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 t welcomes inquiries from interested parties,

which are gathered under governother 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. Refer-

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.

400. Cereals, flour, rice, sugar, cottonseed oil, edible corn oil, oleo 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

401. Silks, woolens 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, woolens and cottons suitable for the above purposes. Also catalogues of school and office supplies. Correspondence ould 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. documents at destination, or confined credit in New York bank. Correspondence may be in English. Ref-

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 ceived from the American consul Indies and desires to secure an at Warsaw will be furnished to igency for the sale in Cuba and the firms interested in trade with that West Indies of the above articles. country.

The office of the department of

al machines, fertilizers, insecticides outfits such as plows, surface scrapand bird seeds. A commercial agent ers, gas tractors and small rock in Belgium desires to purchase and crushers. Instructions for making sectire an agency for the sale of the above articles. Quotations should be furnished by reference to file No. given c. i. f. port in Belgium, Cor respondence should be in French.

405. Refrigerating machine. A manufacturer in Mexico desires to purchase a 50-ton refrigerating machine to be used for making 20 tons. of ice per day, and the balance to be used for cold storage purposes.

Quotations should be given f. o. b. station in Texas, Terms, cash. Correspondence may be in English. Ref-

406. Milk bottles. The purchase is desired by a man in Canada of the above. Quotations should be given o. b. port of shipment. Payment,

Japanese Seeks Chemicals.

407. Automobile accessories, especially electric-light, apparatus combined or not combined with electric starter. A firm of importers in the Netherlands desires to purchase or secure an agency for the sale of automobile accessories. Reference. 408. Sulphate of ammonia and nitrate of soda. The purchase is desired by a man in Japan of the above chemicals. References.

409. General merthandise. merchant in Uruguay desires to secure the representation of firms for the sale of general merchandise. Ref-

erences.
410. Seeds for fodder. A firm in Belgium desires to purchase seeds for fodder, such as barley, oats, rye and clover, also selected grain seeds. Quotations should be given c. i. f. port in Portugal. Terms, payment against documents at destination. Correspondence may be in English.

411. Five-ply oak and mahogany. A furniture manufacturer in Australia desires to purchase the above mahogany similar to that used by American manufacturers of phonograph cabinets. Quotations should e given c. i. f. and e., port of New outh Wales. Payment, cash against

documents. Reference. | portunity for "boot legging" to 412. Electroplate hollow-ware, |-carried on around the wharves. fancy leather goods, jewelry, toys and games. A merchant in South
Africa desires to purchase the above.
Quotations should be given f. o. b.
New York, payment by sight draft.
Reference.
413. Flour. Firms in Purkey de-

sire to be placed in communication

with exporters of flour. Paper Bags for France.

414. Men's furnishings, hardware and electrical specialties. A business man in Canada desires to act as manufacturers' agent for the sale in Canada of men's furnishings, such as underwear, hosiery, caps, and shirts, and also hardware and electrical specialties. References.

415. Paper bags. A manufactur-ing firm in France desires to purchase for trial, 5,000 to 10.000 paper bags to contain 50 to 100 liters of powdered lime, such bags to be of a quality and type which will permit their use in place of cloth bags. Quotations should be given c. i. f. St. Nazaire or Nantes. Payment, cash. Correspondence may be in

English. References. 416. All kinds of plait, bleached and unbleached in all widths for straw hat making, felt hoods, all qualities for making men's soft felt hats, and sundries for making trimmed and also untrimmed hats, rib-bons, leathers, etc., straw plait for men's sailor hats, and all machinery for the manufacture of such hats. A

"Foreign trade opportunities," | manufacturer in New Zealand de sires to purchase and secure agency ment auspices and references to 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, Ire 418. Candy dealers, Belfast, Ire

419. Candy dealers, Copenhagen, Denmark. 420. Merchants of Bairut, Syria. Advertising agencies, Ha

422. Foundries in Buenos Aires

Manufacturers of brass goods, Buenos Aires, Argentina. 424. Argricultural implements and machinery, Asuncion, Paraguay, 425. Manufacturers of stoves in Buenos Aires, Argentina.

A report has been received from he commercial attache in London giving information concerning the mport and export regulations in ef fect in Great Britain and proposed anti-dumping legislation and laws o protect key industries and conrol imports and exports.

According to circular No. 62 just ssued by the Latin American diviion of the bureau, the construction of automobile roads in Peru will greatly stimulate the demand 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 oppor-tunity for the sale of certain kinds of American confectionary in that Quotations should be given c. i. f. country. The complete report give ort in Belgium. Payment against ing information regarding the kinds of confectionary in demand, packing, prices, sales methods, together with lists of importers and busi ness 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 re-

404. Seeds suitable for temperate El Valle in Columbia, are interest climate, abricultural and horticultur- ed in the purchase of road-making

> L. A. 29. A complete report prepared by the division of statistics of the bu reau on the foreign coffee trade of

To Prohibit Liquor From Entering U. S.

