

COMMERCIAL
TRAVELERS' GUIDE
TO
LATIN AMERICA

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MAY 31 1935

JUN 17 1935

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MAY 16

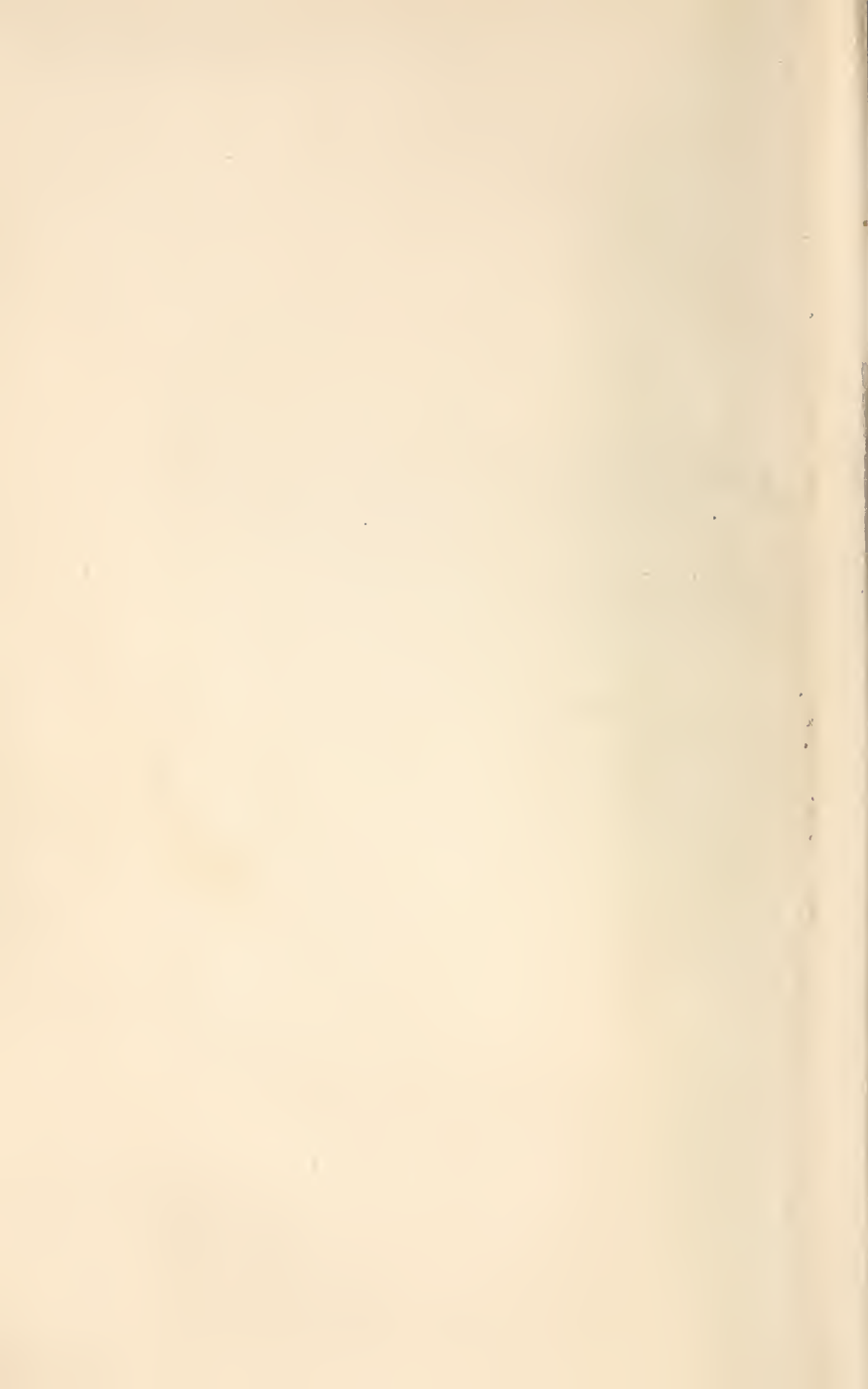
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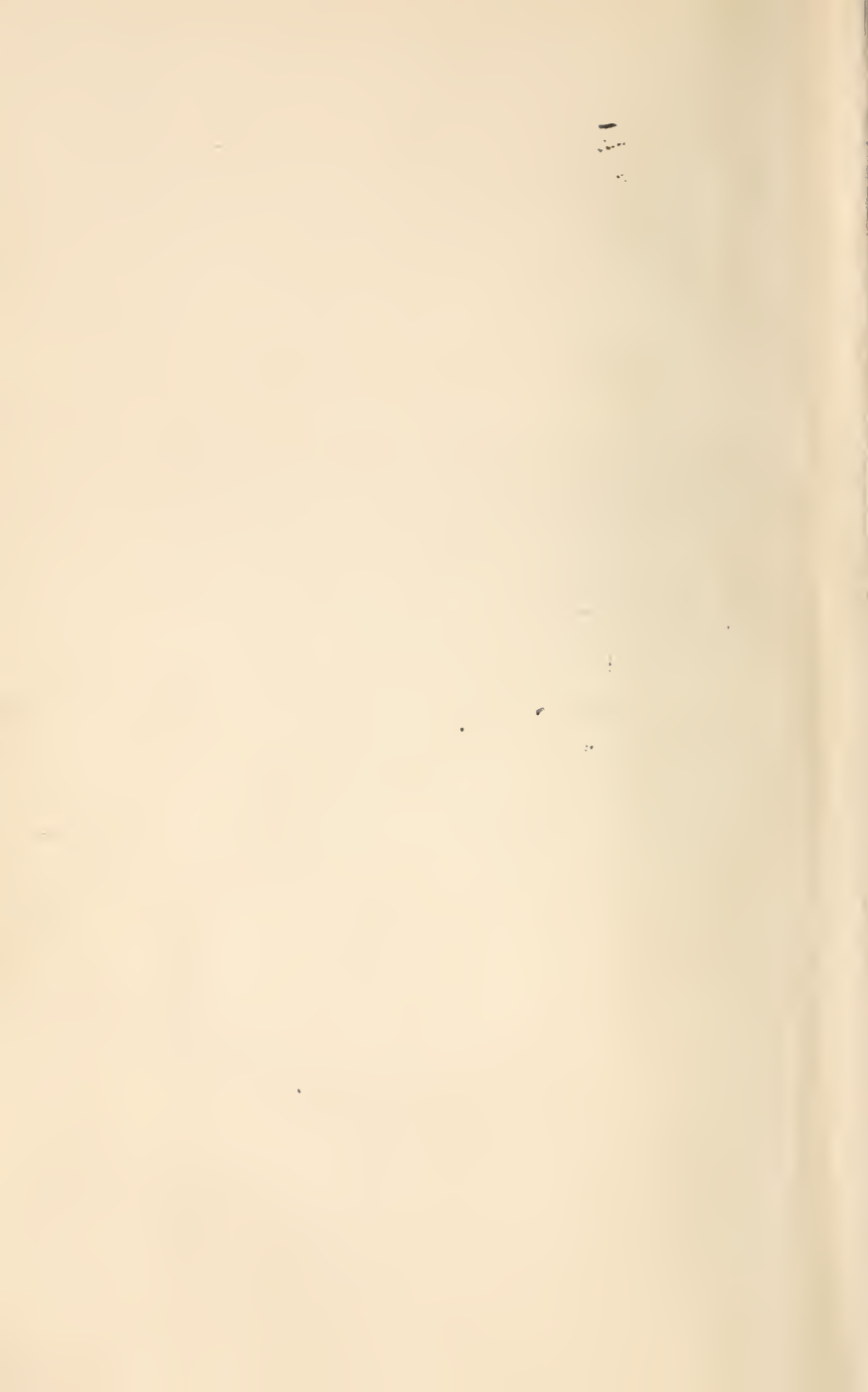
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DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE
ROY S. MACELWEE, Director

MISCELLANEOUS SERIES—No. 89

COMMERCIAL TRAVELERS' GUIDE TO LATIN AMERICA

By

ERNST B. FILSINGER

WITH MAPS IN SEPARATE PORTFOLIO



35881

PRICE, WITH MAPS, \$1.25

Sold by the Superintendent of Documents, Government Printing Office
Washington, D. C.

WASHINGTON
GOVERNMENT PRINTING OFFICE
1920

THE UNIVERSITY OF CHICAGO
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MAPS OF LATIN AMERICA.

Maps of Latin America accompanying this guide have been placed in a separate portfolio for the convenience of the traveler. They consist of a general map of the whole area and a reproduction of the 29-section map prepared by the Colonel House Inquiry for use at the Peace Conference. The latter map is reproduced on a scale of 1:4,000,000. It shows boundaries, cities, towns of commercial importance, railroads, wagon roads, trails, rivers, lakes, etc.

References made in the text are to the Colonel House Inquiry map, each section of which has been given a number and a key supplied for convenience in selecting any particular section.

LETTER OF SUBMITTAL.

DEPARTMENT OF COMMERCE,
BUREAU OF FOREIGN AND DOMESTIC COMMERCE,
Washington, July 1, 1920.

SIR: Submitted herewith is a Commercial Travelers' Guide to Latin America, by Ernst B. Filsinger. The character of this publication is indicated by its title. Mr. Filsinger is well known as a writer and authority on Latin American trade, being the author of "Exporting to Latin America," a volume of more than 500 pages, and other publications. His experience as an export manager and knowledge gained by extensive travel in the Latin American countries qualifies him particularly to write a guide for commercial travelers who may canvass these countries for the sale of United States products.

This volume contains, besides considerable general advice for the salesman, a great amount of information in full detail for canvassing every country and island lying south of the United States. It gives transportation routes, baggage restrictions and regulations, advice as to clearing samples at ports of entry, fees and licenses for commercial travelers, indicates practical itineraries, cost and time of travel, character and volume of business, and contains much useful comment that can be given only by one who has intimate knowledge of local conditions in these countries.

Latin America purchased about one billion dollars' worth of United States goods last year, or more than \$10 worth per capita. The Bureau feels confident that this publication will be of distinct service to business men in fostering and extending our trade in this prosperous territory.

Respectfully,

ROY S. MACELWEE, *Director.*

TO HON. J. W. ALEXANDER,
Secretary of Commerce.

PREFACE.

The need for a guide for commercial travelers to Latin America has long been felt. In this volume an effort has been made to supply practical, concrete facts and information which will be useful to business men in planning trips to the territory south of the United States.

It should be borne in mind that this is not a handbook. Many phases of commerce and industry which would obviously require treatment in a handbook can only be touched upon in a guide. It is deemed necessary to make this explanation for the benefit of those who might otherwise expect a more extended treatment of certain subjects merely referred to in this publication.

The bulk of the information herein supplied has been obtained at first hand. Not only is it based on the actual experience of numerous travelers, but the latest and most reliable Government and other authorities have been consulted. There is included only such information as will be of definite value to those who seek trade relations with the regions that are treated.

No efforts have been spared to verify all the statistics and figures of every sort that are quoted. It should be remembered, however, that conditions are changing rapidly; hence, allowance must necessarily be made for discrepancies which may be discovered in the actual use of the guide. Furthermore, it is to be expected that the coming of peace will materially influence the conditions of travel, sailings, time tables, etc.

As the Bureau contemplates issuing from time to time revised editions of this guide it will welcome suggestions for the improvement of the book, for additions or changes which may add to its usefulness, and for corrections which will insure its accuracy.

ERNST B. FILSINGER.

