

HOW YANKEE TRADERS FAIL

South America the Burying Ground of North American Projects.

FATAL LACK OF BANKING FACILITIES

German Trade Expanding, England's at a Standstill—How America Worked Off Some Hot Air Furnaces.

Dr. William F. Wilson, director of the Philadelphia Commercial Museum and delegate of the United States to the Pan-American congress in Mexico, discussed our relations with South America, as follows: The average American who has pictured the United States in control of the world's commerce and waiting only for inter-continental communication in order to monopolize the exports to Mars, will probably suffer a shock when brought face to face with the fact that in our own continent the countries from over the sea are surpassing us in trade relations. North American enterprises fail in South American countries, and though we have hedged the hemisphere around with political barriers which no foreign country has dared to assail, there is scarcely a European power of importance which has not established a closer commercial affinity with the South American republics than the United States.

The United States lacks, in commerce with South America, what European countries lack in politics. The link between South America and the industries of the world is to be found in direct banking facilities. If a German manufacturer sells a purchaser in Buenos Ayres a bill of goods, he does not extend credit for the bill, and yet the purchaser secures the credit. The German manufacturer in Berlin merely takes his invoice across the street to anyone of half a dozen South American banks, guarantees the transaction, and receives his cash. The banks finance the operation at either end, and earn a legitimate profit. Throughout the entire continent of South America there are to be found English, German, French, Italian, Spanish and Portuguese banks—and not one American concern.

Our manufacturers are, therefore, handicapped from the start. They must either break their rule of receiving cash before the goods leave this country, or compel the purchaser to advance a bill of goods. His rule of having his goods in hand before he makes payment. The chances of error are too great on either side, and the result is no business at all. Whatever trade does exist has been built up by those few firms that settle in a position to finance their own operations, and the results are shown in the figures which have been given so frequently in connection with the Pan-American congress at Mexico. Last year the United States made purchases from South America amounting to \$102,706,638.00; it sold only \$41,242,000. There are no independent lines of steamers plying regularly between the ports of the republics of the two continents and we must await the construction of the canal—Nicaraguan or isthmian—to make the favorable change.

Many Things Lacking.

The American, hampered by the lack of banks, by the lack of knowledge of the language and by the lack of previous inquiry, jumps into the water as he would jump into Des Moines and expects his good luck and his good nature to carry him through in a round of joyous pleasure. He becomes stranded after a little while, and then some agent comes to some help and sends him away with no word in his mouth but vigorous denunciation of South America, its works and its ways. There was one man from Indiana who decided—in Indiana—that Indiana was suffering for the lack of Cornish engines. He showed some photographs in his pocket andaped by rail and steamer to Montevideo. When he reached the city he walked into the leading store and remarked:

"Now, gentlemen, what part of this country needs Cornish engines?" At the outset they were half certain that he was crazy. Before the day was over they were sure. So, one after another, they took him into the main street and told him to go and explore Uruguay and to discover what the entire country did not but raise cattle and revolutions.

A Michigan builder of ranges and furnaces, stirred by the impulse to capture South American trade, sent his air to Bahia, in Brazil, with a couple of hot air furnaces and several huge kitchen ranges. When the young man landed the Brazilians inquired solicitously into the nature of the dark and awful mysteries he put ashore.

"Hot air furnaces," said he. "Another Yankee lunatic," retorted the Brazilians; then, with gentle irony, "They are not wanted here. You had better go to Pernambuco; it is nearer."

The visitor did not step to inquire what the reason was for this. He had the furnaces and the ranges promptly transferred to a waiting steamer and was off for another voyage. The weather seemed a good deal warmer at Pernambuco than at Bahia. He discussed it with fresh Brazilians, while the furnaces and ranges were being transferred to a lighter.

"They told me," he remarked, "up in Bahia that Pernambuco was nearer to something or other." Say, what is it nearer to?"

"The equator," was the reply.

That young man is home in Michigan. The furnaces and ranges are among the Pernambuco reefs.

