

BIG TRADE CHANCES IN SOUTH AMERICA

Dr. W. P. Wilson, Director of Commercial Museum, Says Manufacturers Here Have Greatest Opportunities Ever Presented and Urges Action

Opportunity for immense trade with South America is greater than ever before, according to Dr. W. P. Wilson, director of the Commercial Museum, who in discussing the subject this afternoon, said Philadelphia manufacturers now had their greatest chance. In view of the fact that the war-ridden countries must concentrate their efforts on their own reconstruction and South America was clamoring for supplies, Dr. Wilson's views were sought in regard to Philadelphia's opportunity in helping the United States fill the wants of our southern neighbors. Dr. Wilson first touched on the general situation. "For the reason that stocks of goods of all kinds in the great colonial houses of Latin-America must in the near future be largely replenished, having been reduced to the last degree during the war," he said, "a tremendous influx of trade is likely to follow this winter and the coming spring. Asked who would supply these goods, he replied: "We hope that feeling will be strong to exclude Germany for the present. Countries like Belgium and France, which have been overrun, will be fully engaged in reconstruction. Italy, which has had a large trade with Argentina, will probably increase this business. "Great Britain, which has had such an exhaustive struggle for the last four years, nevertheless will be a leader in foreign trade with Latin America for many reasons. U. S. Can Be Leading Factor "The United States, which really has not suffered exhaustion from the tre-

NEWS OF THE PORT

Sun rises... 7:21 a.m. | Sun sets... 4:40 p.m.
PHILADELPHIA
High water... 8:14 a.m. | High water... 8:32 p.m.
Low water... 2:47 a.m. | Low water... 3:20 p.m.
REEDY ISLAND
High water... 4:35 a.m. | High water... 5:07 p.m.
Low water... 1:35 a.m. | Low water... 2:07 p.m.
BREAKWATER
High water... 2:33 a.m. | High water... 2:51 p.m.
Low water... 8:46 a.m. | Low water... 9:04 p.m.
ARRIVED
Str Black Prince (Bel. Edward, Bordeaux, Furness Withy & Co.
Str Lorraine (Howe, Plymouth, ballast, Furness Withy & Co.
Str Pawnee, Rich, New York, mdse, Clyde S & Co.
Str Suez Harbor, Hersey, Portland, ballast, master.
CLEARED
Str Rotterdam (Dutch, de Boer, Rotterdam, petroleum, Joseph C Gabriel (cleared Marcus Hook 24th).
Str Anthony Green, Jr, Willis, Baltimore, passengers and mdse, Ericason Line.
OTHER CLEARINGS
Str From Sailed for Date
Kalfarid ... Havre Hampton Rds. Dec 20
Mauretania ... Liverpool New York ... Dec 23
Machinaw ... London Phila. ... Dec 23
J H Devereaux ... Boston Phila. ... Dec 24
Sedgpool ... Norfolk Phila. ... Dec 24
SHIPPING NOTES
The steamer *Perma*, controlled by the United States Shipping Board, was labeled for 10,000 at Mobile by the Mobile Towing and Wrecking Company. The steamer was allowed to proceed for Hog Island with a cargo of lumber when sufficient bond was furnished. The *Perma* was salvaged by the tug *Koko* on the Gulf of Mexico, when in a sinking condition. It had aboard a cargo of lumber.
The steamer *Asawam* returned to New York after developing boiler trouble.
The bark *Sinclair*, based in Cape Henry this morning, the bark *John* passed in the same case yesterday while the *Steamship Board*, bound for Baltimore, reported at the same point last night.
OTHER ARRIVALS
Steamer From Reported at Date
La Coc ... Plymouth New York ... Dec 26
Garfield, Antiofagasta ... New York ... Dec 26
Saxonia ... London New York ... Dec 26
Asten ... Tampico Baltimore ... Dec 26
Sousa ... Santa Maria Baltimore ... Dec 26
Villa de Malunga ... Bordeaux Baltimore ... Dec 26
Ocean Monarch ... Naples Baltimore ... Dec 26
John D Rockefeller ... Boston Baltimore ... Dec 26
George W. Barnes ... Tampico Portland ... Dec 25
El Occidente ... Bordeaux Baltimore ... Dec 25
S M Spalding ... Baltimore ... Dec 25
Caiveras ... Boca Grande Baltimore ... Dec 25
Oscar II ... New York Copenhagen ... Dec 25
Dante Alighieri ... New York Genoa ... Dec 25
Belmen ... Phila. Rotterdam ... Dec 20

