

Road Building in Peru Increases Auto Demand

Information Concerning New Polish Import and Export Regulations Now Available—Road Construction Outfits Are Wanted in Colombia—Great Foreign Market for Confectionery.

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 trade items received during the past week:

398. Agricultural machinery and implements, electrical apparatus, hardware, machinery, metals and tools. A civil engineer in Sweden desires to secure an agency for the sale of the above products. References:

399. Lubricating oils and greases. A firm in Argentina desires to be placed in communication with manufacturers of the above products. Correspondence should be in Spanish. Reference:

400. Cereals, flour, rice, sugar, cottonseed oil, edible corn oil, oil, mutton, oil, sardines, salmon, codfish, alcohol, glucose, starch, candles, paraffin, kerosene, iron, steel, wire nails, copper, tin plate, wire, bamboo, cotton goods, knitted goods, flannel, hosiery, woolen goods, leather and hides. A firm in Greece desires to secure an agency for sale of the above commodities. Correspondence should be in French. Reference:

401. Silks, woollens and cottons suitable for waist-making, blouses and dresses. A teacher in charge of the manual training department of a school in a city of Chile desires catalogues and prices of silks, woollens and cottons suitable for the above purposes. Also catalogues of school and office supplies. Correspondence should be in Spanish.

Belgium Wants Leather. 402. Boots, shoes, leather and all shoe finds. A merchant in Belgium desires to purchase or secure an agency for the sale of the above line. Quotations should be given c. i. f. port in Belgium. Payment against documents at destination, or confined credit in New York bank. Correspondence may be in English. Reference:

403. Cotton goods, knit goods, dry goods, notions, foodstuffs, oils, chemicals and general merchandise. A member of a firm in the United States is about to leave for the West Indies and desires to secure an agency for the sale in Cuba and the West Indies of the above articles. Reference:

404. Seeds suitable for temperate climate, agricultural and horticultural machines, fertilizers, insecticides and bird seeds. A commercial agent in Belgium desires to purchase and secure an agency for the sale of the above articles. Quotations should be given c. i. f. port in Belgium. Correspondence should be in French. Reference:

manufacturer in New Zealand desires to purchase and secure agency for the sale of the above line. Quotations should be given f. o. b. American port. Payment, sight draft against documents. References:

Some Trade Lists. 417. Candy dealers, Cork, Ireland. 418. Candy dealers, Belfast, Ireland. 419. Candy dealers, Copenhagen, Denmark. 420. Merchants of Beirut, Syria. 421. Advertising agencies, Habana, Cuba. 422. Foundries in Buenos Aires, Argentina. 423. Manufacturers of brass goods, Buenos Aires, Argentina. 424. Agricultural implements and machinery, Asuncion, Paraguay. 425. Manufacturers of stoves in Buenos Aires, Argentina.

A report has been received from the commercial attaché in London giving information concerning the import and export regulations in effect in Great Britain and proposed anti-dumping legislation and laws to protect key industries and control imports and exports.

According to circular No. 62 just issued by the Latin American division of the bureau, the construction of automobile roads in Peru will greatly stimulate the demand for automobiles in that country. In the fiscal year 1919 Peru imported 96 commercial and 499 passenger cars together with \$165,025 worth of parts and tires valued at \$290,398. The complete report is available for distribution to interested firms.

Polish Regulations Ready. Report from consular officers in Denmark indicates a good opportunity for the sale of certain kinds of American confectionery in that country. The complete report giving information regarding the kinds of confectionery in demand, packing, prices, sales methods, together with lists of importers and business agents can be obtained from the St. Louis office of the bureau.

Information concerning the new Polish import and export regulations which have just been received from the American consul at Warsaw will be furnished to firms interested in trade with that country.

The office of the department of El Valle in Columbia, are interested in the purchase of road-making outfits such as plows, surface scrapers, gas tractors and small rock crushers. Instructions for making proposals on this equipment will be furnished by reference to file No. L. A. 29.

