LATINS' TRADE IN OUR GRASP

Holland Reviews Growth of Commerce Between South America and States.

Among other impressive things contained in President Wilson's Buffalo address was a brief explanation of the methods adopted by Germany before the war to secure and increase her foreign markets.

The President made public some information which our own manufacturers and exporters have long known, namely—that if German manufacturers could not market their products in foreign lands in competition with the products of the United States or Great Britain or France then the German government allowed subsidies whereby the German exporters were able through these governmental benefactions successfully to compete with other nations.

That has been especially true of South America, and the late Norman B. Ream spoke of it a few days after the European war broke out as a German method which American manufacturers had been compelled to face, often unsuccessfully, while seeking markets in Australia and the Far East.

Now that Germany can no longer subsidize, at least until after the war is ended, her manufacturers who are seeking foreign markets, we are beginning to see the effect of the withdrawal of that paternal patronage in our own trade relations with South America. Probably the Federal authorities will be able by and by, after having analyzed our international trade with other nations, also to show the effect of the withdrawal of Germany from foreign markets and the cessation of her competition upon our own trade with other countries.

Vast Growth Shown.

It would have been impossible to report that in eight months of this calendar year the United States sold and sent to South America commodities of the value of $188,000,000 had German methods still prevailed in the South American countries. Furthermore, by reason of war conditions and the imperative need of our industries for various kinds of raw material, we have imported from South America commodities which chiefly enter into manufactures of the aggregate money value of $433,000,000.

This is an increase of nearly $300,000,000 over the money value of the imports from South America in the year 1914. It is to be one of the most important of the considerations to which American industry must soon give heed how this great trade can be maintained and increased after the war is ended.

Of course, our government will not subsidize American manufactures. Our industries can, however, maintain themselves and increase their markets in South America by adopting several methods. One is the granting of long credits. Accommodations of this kind were freely given by the German manufacturers, who before the war so greatly commanded the South American markets. Another policy needed is thorough understanding, not only what each of the South American nations require, but also how to meet these demands by offering for sale commodities which reflect the highest skill of American manufacturers and yet with prices that are attractive. Then, too, our banks are aiding in increasing our South American trade by establishing branch banks there.

The Electric Companies.

Already the American manufacturers of electric apparatus and also of steel and iron commodities have gained a good understanding of the best methods of marketing their products in South America. One of the electric companies grants very long credits, at the same time offering its apparatus at reasonably low prices and demonstrating the perfection to which the manufacturers of this apparatus has been carried. In this way it has secured a large trade in South America.

It is for the most part manufactured products that South America is now seeking from the United States. In fact, very much the greater part of our exports to South America and certainly almost all of the increase of more than $100,000,000, in the first eight months of 1917 as compared with the first eight months of 1914, is due to the export of our manufactured articles. It is a fair inference that we are gradually capturing South American markets for our cotton cloth. Before Germany lost her South American trade she was the chief rival of Great Britain in the South American markets for cotton goods, although a peculiar kind of cotton goods was exported to South America from Austria.

How great has been our increase in the export of cotton goods since 1914 is illustrated by the fact that we sold to the South American people in eight months of this year cotton goods of the value of $6,000,000, although in the corresponding months of 1914 we found great difficulty in marketing as much as $2,000,000 worth of cotton goods.

This increased market for cotton goods in South America means a great deal to the highly developed cotton manufacturing industry of the South. It may explain in part why it has been commercially practicable to establish a chain of cotton manufacturing plants which bisects North Carolina and penetrates South Carolina, whose power is furnished by the hydro-electric plants.

Iron and Steel Exports.

Detailed reports of the money value of the iron and steel manufactured products exported to South America are not now at hand, but they must constitute much the larger part of the increase. We shall have at the close of the year a very large debit balance upon our international trade with South America. Very likely it will amount to as much as $350,000,000. This will prove to be of great advantage to the South American nations.

How greatly we are dependent upon South America for raw material, much the greater part of which we formerly bought from other nations, is shown by the report which tells of our imports of wool, copper and india-rubber. Of course we have, since the Chile nitrate fields were developed, imported large amounts of nitrate. But the time is not far back in the past when our chief imports from South America were coffee and hides. Our textile manufacturers have been compelled to turn to South America for supplies of wool, and how greatly the South American nations have served us in the wool emergency is shown by the fact that our manufacturers in eight months bought nearly $100,000,000 worth of wool, or a little over $90,000,000 more than they paid for wool which was bought in South America in the like period of 1914.

