorita Carmen Lopez, harpist; Senoritas Martinis and Santos, dancers; Senor Cabrera, baritone; Vallo, violinist; Del Campo, baritone, and the Sextette Caballe.

COLOMBIA DISCUSSES SHIP LINE SUBSIDY

Opponents Fear Abuse of the Proposed Measure.

BOGOTA, Colombia, Oct. 3.—The proposal by representatives of Barranquilla of a bill to establish a Colombian merchant marine is continuing to excite considerable discussion in the capital. There seems to be unanimous opinion as to the advisability of some action being taken, for it is generally felt that it would be a good thing for the country if the \$2,000,000 now spent in paying freight on foreign ships could go to ships belonging to this country.

Some criticism has been expressed of the bill, but the native opinion is that the Colombian line, but it has been pointed out that the necessary funds could be easily raised by laying aside some special tax for such purpose.

At the same time the present bill is being opposed on the grounds that it proposes to grant half fares to all Government employees and a rebate of 25 per cent. on all goods brought into Colombia for the use of the Government. It is pointed out that this proviso would make it impossible for any line to pay and would give too much opportunity for junketing trips on the part of officials.

Foreign Trade Information

Our FOREIGN TRADE BUREAU gives specific commercial information, by interview or by mail, in regard to foreign markets—trade opportunities, names of buyers, credit ratings, tariffs, export methods, etc. This Bureau has a corps of investigators who are constantly studying commercial conditions and gathering and organizing information on foreign trade which is of value both to the beginner in the field and to the experienced exporter and importer.

Investment Information

The STATISTICAL DIVISION of our Bond Department gives accurate and complete data in regard to investment securities.

Publications on Business Subjects

The PUBLICITY DEPARTMENT issues summaries of State and Federal laws relating to taxation and Governmental requirements, pamphlets on financial and economic subjects of timely interest, and furnishes information on business questions.

Income Tax Information

The PUBLICITY DEPARTMENT also gives information regarding the preparation of income tax returns, and supplies any forms that are available for distribution.

Reference Library Service

Our REFERENCE LIBRARY, which is one of the largest and best equipped bank libraries in New York, will also be found of service to those seeking information that will help them solve the new problems of finance that are now arising. This library furnishes prompt and accurate information upon financial subjects.

The services of these and other specially organized departments, and the knowledge and experience of our offices in every department of the Company, are available to our customers and others.

Guaranty Trust Company of New York

140 Broadway FIFTH AVENUE OFFICE Fifth Avenue and 43rd Street LONDON LIVERPOOL MADISON AVENUE OFFICE Madison Avenue and 60th Street PARIS BRUSSELS Capital and Surplus \$50,000,000 Resources over \$800,000,000

South American Exchange.

Table with columns: Cable, Demand, Argentine (gold), Argentine (currency), Brazil (milreis), Chile, Uruguay.

Banco Internacional de Cuba

EFFICIENT banking service in Cuba is assured by this institution, with its head office in Havana and 43 branches throughout the Island, enabling us adequately to serve your Cuban banking requirements in regard to collections, credit information, commercial credits and foreign exchange. Inquiries are cordially invited.

The ROYAL BANK of CANADA

announces the opening of a branch in Rio de Janeiro Brazil with correspondents throughout the Country. Collections made and credits established at best rates.

LONDON 2 Bank Bldgs., Princes St., E. C. PARIS 28 Rue du Quatre-Septembre BARCELONA Plaza de Cataluna 6 NEW YORK AGENCY 68 William Street

A Service of Information to Business

IT is this Company's purpose and desire to serve its customers and the public not only through its extensive banking facilities but also in other ways. Its service of information is one of the means by which this purpose is attained. Several of our departments are engaged exclusively in collecting and classifying facts of value to the world of business.

Foreign Trade Information

Our FOREIGN TRADE BUREAU gives specific commercial information, by interview or by mail, in regard to foreign markets—trade opportunities, names of buyers, credit ratings, tariffs, export methods, etc. This Bureau has a corps of investigators who are constantly studying commercial conditions and gathering and organizing information on foreign trade which is of value both to the beginner in the field and to the experienced exporter and importer.

Investment Information

The STATISTICAL DIVISION of our Bond Department gives accurate and complete data in regard to investment securities.

Publications on Business Subjects

The PUBLICITY DEPARTMENT issues summaries of State and Federal laws relating to taxation and Governmental requirements, pamphlets on financial and economic subjects of timely interest, and furnishes information on business questions.

Income Tax Information

The PUBLICITY DEPARTMENT also gives information regarding the preparation of income tax returns, and supplies any forms that are available for distribution.

Reference Library Service

Our REFERENCE LIBRARY, which is one of the largest and best equipped bank libraries in New York, will also be found of service to those seeking information that will help them solve the new problems of finance that are now arising. This library furnishes prompt and accurate information upon financial subjects.

The services of these and other specially organized departments, and the knowledge and experience of our offices in every department of the Company, are available to our customers and others.

Guaranty Trust Company of New York

140 Broadway FIFTH AVENUE OFFICE Fifth Avenue and 43rd Street LONDON LIVERPOOL MADISON AVENUE OFFICE Madison Avenue and 60th Street PARIS BRUSSELS Capital and Surplus \$50,000,000 Resources over \$800,000,000