

Important Reports of South and Central American Conditions

CENTRAL AMERICAN CONDITIONS TO DAY

Bureau of Foreign and Domestic Commerce Issues New Handbook.

GUATEMALA IS CITED AS PROMISING FIELD

Each Country Taken Up in Turn and Outline Is Given of Future Prospects.

The bureau of foreign and domestic commerce of the Department of Commerce has issued a new handbook on Central America as it really is, by Garrard Harris. He describes these countries as a thriving and progressive section, rich beyond measure in resources that have only been scratched. The book deals largely with the prospects for American trade and American capital in this promising region, which actually covers more than 1,000 miles of the combined area of the whole of New England, New York, Pennsylvania, New Jersey, Maryland and Ohio. Mr. Harris finds that we already sell about 50 per cent of the goods imported, but is strongly of the opinion that a much bigger percentage of the business should be done by Americans as a result of present opportunities. To make the most of these opportunities, however, Mr. Harris declares it will be necessary to invest more American capital in the republics, to extend more liberal credits, to improve banking facilities for foreign trade, and to make more direct and personal efforts in the markets.

Trade With Guatemala.

American trade with Guatemala is an example of what investments in a foreign country can do toward promoting trade with that country. American capital has been invested freely in the banana industry in Guatemala, and practically all the supplies needed by the banana companies and their employees have been imported from the United States. A very cordial feeling has been developed between the two countries. The desire for closer social and commercial relationship between the two countries is evident. Many of the young men who have been educated in the United States instead of in Europe, as formerly, and who are now returning to Guatemala, English and have acquired an understanding of the American point of view in connection with the banana trade as a means of bringing nations closer socially and politically is too seldom taken into consideration, in the opinion of Mr. Harris.

Among the many subjects discussed in connection with the methods to be employed in seeking Central American trade is that of language. Letters addressed to Central American dealers should be put into good Spanish by some person thoroughly educated in the language and familiar with the technical terms and Americanisms should be avoided. The harm that some of our business men do by writing abroad is well illustrated by the fate of the brand of condensed milk which here was made in the United States. To the English-speaking population of British Honduras this meant that the milk was not good. The label was changed, and the brand name was changed. The business men are probably even more mystifying to the Spanish-speaking population.

Takes Up Each Country.

The report takes up each Central American country in turn and describes its physical features and climate, the character of the population and the means of communication. It then takes up the agricultural, timber and mining resources and the manufacturing industries, and follows this by a general description of the government, a sketch of the banking system and a statistical study of the foreign trade. The section devoted to each country is closed by an outline of the future prospects and a list of specific commercial openings. There are three appendices, the first of which is a practical route through Central America for commercial travelers; the second, regulations affecting commercial travelers; and the third, list of publications concerning Central America. The exact title of the new handbook is "Central America as an Export Field," Special Agents' Series, No. 113. It contains 229 pages, including seven half-tone illustrations and one map, and is for sale at the nominal price of 25 cents by the district offices of the bureau of foreign and domestic commerce and by the superintendent of documents, government printing office, Washington.

PANAMA NEEDS STORAGE.

Efforts Being Made to Build Bonded Warehouses.

PANAMA, April 1.—Efforts are being made by merchants of Panama and other interested parties to interest the governments of the United States and the republics of Panama in establishing bonded warehouses in the canal terminal cities. The subject has been discussed at recent meetings of the Panama Chamber of Commerce, and it is believed that an active campaign to further the project soon will be started.

LEAVES FOR BUENOS AIRES.

Vessel Bearing U. S. Commissioners Sails From Montevideo.

MONTevideo, April 1.—The members of the American section of the international high commission left yesterday for Buenos Aires on board the steamer Ciudad Montevideo, conveyed by the Argentine cruiser Nueve de Julio.

President May Visit Charlotte, N. C.

Charlotte, N. C., May 27 for the celebration of the Mecklenburg declaration. Senator Smith of South Carolina has invited him to visit Columbia on the same day. The President said he would go.

GONZALES SUBJECT OF RAPE IN CHILE

National Repository Here Presented With Smoke-Dried Head of Indian.