It was inevitable that we import large amounts of copper from South America, although much the greater part of the copper, of which the value in eight months was $56,000,000, came from mines which were operated by American capital which had received concessions from Chile and Peru.

We should increase our international trade with the continent to the south of us so that within a few years it will aggregate at least $1,000,000,000 for it is now $620,000,000, or four times as much as it was as recently as 1914.

HOLLAND.

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NEWSPAPER LOG CUTS DOWN COST OF FUEL

F. H. Albee Invents New Method of Maintaining Good Fire.

Boston, Nov. 18.—F. H. Albee, of Hyde Park, has invented a "newspaper log" and has quit worrying over the high cost of fuel.

His log will burn three-quarters of an hour. He declares it will give a better fire than a hod of coal.

Here is Mr. Albee's recipe for making this newspaper log: Spread newspapers, four or five sheets folded once on a table with folded end toward you and begin to roll in fairly tight roll; before the first section is completely rolled insert a second section; add newspapers until a roll from two to three inches in diameter is made. Before finishing the last section of the roll fold back all the sheets except the outside one, so that only one sheet remains. This should be pasted down with paste or mucilage.

You will now have a solid roll of paper about eighteen inches long, which for convenience sake should be cut in two or three pieces. The "newspaper log" may be cut with an ordinary saw like firewood. Each piece should be then saturated with kerosene. A quart or two may be poured in a tin pail and the rolls, inserted end on end, should be left to soak there for several minutes. From time to time they must be turned in the oil in order to insure complete saturation.

He says that two or three of these rolls lighted in your fireplace will produce the warmest, brightest fire you have ever kindled.

That Rookie from the 13th Squad. By P. L. Crosby

The Married Life of Helen and Warren

By MABEL HERBERT URNER,

Originator of "Their Married Life," Author of "The Journal of a Neglected Wife," "The Woman Alone," Etc.

Helen Subdues Her Flaming Indignation to Avoid a Clash with the Maid.

This series is a continuation of "Their Married Life," produced by Mabel Herbert Urner for four years. "The Married Life of Helen and Warren," appearing exclusively in this paper, is the only series now being written by Mabel Herbert Urner.

"This blamed thing's burnt out," growled Warren, trying to switch on the shaded light by the bed.

"Then I'd better get another bulb." Helen was turning down the covers. "We might need it in the night."

Out through the dark dining-room, through the swinging pantry door and she groped for the chain from the high kitchen light. Inverting the stepladder chair she climbed up to the top shelf over the ice-box.

Stepping down with a fresh electric bulb in its corrugated casing, Helen's glance fell on the towel rack by the sink. The pronged arms held a damp dish towel and two napkins—the BEST napkins, soiled and rumpled.

Surely Nora would not use them for dish towels! But still damp, their crumpled dejection was unmistakable proof of their menial service. Her best guest napkins! She had paid 60 cents apiece just to have them monogrammed!

Several times she had seen napkins—the every-day ones—hanging on this rack, and now it dawned upon her that Nora made a practice of drying the dishes with soiled napkins. She could use them once or twice and throw them into the wash. It saved her the trouble of washing out dish towels.

Tonight, having the Stevens for dinner, they had had the best napkins. And here they were on the towel rack—a proof of Nora's ruthless disregard of everything to conserve her own labor.

With flaming indignation Helen snatched the napkins from the rack, threw them into the laundry basket, and hung in their place two clean dish towels from the pantry drawer.

"What the deuce's keeping you out there?" bellowed Warren from the bedroom.

"I was just looking for the bulbs," as she hurried back. "They were way up on the top shelf."

Screwing in the new lamp, she was soon ready for bed. With an effort she conquered her urging desire to tell Warren about Nora's latest misdemeanor. To talk about it would only upset her more. She must put it out of her mind until morning.

But unfortunately Helen's thoughts held tenaciously to all worries and now as she vainly courted sleep the abuse of the napkins assumed an importance out of all proportion.

That any girl should use fine, monogrammed napkins for dish towels! That she should use ANY napkins for such a purpose! It was a filthy, unheard of practice!