How the Germans Operate. The German salesman, within a day after he embarks on the steamer at Panama, knows every passenger on board, and has not missed a class of beer with one of them. Within two weeks after he has landed in any South American country he speaks the language. There never was a German yet who did not escape from the German language at the first opportunity. He does not enter a business house unless he makes it a rule to invite the clerks to lunch, and to entertain the proprietor at a formal dinner. While the Englishman is at the English club, spending his money with the English middleman, the German is the guest and intimate friend of the South American merchant, who has the money to buy the material both are trying to sell.

The German salesman accomplish miracles where the English succeed only in drinking brandy and soda.

It has not been so long ago that a young German, named Gisbert Dauber, arrived in

Caracas and began to cut a swath so wide in the society of Venezuela that even Crespo, who was then in office, decided that he was a proper guest for official receptions. Gisbert Dauber did nothing but wear good clothes and spend very good money. He never attempted to sell anything; he never asked anyone for a favor; he merely spent his money lavishly and was agreeable to the official society of Caracas. He devoted himself to the women of whom Crespo and the chief justice of the supreme court were known to be especially attentive.

Some years earlier it happened that a Belgian firm had sold Crespo \$50,000 worth of rifles and ammunition on a government contract. He needed them in Venezuela at the time very urgently. The cabinet was changing every two months or so, it was decided by a later ministry that the rifles and ammunition had not been purchased according to the constitution and the debt was repudiated. The manufacturers sued and the case was up for decision in the supreme court. After Gisbert Dauber had been in Caracas for two months the supreme court gave a quiet decision in favor of the manufacturers and the young German, his family in South America, as well as for lavish expenditure suddenly extinguished, vanished from the capital with the money in his trunk.

Methods of the English. When the Englishman goes to South America to sell an "class of goods his dominant thought is that the natives are all savages, unworthy of his attention. He goes straight to the English bank and draws on his credit. He goes next to the English club and makes the acquaintance of the men of the English commission houses. He tells every one of the commission men of the goods he has to sell—and he never goes near the natives. He never visits their clubs; he never has anything at all to do with them. That is the commission man's business. Those of his goods that sell, sell themselves, usually because they are cheaper than any other importation. It is the English fashion to take the goods and ram them down the customers' throats. Sometimes the customers swallow them and again they do not.

One of the owners of the greatest ranches in Chile—Juan Martinez—decided recently that he was going to stock his entire estate with machinery from plows and harrows to a little railroad. His order was worth \$60,000. Martinez, living up country, had been impressed with the reputation of English machinery, and he went to Valparaiso to place his trial purchase, guaranteed, with the English agent. He made the trial purchase, and he made the trial sale. He gave the firm a small, tentative order for some farm implements and some iron to be used in construction work; and he specified certain changes which he believed essential to make the material suit his purposes. The commission house, knowing fully the importance of the tentative order, transmitted it to an English manufacturing firm and awaited results. Out came the agent with a consignment of the old goods, and a stern demand that the ignorant Chilean should take them, whether he liked them or not. Goods and salesman went to Martinez's ranch, and found there a suave and courteous South American who listened for an impatient five minutes, while the visitor explained the plans he had laid were non-sensical. When Martinez realized that a measure of the affront that had been put upon his judgment, he rose from his chair and remarked to the visitor:

"Senior, I am a practical engineer and a practical planter. You are a salesman who comes from England to teach me my business. I know it very well. The door is open. Adios."

FOOD SUPPLY IN THE ARCTIC

Necessaries of Life Taken Along by the Baldwin Expedition.

SOME DEPENDENCE ON WILD GAME

Diversion, Recreation and Excitement for the Pole Seekers—Lively Chase of a Herd of Fifty Walrus.

(Copyright, 1901, by E. B. Baldwin.) Only those who have ventured beyond the eightieth parallel of latitude can have any idea of the complete isolation of a polar expedition during the long winter night. You, who may be sitting in the sun in the city when you read this, have no fear of cold or hunger, or any other need of man, because you are within reach of all of nature's great storehouses of food, heat and comfort. But once you pass above the Arctic circle and begin to return to civilization before the ice pack closes in, the truth is crushed upon you—heavily if you are not possessed of sufficient supplies to fight a six months' night through to the dawn, seriously even if you have everything an abundant forage and a smooth road for a struggle which is too often fatal because of its terrible monotony of severe hardship.