COMMERCIAL TRAVELERS' GUIDE TO LATIN AMERICA.

INTRODUCTION.

Purpose.—This guide has been written to supply the need for a guide book for commercial travelers in the West Indies, Mexico, and Central and South America. While compiled primarily for business men, its convenience for casual travelers has not been overlooked.

Time in Each Country.—An attempt has been made to supply the traveler with sufficient data to estimate the time necessary to reach the important places in the region described; the approximate time required to go from point to point has also been specified. Obviously, the conditions governing the sale of different kinds of merchandise vary so greatly that no time can be fixed for a stay in any one city or country. Nevertheless, by a study of the time-tables, descriptions of the cities, suggested routes, and other data supplied, it should not be difficult for the traveler to determine, with some degree of accuracy, the time that should be devoted to each place.

Probable Expenses.—In giving information regarding rates, routes, expenses, etc., it has been the endeavor to show how to obtain the best results in the shortest possible time and at minimum expense. The executive, sales manager, or commercial traveler, by referring to the routes, distances, and means of travel scattered throughout the book, can estimate quite accurately the expense involved in a trip whose object may be the making of sales, the placing of agencies, or the inspection of agencies already established.

General Scheme of the Guide.—For the convenience of the reader, and for easy consultation, the book has been divided into two sections. The first part deals with general matters, such as salesmen's equipment, transportation, suggestions for procedure upon arrival at destination, etc. The experienced traveler may find superfluous many of the suggestions contained in this section, but those who have not heretofore traveled in Latin America will find in convenient form some suggestions regarding many items which, despite their importance, are often overlooked. This section will be found of particular value to the beginner, and attention is directed to various details, such as documents needed, cables, wardrobe, health precautions, etc. Of great importance also are the details of transportation, including tickets, baggage, clearing of samples, overland routes, etc.

Advance Reading.—The reader's attention is directed to a classified bibliography at the end of the volume. In that list will be found the most important books, pamphlets, reports, etc., of general use in obtaining a knowledge of Latin-American conditions and in preparing salesmen for the competition which they must be ready to meet. Special attention is drawn to the reports by agents of the United States Government. These cover a variety of trades or

lines of business, and careful advance study thereof will not only help the salesman to better prepare his samples but give him a more complete idea of the conditions he will face in his particular line of work.

These reports are published by the Bureau of Foreign and Domestic Commerce. A complete list thereof, with prices, may be had by application to the office of the Bureau in Washington, or to its branch and cooperative offices. They are sold by the Superintendent of Documents, Government Printing Office, Washington, and by the district offices of the Bureau.

Statistics of imports from the United States into the territory covered within this volume may be obtained in the same manner. Commerce Reports, a publication issued daily by the Bureau of Foreign and Domestic Commerce, likewise contains valuable information, compiled by American consuls, commercial attachés, trade commissioners, etc. Commerce Reports may be found in almost any public library. The subscription price is \$2.50 per year. Of particular interest to students of foreign trade are the annual reports of American consuls in foreign countries, which are published as supplements to Commerce Reports. The various statistical publications of the Bureau also supply valuable assistance. See list in Appendix.

Books About Countries.—The traveler who has familiarized himself in advance with the commercial, social, and geographical conditions of the country he proposes to visit will enjoy a decided advantage. It is especially desirable to have some familiarity with the character of the people, their customs, political and economic conditions, etc. These vary greatly in the different Republics.

Part I.—GENERAL INFORMATION FOR THE SALESMAN.

THE SALESMAN'S EQUIPMENT.

MISCELLANEOUS REQUIREMENTS.

What may be termed the salesman's "tools" should be carefully prepared and checked before leaving. An omission of some important item may result in needless expense after the traveler has reached his destination. The most essential items in the average equipment are enumerated in the following pages. Remarks regarding these have been made where it was deemed advisable. The list should be checked before departure.

Catalogues.—Several copies should be carried. If possible, they should be packed in different units of the baggage to guard against inconvenience in the event of loss of a part of the baggage. If catalogues have been published in other languages than English, they should also be included. Arrangement should be made to keep the traveler fully informed of withdrawals of items listed, additions to samples carried, etc.

Price Lists.—Several copies of the price list should be carried and in different pieces of the baggage. This is very important, especially when a traveler visits the remote places in the interior, as baggage is easily lost. The loss of a grip from a mule's back is not infrequent. The units in which prices are quoted should be accompanied by their equivalents in the metric system. The quantities of packings to the case, bale, barrel, etc., should be clearly expressed to avoid misunderstanding and to save cabling for explanations.

Firm Prices Important.—An immensely valuable factor in developing foreign trade is stability of prices. If possible, the commercial traveler should be given the privilege of quoting prices that hold firm for at least 30 or 40 days from date of quotation, or a sufficient time in which orders can be received at the home office and acknowledged by cable. If this system is followed, cable expenses can be materially reduced. This plan also helps to obviate one of the most serious complaints against American business houses, that is, the frequency of price changes before the Latin American buyer has an opportunity of covering. Obviously, the traveler's work is often for naught if confirmation is refused (because of price changes) after the salesman's departure.

Prices in Foreign Currencies.—Generally speaking, prices quoted in American gold are satisfactory. However, if the prospective buyer desires the quotation in the money of his own country, it usually can be given without much difficulty.

Stationery.—Business cards bearing the names of the firm and the traveler are indispensable. They should preferably be engraved. Latin Americans are keen observers and are influenced in their estimates of the manufacturer by his attention to such details.

While a large supply of writing paper need not be taken, the traveler should carry a sufficient quantity to make him independent of hotel paper in the event that certain business matters require correspondence on his firm's stationery.

Private Stationery.—The traveler who wisely prepares to make the most of the social opportunities afforded him should carry a certain amount of personal stationery. This should preferably be of good quality and bear his name or monogram. Personal visiting cards are likewise indispensable. Foreigners are quite punctilious in this regard, and the American traveler should not be at a disadvantage.

Order Blanks.—A properly prepared order blank for export orders is highly essential. In the initial stages of foreign trade development, it may be inadvisable to supply the traveler with a printed form, but he should be compelled to note certain details on every order. The chief items concerning which almost every exporter requires information may be printed on a separate sheet to accompany the order blank. The most important are the following:

Commercial references.

Shipping directions: (*a*) Name of agent or forwarder (American port); (*b*) name of customs agent or consignee's representative at the port or entry.

Customs declaration: Exact description of each item; how it is to be declared on consular invoice.

Packing directions: Detailed instructions as to packing, whether in cases, bales, barrels. Lining material to use: Waterproof paper, oilcloth, burlap, or tin.

Weights required: Whether gross, legal, or net; whether to be specified in pounds or kilos.

Marks and numbering: Whether on goods as well as on cases.

Labels: Whether or not to use.

Papers: How many copies of invoice required. Documents covering goods; how handled; to whom papers are to be delivered.

Terms: Full details concerning this item with definite understanding as to the payment of collection charges; whether interest is to be collected for the time that remittance is in transit from Latin America to the United States.

Special Pamphlets.—Salesmen will find it desirable to carry with them the pamphlets issued by the Bureau of Foreign and Domestic Commerce covering tariffs and consular regulations in Latin America. Those travelers who do not speak Spanish or Portuguese will find them particularly useful. Tariff information must be readily available in order to make sales.

Suggestions for Gifts.—It may prove valuable for the traveler to carry a limited quantity of small gifts, such as calendars, pencils, or other novelties, which can be used for advertising purposes. These can be replenished from time to time by arranging for additional lots to come by mail at various addresses. Caution must be exercised in carrying these articles, as they are subject to duty in some countries. Postage must also be fully paid when packages containing this material are sent to the traveler en route, or else he may not receive the package.

New Year's Greetings.—Salesmen will find it highly desirable to remember their customers and the friends whom they have made in

Latin America at New Year's with cards or calendars. This is an old-established custom, and a remembrance in the form of a card or calendar is much appreciated. If cards are sent they should preferably be engraved. In Latin America cards are not sent at Christmas, but at New Year's.

Definitions of Export Quotations.—The following definitions were adopted at a conference held December 16, 1919, by the National Foreign Trade Council; Chamber of Commerce of the United States of America; National Association of Manufacturers; American Manufacturers' Export Association; Chamber of Commerce of the State of New York; New York Produce Exchange; and the New York Merchants' Association. They are so important that they are given in full.

1. When the price quoted applies only at inland shipping point and the seller merely undertakes to load the goods on or in cars or lighters furnished by the railroad company serving the industry, or most conveniently located to the industry, without other designation as to routing, the proper term is: "F. O. B. (named point)." Under this quotation:

(a) Seller must (1) place goods on or in cars or lighters, (2) secure railroad bill of lading, (3) be responsible for loss and/or damage until goods have been placed in or on cars or lighters at forwarding point, and clean bill of lading has been furnished by the railroad company.

(b) Buyer must (1) be responsible for loss and/or damage incurred thereafter, (2) pay all transportation charges, including taxes, if any, (3) handle all subsequent movement of the goods.

2. When the seller quotes a price including transportation charges to the port of exportation without assuming responsibility for the goods after obtaining a clean bill of lading at point of origin, the proper term is: "F. O. B. (named point) freight prepaid to (named point on the seaboard)." Under this quotation:

(a) Seller must (1) place goods on or in cars or lighters, (2) secure railroad bill of lading, (3) pay freight to named port, (4) be responsible for loss and/or damage until goods have been placed in or on cars or lighters at forwarding point, and clean bill of lading has been furnished by the railroad company.

(b) Buyer must (1) be responsible for loss and/or damage incurred thereafter, (2) handle all subsequent movement of the goods, (3) unload goods from cars, (4) transport goods to vessels, (5) pay all demurrage and/or storage charges, (6) arrange for storage in warehouse or on wharf where necessary.

3. Where the seller wishes to note a price, from which the buyer may deduct the cost of transportation to a given point on the seaboard, without the seller assuming responsibility for the goods after obtaining a clean bill of lading at point of origin, the proper term is: "F. O. B. (named point) freight allowed to (named point on the seaboard)." Under this quotation:

(a) Seller must (1) place goods on or in cars or lighters, (2) secure railroad bill of lading, (3) be responsible for loss and/or damage until goods have been placed in or on cars or lighters at forwarding point, and clean bill of lading has been furnished by the railroad company.

(b) Buyer must (1) be responsible for loss and/or damage incurred thereafter, (2) pay all transportation charges (buyer is then entitled to deduct from the amount of the invoice the freight paid from primary point to named port), (3) handle all subsequent movement of the goods, (4) unload goods from cars, (5) transport goods to vessel, (6) pay all demurrage and/or storage charges, (7) arrange for storage in warehouse or on wharf where necessary.

4. The seller may desire to quote a price covering the transportation of the goods to seaboard, assuming responsibility for loss and/or damage up to that point. In this case, the proper term is: "F. O. B. cars (naming point on seaboard)." Under this quotation:

(a) Seller must (1) place goods on or in cars, (2) secure railroad bill of lading, (3) pay all freight charges from forwarding point to port on seaboard, (4) be responsible for loss and/or damage until goods have arrived in or on cars at the named port.

(b) Buyer must (1) be responsible for loss and/or damage incurred thereafter, (2) unload goods from cars, (3) handle all subsequent movement of the goods, (4) transport goods to vessel, (5) pay all demurrage and/or storage charges, (6) arrange for storage in warehouse or on wharf where necessary.

