

# Future of American Trade in Cuban Island Assured

Business Which Came to United States During War Will Be Permanent, Says Consul—Foreign Opportunities for Exports Increasing—American Goods Wanted Everywhere.

Names and addresses of firms mentioned in these "foreign trade opportunities" may be obtained by a request, mentioning the file number, to the bureau of foreign and domestic commerce, 402 Third National Bank building, St. Louis, Mo.

This government office has been established in St. Louis to assist firms in the Mississippi valley to obtain their share of export trade and it welcomes inquiries from interested parties.

"Foreign trade opportunities," which are gathered under government auspices and references to other commercial information of interest to local firms, are published every Monday in The Bee. The following are the foreign trade items received during the past week:

325. Rubber tires and agricultural implements. The representative of a firm in Mexico is in the United States for a brief visit and desires to secure an agency from manufacturers for the sale in Mexico of the above products.

326. Lard. Cabled quotations in sterling are desired by a banking institution in Bulgaria upon 200,000 kilos of pure lard c. i. f. Bourges or Varina, stating also date of delivery.

327. Canned goods and foodstuffs for cattle. A firm in Belgium desires to secure an agency for the sale of the above commodities. References.

328. All kinds of foodstuffs, dry goods, drugs, medicines, cotton goods, overalls, shirts and men's furnishings. A commission merchant from Peru, who is temporarily in the United States, desires to secure agencies for the sale of the above lines. References.

329. Iron and steel products, chemicals, hardware, small tools, etc. A commercial agent in Scotland desires to represent firms handling the above products, or to represent one good firm handling all classes of materials. Reference.

330. Large size incubators and woodworking machinery. A merchant in the Netherlands desires to secure an agency for the sale of the above machinery. Correspondence may be in English.

331. The representative of a firm in Argentina is about to arrive in the United States and desires to make connections with manufacturers of all kinds of goods. References.

332. Shoes, drugs, chemicals, steel, textiles, food products, automobile accessories and tractors. A commercial agent from Peru is in the United States and desires to secure agencies for the sale in Bolivia and Peru of the above commodities. References.

333. Hardware, lamp ware, cutlery, enameled ware and fancy goods. A company in India desires to purchase the above commodities. Quotations should be given c. i. f. destination. Payment, 90 days' sight draft. References.

334. Boots and shoes, toilet articles, such as soaps, perfumes, combs and brushes; all kinds of cotton and woolen textiles, such as suits, draperies, velvet and crepe de chine; overshoes and rubber goods; stationery, paper, ink, pencils, etc. A firm in Persia desires to be placed in communication with manufacturers of the above products and in order to save time requests that quotations be accompanied with catalogues and samples, and, if possible, freight rates to Bagdad. Payment to be 25 per cent paid when goods are shipped and balance through bank in Persia. References.

335. Motor vehicles, cars and lorries, lumber for building and furniture, textiles, cotton and woolen clothing, knit goods, sole, upper and saddlery leather, imitation leather, steel products, nails, locks and hardware, agricultural machinery and implements, drugs and chemicals, pianos, piano players and phonographs. An agency is desired by a sales agent in Syria for the sale of the above articles. Quotations should be given c. i. f. Syrian port. Payment cash against documents at port of delivery. References.

336. An American company which is about to send representatives to Japan and the orient for the purpose of developing trade in American-made goods desires to be placed in touch with manufacturers who are interested in the export of their products.

337. Building material and hardware to be used in the building of employees' and laborers' houses which are to be erected by manufacturing concerns in The Netherlands. The representatives in the United States of a purchasing association in the Netherlands desires to receive quotations on the above material. References.

338. Drugs and Medicines. Dry goods, groceries, foodstuffs, drugs, medicines, hardware, wearing apparel and office supplies. A commercial agent in Panama desires to secure an agency for the sale of the above commodities. Correspondence may be in English. References.

339. Textiles, canvas boots and shoes, dry goods, sundries and kindred lines. A business man in Norway desires to secure an agency for the sale of the above products. Quotations should be given c. i. f. Norwegian port. References.

340. An American firm having branches in the Scandinavian countries desires to secure agencies for the sale of all lines of merchandise. The representative of the firm from Norway are in the United States at the present time. References.

