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spect with the crossing of the Canadian Rockies. The mountains there are barren of vegetation, great rocks of a dark brown color, not picturesque at all, but of course it is very grand and imposing from the standpoint of huge size because they are over twenty-one to twenty-three thousand feet in height.

You go to a place called Los Andes, on the Pacific Coast side, and there you leave the wide gauge line and take the narrow gauge, and the final altitude is taken through a tunnel of about thirty-five minutes. The locomotives burn coal of a very inferior quality and it is a very trying experience to make the trip.

When we came to Mendoza we struck the Central Railroad. We were told this was a very wonderful railroad; the cars were the English corridor cars, very large and roomy but frightfully dirty. We got on this train late at night and we were surprised in the morning on getting out at the first station we noticed that our locomotive was burning beautiful yellow corn, corn on the cob; the tender was just full of this corn and at every station we saw great piles of wheat in boxes and the wheat was running out of the boxes and was eaten by the rats. At the same time we were there were about two and a half years normal wheat production unshipped owing to lack of shipping.

One of the most surprising things I learned, particularly when we got to Buenos Aires; we saw outside of the pumping station a pile of this character three hundred feet long, one hundred feet wide and twenty feet high which was to be used as fuel, and I was told that really the Argentine was not a wheat-growing country at all; I had always supposed it was, but the Controller for the British Government in charge of getting beef and grains from the Argentine for the Allies, who is connected with a firm that is well known to you, said "This is not a wheat-growing country; only in the last two years did they have a wheat crop that would pay for the cost of production; they spend more for labor and seed than they get out of it."

The thing they are going to do there to a wonderful extent, and the thing they are doing to-day, is to raise cattle. The amount of land under cultivation for growing cereals is probably forty per cent less than the average, which shows that the growing of grains is being abandoned for the growing of cattle. The American packers have put up at La Flata a large, modern, magnificent plant for the production of beef.

#### Buenos Aires a World Market.

I want to say to you that Buenos Aires with a population of one million eight hundred thousand has represented there manufacturers and producers of goods of the whole world; you will find houses of Italians, French, Germans and Americans and of every race. If you want to know whether you can compete on the world's markets you had better go to Buenos Aires and try it.

The situation of the Argentine when I was there was very deplorable; there were strikes every single day. There was one great strike which lasted for twenty-four hours, not a single thing moved; there were no lights in the cities, no street cars, no taxis, no waiters or elevator men at the hotels. The Government was very weak and delegations of the people would go to them one day and say to the President that the country was going to the dogs and he would promise he would do something; the next day the labor leaders would go to him and he would try to please both parties, and the result was that nothing was done. One thing they said was done, and I think it is true, they took sixty Spanish anarchists, put them on a barge and towed them out to sea about a hundred miles and, unfortunately, the rope broke and they lost the barge.

There is one thing I want to emphasize. I met some of the big men of Buenos Aires who had formed committees to safeguard the community, as the gentlemen did in Winnipeg—all honor to

them. These gentlemen said that no matter how badly they felt about the situation and no matter how anxious we are to have the present Government deposed, we will never have another revolution because the Argentine cannot stand without a stable government; we are going to let things go on in the ordinary way and when the time comes for the next election we will elect people who will rule in a right and proper way. This shows that the Argentine will come through all right.

There is one thing I made note of and that is the law of the Argentine provides that there should be a fine of ten dollars for any man not going to the poll on election day.

#### Japanese in Great Numbers.

Another thing that was very interesting was to see the enormous number of Japanese. They were not there as we were there, alone, but they had their families with them and they came to stay. The Japanese will be a tremendous factor in the trade of the country and they will have to be reckoned with.

We went across to Uruguay, which is one of the model countries of the world. In Montepideo, with a population of only about four hundred thousand we found a most prosperous community. It was rather humiliating though to go to the bank and put in a hundred dollars in American money and get only eighty-six local dollars for it. That is the only country where the balance of trade was favorable to it, because their product is cattle which they sell at high prices. We went to the Cattle Market, ten miles away, and saw herds of cattle which were being sold to buyers.

My notice was particularly brought to the fact of the tremendous hold which gambling has on the people in the cities of South America. Lottery tickets are being sold everywhere and of course that saps the people; it comes out of the pockets of the poor people. The lotteries are run by the Governments in all countries except Chili, and there the Argentine lottery tickets are sold.

In Montevideo the hotel owned by the City has attached to it a room where there are twelve Roulette Tables, and the privilege is auctioned every six months and had just then been sold for eight hundred thousand dollars for the next six months, Uruguay gold.

We went on to Brazil, fifty-six miles from Montevideo and got off at Santos, the great coffee centre. Sao Paulo has a wonderful railroad, English owned, built under a franchise which provides that in no case must the earnings exceed ten per cent. You go up the line by means of five stages. The train will run along on the level and then strike an incline, the locomotive and train is attached to a cable and there is another train coming down and the two balance each other, and you have these lifts five times on the trip till you come to the top and in a short run you are in Sao Paulo.

#### Italians a Big Factor.

I did not speak about the wonderful influence of the Italians in South America. Every place you go all the good things seem to be done by the Italians more than anybody else. The only communities that are really prosperous and self-supporting and free from the tenant system are the Italian colonies. Forty per cent of the population of Buenos Aires is Italian and in Sao Paulo practically all are Italian, the workers and all classes of people, the bankers, are Italian, and they certainly are the people who are developing the country.

We went to Campinõs to see the coffee growing, where we saw agricultural farms devoted particularly to the raising of collee, and they also raise cotton. I was surprised to note the character of the country; it is much the same as in New England; they always have cool nights; conditions are excellent and the opportunities there are practically unlimited.

One other thing that was very interesting was to go to the Snake Farm where they have every

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variety of snake for the purpose of extracting the anti-toxin which was distributed to counteract snake bite. I could see in every way that the Government of Brazil was intelligently trying to further the interests of the people and I heard nothing but respect for the way in which the business was carried on, although they have a scheme which I hesitate to mention for fear that it will be adopted here, and that is to provide a great amount of patronage; in fact they have created a waiting list and you get paid while you are on this waiting list for patronage.

### World's Loveliest City.

We came to the end of our journey at Rio, the most beautiful city ever seen in this world, a population of a million people, modern in every respect. Nature has done more for it than any other city I have ever seen. You will find there every single opportunity which anybody could have to do business and enjoy life. I think if one could do nothing else in going to South America they should prominently visit Rio.

In conclusion I simply want to say to you that the way to get into business in South America is to get down on the ground itself and study conditions. Then you must have somebody there who knows you and knows what you can do. It is absolutely useless to try to work through the Consul's Office. For instance the American Consul in Rio, when I called there, had a pile of over five thousand letters and he said he could not answer the communications he received as he was only allowed three stenographers, and had no filing cabinets and insufficient space. People who are going to depend on that man will never get anywhere; you have to do it yourself and when you do it, then go back and get your Government in your country to back you up by giving facilities which will put them in conjunction with the other people there to carry on the necessary trade and commerce, but you must do your part first.