5. It may be that the goods, on which a price is quoted covering the transportation of the goods to the seaboard, constitute less than a carload lot. In this case, the proper term is: "F. O. B. cars (named port) L. C. L." Under this quotation:

(a) Seller must (1) deliver goods to the initial carrier, (2) secure railroad bill of lading, (3) pay all freight charges from forwarding point to port on seaboard, (4) be responsible for loss and/or damage until goods have arrived on cars at the named port.

(b) Buyer must (1) be responsible for loss and/or damage incurred thereafter, (2) handle all subsequent movement of the goods, (3) accept goods from the carrier, (4) transport goods to vessel, (5) pay all storage charges, (6) arrange for storage in warehouse or on wharf where necessary.

6. Seller may quote a price which will include the expense of transportation of the goods by rail to the seaboard, including lighterage. In this case the proper term is: "F. O. B. cars (named port) lighterage free." Under this quotation:

(a) Seller must (1) place goods on or in cars, (2) secure railroad bill of lading, (3) pay all transportation charges to, including lighterage at, the port named, (4) be responsible for loss and/or damage until goods have arrived on cars at the named port.

(b) Buyer must (1) be responsible for loss and/or damage incurred thereafter, (2) handle all subsequent movement of the goods, (3) take out the insurance necessary to the safety of the goods after arrival on the cars, (4) pay the cost of hoisting goods into vessel where weight of goods is too great for ship's tackle, (5) pay all demurrage and other charges, except lighterage charges.

7. The seller may desire to quote a price covering delivery of the goods alongside overseas vessel and within reach of its loading tackle. In this case the proper term is: "F. A. S. vessel (named port)." Under this quotation:

(a) Seller must (1) transport goods to seaboard, (2) store goods in warehouse or on wharf if necessary, unless buyer's obligation includes provision of shipping facilities, (3) place goods alongside

vessel either in a lighter or on the wharf, (4) be responsible for loss and/or damage until goods have been delivered alongside the ship or on wharf.

(b) Buyer must (1) be responsible for loss and/or damage thereafter, and for insurance, (2) handle all subsequent movement of the goods, (3) pay cost of hoisting goods into vessel where weight of goods is too great for ship's tackle.

8. The seller may desire to quote a price covering all expenses up to and including delivery of the goods upon the overseas vessel at a named port. In this case the proper term is: "F. O. B. vessel (named port)." Under this quotation:

(a) Seller must (1) meet all charges incurred in placing goods actually on board the vessel, (2) be responsible for all loss and/or damage until goods have been placed on board the vessel.

(b) Buyer must (1) be responsible for loss and/or damage thereafter, (2) handle all subsequent movement of the goods.

9. The seller may be ready to go further than the delivery of his goods upon the overseas vessel and be willing to pay transportation to a foreign point of delivery. In this case the proper term is: "C. & F. (named foreign port)." Under this quotation:

(a) Seller must (1) make freight contract and pay transportation charges sufficient to carry goods to agreed destination, (2) deliver to buyer or his agent proper bills of lading to the agreed destination, (3) be responsible for loss and/or damage until goods have been delivered alongside the ship and clean ocean bill of lading obtained (seller is not responsible for delivery of goods at destination).

(b) Buyer must (1) be responsible for loss and/or damage thereafter and must take out all necessary insurance, (2) handle all subsequent movement of the goods, (3) take delivery and pay costs of discharge, lighterage, and landing at foreign port of destination in accordance with bill of lading clauses, (4) pay foreign customs duties and wharfage charges, if any.

10. The seller may desire to quote a price covering the cost of the goods, the marine insurance on the goods, and all transportation charges to the foreign point of delivery. In this case, the proper term is: "C. I. F. (named foreign port)." Under this quotation:

(a) Seller must (1) make freight contract and pay freight charges sufficient to carry goods to agreed destination, (2) take out and pay for necessary marine insurance, (3) be responsible for loss and/or damage until goods have been delivered alongside the ship, and clean ocean bill of lading and insurance policy have been delivered to the buyer or his agent (seller is not responsible for the delivery of goods at destination, nor for payment by the underwriters of insurance claims), (4) provide war-risk insurance where necessary for buyer's account.

(b) Buyer must (1) be responsible for loss and/or damage thereafter, and must make all claims to which he may be entitled under insurance directly on the underwriters, (2) take delivery and pay costs of discharge, lighterage, and landing at foreign ports of destination in accordance with bill of lading clauses, (3) pay foreign customs duties and wharfage charges, if any.

Explanations of abbreviations are: F. O. B., free on board; F. A. S., free alongside ship; C. & F., cost and freight; C. I. F., cost, insurance, and freight; L. C. L., less than carload lot.

Packing.—Salesmen should arrange with their firms to pack properly. The following suggestions will be found useful to note on order sheets sent to the home office:

Bales: For baling use a good quality of burlap. Straps of painted iron or steel, at least $1\frac{1}{4}$ inches wide, should be securely fastened not more than 8 inches apart. The straps are readily sold to blacksmiths. Galvanized straps are worthless. Narrow straps are likely to cut into the goods.

Box shipments: Remember that the duty very often is collected on the gross weight. In such cases warn the shippers against heavy boxes or cases; otherwise there may be a loss. If cases have to be used when shipping to countries exacting duties on packing as well as contents, they should be of the lightest, toughest wood, and not of the common kind used in the United States.

Size of packages: If bales are required, unless otherwise instructed by the dealer, the packages should weigh not to exceed 125 pounds. Remember that a mule load is 250 pounds, and it should be evenly divided. Packages, however, should not be too small, as the expense then is too great.

DOCUMENTS FOR SALESMEN.

Commercial travelers require certain documents which in ordinary times are desirable, and during the war absolutely essential. For convenience, the documents chiefly needed are listed below, with explanations where necessary.

Photographs.—It is desirable to carry photographs, which in case of necessity may help to identify the traveler. Although not of primary importance, these may sometimes be found very helpful.

Letters of Authority.—The representative who is entrusted with certain authority will find it desirable to be supplied with the necessary documents which will enable him to prove it. Under certain conditions a full power of attorney is not essential.

Power of Attorney.—This document is often required to properly complete certain transactions. However, it is ineffective in most countries unless properly viséed by certain officials, not only of the city and State wherein the manufacturer is located, but by the Secretary of State of the United States and the representative of the country in which the power of attorney is to be used. For example, a power of attorney issued by a manufacturer in New York would require: (a) The signature of the exporter; (b) the signature of a notary public; (c) the recognition of the notary's signature by a court of record; (d) the official recognition of the court of record by the secretary of the State of New York; (e) the visé of the Secretary of State of the United States certifying to the signature of the Secretary of the State of New York; (f) the signature of the Ambassador or Minister of the Latin American Republic.

Packing Memorandum of the traveler's baggage, when the samples carried are of a commercial value, is very desirable for the purpose of expediting clearance of the baggage. By handing this document to the customs officials, or brokers, when these are necessary, much time can be saved. The presentation of this memorandum inspires the customs officials with such confidence that their prompt cooperation is more easily obtained.

Consular Invoices.—In certain countries, notably Brazil, consular invoices covering samples of value carried by the traveler are indispensable. These should be obtained before the departure of the representative. If they are not carried, serious difficulty may be incurred. Requirements for entering and clearing samples are given under each country heading.

Passport.—This is absolutely requisite. Steamship companies will not sell tickets unless the prospective traveler can exhibit this document. Passports may be obtained upon application to the Department of State, Washington (New York office, Customhouse). If the traveler can satisfactorily answer the questions asked, the passport is issued, for which the fee is \$2. When leaving for certain countries, it is essential to have the passport viséed by a consul of the country next to be visited. This official usually can be found in the capital or the principal port of the country from which the journey to the next port begins. Thus, for example, in visiting Venezuela from New York City, the visé of the consul general of Venezuela in New York City is obtained before leaving. Application for passports should be made three weeks in advance of departure. Full details are given in the succeeding paragraphs.

All passengers must produce passports and other documentary evidence of their nationality with photographs of identity, before tickets can be issued to them.

Citizens of the United States are not permitted to depart from the United States as passengers on ocean-going vessels to a foreign port, unless each is in possession of a valid passport issued by the Secretary of State; similarly aliens are not permitted to depart from the United States as passengers on ocean-going vessels to a foreign port unless each is in possession of a valid passport or official document in the nature of a passport issued by a diplomatic or consular officer of the country of which the alien is a citizen or subject, satisfactorily establishing his or her identity and nationality.

Passports and consular documents in the hands of passengers from the port of New York will be inspected and their validity determined by inspectors of customs at the steamer's gangway before embarkation.

A person entitled to receive a passport, if within the United States, must submit a written application in duplicate in the form of an affidavit to the Secretary of State, accompanied by three unmounted photographs of the applicant. The application should be made by the person to whom the passport is to be issued, and signed by him.

The affidavit must be made before a clerk of a Federal court or of a State court authorized to naturalize aliens, within the jurisdiction of which the applicant or his witness resides, unless there is in such place an agent of the Department of State, in which case the application should be made before such agent.

The applicant must state from which point he intends to leave the United States, date of intended departure, and by what ship he intends to sail. Each application must be in the hands of the Department of State or its agent at least five days before the applicant's departure from the United States.

A person who applies for a passport in order to go abroad on commercial business must support his application with a letter from

the head of the firm in the interest of which he intends to make the journey.

All persons coming to the United States must carry passports or other satisfactory documents showing their identity and nationality. Aliens leaving a foreign country for the United States must have their passports or other official documents viséed at the American consulate at the port of embarkation, and each alien will be required to execute at the consulate a form of "declaration of alien about to depart for the United States."

Sailing Permits and Income Tax.—All aliens and United States citizens must present themselves at the customhouse at port of embarkation, with their passports, and show satisfactory proof that income tax has been paid. Sailing permits will then be issued stating that passengers have complied with all requirements of the revenue act.

Passport Requirements of Other Countries.—Travelers are requested to note the following special requirements in certain countries:

Argentina.—Passports are essential. Birth certificates should also be carried, particularly if the traveler intends to remain in Argentina, even if only for a short period. It is also desirable to obtain from an American consul a certificate of nationality, which will serve to identify the traveler. If residence is anticipated, such a certificate will also secure exemption from military service.

Brazil.—Passengers must provide themselves with passports viséed at a Brazilian consulate. If residence in Brazil is anticipated, registration should be filed with the nearest American consul.

British Government.—Travelers who embark on ships that touch English ports must have their passports viséed by the British consul at the port of departure. This visé must be obtained before the ticket is sold by the steamship agent. The traveler is also expected to give a full account of his movements and explain to the proper officials the object of his visit.

Colombia.—Travelers should provide themselves with passports viséed by the Colombian Minister or by a consul of Colombia in the United States.

Guatemala.—If an American intends to become a resident, he must present at the Guatemalan Foreign Office a passport viséed by the diplomatic or consular official of the United States in Guatemala.

Haiti.—Passengers must provide themselves with passports issued by the Haitian consul at New York (31 Broadway) before tickets can be issued. An unmounted picture of each passenger is required by the consul.

Mexico.—United States citizens must present to steamship company valid passports issued by State Department, Washington, D. C., viséed by a United States collector of customs (and upon arrival at Mexican port register permanent address with the American consul). Aliens must present to steamship company valid passports viséed by a Mexican consul and United States collector of customs.

Nicaragua.—A passport must be obtained from the Minister of War in order to leave.

Salvador.—A passport should be carried. A local passport from the Government of Salvador is often also obtained.

Venezuela.—No tickets are issued before passengers present baggage list in triplicate, certificate of vaccination, and passport, all signed or viséed by Venezuelan consul at port of embarkation.

