

ALL WANTS SUPPLIED. THE DISPATCH is the best medium for WANTS, securing the largest circulation. The DISPATCH goes everywhere.

FORTY-FIFTH YEAR.

MILLIONS LOST

To the United States on Account of Limited Facilities for

TRADE IN THE SOUTH.

A Pittsburger Learns From the Citizens of Our Sister Republics Why

THEY DEAL WITH EUROPE.

Products of This Country and of This City Particularly in Great Demand

BUT ARE NOT TO BE OBTAINED

While Great Britain Has Steamships Running Regularly to All Important Ports

NO AMERICAN FLAGS ARE TO BE SEEN.

Even a Letter or a Cable Message Must be Sent Across the Ocean and Back to its Destination.

RECIPROCALITY AND SUBSIDIES SUGGESTED

A Pittsburger gentleman who visited South America for the sole purpose of learning the opportunities for trade with the South Atlantic coast, has returned and given to THE DISPATCH the result of his investigations. He finds a great demand for the products of the United States, in spite of which Europe gets the bulk of the trade.

Four months ago Charles Abel, of this city, went to South America on a tour of commercial investigation. He went as the representative of a large manufacturing company in this city, and THE DISPATCH's object being to secure information in regard to the increase of trade between the United States and the South American Republics.

He visited Brazil, Uruguay and the Argentine Republic. After a few months' rest at home he will again depart, and will visit the Pacific coast, giving special attention to Peru and Chili.

OTHER POINTS ON WHICH EUROPEAN MERCHANTS EXCEL

They Send Keen Agents, Exhibit Numerous Samples, Make Good Exports for Freight, and are Well Acquainted with the Markets

Very Closely and Give Long Credit. Leaving the question of shipping and mail facilities aside, there are other reasons why Europe controls the trade of South America. Their merchants and manufacturers seek for it in an enterprising manner. They send capable agents to Spanish America and pay them well.

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here the flag of the United States Government. They were foreign vessels trading between the ports of this country and South America. Moreover, they did not average 1,000 tons, while the vessels from Great Britain averaged 2,000 tons each.

Mr. Abel said that during his visit he saw the flag of the United States only four times in South America, and on the flagships Richmond, Mexico and three small vessels at Rio de Janeiro. Buenos Aires is connected with Europe by 17 different steamship companies, controlling 23 lines. It is connected with the United States by one. The steamers to and from European ports are regular and speedy. The few to and from the United States are what are called "tramps," running irregularly, wherever and whenever they can secure a discharge.

The trade of the Argentine Republic has recently grown to great proportions. During 1888 that country imported the products of foreign countries to the following amount: From England, \$6,700,000; from France, \$2,750,000; from Belgium, \$1,177,000; from the United States, \$750,000; from Italy, \$750,000.

Mr. Abel said: "I am well satisfied that the people of Argentine and Uruguay would rather deal with the United States than with any other country. They look upon our nation as the mother of the American republics, and prefer our goods as they like our people. But at present it is highly impracticable for them to deal with us. It requires so long a time to send a letter here and get a reply, that business cannot wait on such slow communication. I met a few men who believed that if trade were worked up the shipping facilities will follow in natural course, but my own observations lead me to agree with most of the men whom I consulted, that we cannot have any trade with South America until we have quicker telegraphic and mail facilities and regular lines of big steam ships to carry merchandise to and from."

"We must have the ships first, and we are not likely to get them until our Government pays subsidies as the governments of Europe do. Before I went to South America I was not a believer in subsidies. Now, I am."

An Argument for Subsidies. "I see that the grants of land to railroads are merely subsidies, and that but for them our railroad system would not be the immense thing which it is."

"Our mail goes to the Argentine Republic by way of England. A gentleman, a citizen of the United States, living in Buenos Aires, did not receive his March number of the Century, and he asked me to get one for him. I returned to this country and sent it to him."

"Hearing from New York via Europe. "He charged me carefully to direct it 'via England,' as he felt sure that he would receive it more promptly in that way. The newspapers of Buenos Aires and Montevideo have daily telegrams from Europe, and none from the United States. A telegram from New York to Buenos Aires would go by way of Spain. In every way the countries of Europe seem much nearer to them than we do. While I was in Rio a friend of mine had occasion to send a cable message to Montreal, and in ten days, up to the time I left there, he had received no answer. Now it takes only a few days to get a message from New York to the Plata River. The voyage ought to be made in half that time."

STUDYING THE TRADE.

He went down by a coastwise steamer, the voyage occupying a month. After stopping at Rio de Janeiro and Para in Brazil, he sailed for the River La Plata, and was there detained several days at quarantine, as are all voyagers who go to Argentine from Brazilian ports.

His inquiries quickly showed him, he says, that the United States is at a great disadvantage in attempting to compete with European nations for trade with the Atlantic coast of South America. The chief difficulty, in his opinion, is the lack of quick steamship transportation between the United States and that coast, while with all European ports there are frequent and regular steamers by many lines.

Poor Facilities for Travel. In returning home Mr. Abel found it exceedingly to come by way of England, finding that he could make the voyage in that roundabout way as quickly, because of the regularity and promptitude of the service, as by an uncertain vessel working its slow way directly up the American coast.

