

A VAST TRADE PROBLEM.

HOW TO EXPAND OUR COMMERCE WITH GREAT SOUTH AMERICA.

Commissioner Avery secures the Co-operation of Eight-ninths of South American Trade—Large Interest of Kansas City and the West in Its Success.

Correspondence of the Journal. Caracas, Venezuela, March 23.—I have been for six months in South America, accredited by United States Secretary of State Hon. W. Q. Gresham, to the governments of Brazil, Argentina, Chile, Uruguay, Paraguay and Venezuela, to bring before these countries to great United States international exposition, to be held in Atlanta, Ga., from September to December of this year, inclusive, and secure the cooperation of these countries in said exposition, whose object is to enlarge the foreign trade of the United States, especially with the Pan-American countries.

In getting the United States congress to make the exposition national and put upon the stamp of our government, in order to induce foreign countries to do their part in the movement, I made the first visit to Kansas City and your enterprising Commercial Club promptly gave its strong sanction to the movement, wisely discerning in it the benefit of new markets for the sale of the most products and breadstuffs of the great West.

Congress promptly responded to the request of the business men of the country and made the exposition international, and it fell to my lot to get the co-operation of the leading republics of this continent, continuing my labor for our commerce begun in the successful effort to open up general Southern direct trade through Southern seaports.

The important geographical position of Kansas City and her vital relations to the commerce of the West, and the railroads and seaports of the South, make her an important factor in any great trade movement. Her position in the exposition project, secured by myself, was followed by similar action in the chief cities of a majority of the states of our Union, without exception.

I have been equally successful in South America, and desire to bring some most important matters connected with this great project before the progressive business men of Kansas City. Besides the letters of Secretary Gresham to the United States minister in these countries, for them to co-operate with me in the important mission, I also brought letters from the ministers from these countries to the United States in Washington, to their governments and public and business leaders and newspaper men, warmly commending the exposition and its object and urging participation in it.

I have had valuable aid from Hon. William L. Thompson, from California, minister to Brazil; Hon. William J. Buchanan, minister to Argentina; Hon. J. M. McKim, minister to Chile; Hon. Edward H. Strobel, of New York, minister to Chile; Hon. Granville Stuart, of Montana, minister to Uruguay and Paraguay; and Hon. Seneca Haxelton, minister to Venezuela. Among the foreign representatives at Washington who gave me valuable letters were Senor Salvador de Mendonca, of Brazil; Senor Dr. Estanislao S. Zeballos, of the Argentine Republic; Senor Domingo Garra, minister from Chile; Senor Adolfo Guerrero Chilian, minister from Argentina; and Senor Jose Andrade, the Venezuelan minister to the United States. Uruguay and Paraguay have no ministers at Washington.

The press of South America, a very able and progressive press of powerful influence, took up the matter as vigorously as the United States press did, and over 25,000,000 people that live in the six republics I have visited, representing three-fourths of the people and eight-ninths of the commerce of the continent of South America, have been thoroughly informed and their interest enthusiastically awakened in this great project for the common good of the two countries. It has become the trade enterprise of the two great American continents.

Argentina and Chile had their congresses in session during my visit, and each voted money for an exhibit at the Atlanta exposition. Paraguay had an exhibit at the Chicago Columbian exposition, which she gave entire to a Chicago society, and her minister of foreign affairs, Hon. Senor Hector Velasquez, has written to the society asking that it be permitted to go to the Atlanta exposition with such new material as will complete it, and it will be returned to the society. Uruguay gave a cordial indorsement to the exposition, but was confronted by the fact that she herself is to have an international exposition this year, for which she is building a great structure. But this was happily settled by the arrangement that each other's exposition. The United States manufacturers had an exhibit at the Chilian Mineral and Manufacturing exposition just ended at Santiago, and were the only ones who sold their machinery. The organization of the United States manufacturers in the convention held in Cincinnati, in January, to hold a series of expositions of their manufacturing machinery and products in the cities of South America, to follow the Atlanta exposition, can very easily take this matter in hand and begin their movement, and at the same time aid in securing Uruguay's exhibit.

Brazil took the matter up warmly and started on it immediately, and her great and wealthy state of Minas Geraes began arranging for an exhibit of her varied resources. The United States is the largest single customer that Brazil has, and in 1892 bought \$18,000,000 worth of her coffee and sugar. Brazil has had times with cholera and yellow fever, and a revolution in her extreme southern state of Rio Grande do Sul, and is in a very unpleasant condition with her commerce much broken up by quarantines against her, and she has to stop outside movement until she can be freed from her troubles. Venezuela has declared her purpose to exhibit, and I am arranging with her, and return to the United States with my mission accomplished.

The condition of our trade with the United States presents grave things for cure. The United States does but one-seventh of the trade of South America, and of that business sells her only one-fourth, and has a balance of trade against her of two-fourths. We buy from her \$1, for \$1 that we sell her. We buy from her and she buys everything from Europe, and what we sell to and buy from her is paid through Europe and transported mainly by European steamers. With all of our enormous resources and farm and industrial products, we sell her but a fourth in value of what we buy from her, when we ought to not only exchange our things with her to the full amount, but have a balance of trade in our favor. And it is our fault, because she wants to trade with us, but we will not furnish, or rather, have not furnished the facilities.

I give some facts and figures about South American commerce, taken from the official reports of the United States government for 1890, the latest I have been compiled, but there has been no change in the conditions. The statistics are well worthy of careful and intelligent study.

Five Republics—	Sr. M.	Pop.	NAV.	Com. 1890.
Bolivia	781,024	1,184,000	1,000	\$3,000,000
Colombia	2,222,000	3,441,000	1,000	\$2,000,000
Peru	2,828,000	4,241,000	1,000	\$2,000,000
Salvador	1,278,000	2,222,000	400	\$1,000,000
Venezuela	1,184,000	2,222,000	400	\$1,000,000
Uruguay	781,024	1,184,000	1,000	\$3,000,000
Three Guianas (colo.)	181,024	222,000	1,000	\$1,000,000
Eight countries—	12,722,000	18,441,000	4,000	\$11,000,000
Total imports—	\$9,425,512			
Total exports—	\$9,425,512			
Total both—	\$18,851,024			

All of the countries are republics, except the three Guianas, a colony each of England, France and Holland. Taking out the commerce of the three colonies controlled in Europe, and we have but \$9,241,339 in the five republics of the western coast of the Pacific, save Chile. This makes the six republics visited represent ten-elevenths of the commerce of the republican part of South America.

Republics.	Sold by the United States. 1890.
Brazil	\$1,972,214
Argentina	\$3,857,417
Chile	\$2,222,000
Venezuela	\$3,857,417
Uruguay	\$3,857,417
Paraguay	\$3,857,417
Total exports	\$31,465,512
Total imports	\$9,425,512
Total both	\$40,891,024

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Peru	2,828,000	4,241,000	1,000	\$2,000,000
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