Letters of Introduction.—These are highly useful and of far greater value in Latin America than in the United States. Below are some suggestions:

A letter of introduction, written on the stationery of the manufacturer, "To whom it may concern," and with the seal of the principal, is particularly useful. The letters will be far more valuable if written in Spanish or Portuguese, if the addressees use either of these tongues.

Letters from the manufacturer to American consuls and commercial attachés, also commercial organizations such as chambers of commerce, etc., are also valuable.

Of still greater importance are specific letters of introduction to prominent business men or officials in Latin America from friends in this country. Letters of introduction are often the means of establishing relations which otherwise it would be difficult to create.

When possible, letters from the consular or diplomatic representatives of the Latin American Republics in the United States to their correspondents at home will be found highly effective.

Letters of introduction by trade bodies, merchants' associations, and similar organizations, either to specific individuals in Latin America or of a general nature, likewise are useful.

Letters introducing the traveling representative to banks and bankers are particularly valuable. They will enable the traveler to obtain information regarding the credit of prospective customers, business conditions in general, and, when sufficiently strong, obtain entrée to the most desirable business circles.

Letters of introduction to the publishers of newspapers, magazines, and trade papers have a special value. The publicity which the traveler can obtain when such letters are rightly used will help materially toward the success of his trip.

Seals affixed to a letter have an unusual value in Latin America; they are impressive, and when they can be obtained should be used.

Before departure the salesman should obtain letters of introduction to the branch offices of the mercantile agency to which his firm subscribes. When contemplating business in a city where these firms have agents or offices, it is advisable to confer with such agencies as to the credit to be extended to the different buyers. Arrangements can be made before departure from the United States for the purchase of specific reports on foreign merchants.

Letters of introduction in Latin America (as almost anywhere else) have a higher value if the recipient is requested to put the bearer in touch with some particular person or to perform some specific service. Thus, a request to a banker to introduce the traveler to the principal importers of hardware will be far more effective than a mere letter of introduction, after presenting which the traveler is compelled to ask for the service he desires.

SALESMEN'S SAMPLES.

Samples With or Without Value.—Samples carried are usually of two classes, "without value" or "with value." The regulations of

customhouses in Latin America and the West Indies differ greatly. In certain countries the officials are far more strict than in others. The regulations of the different countries regarding samples should be studied before samples are packed.

Memorandum of Samples.—Whether samples carried are with or without value, they should be carefully listed. A memorandum which is easily understood by customs officials will aid materially in clearing baggage. Where samples have a value, that is, when they can be sold as merchandise, it is necessary to be supplied with a consular invoice when making application for admission to a foreign country. For full details concerning the admission of samples, consult the pages relating to the different countries.

Packing Samples.—As many transportation companies, particularly in South America, make a charge for baggage carried, minimum weight and space are desirable. Samples should therefore be packed with the utmost care. The rough handling to which they are subjected makes this absolutely necessary. Samples likely to be affected by moisture or water should be carefully protected. A wise precaution is the use of oilcloth on the inside of the trunk. This is particularly important in the Tropics during the rainy season, and in the mountains where baggage is carried by mules. Some travelers have waterproof oiled canvas covers, into which trunks or traveling bags are fitted.

Packing for Mountain Transportation.—In preparing samples for traveling in the interior over mountainous country, precautions should be taken in the matter of size of trunks. The maximum weight that a mule can carry is 130 kilos (kilo=2.2 pounds). The load should preferably be divided. Thus, if trunks with samples weigh about 140 to 150 pounds, there should be two of them, each weighing 70 or 75 pounds. They should be easily adjustable to a mule's back. If this contingency is not foreseen, new trunks may have to be bought before the inland journey can be made, and such a purchase may be both difficult and expensive. Any ordinary size trunk may be used when the traveler visits only the seaports and points accessible by railroad.

Insuring Samples.—Steamship companies assume no responsibility for samples, except for damage while in their possession. The loss of samples by fire, war, damage by sea water (as a result of a storm, falling overboard, etc.), should be provided for by marine insurance. The most liberal policy obtainable, providing for this and all other possible losses (theft, fire, pilferage, damage, etc.), is desirable. Such a policy can be obtained from insurance companies specializing in marine insurance. Some steamship lines undertake to insure the baggage of their passengers according to published schedules of rates. All baggage carried should be insured against all risks on land and sea.

Checking Samples.—In most of the southern countries the checking system has not reached the perfect stage that is so well known in the United States. The traveler will find it advisable constantly to keep an eye on his baggage. A wise precaution, when traveling by train, is to make sure before departure that the samples are on board. A "follow up" of the baggage in checking it to and from hotels is also desirable. To count on "close connections," or to depend upon narrow margins of time, is not advisable under any circumstances.

Payment of Duties.—In certain countries, as in Cuba, for instance, the duty on samples must be paid in cash. Bond can not be given. However, if samples are removed within a certain period, the cash is refunded, less a certain percentage. To provide for such emergencies, the traveler should be supplied with sufficient money. In most of the Republics bond can be given for the samples, and this is canceled when the traveler leaves.

Aid of Customs Brokers.—The most expeditious means of clearing samples is by the employment of customhouse brokers. In certain places they are not needed. The names of reliable firms who can look after such details are given for all important places. The bonds for salesmen's samples are usually signed by resident merchants. A letter of introduction or credentials which will enable the traveler to obtain such accommodations are very essential. The new salesman's first visit, after arrival in a port, should be to the American consul, who can advise him regarding customhouse brokers and many other items.

CABLES AND MAILS.

Cable Codes.—Almost all business houses have code words to identify their products and to simplify telegraphic business. In developing foreign trade it is desirable to supply a code word for every item. These words should be used in the catalogues as well as on the samples.

Selecting Code.—It is highly important to decide on the code best adapted to the requirements of the business. The traveler should be supplied with a copy thereof. No matter what code is selected, certain phrases, which apply to general business transactions, and are not covered in the body of the book, may be added. In most codes space has been left for that purpose.

Cable Addresses.—If no cable address has been previously used, it is important to select an address and file it with the cable companies. Mention of this name should be made on all stationery and printed matter issued thereafter. By following this rule, many words may be avoided, as a charge is made for the address in all cablegrams.

Registering Name.—The traveling salesman should be instructed to call at the cable office of every city visited immediately upon arrival. He should register his name, and, when possible, his telegraphic code address. He should give the name of the hotel at which he is stopping in order that messages from his principals may be delivered without delay.

Reversing Charges.—American manufacturers can arrange for the payment by them at their offices in the United States for the cable messages sent by their representatives. This is done by notifying the cable companies before the salesman departs of their desire to effect such an arrangement. The cable companies then supply the traveler with a letter, the presentation of which at the cable offices abroad is the authority for the acceptance of messages under this condition.

Travelers' Mail.—One of the most fruitful causes of difficulties is the failure of the traveler to receive mail promptly. Too much

stress can not be laid upon the importance of properly posting letters. It is better to anticipate a traveler's arrival in a place than to calculate too closely. This can be done by consulting the table on page 23. The average or approximate time required for letters to be delivered is there specified. The traveler's route list should show the approximate time of arrival and departure at the various points in his itinerary. The place at which mail is to be received should be specified.

Delivery Address.—The sending of mail in care of hotels, especially in small towns, is not generally advisable, owing to the carelessness with which it is handled. The selection of a bank, custom-house broker, or mercantile firm is preferable. Owing to the uncertainties of transportation and the possible danger of loss, extra copies should be made of all communications to be sent to a later address by a steamer following the one on which the original is carried. This will avoid much unnecessary correspondence, loss of time, and assure more satisfactory relations. The registration of important letters or documents is recommended. Ten days to two weeks' time (occasionally a longer period, determined by the frequency of sailings) should be allowed before the duplicates of letters are mailed, to avoid their being placed on the same steamer as the originals.

When intended for passengers on steamers, letters and telegrams may be addressed in care of agencies of steamship companies at various ports of call. In addition to address and port of call, in the lower left-hand corner of the envelope should be written "Passenger on board S. S. ———." The address of the sender should be clearly indicated on all such letters in order to insure their return in case of nondelivery.

Wireless Telegrams.—Practically all steamers are now equipped with wireless, which makes it possible for passengers to communicate with their friends on shore and advise them of impending arrival some days before the steamer docks. Radiotelegrams are accepted at any telegraph office for transmission to steamers at sea. The address of a radiotelegram to be delivered to a steamer through a coast station should be: "John Jones, steamer *Vestris*, wireless."

The charges for radiotelegrams sent through any coast station abroad can be ascertained at any telegraph office. The rate on board for communication with the coast can be obtained from operators on board steamers.

Forwarding of Letters.—Passengers on leaving a steamer should put their names and addresses in the book which is usually provided on board for this purpose. This will enable steamship companies to forward any mail which may be received for passengers after leaving the steamer.

Advising Safe Arrival Abroad.—Steamship companies receive cable advice of the safe arrival of steamers at various ports. This information they are generally glad to pass on to the friends of passengers. Special post cards are usually provided for this purpose, on which the names and addresses of friends may be written and the cards posted to steamship company's office or handed to the company's office representative on board before sailing.

Parcels by Mail.—It is often necessary to send samples, printed matter, etc., to traveling representatives while they are en route

from one point to another. The following precautions regarding the sending of such parcels will be found helpful:

Make sure that sufficient time is allowed for delivery. Consult the table below. Verify the sailing of vessels by communicating with the Post Office Department or by reference to the official announcements in newspapers, shipping journals, etc.

Notify the salesman by letter of the sending of the parcel and give full details of what it contains. Give price and other particulars.

Make sure that the parcel is sent in care of some one who will not misplace it or forget to make delivery. If duty is to be paid, notify the person in whose care the parcel is sent and arrange for his reimbursement.

See that the package is mailable and that it can be delivered under the rules of the country to which it is sent. Consult postal regulations before forwarding.

Pack carefully to protect against damage by water, moisture, breakage, or loss. If of value, see that the parcel is properly insured.

Use the sample post in preference to the parcel post, if the sample post is available. See Postal Guide.

Mail Time-Table.—The time shown in the following table is that usually required for letters to be transmitted from New York to the places specified in Latin America, Mexico, and the West Indies:

Days.	Days.
Antigua, West Indies, direct	7
Antofagasta, Chile, direct	16-20
Arica, Chile, via Panama	14-20
Bahia, Brazil, direct	15
Barbados, West Indies, direct	8
Barranquilla, Colombia, direct	9
Belize, British Honduras, via New Orleans	7
Buenos Aires, direct	25
Caldera, Chile, via Panama	29
Callao, Peru, via Panama	11-16
Cape Haitien, Haiti, direct	7
Cartagena, Colombia, direct	11
Ciudad Bolivar, Venezuela, via Trinidad	11
Colon, Panama, direct	7
Curacao, West Indies, direct	8
Demerara, British Guiana, direct	11
Dominica, West Indies, direct	8
Grenada, West Indies, direct	9
Greytown, Nicaragua, via New Orleans	7
Guadeloupe, West Indies, direct	8
Guatemala City, via New Orleans	7
Guayaquil, Ecuador, via Panama	12
Havana, Cuba, direct	4
Iquique, Chile, via Panama	15-20
Jacmel, Haiti, direct	12
Kingston, Jamaica, direct	5
La Guaira, Venezuela, direct	7
Livingston, Guatemala, via New Orleans	7
Mucio, Brazil, direct	17
Maracaibo, Venezuela, direct	10
Maranhao, Brazil, direct	18
Martinique, West Indies, direct	9
Mayaguez, Porto Rico, direct	7
Mazatlan, Mexico, via San Francisco	10
Mollendo, Peru, via Panama	13-20
Montevideo, Uruguay, direct	25
Nassau, Bahamas, direct	4
Panama City, Panama, via Colon	7
Para, Brazil, direct	14
Paita, Peru, via Panama	14
Pernambuco, Brazil, direct	13
Port au Prince, Haiti, direct	7
Port Limon, Costa Rica, via New Orleans	7
Puerto Cabello, Venezuela, direct	10
Puerto Plata, Dominican Republic, direct	7
Rio de Janeiro, Brazil, direct	19
St. Kitts, West Indies, direct	6
St. Lucia, West Indies, direct	8
St. Thomas, West Indies, direct	6
St. Vincent, West Indies, direct	8
Samana, Dominican Republic, direct	8
Santo Domingo City, Dominican Republic, direct	7
San Juan, Porto Rico, direct	5
Santa Marta, Colombia, direct	15
Santiago, Chile, via Panama	32
Santos, Brazil, direct	21
Tampico, Mexico, by rail	6
Valparaiso, Chile, via Panama	20-30
Vera Cruz, Mexico, by rail	6
Vera Cruz, Mexico, by steamer	8

FUNDS FOR TRAVEL EXPENSES.