There is only one regular line of vessels, the United States and Brazil Mail Steamship Company, running between New York and any Atlantic port of South America. This company operates three vessels, two of 2,600 tons and one of 3,000 tons, and is building two more of 3,500 tons. These are small and slow compared with the steamships of English and other European lines.

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ALL THREE CLAIM IT. Delamater, Hastings and Stone Say They Are Sure of Victory.

PROSPECTS OF A COMBINATION. Each Candidate Eager to Have Montooth for a Running Mate.

THE CLANS ALREADY OUT IN FORCE.

A Large Delegation Leaves Philadelphia for the Scene of Action.

All the leading candidates for Governor, except the Allegheny man, are at Harrisburg, and all of them are anxious to make a combination with that man. Hastings says that Montooth will not run with Delamater, but might take second place if Adjutant-General secured the nomination. Stone professes to believe that he will win if the contest is prolonged.

SPECIAL TELEGRAM TO THE DISPATCH. HARRISBURG, June 22.—General Hastings and Senator Delamater reached here from Philadelphia this afternoon on the same train. On his arrival the Senator from Crawford established himself at his headquarters at the Lehigh Hotel, where a considerable number of his friends called on him.

"Some of the branches of stores in South America are very profitable for Europeans as a rule. In Buenos Aires I visited an art store. Five or six of our largest houses in that line, where the finest art works, bric-a-brac and jewelry are sold, have had equal to that one house. Their jewelry shops are also famous, and the largest and most costly gems are displayed. The South American market is a very important one for all kinds, and while close and careful in their business dealings, will freely expend large sums for fine dresses, jewels and house decorations."

SHIPS OR TRADE FIRST? AMERICAN EDITORS AND CONSULS IN SOUTH AMERICA

Express Their Opinions Concerning the Means to be Employed to Extend the Trade of the United States in the Countries of the Southern Hemisphere.

An excellent letter secured by Mr. Abel from A. J. Lamoureux, editor of the Rio News, Mr. Lamoureux is a Huguenot, of the city of Michigan and a resident of Rio de Janeiro. He writes, Mr. Abel does not agree with him that trade must be opened before steamships are secured, but values Mr. Lamoureux's observations on the disadvantages under which the United States suffers. The following is the letter of the Brazilian editor:

RIO DE JANEIRO, April 16, 1890. Mr. Abel, Dear Sir: In reply to your inquiries of the 15th instant, I have to say, briefly, that the facilities of communication with the United States are limited as compared with those of Europe, but for this there are simple reasons. The bulk of the imports here is from Europe, the principal importers are Europeans, the importers of goods here are European, the contractors employed in South America, together with their families, are European, and the subsequent supplies come from the same source. All these conditions tend to the maintenance of the trade of the United States with Europe through several lines of ocean steamships. The absence of these facilities is the principal reason for the lack of similar steamship facilities. When American goods are imported into South America, they are carried by the same lines of ocean steamships, but for this there are simple reasons. The bulk of the imports here is from Europe, the principal importers are Europeans, the importers of goods here are European, the contractors employed in South America, together with their families, are European, and the subsequent supplies come from the same source.

General Hastings seems to attach little or no importance to the report that Major Montooth might be induced to accept the nomination for Governor. The report, in fact, is a mere rumor, and Hastings is not likely to be induced to accept the nomination for Governor, as he has received assurance from warm friends of the Allegheny county candidate that he will be elected.

Lawrence Brown, Chairman of the Center County Republican Committee, will have principal charge of Hastings' headquarters. Senator Delamater has several small committees, and his friends are active in his support.

Edward J. Hill, who has just left the consulate at Montevideo, Uruguay, after a service of two and a half years, writes Mr. Abel of the general subject of inquiry. He believes that there is a good chance for large trade between the United States and Uruguay. To secure this trade American industries must be represented by those who are capacitated to make a proper display of their goods. They must speak Spanish and French and be thorough Americans in their ideas.

"The Argentine Republic is a great market for our goods, and it is our duty to seek for it in an enterprising manner. They send capable agents to Spanish America and pay them well. The agents are well acquainted with the markets of the United States, and often could not speak a word of Spanish. They are not anxious for immediate returns, as our merchants seem to be. Long credits must be given there, and no one can get the trade who will not give such credits."

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CULBERTSON KICKING. He Cannot Get the Appointment of Four Important Postmasters.

A BITTER FACTIONAL QUARREL. Which is Now Causing the Administration No End of Trouble.

THE JEANETTE CASE COMES UP TO-DAY.

R. V. McCandless Will Collect Pittsburgh Manufacturing Statistics.

Congressman Culbertson claims that he cannot secure postoffice appointments promised him some time ago. Since his defeat for re-nomination protests and charges have been entered against the candidates named by him. The result may be similar to the McKeesport trouble.

WASHINGTON, June 22.—Congressman Culbertson is not having plain sailing in the appointment of postmasters in the leading towns of his district. A week ago he was informed by the Postmaster-General that his recommendations would be at once considered in a Cabinet meeting, and Mr. Culbertson felt assured that the persons named by him would be promptly nominated to the Senate.