IS GHOSTLY TROPHY OF THE PARENTINTIN TRIBE

Purchased by Dr. C. H. Merriam, the Donor, From South American Explorer, Many Years Ago.

Dr. C. Hart Merriam of this city has just presented the United States National Museum with a smoke-dried head of a Brazilian Indian secured on the headwaters of the Tapajós river in 1877 or 1878. This gruesome object is one of the few specimens in this country of these rare human trophies collected and prepared by the Pareintin tribe of the Tapajós river in Para, Brazil.

It is the head of another tribesman, killed and preserved by the Pareintin; the dried skin is yellow and stretched tightly over the skull, the black hair hangs loose in bobbed style, the eyes are covered by wax cones ornamented by two small rodents' teeth to imitate the pupils of the eyes, and the ears are still decorated with the usual ornaments of feathers of red and yellow parrot feathers worn by the Indian in life. Originally, when used as a trophy, it was suspended by a cord, which still emerges from the mouth, but now it is arranged on a stand and will be examined in the museum today.

Explorer Captured by Indians.

Dr. Merriam says that about forty years ago, while he was in New York City, Ernest T. Morris, a young South American explorer, came to him with this head and several others which he desired to dispose of as soon as possible, being badly in need of funds. In relating his experiences Mr. Morris said that he and his partner, a young English and had acquired an understanding of the American point of view in connection with the banana trade as a means of bringing nations closer socially and politically is too seldom taken into consideration, in the opinion of Mr. Harris.

Ghostly Heads Only Assets.

Arriving in that great metropolis, he found himself stranded financially, with nothing but his ghostly heads as assets, and at the same time much embarrassed by the notorious tactics of the Indians, with which his Indian captors had decorated his face. Unfortunately, he could not raise a beard, and he would not appear in public as he was. He was in a predicament, and he decided to approach him in a modest way to raise some money on the heads.

RECOMMENDED FOR MEDAL.

Boatwain's Mate Saves Life of Enlisted Man in Marine Corps.

The Navy Department has recommended to the Secretary of the Treasury that Albert George Row, chief boatwain's mate, be awarded a life-saving medal. Row jumped overboard into the Mare Island strait about 2:45 p. m. March 3 in an effort to save an enlisted man in the Marine Corps from drowning. Row's action in jumping overboard was prompt and at the risk of his own life on account of the difficulty of reaching shore when once in the water, the current being treacherous and the sea wall about six feet high. Both Row and the enlisted man of the Marine Corps were rescued by a shore.

For Greater Opium Penalty.

A greater penalty for the importation of opium derivatives is recommended in an amendment to the law prohibiting opium importation reported by the Senate Finance committee. The committee amendment increases the minimum fine for violation of the act from \$50 to \$500, and prescribes imprisonment of not more than five nor less than two years. The committee also favored recommending the act prohibit registration of dealers in opium by adding prohibition, mental or moral, to the list of offenses.

COUNSELOR OF THE CHILEAN EMBASSY.

Enrique Cuevas, Counselor of Embassy Here, Presented to Secretary Lansing.

The Chilean ambassador today presented to the Secretary of State Enrique Cuevas, counselor of the embassy here, with the information that Mr. Cuevas is to have charge of Chile's affairs in this country.

The office of the Chilean embassy for some time to come is expected to be at the Champlain apartment house, 1424 K street northwest, owing to the expected departure within a few days of the ambassador, Dr. Eduardo Suarez-Mujica. Information as to who is to succeed Dr. Suarez-Mujica as ambassador has not yet been made public in Washington, and until the new ambassador arrives the affairs of Chile will be in the hands of Mr. Cuevas.

Also Served in Sweden.

After his service in London, Mr. Cuevas was appointed charge d'affaires in Sweden, and when the Chilean legation here was raised to the rank of an embassy he was appointed counselor here. Before entering the diplomatic service, Mr. Cuevas was governor of the province of Valdivia of Chile.

Conditions Remain Normal.

According to report, not only is business good in Guatemala, but everything is proceeding along normal lines without the slightest unrest or apprehension. The government, however, is maintaining a strict patrol of the frontier, to prevent violations of neutrality and any incursions by the United States. The day, some time have infested the neighboring Mexican state of Chiapas.