Always her maids imposed upon her. She always found that they did some dreadful thing. She had caught Dora brushing her teeth in the pantry sink, Anna had worn her stockings, and Jane had used the sheets for the ironing board. But none of these offenses seemed quite so malicious as taking the good napkins for dish towels.

Nora's one thought was to save herself. She did everything with the least possible expenditure of labor. She had chipped and broken innumerable dishes—piling them up in unsparing haste to clear the table in a single trip. And Helen strongly suspected that she put some chemical in the clothes so she would not have to rub them.

"Here, stop that thrashing around," grunted Warren. "What's the matter? Can't you sleep?"

"No, I can't," desperately. "Every time I go out to the kitchen I see something to upset me—it just makes me sick!"

"For the love of Mike! What's got you now?"

"Oh, I—I didn't intend to tell you—but it drives me wild. She's been using the napkins for dish towels! Did you ever HEAR of such a thing?

"How d'you know she has?"

"I just saw them out there on the towel rack. They're all damp and rumpled. Why, aside from anything else it's a filthy thing to do! And it's just because she's too lazy to wash out the dish towels! She's so afraid she'll do too much!"

"Then speak to her about it in the morning—but for Heaven's sake don't get all worked up now," as he flopped over with a greedy tug at the covers.

Forcing herself to lie motionless, Helen soon heard his deepened breathing. Once asleep he was not easily awakened, and for another half hour she tossed and turned, her mind still inflamed.

Beneath her indignation was the old sick dread of having to break in another girl. When she spoke of the napkins she knew she could not speak calmly. There would probably be a clash, for Nora's temper was inflammable. What if she should flare up and leave? The very thought was chastening.

Every day it was getting more difficult to get a girl, and, in spite of her glaring faults, in many ways Nora was a good maid. She was honest, an excellent cook, fairly economical and very efficient.

Mrs. Reed had been without a maid for six weeks. Just yesterday she phoned that she was almost desperate. She had advertised and advertised—and not a single answer. She had tried a dozen agencies. They all had chambermaids and waitresses—but no general house workers. That was the drudgery from which all the girls were turning.

Gradually Helen's indignation simmered down. After all, might it not be better to say nothing of the napkins—at least for a few days? Tomorrow was Saturday, cleaning day. According to their monthly schedule it was the day for the big front room—the hardest in the apartment. Taking up the rugs and washing all the white woodwork was an arduous task.

Tomorrow would be a most inopportune time to reprimand her. To wait until Thursday would be wiser, for with the prospect of her afternoon off, Nora was always more amenable.

But she would miss the napkins on the rack and see the accusing towels in their place. Then not to speak of it would seem to condone too lightly so grave a misdemeanor. No, Nora must not know that she knew—not until she could seriously take her to task.

Impelled by this more prudent impulse, Helen was out of bed, groping for her slippers. She would put away the clean towels and hang back the napkins! Nora must not know that she had even seen them.

Stumbling out through the darkness, she paused in startled dismay. From beneath the pantry door shone a streak of yellow light. Nora was out there! Having heard her in the kitchen, the girl had been suspicious and gone out afterwards.

It was too late. Tomorrow she would have to speak about the napkins. She could not ignore them now. If only she had left them on the towel rack! If she had stopped to think, she would not have forced an issue now. Would she never learn not to act on impulse?

She went back to bed but not to sleep. Nora was so high tempered. How could she sufficiently admonish her and still avoid a clash?

Since their return from the West, the work had been unusually hard. They had brought back a lot of soiled clothes about which Nora had grumbled. And twice this week there had been company. She was just in the mood to fly up and say she could get an easier place for more money—which in her heart Helen felt was true.

Another half hour of anxious brooding and Helen was again out of bed, stealing out to the dining-room. The strip of yellow light still shining beneath the pantry door proclaimed that Nora was still in the kitchen.

The girl was peculiar. She had a way of brooding over fancied wrongs. Confronted by the accusing towel rack, and knowing that she would be severely censured in the morning, perhaps even now she was planning to leave.

The night always magnified Helen's fears. Every pending trouble seemed more serious, and now she felt the loss of Nora would be a real calamity. It might be weeks before she would get another girl. Mrs. Reed's experience loomed ominously.

She must pocket her pride. She must go out now to say something conciliating. She would make an excuse that she could not sleep—that she had come for a glass of milk. To have it over she would speak about the napkins—but very tactfully.