For a night in the polar regions is not an idle time, neither is an attempt to reach this "end of the earth" a simple voyage, a camping and a smooth road. A full meal may be carried in a watch pocket and it will include meats, bread and coffee. The principle of beef extracts, tablets, etc., has been carried to soups, eggs, coffee and many other former staples. A full meal may be carried in a watch pocket and it will include meats, bread and coffee. The principle of beef extracts, tablets, etc., has been carried to soups, eggs, coffee and many other former staples.

It is a harsh picture which you at home may see—something like that of the break of the Norman's Woe on which bears a long frozen stiff to the mast. But Bellingham never lived beyond the Arctic circle, and those who may try to conjure up the terrors of the north forget that the polar regions, grim and terrible as they are, have no hardships greater to the two occupants of a sledge than to the man who has a smooth road. The dog sledges are the members of my party and backed by such stores of supplies as guarantee our lives and a considerable degree of comfort during our stay in the frozen north. For the Baldwin-Ziegler polar expedition prepared well—we have tons of food for ourselves, the dogs and the ponies, and our guns will add much to this store. No expedition has ever gone out with so complete an equipment.

Sources of Supply.

There are only two sources of supply for an Arctic party after navigation closes—the cargo it has brought along and the wild game to be found in the ice. So an expedition in search for the North Pole needs to search for little else. The food which is brought along must be the mainstay of life.

Native Characteristics.

The South American, for his part, is first a gentleman and next a trader. The most successful foreign trader in any South American country is the man who combines the most agreeable the shrewdness of the tradesman and the tact of the gentleman. When an American goes to South America he is not to be taken in by the tricks and shams that he meets after. When an Englishman goes there he does not think about it at all. When a German goes he thinks about it a long time beforehand and all the time he is on the way and all the time he is in the country.

England and Germany, however, have the advantage of banking facilities. The United States, because of its lack of these facilities, is practically in the same commercial relation to South America as that which England bears practically toward Bolivia. The story of England and Bolivia dates back to Lord Palmerston's time, when Belzu decided that Bolivia needed a dictator—and that he was the dictator Bolivia needed. Great Britain sent Mr. Lloyd, a man whose name was not to be mentioned in the British minister's office. When the British minister arrived he received a politely worded invitation to attend a reception at the president's house, which was signed by the lady who was popularly known as Mme. Belzu. As it happened the minister was aware that Mme. Belzu was not married to the president of the republic and he took pains to let the fact be known that he would attend no receptions at the presidential mansion so long as he must be received by a woman of that description. The president of Bolivia rose up in indignation at the insult and sent the British minister his passports. Having received his passports the president of Bolivia rated him as nothing more than a British subject, and he concluded to overlook the small provision of treaties that even a British subject, who has been a minister, must be given safe conduct beyond the borders of the country to which he has been accredited. The passports had scarcely arrived when a file of soldiers and a mule followed. The minister of Great Britain was hailed from his official residence, put astride the mule, face backwards and indignantly ridden beyond the borders of the republic for whose official receptions he had shown so much distaste.

When the minister reached London and told of the outrage Lord Palmerston called for a meeting of the cabinet and for a map of South America. He dipped a pen into his inkwell and marked "X" as an unknown quantity, across the territory of the republic of Bolivia.

"Gentlemen," he began, and he emptied his ink bottle over Great Britain, "henceforth Bolivia does not exist for Great Britain."

And he dispatched a fleet of the British navy to exact reparation; but Bolivia proper was so far inside the continent of South America that neither the guns nor the marines of the British navy could reach President Belzu. The fleet sailed away again with the honors of war.

In due time Belzu heard of Lord Palmerston's performance with the map of South America. He, on his part, summoned a meeting of his cabinet, and called for a map of Europe.

"Gentlemen," he began, and he emptied his ink bottle over Great Britain, "henceforth there is no Bolivia no Great Britain." Since that time Bolivia has received some small share of English capital, for Belzu vanished in one of the country's hasty revolutions four years afterward and subsequent rulers were willing enough to cultivate the friendship of the great traders of the old world. But, to this day, there is no British minister in the small republic.