Washington, Dec. 28.-Stringen egulations were issued by the treasury to prevent intoxicants from entering the country from ships ar-

Liquors properly listed as sea stores must be placed under seal by the boarding officer of 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 while the ship is 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 eturned to a foreign port on the vessel's changing from foreign to the coasting trad, or may be trans-ferred under supervision of the customs officers, for a vessel in foreign trade, delayed in port for any cause, to another vessel of the

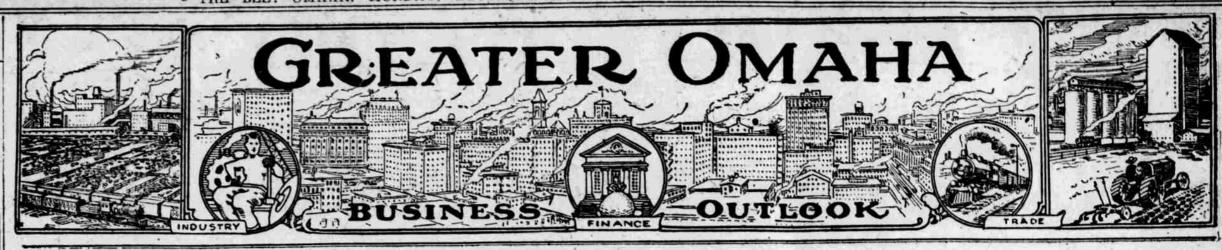
same line or owner. Customs officials are not greatly concerned over the possibility of smuggling large stores of liquors into the country and the new orders are believed to close the last hole through which intoxicants might reach domestic consumers. With all liquid refreshments under seal, it was stated,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

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 he ceded to Poland is charged by the Deutsche Tages Zeitung, which claims to be informed from reliable Polish quarters. These six classes to 200 merces. paper adds, will comprise 15,000 men liable to be called on for military duty after having served as frontier suards 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 danc-ing halls. Theaters and symphony concerts will be assessed 10 to 15 per cent; moving picture theaters 10 per cent and special spectacles, such as horse races and boxing matches, will be taxed the same



Like the Mountain, the

Display Window Won't Go

By William Tanquery.

Advertising is the carbureter, the little speeder-up of

Strikes are practically all over, the railroads are go-

Don't hide your light under a bushel. Cut some

The advertising man is like Archimedes. Archy

Give the avertising man a point to argue on and he'll

After that, a good deal of the selling depends upon

The store window display is a good sales agent, but

The shopper may walk that block to see what the

Now, if your store window could talk, and argue all

This makes it appear arrogant and independent, as

It says: "Here I am; look all you want: the price

The advertisement is different. It presents its claims.

The shopper standing in front of the window sud-

"Examine the seams on the inside of our goods,"

The shopper goes into the store where he is at and

"You may not know what you're buying," says an

The advertisement says all the store window does,

The store window won't go to the shopper. The

It's the busiest little hustler for business in town.

is marked plainly, and you can judge the goods for your-

self: if you haven't got sense enough to see for yourself

that I'm better than the other fellow, why, go to him:

gives expert testimony in support of them, and then offers

denly remembers some little point that the advertisement

said the advertisement. "You will find them double re-

finds the seams are not reinforced. "I'll come back

advertisement, "but we do-trust us.". It's a good argu-

And, don't forget Mahomet and the mountain.

The advertisement hunts up everybody.

And he goes to the other store and buys.

and many things the store window can't.

shopper has to come to the store window.

the proof-the goods themselves, for your inspection.

This makes the advertisement convincing.

other fellow has and be satisfied enough not to take the

the points of your goods, telling the shopper that your

goods might be botter than those in the window of the

the man in the next block also has a store window.

other fellow, the shopper might have come back.

But the store window is tongue-tied.

independent as the porker in the refrigerator.

chinks in the side to let the rays out, and put a hole in

wanted a point on which to rest his crowbar to move the

business. Give the concern more gas and go down the

ing 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

Any advertising man will tell you that.

Now is the time to advertise.

Advertising is what does this.

road hitting the high spots.

the top to shout through,

sell anything, once.

It can't talk.

that's all I've got to say."

later," he tells the clerk.

the merits of the article, of course.

trouble to come back to your place.

let her rip.

To "Shopper Mahomet"

OMAHA, The Second Live Stock Market of The World.

It has the most modern Stock Yards in the World today-no expense has been spared to make

It is situated in the center of a territory producing more food products than any in the World hence the largest demand for feeder sheep and for this reason OMAHA is the LARGEST FEED-ER SHEEP MARKET IN THE

Railroad facilities are unexeiled, being the only Missouri River market located on the main lines of all the western railroads; the shrink, therefore, on ship-ments to this market is less than

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turers' Association, Kansas City, Mo.

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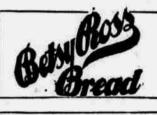
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