She would say she was afraid there were not enough dish towels, but she would get more at once. By pretending that was why Nora had uesd the napkins, the offense would be made less heinous.

"Oh, Nora, are you up too? I can't sleep either—it must be the weather. I just came out for a glass of milk," she rehearsed this opening speech as she pushed through the pantry door.

Then she paused transfixed. The girl was not there! The kitchen was empty! Instead of Nora's sullen face there was only the peaceful serenity of the white enameled ware, the blue-checked linoleum and the sedately ticking clock.

Noiselessly, with a leaping hope, Helen crept to the door of the maid's room. The transom was dark, and as she drew nearer there came the rhythmic regularity of a nasal snore. Never was such a sound so welcomed.

Nora had not been in the kitchen! She, herself, had left the light on. When Warren called, she had hurried out forgetting to turn it off.

A wave of inexpressible relief eased her nerve tension. It was not too late! She could still keep Nora!

Hastily, joyously, she returned the rebuking towels to the drawer and replaced on the rack the soiled napkins. Then turning out the light she tiptoed back to bed.

The varied emotions of the last hour had left her exhausted, and now with relaxing relief she nestled down under the covers.

The offense of the napkins still remained, but it had dwindled to microscopic proportions. She would take it up tactfully at some opportune time.

But just now nothing mattered save that she was reasonably sure of keeping Nora—that she was not facing the unspeakable discomforts of maidless weeks!

Senator W. J. Stone To Seek Re-election

St. Louis, Mo., Nov. 18.—That Senator William J. Stone will be a candidate for re-election when his term expires has been confirmed by the Senator himself, who predicted his election by the biggest majority he ever has received.

"There are so many of my friends in St. Louis and other parts of the State who have been saying nice things about me that I feel I must run again. And I predict that I will get the biggest majority I ever got, too."

LOST $800 GEM MAILED.

Rochester, N. Y., Nov. 18.—A year ago George W. Johnson, then proprietor of a hotel, missed a diamond valued at $800, from its setting on his return to the hotel from a theater. No trace of the gem was found. He has now received the diamond by mail. It was postmarked Buffalo and bore four 1-cent stamps.

CHEER FREED SINN FEINERS.

Dublin, Nov. 18.—More than thirty imprisoned Sinn Feiners who were on hunger strikes have been released from Dunndalk prison and eight from Mountjoy. Some who came to Dublin were met by large crowds and cheered. The remaining Sinn Feiners in Dundalk and Mountjoy also have gone on a hunger strike.

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DIED.

BEAR—On Friday, November 16, 1917, at his residence, 620 I street northwest, Dr. M. W. BEAR.
Funeral (private) from his late residence today at 10 a. m.

BOXWELL—Suddenly, on Saturday, November 17, 1917, LESLIE M., beloved son of James S. and Lillie M. Boxwell, aged 9 years.
Funeral from the residence of his parents, 834 Eleventh street northeast, tomorrow at 3 p. m. Relatives and friends invited to attend. Interment at Glenwood Cemetery.

BUTLER—On Friday, November 16, 1917, IDA BUTLER, the beloved daughter of the late Richard and Eliza Butler and sister of Edna Butler.
Funeral from Lomax Chapel, 1400 1-2 S street northwest, today, at 10 a. m. Friends invited. Interment in Mount Olivet Cemetery.

CLARRIDGE—On Friday, November 16, 1917, ESTER M., beloved daughter of Elsa and William W. Clarridge and granddaughter of Caroline and Richard Brawner, aged 11 years.
Funeral from the chapel of Thomas S. Bergeon, 1011 Seventh street northwest today at 2 p. m. Relatives and friends invited to attend. Interment at Congressional Cemetery.

DODSON—On Saturday, November 17, 1917, at his home, 1318 S street northwest, LEWIS A., husband of Jane M. and father of Chester A. Dodson and Mrs. Rosetta Branch and Mrs. Estelle Young.
Funeral notice hereafter.

DOWNEY — Suddenly, on Thursday, November 15, 1917, at 11:30 p. m., at his residence, 631 Ninth street northeast, DENNIS J., beloved husband of Catherine Downey (nee Flynn) and son of the late Patrick and Ellen Downey.
Funeral from his late residence today, at 9 o'clock, thence to St. Joseph's Church, where requiem high mass will be sung for his soul. Relatives and friends invited to attend.