Rapid Strides by Brazil.

The rapid strides made by Brazil within the last two decades are shown in the veritable revolution of health conditions, he said. Some of the ports formerly were breeding places for yellow fever and other epidemic diseases, and the lecturer gave as a concrete example the experience of a British sea captain who some years ago brought his ship into the harbor of Rio de Janeiro. While he was loading his vessel his entire crew was stricken with yellow fever. It was not until the vessel had left for another port that the crew recovered.

War to the Last Ditch.

For six years Lopez had kept up the unequal struggle against Argentina, Brazil and Uruguay. This was war to the last ditch and beyond. The Paraguayans died almost to a man. The final levies included men almost too young to fight and women and children. They all died, and many thousands of women and girls fighting by their sides. In 1867 the population numbered 1,237,000, but now only 1,000,000 persons remain in the republic. With such a history it is a wonder that Paraguay has remained a nation.

TO ESTABLISH RANCH.

Supply Department of Panama Canal to Fatten Cattle.

PANAMA, April 1.—The establishment of a large cattle ranch has been decided on by the supply department of the Panama canal, and contracts have been let for the clearing of 4,000 acres of land in the vicinity of New Culebra, on the line of the Panama railroad. When the land has been cleared of the rather heavy jungle growth it will be seeded in guinea grass, which furnishes excellent grazing for cattle.

To Amend the Anti-Pass Law.

Senator Culberson of Texas, chairman of the judiciary committee, has introduced an amendment to the anti-pass act to permit publishers, editors or proprietors of newspapers or magazines to make an exchange of railroad mileage for advertising space.

Non-Resident Aliens to Pay Tax.

Collectors of internal revenues have been instructed to take steps to collect at its source the income tax on investments of non-resident aliens. The Supreme Court recently found non-resident aliens subject to the tax on investments in this country.



Who will have charge of Chile's affairs here, when Dr. Eduardo Suarez Mujica leaves in a few days, until new Chilean ambassador is appointed.

CABRERA DENIES TALES

President of Guatemala Personally Says He Is Maintaining Neutrality in Mexican Affairs.

GIVES VIVID PICTURE OF BRAZIL IN LECTURE

Charles Wellington Furlong, Author and Traveler, Addresses National Geographic Society.

The repeated rumors from Mexico City of revolutionary movements along the frontier of Guatemala are most emphatically denied in letters and telegrams received in Washington during the last few days from President Estrada Cabrera of Guatemala and other high officials of that country.

PARAGUAY READY FOR BIG BUSINESS

New Docks, Port Facilities and Reclamation Projects Are Under Way.

Economically Paraguay is at the very beginning of things. It might have been discovered by yesterday, according to a recent article in the Pan-American Bulletin. Its immense possibilities as a food producer, both animal and vegetable, are practically unknown and undeveloped. Yet Paraguayan civilization, except from its economic side, is modern and up-to-date.

PORTO RICAN CROPS BIG

Sugar Men Never Had Such Quantities or Such High Prices Before.

Correspondence of the Associated Press. SAN JUAN, Porto Rico, March 28.—Sugar valued at \$10,000,000 is being marketed by Porto Rico this month. Every acre of the island is now producing capacity loads. The month's deliveries present probably not more than 25 per cent of the value of the sugar produced this season. Most of the sugar is being sold on a rising market at prices considerably above \$5 per hundred pounds.

AGRICULTURAL UNDERTAKINGS.

"Now with regard to agricultural undertakings, we might mention the cultivation of the banana in the department of Magdalena, which gives very profitable results, and which daily increases, owing to the improvements in irrigation and to the establishment of new enterprises on the lands comprised between Santa Marta and Fundación. In the foregoing no account has been given of those immense plains traversed by long navigable rivers, which are the source of the Amazon. These lands are, as a rule, level and covered with natural pastures, partly domesticated and partly wild. It contains also abundant quantities of petroleum, which can be seen running out over the surface of the rivers. The government is also obtaining from the government extensive territory and with such grants as the government has granted in the past, it is possible to establish a large number of agricultural enterprises. That grazing and stock raising are the main products and into marts of the grain and mineral industries. That grazing and stock raising are the main products and into marts of the grain and mineral industries.