Whether the names have been considered, not even Mr. Culbertson knows. It is certain that no nominations have been made. The postoffices at Union City and Cory, in Erie county, and at Meadville and Titusville, in Crawford county, are still under Democratic control, though the terms of all the incumbents have expired. Mr. Culbertson has recommended Mr. Block for Union City, Mr. Burton for Cory, Mr. Hollister for Meadville and Mr. Gilmore for Titusville.

A SCHEME THAT FAILED. In fact he recommended all of these gentlemen months ago, but they met with so much opposition that the Congressman concluded it would be good politics to "hold up" the appointments until after the meeting of the convention, which was expected to renominate him. Of course all these gentlemen worked valiantly for the Congressman's re-nomination, and of course could do nothing else but urge their appointment after his defeat. But the very fact that the four would-be postmasters feel the Culbertson bug so boldly at the meeting will be a most serious obstacle in their way of their nomination.

The publication in THE DISPATCH a week ago of an interview with Mr. Culbertson in which he had declared his intention to resign his office, had caused a flood of telegrams and letters to swoop down on the Postmaster-General, telling him that the persons recommended are more tools of Culbertson, than their appointment is simply a reward for their work for him, and that it is not wanted by the people at all.

ANY AMOUNT OF OPPOSITION. In Hollister's case serious charges accompany the proposed appointment. The most business men of Meadville have written personally opposing his appointment. The Cory Herald, a strong Republican paper, getting the news of the proposed appointment, declares that the re-nomination of the four aspirants is a reward for crooked work at the primaries, and that the similar Government for the blow in the interest of the Republican party in the cities concerned. Another argument presented to the President and Mr. Wadsworth is that the four aspirants are not the best of the district to remain there, and work for the interests of the repudiated faction for four full years.

ONE NEGRO DEMOCRAT. Who is Endeavoring to Convert the Entire Race to His Belief.

SPECIAL TELEGRAM TO THE DISPATCH. HARRISBURG, June 22.—Charles H. Taylor, a negro lawyer of Atlanta, N. Y., who was Minister to Liberia during the Cleveland administration, proposes to take the colored voters of the United States over to the Democratic party in a body. Taylor has perfected a plan for a convention, to be held in Philadelphia, to be composed of one colored delegate from each State in the Union. The purpose of the convention, as announced by Taylor, is to decide upon the best method of converting the negroes of the country that they have never received any favors from the Republican party and never will receive any. In an interview with THE DISPATCH, Taylor stated that he has visited a number of States, North and South, in the interest of his plan, and everywhere finds most of the educated and intelligent negroes in full sympathy with the movement.

They begin to realize, he says, that they can never hope to be more than machines to vote for the Republican party. He believes that there is a good chance for large trade between the United States and Uruguay. To secure this trade American industries must be represented by those who are capacitated to make a proper display of their goods. They must speak Spanish and French and be thorough Americans in their ideas.

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ENOUGH PROTECTION. THE SENATE COMMITTEE ON THE AMENDED TARIFF BILL.

Very Few Reasons Given for the Three Hundred Changes in the Measure—The Probable Effect of the Reductions in the Various Schedules.

WASHINGTON, June 22.—The statement of the effects upon the customs receipts of the provisions of the tariff bill as reported by the Senate Finance Committee has been completed, and, together with the reasons of the committee for recommending its proposed changes in the bill as it passed the Senate to-morrow.

Counting each paragraph stricken out of the House bill as a change, there were just 300 changes made by the Senate Finance Committee. The reasons given generally are brief, and consist of the statement that the bill proposed is believed to be sufficient protection. There are exceptions, of course, in the cases of changes of importance, where the motives that actuated the committee are given at length.

The tables accompanying the statement showing the estimated revenues under the proposed rates, together with comparisons with existing rates, and the effect upon the House bill, were prepared by Mr. Evans, the Treasury expert, and Mr. Durfee, the committee's Clerk. These show that the amount of duties collected in 1889 upon the importation of all articles made dutiable in the House bill and the amendments proposed by the Senate, assessed at the amount of duties collected in 1889, would amount to \$206,349,977; under the bill as amended by the Senate \$201,689,007. The equivalent ad valorem rate under the reduction would amount, under the Senate bill 51.97 per cent.

The reduction of receipts by the transfer of articles to the free list in the House bill (including \$10,278,000 reduction in the revenue tables, stricken out by the Senate Finance Committee) is estimated at \$71,064,774; by transfer of articles to the free list in the Senate bill, \$20,332,263.

These tables are prepared upon the plan and theory usually followed in the House, and are largely conjectural and more or less unreliable and misleading. They are based upon the assumption that the reduction of duties will be as reliable where changes in rates are not of more than 25 per cent. In many cases, however, the reduction is more than 25 per cent, and the tables above given of \$71,064,774 by the House bill and \$20,332,263 by the Senate bill, are certain, but it is impossible to say the same as to the amount of the reduction of receipts estimated at \$60,599,343. A foot note to recapitulation says:

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