Adequate Funds Needed.—Before departure adequate provision for expenses should be made. It reflects seriously on the principals of the traveler if the latter is embarrassed by lack of money. Periodical remittances may be made, but it is important to have a thorough understanding on this point before departure. The question of remittances to travelers is one likely to cause much friction and misunderstanding. An initial letter of credit for a definite sum may be given, and renewals thereof may be arranged by cable. It is best to supply the traveler with a letter of credit sufficiently large to carry him to his destination and return. By this means he can also save money on exchange. He can draw against the letter according to conditions—more freely when exchange is favorable.

Letter of Credit.—This document enables the traveler to make drafts from time to time as funds are required. It is one of the most satisfactory and least expensive methods of obtaining money. Letters of credit are procurable from banks, express companies, steamship lines, tourist agencies, etc. If it is desired to place a limit upon the credit, so that too large a sum may not be in the hands of the salesman, arrangements can be made with the bank from which the letter of credit is bought to provide, by cable, renewals of the credit from time to time as the requirements may demand. The traveler, before his departure, merely leaves his signature with the bank. When so instructed, the bank cables to its representatives in the Latin-American city, advising of the opening of the credit for the additional sum.

New York Exchange.—This is a desirable method of supplying the salesman with funds. It is done by furnishing him with a number of drafts on New York banks.

American Bankers' Association Checks.—These afford a convenient means of carrying funds. These checks can be bought of almost all banks.

Express Money Orders.—These are issued by the various express companies and are cashed without difficulty. In most instances the express companies have branch offices in the principal cities and are well known to local banks throughout Latin America.

Travelers' Checks.—Travelers' checks, payable in most parts of the world, are issued by several of the steamship companies, express companies, banks, etc., and can also be negotiated readily.

Gold.—Some experienced travelers like to carry a certain amount of American gold eagles. These are accepted anywhere. Often they are found very useful in the interior, off the beaten track, where documents, such as drafts and bills of exchange, are regarded with more or less suspicion. The vessels of certain steamship companies also carry a limited amount of money of the countries reached by their ships.

Concerning Exchange.—The traveler who carries drafts, letters of credit, money orders, or bankers' checks will find that at certain times he is able to make the exchange for the local currency at more favorable rates than at others. This is governed by the demand in the Republic for bills of exchange on the United States. At times there are more remittances to be made to New York than at other periods, and this, naturally, affects the rate at which the exchange

is made. If the exports have been heavy and the amount due from the United States is considerable, the fact will be reflected in the rate of exchange. Very heavy shipments of coffee, rubber, copper, or other products frequently affect the exchange rate.

Some Suggestions.—There are often fluctuations in the values of the money of the Latin American countries, due to the instability of the currency systems, which are also influenced by exports and imports, as well as by certain local conditions. The traveler should always inform himself thoroughly regarding the values of money and watch the fluctuations in order to obtain the best results. Likewise, he will find it advantageous to make inquiries of banks or money brokers in order to obtain the best rate. He should endeavor to be rid of the money of one country before departing; otherwise he may find it necessary to make a considerable sacrifice to obtain the conversion of the funds he carries to the currency of the country at which he next arrives.

WARDROBE.

Importance.—The selection of proper clothing is of greater importance than that usually accorded it. This is due to two facts: The great variations in climatic conditions, and, second, the Latin Americans base their estimates of the importance of the representative and his principals in large measure on his personal appearance. As social life plays an important part in South American business, the proper dress for functions other than business must receive consideration. For greater convenience, the subject of dress has been divided into several paragraphs to accentuate the difference between the various climates, altitudes, seasons, travel routes, etc. Altitude especially must be considered.

Clothing for the Tropics.—Light-weight clothing such as is generally used in the warmest summer period in the United States should be carried in sufficient quantity to provide changes, as laundering may sometimes be delayed. Despite the heat, blue serges are often worn, and black clothes are always correct. Light-weight suits of Shantung silk, mohair, Palm Beach cloth, etc., are much used. For extended visits, white suits (obtainable where most needed) are indispensable. Fabrics which require unusual care are not so desirable. A traveling cap is essential. A durable automobile coat or duster is useful. With white clothes, white shoes, of course, must be worn. As a rule, white suits can be bought more reasonably in the countries where they are worn than in the United States and may be purchased on arrival there. Patent-leather shoes for dress, high and low shoes of dull calf or dark tan leather, such as are worn in the United States, should also be carried, as they can be bought more reasonably here than abroad.

Dress Wear.—Evening clothes are absolutely indispensable. A "tuxedo" should be included. A frock coat for afternoon functions is also highly desirable. A silk hat is a necessary item for the man who wishes to be correctly dressed at functions of a formal nature.

Dress for Uplands and Temperate Climate.—Clothing which is suitable during the fall period of the temperate regions of the United States will serve adequately. Woolen or semiwoolen underwear and socks are desirable and should be included in the baggage. A

medium-weight overcoat is essential for use on the ocean, as well as for wearing at night in the upland regions, where the temperature falls very rapidly. In the interior of Bolivia, Ecuador, Peru, and Colombia the houses are often cold, hence the need for heavy underwear. A good raincoat will be found useful, as rain is almost certain to be encountered. A raincoat that is not too heavy in weight, but effective in excluding moisture, is desirable. In the colder regions a heavy overcoat is necessary, particularly at night. A well-made sweater or sweater vest or jacket will be found an excellent addition to the wardrobe. It is also desirable to carry some light flannels and fine woolen socks. Soft shirts are desirable, particularly those with soft collars. One should always aim to be perfectly comfortable.

Travel on Horse or Mule Back and Over Mountains.—Heavy woolen underwear, outing shirts, suits of corduroy (or similar material to withstand rough usage), very heavy waterproof (poncho) or black rubber coat and cap to withstand the torrential tropical rains, leggings, highlaced boots, and one's own saddle should be carried. Woolen socks are also desirable.

Steamer Trips on Rivers in the Tropics.—A folding mosquito canopy is absolutely necessary. One that can be compressed into the smallest space is best. Other requisites are gloves which will protect the hands against mosquitoes while on deck; high shoes to protect the ankles against the same pests; a gauze mosquito canopy for the face and neck; several changes of bed linen (primitive conditions on certain steamers make this highly desirable); and air pillow. One's own blanket or steamer rug will be found useful. Some travelers recommend an air mattress, especially for long trips, because of insanitary conditions which are often found.

Waterproof Bag.—It is highly desirable to carry a strong waterproof bag, in which, while riding overland, one's outfit can be placed.

Outfit for Mountain Trips.—It is, of course, necessary for the traveler to carry his own outfit, especially saddle, blankets, etc. The saddle is particularly important, and only the best should be used. Care should be exercised in adjusting the straps, which are often subjected to severe strains. The traveler who provides himself with a good outfit and is able to meet unusual conditions will suffer far less inconvenience than the one who is less foresighted. In addition, he will enjoy to a far greater degree the magnificence of the scenery. The suggestions made for river trips also apply in large measure to mountain travel, particularly as concerns the outfit and supplies.

Other Items.—One or two umbrellas of good quality to withstand heavy rain and hard usage should be included in the baggage. Rubber-soled shoes to wear on deck will be found more comfortable than the ordinary kind. A bath robe should be carried for obvious reasons. Some travelers like to include an automatic electric lamp for use at night where other light is not available, or where, because of insects, a flashlight is more effective. A steamer rug of good quality may take the place of a blanket while in the highlands. Flannel shirts for hard journeys may be used to advantage. A vacuum bottle or two will frequently prove a great comfort, especially in remote places and while traveling overland.

Wardrobe for Women.—The hints for dress given above, although intended for the male traveler, may also be applied to the attire of

women. The latter are advised to supply themselves adequately with shirt waists, including some of silk, and light as well as dark shades. A cape should be taken, while sweaters of silk and wool, or vests of these materials, also will be desirable. Petticoats of a dark material, kimonos, rugs, and shawls should be included. In addition, there should be a dark and a light parasol of good quality, so that they will not be easily damaged. For formal occasions the toilets suitable for like affairs at home are needed. In the tropical regions white is worn very extensively.

Purchasing in United States Recommended.—It is recommended that the traveler's wardrobe be complete before he leaves the United States. A sufficient quantity of collars, underwear, socks, etc., especially should be purchased. All these articles may be had in the Latin American Republics, but the cost is necessarily higher and often excessive.

Laundrying.—One reason for taking a good supply of linen is the wear and tear on such articles by laundrying. In many places, particularly those that are remote, the most primitive methods are used, with rather disastrous effects on the clothing.

Books on Equipment for Travelers.—For travelers who wish more detailed descriptions and suggestions for equipment, etc., the following books are suggested:

Outfit and Equipment for the Traveler, Explorer, and Sportsman, by Eustace Reynolds Ball, F. R. G. S., and others. 144 pages. Reynolds Ball's Guide, London, 1912.

Scientific American Handbook of Travel, edited by A. A. Hopkins. 503 pages. G. Munn & Co., New York, 1910.

The Art of Travel, by Francis Galton, F. R. S. 366 pages. J. Murray, London, 1876.

Harvard Book of Travel. Harvard University Press, 1918.

HEALTH PRECAUTIONS.

Important Caution.—The advice, constantly reiterated by experienced travelers, against the use of alcoholic beverages is founded on fact. Particularly is this advice applicable when traveling in high altitudes. No hard and fast rules regarding food need be laid down. The wise traveler will be temperate in all his habits. Generally speaking, the drinking of unboiled water is unwise, except in the larger places where the purity of the supply is unquestioned. The insanitary conditions in many of the small places make it necessary to observe the utmost caution. Where satisfactory evidence of the purity of the water can not be obtained, the traveler should confine himself to well-known brands of mineral waters. The indiscriminate use of locally bottled waters may lead to illness, as there is no assurance that such water is without germs. The lack of sanitary appliances and sewers is frequently the cause of contamination. Uncooked vegetables, salads, etc., may well be regarded with suspicion where modern sanitation has not been introduced.

Medical Equipment.—Although all the large steamship companies furnish medical attendance, the wise traveler will not depend on that service exclusively. It is important to include in the baggage a kit containing certain simple remedies and some first-aid appliances. These are available already packed. Some simple cathar-

tics, quinine pills, etc., should also be carried. Certain compounds to ward off mosquitoes are desirable. The most commonly used is oil of citronella.

