

## WAR RUINS GERMANY'S EXPORT TRADE

By L. G. Chiozza Olney, M.P.

THE British trader has a very real opportunity to help his country in the war by turning his attention to the export markets which Germany is now unable to serve. The matter is of very great practical importance, for the amounts of trade involved are large. In 1913 German exports amounted to £496,000,000, and in 1912 to £440,000,000. Analysis of the last figure shows that £39,000,000 consisted of food, £106,000,000 of raw materials, and £295,000,000 of manufactured articles. As to a considerable proportion of the last item, the exports are made in competition with British manufacturers, who now have an extraordinary opportunity of winning trade.

### Suggestive Items

The account of the imports from Germany into the various parts of the British Empire, prepared by the Board of Trade for the purpose of the Statistical Abstract of the British Empire, contains many suggestive items. The figures for 1912 are:

Imported Into	£
United Kingdom	72,200,000
India	6,900,000
Australia	7,200,000
New Zealand	700,000
Canada	3,000,000
South Africa	2,300,000
Straits Settlements	800,000
Ceylon	400,000
West Africa	1,400,000
West Indies	200,000

Total above and other places . . . . . £95,500,000

As far as the first item on the list is concerned, we have, of course, to remember that some imports from Germany are far from being competitive, as, for example, zinc and dyes. On the other hand, there are many competitive imports into the United Kingdom which can be replaced by home productions.

With regard to India, the British Dominions, and the Crown Colonies, it will be seen that there is a very large amount of German trade to pick up, and much of it is directly competitive with British products. Take, for example, the German trade with Canada. The chief German articles imported into the Dominion are iron and steel manufactures, earthenware, drugs, fancy goods, gloves, hardware, cutlery, musical instruments, paint, paper, glass, clocks, woollens, and silk.

**South American Imports**

No export markets are better worth attention than those of the South American Republics, whose expansion has been so wonderful in recent years.

The trade of Argentina has assumed very large proportions, and the latest analysis we have—that of 1912—shows how much German trade there is to be won in the republic at the present time.

In that year the imports into Argentina from the United Kingdom were worth £23,700,000, the imports from Germany were worth £12,800,000, and those from the United States of America were worth £11,800,000. Thus the opportunity in Argentina is very much greater even than in India. The imports into Argentina include iron and steel manufactures, brass goods, machinery, bolts and nuts, locomotives and other railway plant, agricultural machinery, electrical machinery, cement, textiles, paper, glass, and earthenware.

**Considerable Proportion**

The proportion of trade taken by Germany in some of these cases is considerable. For example, in general iron manufactures Germany supplied one-third, while the United Kingdom supplied about one-fifth. With regard to machinery, the United Kingdom supplied thirty per cent.

And Her Extremity is Great Britain's Opportunity—Did An Annual Trade of £95,500,000 With All British Dominions

while Germany supplied thirty-seven per cent. As to cotton and woollen goods, the United Kingdom supplied 55 per cent.; nevertheless, Germany supplied 24 per cent. Of Argentina's imports of paper, Germany supplied over eight-tenths. In dynamos and electrical motors Germany supplied 75 per cent., while the United Kingdom supplied only 13 per cent. These and many other items which might be mentioned show how much Germany stands to lose in this wealthy market.

Turning to Brazil, we find that of the imports of 1912 £16,000,000 worth were supplied by the United Kingdom and £11,000,000 worth by Germany. While this market is not yet as important as Argentina, it is questionable whether in the long run it will not be even more important. Germany has of late years considerably increased her hold upon the Brazilian market.

With regard to Chile, whose import trade is almost as great as that of Brazil, although her territory is so very much smaller, imports from the United Kingdom were worth £8,000,000, while imports from Germany were worth £6,000,000. This is another great and rapidly develop-

ing market, attention to which is doubly worth while at the present time.

### German Imports Into U.S.

In the market of the United States the British trader has now the double advantage of the lower tariff and the absence of German competition. The figures for 1912 are:

From	£
United Kingdom	54,600,000
Germany	34,300,000

It is no small matter, this £24,000,000 worth of imports into the United States from Germany. It largely consists of goods as to which we are in the running, and it will be very much the fault of British traders if the opportunity is neglected. Here are some of the main items:

Cottons	Machinery
Woollens	Electrical goods
Hosiery	Tools
Lace	Cutlery
Clocks	Hardware
Dyes	Iron and steel
Colours	Glass
Toys	Pianofortes

The German flag has been swept from the seas with a promptitude which is as incredible as it is the reverse of complimentary to the German Navy. British shipping is almost secure; it will soon be proper to write that it is absolutely secure. British ships should therefore soon be bearing to the three corners of the world the proof that British traders are determined to play their proper part in a mighty contest of men and resources.

## Frightened Citizens Of Malines Hid In Cellars From The Germans

Correspondent Describes The Uncanny Scenes He Witnessed in Some of The Underground Hiding Places

London, Sept. 2.—The Chronicle's correspondent at Antwerp, Dr. Charles Sarolea, in the course of a long message described a visit to Malines, wherein he says:

"On reaching the gates of Mechlin we first realized that all accounts of recent events were grotesquely exaggerated. No doubt thousands of windows were smashed and a large number of houses, from sixty to eighty, nearly destroyed, but not a single public building had substantially suffered. The Tower of St. Rombaut hardly showed any traces of bomb shell. Only its large stained windows had been shattered.