341. Foodstuffs, chemicals, tanning materials, raw materials for soap making, candies, margarine, electrical supplies, steam turbines, machinery, coffee, cocoa, sugar, oil cakes iron and steel for shipyards, anchors and chains, etc. Also packing house products on consignment against bonds and coal and coke. A trading company in Denmark desires to secure an agency on commission for the sale of the above products. Quotations should be given c. i. f. Copenhagen or other Scandinavian port. Payment, letter of credit in United States. References.

342. Automobiles, motorcycles, tires and accessories and general industrial machinery and supplies. Agencies are desired by a firm in The Netherlands for the sale of the above articles. References.

343. Oils, lubricating greases, crude rubber, chemicals, industrial products, cable wire, switches, portable lamps, insulators, etc.; advertising articles; fancy papers and other articles; raw wool, raw skins, lithographic inks, anilines and colors. A company in Spain desires to secure agencies for the sale of the above products. Correspondence should be in Spanish or French. References.

344. Silverware, fancy silver articles and gold jewelry of the best quality possible. A merchant in France desires to purchase the above articles. Quotations should be given c. i. f. French port. Payment, cash on receipt of goods, through bank. Correspondence may be in English. References.

345. Motor cars, electrical or petrol, of a medium and cheap price; also elevators for passenger and freight. A firm in South Africa desires to get in touch with manufacturers with a view to securing an agency for the sale of the above lines.

Registered Buyers. The representative of a firm in Mexico is now in this country seeking agencies for that country in rubber tires and agricultural implements. The name and address of this representative together with references will be furnished to interested firms.

A merchant from Melbourne, Australia, is now in this country seeking agencies for Australia in silk, woolen and cotton textiles and cocoa beans. Agencies are desired by a firm from Stockholm, Sweden, for the sale of general merchandise which is saleable in that country.

A merchant from Caracas, Venezuela, is now in this country seeking agencies for Venezuela in cotton and silk textiles, blankets, hat bands, buttons, hosiery, leather, shoe findings, elastic material used for suspenders and garters, and notions.

Future in Cuba. Belgium, with an area of 11,373 square miles and a population of 7,658,000, ranks fifth among the nations of the world as a market for United States exports, being surpassed only by the United Kingdom, France, Canada and Italy in the volume of products purchased from this country during the first nine months of 1919. Belgium imported from the United States in that period \$283,417,698, or \$37 per capita for every inhabitant of Belgium. The commodity reports giving detailed statistics of trade will be mailed to interested firms.

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## Business, Cabbage Heads and Politics; Jazz Dances in Catacombs of Industry

By WILLIAM TANQUERY.

The business man of today is caught in a maelstrom of disaster.

One firm in Council Bluffs is reported to have closed down with \$300,000 worth of unfilled orders on hand.

A well known sash and door firm of Omaha is now running on the shortened basis, and at the beginning of the trouble was already three months behind with its orders.

Most of these orders were for finished lumber going into new houses.

From this, some estimate can be judged of the various industries held up by the inability of this firm to deliver raw material to building contractors.

And still, these men, close mouthed and uncompromising, patriotic to the core, are religiously observing regulations that they feel are in instances unwarranted, unduly drastic, and (beyond that) of little avail.

They feel their losses keenly.

But, as one man put it, "We'll fight it out to the bitter end this time, and 'next time' we'll know what to do."

What did he mean by "next time?"

Well, for one thing, he meant politics.

This suspension of business activities is making a voter out of the great American business man.

And instead of thinking business he is now devoting himself to a study of cabbage heads and politicians.

Ask him who he thinks the cabbage head is.

Once a hog-wild convention nominated a man for president who made some comment to the effect that you shall not crucify a man upon a cross of gold.

The business man of today says you shan't crucify business on a cross of fool theories stuck up between a thieving profiteer and a bolshevistic agitator.

Politics having been injected into the business of the country, the business man has about made up his mind to put some business into politics.

Wherefore, the famous turnover at the Chicago convention, during which a great white light was turned upon an unknown young man from the west, is going to prove a tiddley winks affair compared with the grand smash-up that it is predicted is in preparation "next time."

The mis-administrators of the country have been holding a jazz dance in the catacombs of industry, but the kibosh is going to be put on that howling dervish hysteria as sudden as the snapping out of an incandescent.

They'll be flattened out so flat that a gold beater, beating 2,000 leaves to the inch, would quit the job and go to cutting ham for sandwiches.

That's what the business man is going to do, and he's going to do it in a business-like way.

And then he's going back to business.

But he'll keep his "eye open," for he's learned a peculiar thing, that while politics doesn't mix well with business, a little business is good for politics.

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