A complete report prepared by the division of statistics of the bureau on the foreign coffee trade of the United States is available for distribution to interested firms.

Washington, Dec. 28.—Stringent regulations were issued by the treasury to prevent intoxicants from entering the country from ships arriving from foreign ports.

Liquors, properly listed as sea stores must be placed under seal by the boarding officer of the customs service and kept sealed during the entire time of the vessel's stay in port. No part of such stores may be removed from under seal for any purpose, including the sale in United States waters, the regulations state, which denies to foreign crews the rations of wine served with meals on some ships under other flags.

Excessive liquor stores, no longer being dutiable, are subject to seizure. Liquors properly carried may be returned to a foreign port on the vessel's changing from foreign to the coasting trade, or may be transferred under supervision of the customs officers, for a vessel in foreign trade, delayed in port for any cause, to another vessel of the same line or owner.

Customs officials are not greatly concerned over the possibility of smuggling large stores of liquors into the country and the new orders are believed to close the last hole through which intoxicants might reach domestic consumers. With all liquid refreshments under seal, it was stated, there would be small opportunity for "boot legging" to be carried on around the wharves.

Poles Contemplate Recruiting of Young Germans to Colors. Berlin, Dec. 28.—That the Poles contemplate recruiting six classes of Germans between the ages of 18 and 24 upon taking possession of West Prussian territory to be ceded to Poland is charged by the Deutsche Tages Zeitung, which claims to be informed from reliable Polish quarters. These six classes, the newspaper adds, will comprise 15,000 men liable to be called on for military duty after having served as frontier guards in West Prussia.

Bill to Tax Amusements in France Is Drawn Up. Paris, Dec. 28.—A bill providing for new taxes which Louis Klotz, the finance minister, will submit Monday to the chamber of deputies, will impose a tax of 20 per cent on the receipts of music and dancing halls. Theaters and symphony concerts will be assessed 10 to 15 per cent; moving picture theaters and also untruncated halls, ribbons, leathers, etc., straw plait for men's sailor hats, and all machinery for the manufacture of such hats. A



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Railroad facilities are unequaled, being the only Missouri River market located on the main lines of all the western railroads; the shrink, therefore, on shipments to this market is less than to others.

Union Stock Yards Company of Omaha (Ltd.) Omaha, Neb.

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24th and Farnam Sts. A Growing Necessity for Growing Omaha Douglas 3445.

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421-425 City Nat'l Bank Bldg. We Buy and Sell—Farm Lands, Farm Mortgages We Buy—LIBERTY BONDS At Prevailing New York Prices.

WARE & LELAND

Stocks, Bonds, Grain and Cotton. Members All Leading Exchanges. Private Wires. 727-730 Grain Exchange Bldg. Douglas 4274.

American State Bank

18th and Farnam Solicits Your Banking Business Phone Tyler 80

PLATNER LUMBER & COAL COMPANY

46th and Farnam Sts.

OMAHA LOAN AND BUILDING ASSOCIATION

Assets, \$13,250,000. A mutual savings and loan association WM. R. ADAIR, President. OMAHA, NEBRASKA.

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Investment Securities Farm Mortgages Omaha, U. S. A.

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Packers and Shippers Paper Stock Office and Factory, 18th and Marcy Sts. Phone Doug. 159. Omaha, Neb.

Attention Mr. Automobile Owner

We overhaul your car, re-bore the cylinders, make piston and rings or any parts you might need.

P. Melchior & Son Machine Works

417 South 13th St. General Automobile, Machine and Blacksmith Repair Work.

National Roofing Co., (Incorporated)

Roofing and Paving Contractors Established in 1878 Douglas 551. Omaha.

OMAHA HARDWOOD LUMBER COMPANY

Hardwood Products and Vehicle Woods Omaha, Neb.