Items for medicine chest: Bicarbonate of soda (for indigestion), pepsin tablets, menthol, bismuth, witchhazel, cholera mixture, Vaseline, Epsom salts, Listerine, New-skin, Antiphlogistine, boracic acid, court plaster, Jamaica ginger.

Personal Comforts.—Adequate supplies of the following articles should be carried. They may be purchased far more reasonably in the United States than abroad: Toilet soap, tooth powder or paste, soothing lotions (for sunburn), shaving soap, cold cream, talcum powder, sea-water soap (to be used when bathing in sea water), automobile goggles (for use in sandy country where the wind is high), spectacles of colored glass (to be used where the light is very blinding).

Mosquitoes.—While vessels are at dock in tropical ports it is advisable to keep cabin doors and windows closed. Some heat is preferable to the mosquito pest, as sickness often follows bites.

Vaccination.—To some countries, for instance, Venezuela, it is impossible to gain admission unless satisfactory evidence of successful vaccination is shown. For this reason it is important that the prospective traveler be vaccinated before departure. Under any conditions it is a wise precaution, and the traveler will feel a greater security against possible infection from smallpox, particularly in the rural communities. As regards being immunized against other diseases, this is a matter which should be decided by the individual in consultation with his physician.

Avoiding Colds.—The traveler will find that in many of the tropical places there is a marked difference in temperature between the interior of the old massive buildings, such as churches, cathedrals, etc., and the outer air. In the higher altitudes, particularly, colds may be contracted by entering these buildings, and as the danger from pulmonary diseases is greater because of the rarity of the atmosphere, a light overcoat should be carried. Care should be taken against sudden changes in temperature.

High Altitudes.—When making sudden ascents from the lower to the higher altitudes, travelers sometimes suffer from "soroche," or mountain sickness. Those who have weak hearts are cautioned against a too rapid change. Travelers who wish to avoid this sickness usually divide the trip from the lowlands of Chile or Peru to the uplands of Peru or Bolivia into two stages, stopping off en route at Arequipa, or some other point that may be decided upon.

Quarantine Regulations.—As a rule, there is nothing to fear on this score. Port sanitation has improved greatly, and only in exceptional instances do Latin-American ports declare quarantines against each other. When travelers are detained in quarantine the expense is usually for their own account. In calculating the period of exposure, the time spent on shipboard after the departure from the port quarantined against is taken into consideration.

TRANSPORTATION.

The Expense.—Whether it is practicable to visit certain points is determined almost invariably by the expense involved and the time required. This guide is written for the purpose of simplifying the decision. On the following pages it has been the aim to give specific information regarding expense of traveling. The rates given are of two kinds: First, to specific ports in Latin America from specific ports in the United States; second, combination trips which may be utilized by the business man for purposes of inspection. Obviously, all rates can not be given. It is believed, however, that those which have been specified will be found helpful.

Steamship Fares.—The rates of fare given for the various lines are *subject to change*. The aim has been to provide rates which cover the cost of passage to all ports which are likely to be visited by American travelers. Further data can be obtained by application to the steamship offices.

The rates given on following pages are chiefly for one-way trips, first-class accommodations, from the United States to the ports named. In addition, certain round trips and combination trips have been specified for business men who wish to make merely tours. Local steamship service and the service of foreign steamship lines which operate between different countries are treated under the respective territorial divisions or countries. Many such lines do not reach the United States, but can be used for local traveling.

STEAMSHIP COMPANIES AND OFFICE ADDRESSES.

Bluefields Fruit & Steamship Co., Whitney Central Building, New Orleans, La.

Booth Steamship Co., 17 Battery Place, New York City.

Clyde Santo Domingo Line, 11 Broadway, New York City.

Compañía Peruana. See Peruvian Line.

Compañía Sud-Americana de Vapores, 24 State Street, New York City.

Compañía Transatlántica de Barcelona, Pier 8, East River, New York City.

Cuyamel Fruit Co., Whitney Central Building, New Orleans, La.

Gulf Mail Steamship Co., 1 Drumm Street, San Francisco, Calif.

Independent Steamship Line, Queen and Crescent Building, New Orleans, La.

Lampport & Holt Line, 42 Broadway, New York City; 814 Gravier Street, New Orleans, La.

Lloyd Brasileiro, 44 Whitehall Street, New York City.

Mallory Steamship Co., foot of Houston Street, New York City.

Munson Steamship Line, 82 Beaver Street, New York City.

Nelson Line, 26 Broadway, New York City.

New York & Cuba Mail Steamship Co. (Ward Line), foot of Wall Street, New York City; 192 Washington Street, Boston, Mass.; 533 Marquette Building, Chicago, Ill.; 701 Chestnut Street, Philadelphia, Pa.; 1208 F Street N.W., Washington, D. C.

- New York & Porto Rico Steamship Co., 11 Broadway, New York City; 192 Washington Street, Boston, Mass.; 701 Chestnut Street, Philadelphia, Pa.
- Norton Line, Produce Exchange Building, New York City.
- Pacific Mail Steamship Co., 507 California Street, San Francisco, Calif.; 31 West Jackson Boulevard, Chicago, Ill.; 345 Broadway, New York City.
- Pacific Steam Navigation Co., 26 Broadway, New York City; 230 South La Salle Street, Chicago, Ill.
- Panama Railroad Steamship Line, 24 State Street, New York Calif.; 31 West Jackson Boulevard, Chicago, Ill.; 345 Broadway, San Francisco, Calif.
- Peninsular & Occidental Steamship Co., 26 Broadway, New York City; Key West, Fla.; Port Tampa, Fla.
- Peruvian Line (Compañía Peruana), 29 Broadway, New York City; 510 Battery Street, San Francisco, Calif.
- Quebec Steamship Co., 34 Whitehall Street, New York City; 206 Old South Building, Boston, Mass.
- Red D Line, 82 Wall Street, New York City.
- Royal Dutch West India Mail, 10 Bridge Street, New York City.
- Royal Mail Steam Packet Co., 26 Broadway, New York City; 230 South La Salle Street, Chicago, Ill.
- Santo Domingo (Clyde) Line, 11 Broadway, New York City.
- South American Steamship Co. (Compañía Sudamericana de Vapores), 24 State Street, New York City.
- Southern Pacific Co., 366 Broadway, New York City; 227 Charles Street, New Orleans, La.; 55 West Jackson Boulevard, Chicago, Ill.; 12 Milk Street, Boston, Mass.; 1600 Chestnut Street, Philadelphia, Pa.; Flood Building, San Francisco, Calif.
- Spanish Line (Compañía Trasatlántica de Barcelona), Pier 8, East River, New York City.
- Toyo Kisen Kaisha, 625 Market Street, San Francisco, Calif.
- Trinidad Line (Trinidad Shipping & Trading Co.), 29 Broadway, New York City.
- United Fruit Co., 17 Battery Place, New York City; 131 State Street, Boston, Mass.; 630 Common Street, New Orleans, La.; 1801 Continental & Commercial Bank Building, Chicago, Ill.
- United States and Pacific Line, 104 Pearl Street, New York City; 209 Canal Bank Building, New Orleans, La.; 180 North Dearborn Street, Chicago, Ill.; 332 Pine Street, San Francisco, Calif.
- Ward Line. See New York & Cuba Mail Steamship Co.

TOURIST AGENCIES.

- Thos. Cook & Son, 245 Broadway, New York City; 336 Washington Street, Boston, Mass.; 225 South Broad Street, Philadelphia, Pa.; 15 East Jackson Boulevard, Chicago, Ill.; 689 Market Street, San Francisco, Calif.; 515 South Spring Street, Los Angeles, Calif.
- Raymond & Whitcomb Co., 225 Fifth Avenue, New York City; 300 Washington Street, Boston, Mass.; 1005 Chestnut Street, Philadelphia, Pa.; 2033 East Ninth Street, Cleveland, Ohio; 632 South Michigan Boulevard, Chicago, Ill.; 307 Crocker Building, San Francisco, Calif.; 509 South Spring Street, Los Angeles, Calif.
- Frank Tourist Co., 489 Fifth Avenue, New York City.
- American Express Co., 65 Broadway, New York City.
- Foster & Reynolds, 220 West Forty-second Street, New York City.

STEAMSHIP FARES AND ITINERARIES.

BLUEFIELDS FRUIT & STEAMSHIP CO.

Fares.—New Orleans to Bluefields, \$60; New Orleans to Cape Gracias, \$60; Cape Gracias to Bluefields, \$15.

Itinerary.—Leave New Orleans, first day; arrive Cape Gracias, sixth day; arrive Bluefields, seventh day.

Baggage.—Allowance, 250 pounds; in addition to allowance, not more than 250 pounds excess baggage may be carried.

BOOTH STEAMSHIP CO.

Fares from New York.—Barbados, \$90; Para, \$160; Manaos, \$200; Ceara, \$175; Pernambuco, \$250; Bahia, \$275; Rio de Janeiro, \$300; Santos, \$310.

Baggage.—Passengers are allowed 20 cubic feet of baggage free; excess to Barbados, 35 cents per cubic foot; to Brazil, 50 cents per cubic foot.

CLYDE SANTO DOMINGO LINE.

Fares from New York.—To Turks Island, \$40; Monte Cristi, \$50; Puerto Plata, \$55; Sanchez, \$65; Samana, \$65; Macoris, \$75; La Romana, \$75; Santo Domingo City, \$80; Azua, \$85. The rate for the entire cruise, which includes every expense of the voyage to and returning from the island and while aboard at the ports, is \$150.

Itinerary.—Leave New York, first day; arrive Turks Island, fifth day; Monte Cristi, sixth day; Puerto Plata, seventh day; Sanchez, ninth day; Macoris, tenth day; Santo Domingo City, eleventh day.

Baggage.—Each passenger may take free of charge 25 cubic feet of baggage; in addition, 15 cubic feet more may be taken, for which 25 cents per cubic foot is charged. Articles needed during the voyage should be placed in a valise or steamer trunk not more than 18 inches high. Passengers have access to their hold baggage at 11 a. m. daily.

COMPAÑÍA SUDAMERICANA DE VAPORES.

Fares from Balboa, Panama.—To Guayaquil, Ecuador, \$80; Paita, Peru, \$100; Eten, \$105; Pacasmayo, \$105; Salaverry, \$115; Callao, \$135; Pisco, 145; Mollendo, \$160; Ilo, \$160; Arica, Chile, 165; Pisagua, \$170; Caleta Buena, \$175; Iquique, \$175; Tocopilla, \$190; Gatico, \$190; Antofagasta, \$200; Taital, \$205; Chanaral, \$205; Caldera, \$210; Huasco, \$210; Coquimbo, \$210; Valparaiso 215; Talcahuano, \$230; Lota, \$230; between Balboa and Cristobal and vice versa, \$5.

Itinerary.—Steamer *Imperial*: Leave Cristobal, first day; arrive Balboa, first day; Paita, Peru, fifth day; Eten, sixth day; Pacasmayo, sixth day; Salaverry, seventh day; Callao, eighth day; leave Callao, ninth day; arrive Mollendo, eleventh day; Arica, Chile, twelfth day; Iquique, thirteenth day; Antofagasta, fourteenth day; Coquimbo, fifteenth day; Valparaiso, sixteenth day; leave Valparaiso, eighteenth day; arrive Penco, nineteenth day; Tome, twentieth day; Talcahuano, twentieth day; Lota, twenty-first day.