THE OMAHA DAILY BEE: WEDNESDAY, DECEMBER 25, 1901.

NEW BOOKS AND MAGAZINES

Collection of Essays Favoring a Reform in English Spelling.

PROFESSOR MAX MUELLER'S POSITION Love Story from the Pen of a Seattle Writer—Notes and Brief Mention of Recent Books and Magazines.

"Our Accursed Spelling: What to Do With It," is the title of a little paper-covered volume edited and published by E. O. Vaile of Oak Park, Ill. It is a collection of essays and selections from the writings of scholars of world-wide reputation bearing on the subject of the reformation of English spelling. Among the authorities quoted are such men as Max Mueller, late professor of comparative philology, Oxford university; William D. Whitney, late professor of Sanskrit and comparative philology, Yale university and editor Century dictionary; S. S. Haldeman, professor of English and comparative philology, Lafayette college, Pa.; and others. The writings of these men, especially of Max Mueller, the foremost authority of the world in matters philological, answer most effectively the objections to spelling reform. Prof. Mueller, after stating the fact that the crude and ancient spelling in other languages, such as German, has been reformed, asks the pertinent question: "Is every English child, as compared with other children, to be mulcted in two or three years of his life in order to learn to read? Are the lower classes to go through school without being able to read and write their own language intelligently? And is the country to pay millions every year for this utter failure of national education?" Prof. Mueller then considers the objection so often made to spelling reform, that it would destroy the historical or etymological character of the English language and prove beyond question that it would do nothing of the kind. Hon. Joseph Medill, late owner and editor-in-chief of the Chicago Tribune, in the course of a brief article on the history of English spelling, which is quoted in the volume, calls attention to the master cruelty of perpetuating the tyranny of absurdities and irregularities that fill our school houses with misery and keep millions of English speaking people in life-long bondage to the unaltered dictionary. He adds: "The more closely we study the history of our composite language the deeper will the conviction grow that our written words ought to be, not whimsical, law-defying and troublesome oppressors, but loyal and obedient servants, falling nimbly and aptly into their places without the help of a search warrant." The greatest obstacle to any reform in the present system is the strong opposition from a class of people whose education is largely limited to the ability to spell correctly a few hundred English words in common usage. It would seem as if the opinions of such eminent scholars as Max Mueller and Prof. Whitney ought to have some weight in such a matter. Published by E. O. Vaile, Oak Park, Ill.

"Will Be More Letters: Scenes in the Sunny South," is the title of a well-bound volume bearing the imprint of the Mall Publishing company of Seattle. It is an undisciplined love story of a most interesting type and contains many flights of fancy. Honor L. Wilhem, author and publisher, 410 Mutual Life building, Seattle.

Literary Notes.

"Christmas Eve at St. Kevin's" was Bliss Carman's most ambitious contribution to the holiday season's list of books. Published by Heath, Greenwich, New York. A typical American queen enjoying our health and happiness, conceived cleverly by the able young artist, Malcolm Strassman comes to us in the cover of the American magazine.

BACHELOR'S CHRISTMAS.

He stretches and yawns and rubs at his eyes. Poor old bachelor! No loved one to implore him to rise. Poor old bachelor! The room is in order, his trousers are where he hung them last night, on the back of the chair. And the change that he left in his pockets is there. Poor old bachelor! No fires to start and no furnace to shake. No loved ones around to spend all he can make. Poor old bachelor! No chiding for what he neglected to do, and no love alone when his breakfast is ready. Poor old bachelor! He walks through the streets and sees wreaths that are green. He hears the organ and knows what they mean. Poor old bachelor! The church bells are ringing—"Rejoice, ye!" they say. The choir is singing—he trudges away. And sits down alone, at the close of the day. Poor old bachelor!

The Tide of Sweets—

Flows strongest at Christmas time—no where in Omaha will you find such a tempting array of sweets or such a fine assortment of beautiful baskets and boxes to hold the sugary morsels as at Baldwin's—a Christmas gift is made complete by some fine chocolates and bonbons, temptingly arranged in a fancy basket or pretty painted box—these pretty packages, with their sweet contents, are not high in price. See that you have one of these elegant boxes in your home for Christmas.