MAY SUSPEND MEXICAN DUTIES

Chamber of Deputies Gives Carranza Great Financial Power
Mexico City, Dec. 26.—(By A. P.)—Extraordinary powers in financial matters have been extended to President Carranza by the Chamber of Deputies. This action was taken after the President had sent a message to the chamber outlining the necessity for such powers. Under the new authority granted President Carranza is expected soon to issue decrees removing until June 30, 1919, import duties on foodstuffs, articles of primary necessity to the country, and on agricultural implements and irrigation machinery. It is expected that duties on agricultural implements will be removed for a period of three months. Constitutional reforms have been proposed by which the force of several sections governing the power of State legislatures to fix the maximum number of clergy participating in religious rites and require that all members of the clergy be native-born Mexicans. Clauses dealing with the nationalization of church property would be brought into agreement by another proposed amendment.

BRAZIL FREIGHT RATES REMAIN

Agents Say Reduction Would Mean Financial Loss
When consulted recently by the minister of transportation and public works as to the advisability of reducing freight rates on the vessels of the Government-owned *Lloyd Brasileiro Steamship Line*, the subdirector of the company presented evidence to show the impossibility of lowering the present scale of freight rates without great injury to the financial condition of the company. Although freight rates on the principal articles imported into Brazil for public consumption have increased by large percentages, at the same time prices on supplies necessary for the maintenance of the vessels of the company have increased proportionally higher, it is said.

SHIPS FOR SOUTH AMERICA

Washington, Dec. 26.—More ships for South American trade will in all probability become available shortly, according to an announcement by the United States shipping board. There is now available or on its way here 50,000 tons of Dutch shipping, which will be used in this trade, and other vessels are now being assigned.

Tumulty in N. Y. on Private Business
New York, Dec. 26.—(By A. P.)—Joseph P. Tumulty, secretary to President Wilson, arrived here today from Washington. He said he came on personal business and that he did not expect to have time to participate in the next review.

EXPEDITES EXPORTS TO SOUTH AMERICA SENATORS ADVOCATE BIG MERCHANT FLEET

War Trade Board Puts East Coast Commerce in Preferred Class After-War Demands Declared to Be as Great as for Military Purposes

The war trade board issues the following: The attention of the exporting public is called to war trade board ruling covering "Procedure for Obtaining Ocean Shipping Preference for Exports to the East Coast of South America," issued December 8, 1918. In order that the shipper's export declaration may bear evidence of the preference to which a shipment is entitled all declarations hereafter filed with collectors of customs covering shipments to be made to Argentina, Brazil, Paraguay and Uruguay must bear not only the export license number and date of expiration, if any, but also the date of the issuance of the license and the number of the shipping preference stamped thereon, if any. Upon presentation of declarations containing information as outlined in the paragraph above, collectors of customs will not only number and initial the declaration as heretofore, but will also initial the date of issuance of the license and the preference number, if any specific preference number has been given on the license. In instances where licenses and declarations have already been filed with a collector of customs and where the copies of the export declaration do not bear the date of issuance or expiration of the license, the shipper may, in order to secure the shipping preference to which his shipment is entitled, present such export declaration or number thereof to the collector of customs.