Steamer *Maipo*: Leave Paita, first day; arrive Eten, second day; Pacasmayo, second day; Chimbote, third day; Samanco, third day;

Casma, third day; Supe, fourth day; Huacho, fourth day; Callao, fifth day; leave Callao, sixth day; arrive Cerro Azul, seventh day; Tambo de Mora, eighth day; Pisco, eighth day; Lomas, ninth day; Chala, ninth day; Mollendo, tenth day; Ilo, tenth day; Arica, eleventh day; Pisagua, eleventh day; Iquique, twelfth day; Tocopilla, thirteenth day; Gatico, thirteenth day; Antofagasta, fourteenth day; Taltai, fifteenth day; Chanaral, fifteenth day; Caldera, sixteenth day; Huasco, sixteenth day; Coquimbo, seventeenth day; Valparaiso, eighteenth day; leave Valparaiso, twenty-second day; arrive Lota, twenty-third day.

COMPañÍA TRASATLANTICA DE BARCELONA.

Fares.—New York to Habana, \$70; New York to Vera Cruz, \$90.

Itinerary.—New York-Cuba-Mexico monthly service: Leave Genoa on the 21st, Barcelona 25th-26th, Malaga 28th, Cadiz 30th, direct to New York, Habana, Vera Cruz, and Puerto Mexico. Return from Vera Cruz on the 27th and from Habana on the 30th of each month direct for New York, Cadiz, Barcelona, and Genoa.

Venezuela-Colombia monthly service: Leave Barcelona on the 10th, Valencia 11th, Malaga 13th, Cadiz 15th of each month direct for Las Palmas, Santa Cruz de Tenerife, Santa Cruz de la Palma, Porto Rico, Puerto Plata, Habana, Port Limon, and Colon. Steamer leaves Colon 12th of each month for Puerto Colombia, Curacao, Puerto Cabello, La Guaira, etc. Passengers and freight for Vera Cruz and Tampico transhipped at Habana.

Buenos Aires monthly service: Leave Genoa on the 1st, Barcelona 4th, Malaga 5th, Cadiz 7th of each month direct for Santa Cruz de Tenerife, Montevideo, and Buenos Aires. Return trip begins at Buenos Aires on the 2d, Montevideo 3d of each month direct to the Canaries, Cadiz, etc.

Brazil-La Plata monthly service: Leave Bilbao on the 16th, Santander 16th, Gijon 17th, Coruna 18th, Viego 19th, Lisbon 20th, Cadiz 23d of each month direct for Rio de Janeiro, Santos, Montevideo, and Buenos Aires. Returning, leave Buenos Aires on the 16th for Montevideo, Santos, Rio de Janeiro, Santa Cruz de Tenerife, etc.

Baggage.—Each first-cabin passenger is allowed 200 pounds or 20 cubic feet of baggage. No merchandise will be accepted as baggage.

CUYAMEL FRUIT CO. STEAMSHIP SERVICE.

Fares.—New Orleans to Puerto Cortes, \$40; New Orleans to Omoa, \$40.

Itinerary.—Leave New Orleans, first day; arrive Puerto Cortes, fourth day; arrive Omoa, fourth day.

Baggage.—Allowance, 150 pounds.

GULF MAIL STEAMSHIP CO.

Fares from San Francisco.—To Ensenada, \$16; San Jose del Cabo, \$45; La Paz, \$50; Guaymas, \$55; Topolobampo, \$55; Mazatlan, \$50; San Blas, \$60; Manzanillo, \$68; Acapulco, \$75; Salina Cruz, \$80. Round-trip tickets are computed by deducting 10 per cent from

double fare; good for six months. Stop-over privileges will be granted on application to purser.

Baggage.—Full-ticket baggage carried without extra charge is limited to wearing apparel and articles for personal use of passenger on voyage not exceeding 150 pounds in weight and \$100 in value. All exceeding such weight or value will be charged for.

INDEPENDENT STEAMSHIP LINE.

Fares.—New Orleans to Ceiba, Honduras, \$40.

Itinerary.—Leave New Orleans, first day; arrive Ceiba, fourth day.

Baggage.—Allowance, 150 pounds.

LAMPART & HOLT LINE.

Fares from New York.—To Barbados and Trinidad, \$110; Pernambuco, \$300; Bahia, \$305; Rio de Janeiro, \$325; Santos, \$335; Montevideo, \$370; Buenos Aires, \$385.

Single and return tickets are interchangeable between Brazilian and River Plate ports for travel by steamers of the Royal Mail Steam Packet Co., Pacific Steam Navigation Co., or Nelson Line, on payment of the difference in single fares, if any.

Itinerary.—Leave New York, first day; arrive Barbados, sixth day; Bahia, fourteenth day; Rio de Janeiro, seventeenth day; Santos, nineteenth day; Montevideo, twenty-fourth day; Buenos Aires, twenty-third day.

Baggage.—Each first-class passenger is allowed 20 cubic feet of baggage without charge. Any excess to be paid for at the rate of 75 cents per cubic foot, but no merchandise or specie is to be taken as baggage. Heavy baggage must reach the loading dock at least two days prior to the date of departure. All baggage should bear the company's labels, which may be obtained on application. Packages for the stateroom should not exceed 3 feet in length, 21 inches in width, and 15 inches in depth.

LLOYD BRASILEIRO.

Fares from New York.—To Barbados, \$110; Para, \$225; Fortaleza, \$300; Pernambuco, \$335; Bahia, \$350; Rio de Janeiro, \$360.

Itinerary.—Leave New York, first day; arrive Barbados, ninth day; Para, fourteenth day; Ceara, sixteenth day; Pernambuco, eighteenth day; Bahia, twenty-first day; Rio de Janeiro, twenty-fifth day; Santos, twenty-sixth day.

Baggage.—Each passenger is permitted to carry 20 cubic feet of baggage free; any excess to be charged for at the rate of about 50 cents per cubic foot.

MALLORY STEAMSHIP CO.

Fares.—New York to Key West, \$36; New York to Galveston, \$52.50; Key West to Galveston, \$32.

Itinerary.—Leave New York first day; arrive at Key West fifth day, Galveston seventh day.

Baggage.—Free baggage allowance, 150 pounds. Excess rate, per 100 pounds: To Key West, \$6; to Galveston, \$9.

MUNSON STEAMSHIP LINE.

Fares.—New York to Antilla, Cuba, \$65–\$175.

Itinerary.—Leave New York, Saturday; arrive Antilla, Wednesday.

Baggage.—Passengers are allowed 20 cubic feet of baggage. Additional baggage, 20 cents per cubic foot. Passengers should arrange for delivery of their baggage to Pier 9, East River, in ample time before sailing, and claim same before boarding steamer.

NEW YORK & CUBA MAIL STEAMSHIP CO. (WARD LINE).

Fares.—The following rates of fare are for first-class accommodations, two persons in a room:

New York to: Habana, \$70; Nassau, \$71; Progreso, \$85; Vera Cruz, \$90; Tampico, \$95.

Nassau to: New York, \$71; Habana, \$33.

Habana to: New York, \$87; Nassau, \$33; Progreso, \$60; Vera Cruz, \$65; Tampico, \$65.

Progreso to: Habana, \$60; Vera Cruz, \$50; Tampico, \$55; New York, \$85.

Vera Cruz to: Tampico, \$30; Progreso, \$50; Habana, \$65; New York, \$90.

Tampico to: Vera Cruz, \$30; Progreso, \$55; Habana, \$65; New York, \$95.

Itinerary.—Habana express service: Leave New York, first day; arrive Habana, fifth day. Weekly sailings (Saturdays). New York-Mexico service: Leave New York, first day; arrive Nassau, fourth day; Habana, fifth day; Progreso, seventh day; Vera Cruz, ninth day; Tampico, twelfth day. Fortnightly sailings (Thursdays).

Baggage.—Personal baggage consists of wearing apparel, toilet articles, and similar effects in actual use and necessary and appropriate for the wear, use, comfort, and convenience of the passenger on the journey and not intended for other persons or for sale.

Two hundred (200) pounds or 20 cubic feet of personal baggage will be allowed free for each passenger holding a full-fare first-cabin ticket.

NEW YORK & PORTO RICO STEAMSHIP CO.

Fares from New York.—To San Juan, \$65 and up, according to size and location of stateroom.

Itinerary.—Leave New York, first day; arrive San Juan, fifth day; leave San Juan, seventh day; arrive Ponce, seventh day; arrive Mayaguez, eighth day.

Baggage.—Each first-cabin adult passenger is allowed 25 cubic feet of baggage; second-cabin passengers are allowed 15 cubic feet. Rate for excess baggage, 50 cent per cubic foot. Baggage may be sent to the company's pier two or three days in advance of sailing. It will not be put aboard steamer unless claimed and checked, and passengers are urged to attend to this shortly after their arrival at the pier on the morning of sailing.

NORTON LINE.

Fares from New York.—To Montevideo, one passenger in stateroom, \$350–\$450; two passengers in stateroom, \$225–\$300 each. To

Buenos Aires, one passenger in stateroom, \$375-\$500; two passengers in stateroom, \$250-\$325 each.

Itinerary.—Leave New York, first day; arrive Montevideo, twenty-third day; arrive Buenos Aires, twenty-fifth day.

Baggage.—Forty cubic feet of personal baggage is carried free for each adult passenger. All baggage must be plainly marked with the name of the passenger, name of steamer, number of stateroom, and destination. Tags and labels will be supplied by the company on application.

PACIFIC MAIL STEAMSHIP CO.

Fares from San Francisco.—To Mazatlan, Mexico, \$77; San Blas, \$90; Manzanillo, \$98; Acapulco, \$104; Salina Cruz, \$104; Ocos, Guatemala, \$132; Champerico, \$139.50; San Jose, \$139.50; Acajutla, Salvador, \$139.50; La Libertad, \$142.50; La Union, \$146.50; Amapala, Honduras, \$146.50; Corinto, Nicavagua, \$153.50; San Juan del Sur, \$153.50; Puntarenas, Costa Rica, \$167; Balboa, Canal Zone, \$167. Fare through the Panama Canal, either direction, \$6.

Fares Between Balboa and Ports North.—Puntarenas, \$34.70; San Juan del Sur, \$48.30; Corinto, \$63.10; Amapala, \$69.30; La Union, \$76.70; La Libertad, \$84.20; Acajutla, \$90.30; San Jose, \$104; Champerico, \$111.30; Ocos, \$118.80; Salina Cruz, \$132.40; Acapulco, \$153.50; Manzanillo, \$159.60; San Blas, \$159.60; Mazatlan, \$167; San Francisco, \$167.

Fares Between Mexican and Central American Ports.—*From Mazatlan.*—To San Blas, \$14; Manzanillo, \$21; Acapulco, \$41.80; Salina Cruz, \$62.60; Ocos, \$83.50; Champerico, \$90.40; San Jose de Guatemala, \$97.50; Acajutla, \$104.40; La Libertad, \$111.30; La Union, \$125.40; Amapala, \$132.30; Corinto, \$139.30; San Juan del Sur, \$139.30; Puntarenas, \$146.20.

From San Blas.—To Manzanillo, \$14; Acapulco, \$27.80; Salina Cruz, \$55.70; Ocos, \$83.50; Champerico, \$83.50; San Jose de Guatemala, \$90.40; Acajutla, \$97.50; La Libertad, \$104.40; La Union, \$118.30; Amapala, \$125.20; Corinto, \$132.30; San Juan del Sur, \$139.30; Puntarenas, \$146.20.