HARRIGAN—On Friday, November 16, 1917, in Baltimore, ELLA, wife of Peter Harrigan, deceased.
Mass at 9 a. m. at St. Dominic's Church today. Interment at Mount Olivet Cemetery.

HARRIS—On November 16, 1917, at 7 a. m., SOPHIE BROWN HARRIS, beloved mother of Samuel B. Peak and Festus J. and Addie William Brown, beloved sister of Esther Pendleton and Jennie Owens.
Funeral services at the residence, 1115 G street southwest today at 2 p. m. Relatives and friends invited.

HOLMES—Departed this life Friday, November 16, 1917, at 2:45 p. m., at her residence, 316 G street southeast, after a long and painful illness, which she bore with patience, SUSIE HOLMES, beloved daughter of the late James and Nancy Holmes. She leaves to mourn her loss four loving sisters and one brother.
Funeral today at 1 p. m., from Tenth Street Baptist Church, Tenth and R streets northwest, Rev. A. Wilbanks, pastor. Relatives and friends invited.

LEWIS—On Saturday, November 17, 1917, at his residence, 1118 Fourteenth street northwest, Dr. SAMUEL E. LEWIS.
Notice of funeral hereafter.

MARSHALL—On Friday, November 16, 1917, at 11:10 p. m., JOHN A. MARSHALL, beloved husband of Jessie Lane Marshall.
Funeral from his late residence, 1725 Third street northeast, today at 2 p. m. Friends invited.

MERCHANT — Saturday, November 17, 1917, at 5:30 o'clock, at her residence, Hotel Donald, Mrs. M. C. MERCHANT.
Interment at Erie, Pa.

MORAN—On Friday, November 16, 1917, at 8 p. m., at her residence, 4527 Fifteenth street northwest, CATHERINE DE SIGOUR, wife of the late John Moran.
Funeral services at the Church of the Sacred Heart, Fourteenth and Park road northwest, today at 10 a. m. Relatives and friends invited. Interment private.

OSBORN—On Friday, November 16, 1917, at his residence, 3126 O street northwest, WILLIAM McKENNEY, son of the late William McKenney and Margaret A. F. Osborn.
Funeral services today at 3 o'clock, at Oak Hill Cemetery Chapel. Interment private.

SHEA—On Saturday, November 17, 1917, TIMOTHY SHEA, beloved husband of Bridget (nee McCarthy.)
Funeral from George P. Zurhorst & Son's funeral parlors, 301 East Capitol street today at 7:30 a. m., thence to St. Peter's Church, where requiem mass will be said at 8 a. m. for the repose of his soul. Interment at Jersey City, N. J. Kindly omit flowers. (Hoboken, N. J., papers please copy.)

STEVENS—Suddenly, at Brunswick, Ga., November 16, 1917, Maj. RAYMOND R. STEVENS, quartermaster, U. S. A.
Notice of funeral later.

WALLS—On Friday, November 16, 1917, at his residence, 739 Eighth street southeast, GEORGE N. WALLS, beloved husband of Florence Walls (nee Nailey), aged 80 years.
Funeral from Thomas R. Nally & Son's funeral parlors, 1231 Eleventh street southeast, today at 2 p. m. Relatives and friends respectfully invited to attend. Interment at Congressional Cemetery.

WHITE—Died on Saturday, November, 17, 1917, JAMES WHITE, eldest son of the late Gov. E. D. White, of Louisiana and Catherine Sidney Lee Ringgold.
From the residence of his brother, 1717 Rhode Island avenue, his remains will be removed to St. Matthew's Church on Rhode Island avenue where the funeral services will take place this morning, the 19th instant, at 10 o'clock. Interment private. It is most especially requested that no flowers be sent. (Baltimore Sun please copy.)

WILLIAMS—On Saturday, November 17, 1917, MARY ELIZABETH WILLIAMS, beloved wife of the late Thomas Gilbert Williams.
Funeral today at 3 p. m., from the residence of her daughter, Mrs. Jo E. Moran, 1912 Eighth street northwest. Interment in Rock Creek Cemetery.

WOOD—On Friday, November 16, 1917, at 11 p. m., Mrs. SUSANA JENKINS WOOD, wife of the late George T. Wood.
Funeral services at his daughter's residence, 218 Fourteenth street northeast, today at 2 p. m., by the Rev. Father England. Friends and relatives invited.

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