To Pave City Streets and Country Highways, Use VITRIFIED PAVING BRICK

Western Brick Manufacturers' Association, Kansas City, Mo.

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Fine Builders' Hardware Complete Line of Contractors' Supplies 1217 Farnam St. Doug. 581.

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General Contractors Bee Bldg. Omaha

Mid-West Electric Company

Jobbers of ELECTRICAL SUPPLIES Doug. 456. 1207 Harney St.

BOILERS SMOKESTACKS TWO PLANTS Drake, Williams, Mount Co.

Main Office and Works, 23d, Hickory and U. P. R. R. Phone Douglas 1043. Branch 20th, Center and C. B. & Q. Phone Douglas 1141 Oxy-Acetylene Welding STANDPIPES TANKS

Geo. A. Roberts Grain Co.

Receivers and Shippers GRAIN HAY SEEDS Consignments a Specialty 230-31-33-34 Grain Exchange Omaha, Neb.

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Motors, Generators, Electric Elevators Repairs, Armature Winding, Electric Wiring 116 S. 13th St. Phone Douglas 2019

JOHN E. WAKEFIELD COMPANY Builders

Doug. 326 750 Brandeis Theater Bldg.

BERTSCHY MANUFACTURING AND ENGINEERING COMPANY.

Manufacturers of BERMO WELDING AND CUTTING APPARATUS Omaha, U. S. A.

HENNINGSON Engineering Co.

Civil, Electrical, Mechanical and Architectural Engineers; designers of sewers, paving, waterworks, electric light plants and public buildings. Douglas 829. 12th and Harney Sts.

HUDSON MFG. CO., Implement Supplies,

Omaha and Minneapolis

F. P. GOULD & SON BUILDERS

1137-40 City National Building. OMAHA, NEB.

BEMIS BROS. BAG CO. of Omaha

Pioneer Glass & Paint Company

All Kinds Paints, Varnishes, Glass and Store Front Construction 14th and Harney

HOME BUILDERS

ASSETS OVER \$1,250,000 Omaha, Nebraska WILL FINANCE AND BUILD FOR YOU.

ABC BRAND BUTTER

Alfalfa Butter Co. D 3903

Like the Mountain, the Display Window Won't Go To "Shopper Mahomet"

By William Tanquary. Now is the time to advertise. Any advertising man will tell you that. Advertising is the carbureter, the little speeder-up of business. Give the concern more gas and go down the road hitting the high spots.

Strikes are practically all over, the railroads are going back to their owners, the government broom has finally reached the dark corners where the I. W. W. lurk, and there's a straightaway stretch of road for business ahead of the man who wishes to open up the throttle and let her rip.

Advertising is what does this. Don't hide your light under a bushel. Cut some chinks in the side to let the rays out, and put a hole in the top to shout through.

The advertising man is like Archimedes. Archy wanted a point on which to rest his crowbar to move the world. Give the advertising man a point to argue on and he'll sell anything, once.

After that, a good deal of the selling depends upon the merits of the article, of course. The store window display is a good sales agent, but the man in the next block also has a store window.

The shopper may walk that block to see what the other fellow has, and be satisfied enough not to take the trouble to come back to your place. Now, if your store window could talk, and argue all the points of your goods, telling the shopper that your goods might be better than those in the window of the other fellow, the shopper might have come back.

But the store window is tongue-tied. It can't talk. This makes it appear arrogant and independent, as independent as the porker in the refrigerator.

It says: "Here I am; look all you want: the price is marked plainly, and you can judge the goods for yourself; if you haven't got sense enough to see for yourself that I'm better than the other fellow, why, go to him; that's all I've got to say."

The advertisement is different. It presents its claims, gives expert testimony in support of them, and then offers the proof—the goods themselves, for your inspection. This makes the advertisement convincing. The shopper standing in front of the window suddenly remembers some little point that the advertisement said. "Examine the seams on the inside of our goods," said the advertisement. "You will find them double reinforced."