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COLOMBIA OFFERS BIG OPPORTUNITIES

Enrique Coronado Points Out Fields for Business Men of United States.

OIL PRODUCTION MAY EXCEED MEXICO SUPPLY

Government Ready to Aid Colonization, Railroad and Other Enterprises.

Some of the advantages which the Republic of Colombia offers as a field for investment and the establishment of new industries were outlined today in an interview with a reporter for The Star by Enrique Coronado, formerly in charge of the bureau of information of the Colombian legation here. Mr. Coronado believes that business men of the United States have a "golden opportunity" to secure the trade of Colombia formerly possessed by some of the belligerent countries of Europe. "Throughout the richly endowed continent of South America," Mr. Coronado said, "there is no tract of country that has been more favored by nature than the territory politically known as the Republic of Colombia. The republic covers an area of nearly 500,000 square miles. The large proportion of fertile lands, its rich soil at such varying elevations that practically every class of cultivation is embraced, its vast regions where climate conditions make for a perpetual spring, its mineral wealth and its abundance of waterways are matters that need to be carefully considered.

Rich Neighbor of Canal.

"Colombia is larger than Germany and France together; also larger than all the coast states from Maine to Florida, including Ohio and West Virginia. It is the richest and most powerful neighbor of the Panama canal and has 1,600 miles of coast line along the Atlantic side and 1,600 miles along the Pacific, with ports on both sides which serve as shelter for the vessels of all nations.

Productive Oil Field.

"Oil wells also abound in most of the districts and departments, and wealthy foreign firms have recently attempted to purchase them, for the surveys made by individuals and by foreign syndicates show that Colombia may possibly furnish a more productive field than Mexico.

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HOW A MANUFACTURER LOST A TRIAL ORDER

Could Not See the Point of a Latin-American Customer's Request, and Disobeyed It.

NEW YORK, March 4.—An investigator of Latin American export and import conditions tells this story:

A wall paper manufacturer was told by a prospective South American customer to ship wall paper in eight-yard rolls, wrapped in wax paper as a protection against dampness. The manufacturer had always sold his wall paper in twelve-yard rolls. The would-be buyer made it quite plain that he was willing to pay for the extra trouble his method would occasion. He would pay for all, but he insisted that only eight yards be wrapped in a roll. The directions were specific. The manufacturer here looked them over with a lack-luster eye.

"That," said he, "is all foolishness. For why should I make all this trouble?"

"No he didn't make all that trouble. It could not enter his head—not without splitting it—what the buyer conceivably had some reason for insisting that the paper be sent as directed."

Sent Old Packages. The manufacturer sent it in the good old twelve-yard rolls in which he sends wall paper to Tucson, Arizona. It was not wrapped in wax paper. Therefore it munched up in the dampness of the steamer hold. It was quite unsalable, even if it had been in eight-yard rolls, which it was not. It came back on his hands, and those who have heard that wall-paper man rave say he could give Billy Sunday points on language stresses. To this day he believes the South American turned that shipment of wall paper back without good reason.

However, another manufacturer was found who could see the light when he looked at the sun. He has been selling his wall paper, eight yards to a roll, wrapped in wax paper, at a price that fully repays him.

The historic elm tree which the late King Edward VII planted in Independence Square, Philadelphia, when he visited this country as Prince of Wales in 1811, has died and been cut down.

PANAMA RATES HIGH.

Freight on Cement Costs More Than the Product.

PANAMA, April 1.—Freight rates from the United States to Panama are increasing rapidly, according to merchants here. It is stated that the rate on cement has recently been increased from \$1.20 per barrel to \$1.55, which is more than the value of the cement at the factory. Cement is now selling here at \$3.75 a barrel.

It is understood that the Panama Association of Commerce is investigating the rate situation in view of the many recent increases that have been made by the steamship companies.

Dormant Riches of Colombia. "In order that the dormant riches of Colombia may be exploited and fill the coffers of those who will exploit them it will be necessary to construct