Hunting the Polar Bear.

In nine cases out of ten hunting the polar bear is about as much sport as shooting the family cow. On one of our hunting trips there were three of us together when we sighted four bears, a mother and three cubs, coming toward us together and a single member of the tribe, perhaps the paternal ancestor, was not far away. We were hampered by the ice and we were able to get four good sized animals. One morning's hunt had netted us twenty-four walrus and increased our supply of dog food by several tons.

W. S. Balduff,

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New Fall Catalogue Now Ready. Omaha's Up-to-date Shoe House. 1419 FARNAM STREET.

THE OMAHA DAILY BEE: WEDNESDAY, DECEMBER 25, 1901.

When our expedition sailed we took with us a supply of food large enough to keep our party of forty-two men alive for three years. For the seven Siberian ponies we have enough hay and oats to keep them in good condition until we reach the northernmost point of the Arctic circle, each one yielding 300 pounds for dog food. In addition over 100 tons of dog food were taken aboard at Tromsø, Norway, to sustain our pack of canines. Now all this supply will of itself be sufficient, we feel sure, to carry us to the pole and back, the other side of the world down to the east coast of Greenland, where we shall find a further supply of food left by the Belgians for our use. But in case we shall not accomplish our first dash to the pole, let us see how we shall be in the first place, we shall not have taken all our supplies on the march—tons of food will be stored at different stations along the way as far as Jackson's old camp at Cape Flora. Then, if need be, the dog food, which includes pemmican, dried fish and dried meat, is good enough for the human members of our party to eat. We shall not be driven to the extremity of making the dog-pack self-sustaining through a process of eating itself, nor shall we come to the limit of eating Arctic game ourselves. We have a large stock of walrus walrus blubber, which would have been impossible luxuries to any previous expedition of the kind. All of these, however, as well as the regular staple food, are specially adapted to Arctic requirements and have been put up in the most modern condensed fashion. A full meal may be carried in a watch pocket and it will include meats, bread and coffee. The principle of beef extracts, tablets, etc., has been carried to soups, eggs, coffee and many other former staples. A full meal may be carried in a watch pocket and it will include meats, bread and coffee. The principle of beef extracts, tablets, etc., has been carried to soups, eggs, coffee and many other former staples.

To my mind one great reason for the failure of our expedition to reach the Pole has been the perfectly unpractical nature of attempting to carry a task with too little a supply of food. The problem of how an arctic expedition is to feed itself is the most important. I believe that we have condensed our meals so that many of our former expeditions and to this we have added bear and walrus meat in large quantities. Instead of loading our dogs down with tons of food, we shall now be able to carry more than twenty-five pounds to a dog. The dogs themselves, weighing about seventy-five pounds each, will yield, if killed, half their weight in good dog food. It could be shown that my pack of dogs, if used as hunters, would be able to maintain a steady advance towards the pole and that, estimating 100 days for the march of some 600 miles between our winter quarters and the northernmost point of earth, we should have plenty of dogs left to bear us down to the coast. This, however, we shall not do, and will not be necessary. The faithful animals, without which our best efforts would be futile, will be well cared for if they carry us where we wish to go. EVELYN B. BALDWIN.

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The Tide of Sweets—

Flows strongest at Christmas time—no where in Omaha will you find such a tempting array of sweets or such a fine assortment of beautiful baskets and boxes to hold the sugary morsels as at Baldwin's—a Christmas gift is made complete by some fine chocolates and bonbons, temptingly arranged in a fancy basket or pretty painted box—these pretty packages, with their sweet contents, are not high in price. See that you have one of these elegant boxes in your home for Christmas.

Hunting the Polar Bear.

In nine cases out of ten hunting the polar bear is about as much sport as shooting the family cow. On one of our hunting trips there were three of us together when we sighted four bears, a mother and three cubs, coming toward us together and a single member of the tribe, perhaps the paternal ancestor, was not far away. We were hampered by the ice and we were able to get four good sized animals. One morning's hunt had netted us twenty-four walrus and increased our supply of dog food by several tons.

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