

located storerooms. Moreover, they enjoy an added advantage in having well-stocked warehouses, from which they can readily draw supplies. When business is quiet in Guatemala, they make trips to Salvador, Honduras and Costa Rica for business. Consul McNally, who has studied the markets of Central America, thinks our manufacturers could control matters commercial were they to cater to the people, whose wants run chiefly to cheap gaudy fabrics. Aside from the chances for textiles, there seems to be an opening for American shoes. Ready-made shoes are imported principally from France and Germany, and are of a style and quality much inferior to products made in the United States. Shoes made to order have in them a poor quality of leather. The leather is imported from Germany and England. The sole leather is home-made, though some shoemakers prefer the Nicaragua sole leather, and much is imported from that republic.

The United States Consul at Guatemala writes as follows on the openings for trade in that country:—After a careful investigation among the importers of Guatemala, I find that cheap and flashy articles attract the buyer rather than those more expensive but of quiet colouring. The articles of hose and underwear imported for local use are of the cheapest grade. For the past few months I have endeavored to ascertain the reason for the monopoly of the import trade by England, France and Germany. I find that all these countries have resident salesmen here, with display rooms in which to show their goods. This affords the dealers an opportunity to select from numberless

varieties of fabric and qualities, and by this means telegraphic orders can be sent, and the goods arrive in a reasonably short time. The representatives of the foreign houses usually make their headquarters in this city, having their warehouses stocked to supply the immediate wants of the trade. When business is quiet here, they make trips into Salvador, Honduras and Costa Rica, carrying with them all necessary samples and supplying from their headquarters at Guatemala City. This resident system is also a protection to their houses, for, if a firm has financial difficulties, they are on the spot to protect their principals and usually get their accounts in money or goods.

GERMANY.—United States Vice-Consul General Hanauer, of Frankfort, says: Artificially produced indigo is now better in quality, cheaper in price and consequently much more popular than the natural article. During the first half of this year Germany imported but 437 metric tons, against 804 tons of natural indigo imported during the same period of 1899, equivalent to a decrease of over forty-five per cent. Sixty-eight per cent. of this imported indigo came from the East Indies. Germany's exports of indigo (almost entirely composed of the artificial article) during the first six months of 1900 reached 947½ metric tons, 74½ per cent. in excess of those of the same period in the preceding year. Of this artificial indigo the United States took 29.9 per cent.; Austria-Hungary, 14.7 per cent.; England 10.4 per cent., etc.

Germany still continues to be a good

buyer of American machinery, in spite of the indications that the competition of domestic manufacturers is more serious and successful than ever before. The importation of many classes of tools, implements and machines from the United States has increased during the last few years to such an extent that it now surpasses the imports of these articles from any other country of the world, even those of Great Britain. Thus, during the first six months of the present year there were imported into the German Empire 509,042 pounds of machine knives, of which 351,720 came from the United States; 245,592 pounds of scissors, shears and cutting tools, of which 104,279 were of American origin; 501,547 pounds of other iron tools, of which 168,662 came from this country; 765,218 pounds of fine cast iron goods, of which 398,812 came from the United States; 1,997,588 pounds of hand sewing machines, of which no less than 1,734,018 pounds came from this country; 65,917 pounds of typewriters, of which 49,383 came from the United States; 26,705,201 pounds of wrought iron pipes and tubes, of which 13,390,508 were of American origin; 47,853,809 pounds of agricultural machinery, of which no less than 36,429,031 pounds came from the United States; 8,634,536 pounds of machine tools, of which 6,476,675 came from this country; 2,325,632 pounds of lifting machines and elevators, of which one-half came from the United States; and 19,580,155 pounds of other industrial machinery, of which 3,446,010 came from this country. In bicycles, electrical machinery, milling machinery, machinery for the manufacture of wood pulp

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