Nebraska and Iowa Steel Tank Co.

A. N. Eaton, Prop. 1300 Willis St. Phone Webster 282. Everything in Sheet Metal Products. Oil Tanks and Supplies.

NEBRASKA TIRES

The Cheapest and Best You Can Buy. Put one on your car opposite the tire that has given you the greatest satisfaction. NEBRASKA TIRE & RUBBER COMPANY Omaha, Nebraska

BAKER ICE MACHINE CO.

Manufacturers Ice Making and Refrigerating Machinery Omaha, Neb.

Automobile Repairing

In All Its Branches MOTOR SERVICE GARAGE Douglas 2923. 2406 Leavenworth St., Omaha.

CORRECT O

A non-explosive liquid which will dissolve the carbon in your engine. Manufactured and Guaranteed by WESTERN PRODUCTS CO. Omaha.

McKeen Motor Car Co.

Gasoline Engines High Class Machinery Mechanical Engineering

Affordable Motor Truck Corporation

Manufacturers of AFFORDABLE TRUCK ATTACHMENTS

Potash Reduction Co.,

820 World-Herald Bldg., Omaha, Neb.

CHIROPRACTOR

Ethel Thrall Maltby, D. C. (Palmer Graduate) Adjustments, \$1-12 for \$10 312 Bee Bldg. Doug. 3072

Say to Your Grocer "ELKHORN MILK, PLEASE"

Betty Ross Bread

The Ideal Family Loaf It Boosts for Omaha Jay Burns Baking Co.

Omaha Printing Co.

Omaha, U. S. A.

Western Paper Co.

Omaha, Neb.

We Paint Autos to SATISFY OUR CUSTOMERS

JULIUS BANHART Doug. 1088. 16th & Leavenworth

Bowman Machinery Company

Contractors Equipment Tyler 1818 1207 Howard Omaha, Neb.

Omaha Refining Company

Omaha Oils "Best in the Long Run"

Carpenter Paper Co.

Wholesale Distributors Printing Paper, Wrapping Paper, Paper Bags, Building Paper, Fancy Stationery

GLASS That very attractive all METAL STORE FRONT is an EASY-SET FRONT glazed by PITTSBURGH PLATE GLASS CO.

11th and Howard Sts.

Nebraska Power Company

"Your Electric Service Company" Electric Service for Your Home, Office and Factory Electric Building, 15th and Farnam Sts.

"Little Red Wagons" T. F. STROUD & CO.

Colfax 2998. 20th and Ames Ave.

The Paxton-Mitchell Co.,

Manufacturers of The Mitchell Metallic Packing Gray Iron, Aluminum, Brass and Bronze Castings.

CROW TIRE & RUBBER COMPANY

600 Bep Bldg. Omaha.

OMAHA BODY CO.

Builders of Truck Bodies to Fit All Makes of Trucks. 1529-31-33 N. 16th St. Phone Webster 337.

Western Smelting & Refining Company

Manufacturers of All Grades of Babbit and Solder Buyers of Old Battery Lead

Oliver Chilled Plow Works

Doug. 3236 10th and Farnam Sts. Omaha

The Hugh Murphy Construction Co.

Contractors of Public Work D. 834. 206 Karbach Bldg.

The Lion Bonding & Surety Company

is an Omaha institution and a Nebraska product. It is desirous of "The Lion's Share" of your business, and this claim is based not alone on the idea suggested as to our being a Home Company, but because we are generally GOOD, SOUND, CLEAN and HIGH-GRADE. We are in the Kennedy Bldg., 19th and Douglas. Come Up and See Us.

WALRATH & SHERWOOD LUMBER CO.

Wholesalers 1501-06 W. O. W. Bldg. Omaha, U. S. A.

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Builders of Truck Bodies to Fit All Makes of Trucks. 1529-31-33 N. 16th St. Phone Webster 337.