"It was at once obvious that the moral effect had been out of all proportion to the material destruction and the startling revelation was made that a city can be bombarded with heavy artillery for three days without decisive result.

As we moved through the town we found the streets deserted. I went down into some cellars and there saw the most uncanny scenes I have witnessed during these eventful weeks. Underground passages extended in every direction, and everywhere on the earthen floors and along the walls, oozing with moisture, I perceived through the darkness, shadow of about two hundred old men and women, stretched on mattresses, shaking in all their limbs. They stared at me in a frenzy of horror. In vain did I try to reassure them. They only asked, 'Are they coming? Are they here? Are they coming to kill us?'

"As I passed along they gazed at me even as ghosts in Hell looked up at the shade of Dante in the circle of Inferno. Confronted with this weird underground vision in the alms house, I for the first time fully understood what was meant by the terror of the Teutons and why scores of thousands of refugees had fled from Malines."

READ THE MAIL AND ADVOCATE

## Germans Shot Louvain Citizens Regardless Of Their Age Or Sex

Eyewitness Describes The Appalling Butchery—Saw Fifty Men and Women Shot Down in One Batch

Rotterdam, Sept. 3.—Stories of the sacking of Louvain, almost unbelievable in their horror, are reaching here. One of the most vivid is told by a Dutch resident of Louvain, who was a salesman in a bicycle store. He says:

"At midday on Tuesday there was a fearful uproar in the streets while we were at dinner. The crackle of musketry was soon followed by the roar of artillery. Hearing shrieks in the streets, I rushed to the window and saw several houses in flames. Soldiers were smashing shop windows and looting in all directions, one hand and arm full of groceries and the other stacked up with boxes of cigars. As the people rushed into the streets from their burning houses they were shot down like rabbits."

"The Dutchman told how he had hidden with his employers in the cellar. The shooting became more brisk after nightfall. Presently they found their own house blazing, and had to choose between making a dash for their lives or roasting. They escaped by representing themselves as Germans.

They were conducted to the railway station by German soldiers. The salesman continues: "Our walk through the streets to the railway station was like a walk to hell. The whole town was a sea of flames. Bodies of the dead lay thick in the streets. Dreadful cries came from many houses. We reached the railway station at 5.30 o'clock in the morning. The soldiers were still going about the streets with lighted

brands and explosives in their hands, setting alight many buildings that remained intact. In the parks they had already begun to bury the dead. In many cases in the shallow graves in the large park each body was visible.

At the railway station were fifty citizens, men and women, who had been brought from houses from which the soldiers swore shots had been fired. They were lined up in the street, protesting with tears in their eyes that they were innocent. Then came a firing squad and volley followed volley and the fifty fell dead where they stood. This incident was confirmed by a Dutch journalist, who says that five hundred citizens were ranged at the station and were ordered shot. This was done, regardless of sex or age, before the eyes of the others.

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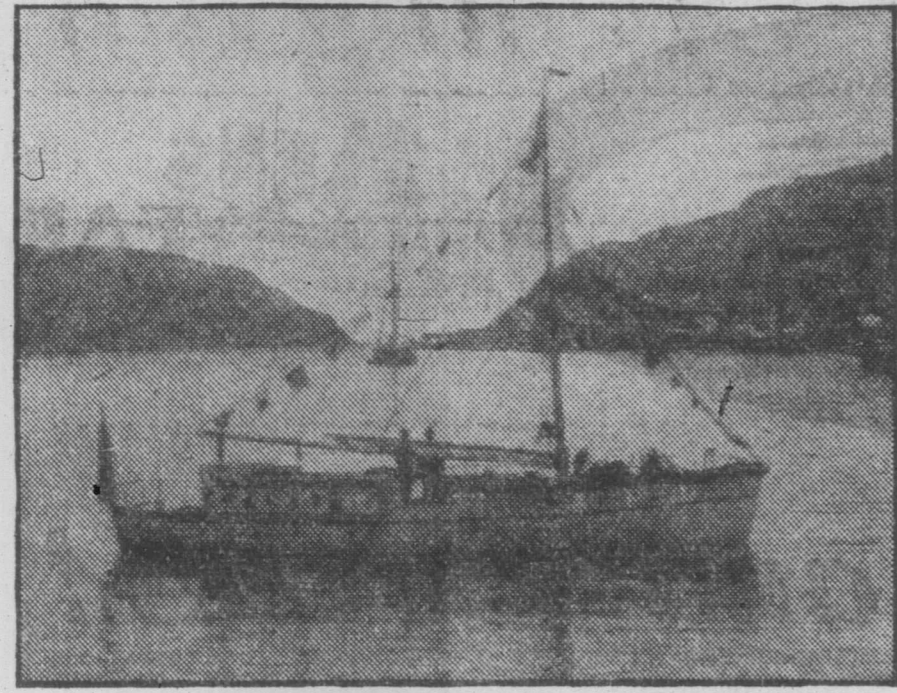
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