URUGUAY CALLS ARMY

Government Orders Mobilization When Labor Troubles Threaten
Montevideo, Uruguay, Dec. 26.—(By A. P.)—The Government has ordered the mobilization of units of the Uruguayan army in face of threatened labor troubles throughout the republic. Foreign agitators, principally Russians, have been busy for several days endeavoring to foment a general strike.

Direct Foreign Banking Facilities

THE Guaranty Trust Company of New York—with offices in New York, London, Liverpool, Paris and Brussels, and affiliations and connections with leading banks throughout the world—offers a direct and comprehensive foreign banking service for trade with all countries.

Great Britain and Continental Europe

Our London and Paris Offices are officially designated United States depositories. They are American institutions conducted on American lines, and are especially well equipped to render banking service throughout Europe. Additional branches are being established in Liverpool and Brussels. We have our own special representative for the Scandinavian countries. Our direct connections in Italy and our affiliation with the Italian Discount and Trust Company of New York enable us to offer exceptional facilities throughout Italy. The Mercantile Bank of the Americas at Barcelona is a depository for the U. S. Government; through this connection we offer direct service with Spain and Portugal.

South and Central America

We have direct connections with the leading financial institutions in Argentina, Uruguay, Chile and Brazil, and have, in addition, a special representative in Buenos Aires. Through our affiliation with the Mercantile Bank of the Americas and its connections, we cover Peru, Northern Brazil, Colombia, Ecuador, Venezuela, Nicaragua, Honduras, Guatemala and the other South and Central American countries.

Cuba and West Indies

Through the American Mercantile Bank of Cuba, at Havana, we cover, direct, Cuba and the West Indies.

British India, Dutch East Indies, Straits Settlements

We are the representatives in the United States of the Tata Industrial Bank of India, and render direct banking and merchant service throughout British India. We are also correspondents of the leading Dutch banks established in the Dutch East Indies and the Straits Settlements.

Australia and New Zealand

Through our direct banking connections and our special representative, we offer a comprehensive service for trade with Australia and New Zealand.

China, Japan, and the Far East

Through our affiliations with the Asia Banking Corporation we negotiate, direct, banking transactions of every nature in China, Manchuria, Southeastern Siberia and throughout the Far East. The Asia Banking Corporation has its main office in New York and is establishing branches in these important trade centers: Shanghai, Peking, Tientsin, Hankow, Harbin, Vladivostok. We are also official correspondents for leading Japanese banks.

We invite inquiries regarding the most economical and practical method for financing foreign business.

Our Foreign Trade Bureau collects and makes available accurate and up-to-date information relating to foreign trade—export markets, foreign financial and economic conditions, shipping facilities, export technique, etc. It endeavors to bring into touch buyers and sellers here and abroad. The facilities of this Bureau are at the disposal of those interested.

The following booklets relating to foreign trade will be sent on request:

- "EXPORT TRADE COMBINATIONS UNDER THE WEBB LAW"
Suggestions as to how the provisions of the law may be availed of.
- "TAKING STOCK OF THE FUTURE"
A study of the preparations made by various countries for after-war trade.
- "BANKING SERVICE FOR FOREIGN TRADE"
Describes in detail the facilities afforded by our Foreign Department.

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421 CHESTNUT STREET

Argentina Needs Now

Cotton Goods	\$32,000,000
Iron and Steel Products	15,000,000
Agricultural Implements and Machinery	5,000,000
Hosiery	1,000,000
Coal	4,000,000

Metropolitan Philadelphia can fill every need. She was the first city in the United States (in 1798) to open business with the River Platte, countries of Argentina and Uruguay.

Twenty ships sailed from Philadelphia to Buenos Aires in 1807.

How many are going in 1919?

A large Boston bank recently made this statement: "It should be a matter of concern to Boston business interests that the proportion of the total exports of the United States going through this port has remained practically unchanged since 1914. In the meantime Philadelphia increased her share of the total by 170%."

Manufacturers of the Great Philadelphia district, your opportunity is now.

This bank is equipped and ready to help those seriously interested in formulating foreign trade policies and foreign trade campaigns.



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