From Manzanillo.—To Acapulco, \$20.90; Salina Cruz, \$41.80; Ocos, \$9.60; Champerico, \$76.60; San Juan de Guatemala, \$83.50; Acajutla, \$83.50; La Libertad, \$97.40; La Union, \$111.30; Amapala, \$111.30; Corinto, \$118.30; San Juan del Sur, \$132.30; Puntarenas, \$146.20.

From Acapulco.—To Salina Cruz, \$27.80; Ocos, \$55.70; Champerico, \$62.60; San Juan de Guatemala, \$69.60; Acajutla, \$69.60; La Libertad, \$83.50; La Union, \$90.40; Amapala, \$97.40; Corinto, \$104.40; San Juan del Sur, \$111.30; Puntarenas, \$132.30.

From Salina Cruz.—To Ocos, \$27.80; Champerico, \$41.80; San Juan de Guatemala, \$41.80; Acajutla, \$41.80; La Libertad, \$55.70; La Union, \$62.60; Amapala, \$69.50; Corinto, \$76.60; San Juan del Sur, \$83.50; Puntarenas, \$104.40.

From Ocos.—To Champerico, \$14; San Juan de Guatemala, \$20.90; Acajutla, \$27.80; La Libertad, \$34.80; La Union, \$48.70; Amapala, \$55.70; Corinto, \$69.60; San Juan del Sur, \$83.50; Puntarenas, \$90.40.

From Champerico.—To San Juan de Guatemala, \$14; Acajutla, \$20.90; La Libertad, \$27.80; La Union, \$41.80; Amapala, \$48.70; Corinto, \$55.70; San Juan del Sur, \$69.60; Puntarenas, \$83.50.

From San Juan de Guatemala.—To Acajutla, \$14; La Libertad, \$20.90; La Union, \$27.80; Amapala, \$34.80; Corinto, \$48.70; San Juan del Sur, \$55.70; Puntarenas, \$69.60.

From Acajutla.—To La Libertad, \$14; La Union, \$20.90; Amapala, \$27.80; Corinto, \$34.80; San Juan del Sur, \$41.80; Puntarenas, \$62.60.

From La Libertad.—To La Union, \$14; Amapala, \$20.90; Corinto, \$27.80; San Juan del Sur, \$34.80; Puntarenas, \$55.70.

From La Union.—To Amapala, \$6.90; Corinto, \$20.90; San Juan del Sur, \$34.80; Puntarenas, \$42.

From Amapala.—To Corinto, \$14; San Juan del Sur, \$27.80; Puntarenas, \$41.80.

Itinerary.—Leave San Francisco, first day; arrive Mazatlan, seventh day; San Blas, eighth day; Manzanillo, ninth day; Champerico, thirteenth day; San Jose, fourteenth day; Acajutla, fifteenth day; La Libertad, seventeenth day; La Union, eighteenth day; Amapala, nineteenth day; Corinto, twentieth day; San Juan del Sur, twenty-first day; Puntarenas, twenty-second day; Balboa, twenty-fourth day; Cristobal, twenty-fifth day.

Baggage.—Between ports and Balboa, 200 pounds allowed to each full cabin fare; excess baggage, 3 cents per pound.

PACIFIC STEAM NAVIGATION CO.

Fares from New York.—First-class minimum rates per person are: To Kingston, Jamaica, \$85; Cristobal, \$120; Callao, \$260; Mollendo, \$285; Arica, \$290; Iquique, \$300; Antofagasta, \$325; Coquimbo, \$325; Valparaiso, \$340; Talcahuano, \$355; Coronel, \$355.

Fares Between Balboa and North Pacific Ports.—Puntarenas, \$34.70; Corinto, \$63.10; Amapala, \$69.30; La Union, \$76.70; La Libertad, \$84.20; Acajutla, \$90.30; San Jose de Guatemala, \$104; Champerico, \$111.30; Salina Cruz, \$132.40. For passage through the Panama Canal add \$6.

Fares Between Balboa and Ports South.—Buenaventura, Colombia, \$35; Tumaco, \$45; Esmeraldas, Ecuador, \$50; Bahia and Manta, \$60; Cayo, Machalilla, and Manglar Alto, \$65; Ballenita, \$70; Guayaquil, \$80; Paita, Peru, \$100; Eten and Pacasmayo, \$105; Salaverry, \$115; Callao, \$135; Pisco, \$145; Mollendo and Ilo, \$160; Arica, Chile, \$165; Pisagua and Junin, \$170; Caleta Buena and Iquique, \$175; Tocopilla and Gatico, \$190; Antofagasta, \$200; Taltal and Chanaral, \$205; Caldera, Huasco, and Coquimbo, \$210; Valparaiso, \$215; Talcahuano and Coronel, \$230. Fares from San Francisco to above-named ports may be found by adding the fare from San Francisco to Balboa (\$167) to the fare from Balboa to these ports.

Connecting Lines.—Panama Railroad Steamship Line, between New York and Cristobal, \$75; United Fruit Co., between New York and Cristobal, \$120; United Fruit Co., between New Orleans and Cristobal, direct, \$92; United Fruit Co., between New Orleans and Cristobal, via Habana, \$106; Pacific Mail Steamship Co., between San Francisco and Balboa, \$167.

Itinerary.—Leave Colon, first day; arrive Guayaquil, fifth day; leave Guayaquil, sixth day; arrive Paita, seventh day; Eten, eighth day; Pacasmayo, eighth day; Salaverry, ninth day; Callao,

tenth day; leave Callao, twelfth day; arrive Pisco, thirteenth day; Mollendo, fifteenth day; Arica, sixteenth day; Iquique, seventeenth day; Antofagasta, eighteenth day; Coquimbo, twentieth day; Valparaiso, twenty-first day.

Baggage.—The free allowance to passengers paying through first-class rate is 200 pounds. Excess between New York and Cristobal, 3 cents per pound; between New York and Balboa, 5 cents per pound; between New York and west-coast ports, 6 cents per pound.

PANAMA RAILROAD STEAMSHIP LINE.

Fares.—Between New York and Cristobal, \$75; between New York and Port au Prince, Haiti, \$75; between Cristobal and Port au Prince, \$45.

This line has service as far as Colon only, but sells tickets to west-coast ports, connecting with steamers of the Pacific Steam Navigation Co., Peruvian Steamship Co., and Compañía Sud-Americana de Vapores.

Itinerary.—Leave New York, first day; arrive Port au Prince, fifth day; arrive Colon, seventh day.

Baggage.—Allowance for each adult: New York to Cristobal, 250 pounds; through canal to west-coast ports, 200 pounds. Excess baggage: New York to Cristobal, 2 cents per pound; Cristobal through canal to west-coast ports, 3 cents per pound.

PENINSULAR & OCCIDENTAL STEAMSHIP CO.

Fares.—Between Habana and Key West, \$15; between Habana and Port Tampa, \$30; between Key West and Port Tampa, \$15; includes meals and berth while at sea.

Itinerary.—Key West-Habana line: Leave Key West, Mondays, Tuesdays, Thursdays, Fridays, and Saturdays at 8.30 a. m.; arrive Habana at 5.30 p. m.; leave Habana, Mondays, Tuesdays, Wednesdays, Fridays, and Saturdays at 9.30 a. m.; arrive Key West at 5.30 p. m. Port Tampa-Key West-Habana line: Leave Port Tampa, Sundays and Thursdays at 3 p. m.; arrive Key West, Mondays and Fridays at 7 a. m.; leave Key West at 8.30 a. m.; arrive Habana at 5.30 p. m. Leave Habana, Tuesdays and Saturdays at 9.30 a. m.; arrive Key West at 5.30 p. m.; leave Key West at 7 p. m.; arrive Port Tampa, Wednesdays and Sundays at 11 a. m.

Baggage.—Personal baggage (wearing apparel) of not over 150 pounds will be checked free for each passenger holding a whole ticket, and 75 pounds for each passenger holding a half ticket. Under present ruling of the Cuban customs authorities, all baggage must be itemized on the purser's baggage entry; therefore you are required to give the purser a full list of your baggage of every description to insure its delivery at the customhouse at the time of your landing. The Southern Express Co. will have a representative on each ship to Habana, who will exchange your baggage checks and make delivery to any address in Habana.

PERUVIAN STEAMSHIP CO.

Fares from Cristobal.—To Guayaquil, \$85; Paita, \$105; Eten, \$110; Pacasmayo, \$110; Salaverry, \$120; Callao, \$140; Mollendo,

\$165; Ilo, \$165; La Paz, Bolivia (via Mollendo), \$185. Fare from Balboa, Panama, \$5 less than above.

Itinerary.—Leave Cristobal, first day; Balboa, second day; Guayaquil, fifth day; Paíta, sixth day; Eten, seventh day; Pacasmayo, seventh day; Salaverry, eighth day; arrive Callao, ninth day; arrive Mollendo, thirteenth day. Steamers connect at Mollendo with international train for La Paz, Bolivia.

Baggage.—The free allowance to passengers paying through rate is 200 pounds; excess, 3 cents per pound.

QUEBEC STEAMSHIP CO.

Fares.—The following are the rates of fare per berth from New York to Demerara, British Guiana, and intermediate islands, or vice versa: Steamer *Guiana*, to Barbados, \$95; to Demerara, \$100; steamer *Parima* or *Korona*, to Barbados, \$85; to Demerara \$95. New York to Bermuda, round trip, \$75; time about 40 hours.

Itinerary.—Leave New York, first day; arrive St. Thomas, sixth day; St. Croix, seventh day; St. Kitts, eighth day; Antigua, eighth day; Guadeloupe, ninth day; Dominica, tenth day; Martinique, eleventh day; St. Lucia, twelfth day; St. Vincent, twelfth day; Barbados, thirteenth day; Demerara, sixteenth day. Steamers spend about one day in each port. Returning north, steamers call at most of the above islands but remain less time in port.

Steamship Connections.—From St. Thomas: To San Juan, Porto Rico, Santo Domingo, Haiti, and Jamaica. From Martinique: To Trinidad, Paramaribo, Cayenne, La Guaira, Porto Cabello, Puerto Colombia, Cartagena, Colon, and Havre. From Barbados: To Trinidad, La Guaira, Puerto Colombia, Cartagena, Colon, Limon, Jamaica, Cherbourg, and Southampton.

Baggage.—First-class passengers are allowed 20 cubic feet of baggage. Excess at the rate of 18 cents per cubic foot, plus 5 per cent primage and 25 per cent surcharge.

RED D LINE.

Fares.—Steamers *Caracas* and *Philadelphia*: New York to San Juan, \$45-\$60; New York to Curacao, \$70-\$85; New York to La Guaira, \$70-\$85; New York to Puerto Cabello, \$75-\$90; La Guaira to New York (via Puerto Cabello), \$80-\$95; Puerto Cabello to New York, \$70-\$85; San Juan to Curacao, \$25; San Juan to La Guaira, \$25; San Juan to Puerto Cabello, \$30; Puerto Cabello to San Juan, \$25; La Guaira to San Juan (via Puerto Cabello), \$35; Curacao to La Guaira, \$11; Curacao to Puerto Cabello (via La Guaira), \$15; La Guaira to Curacao (via Puerto Cabello), \$15; La Guaira to Puerto Cabello, \$7; Puerto Cabello to Curacao, \$8.

Steamers *Zulia* and *Maracaibo*: New York to Mayaguez, \$55; New York to La Guaira, \$80; New York to Curacao, \$80; New York to Maracaibo, \$95; Mayaguez to La Guaira or Curacao, \$25; Mayaguez to Maracaibo, \$40; La Guara to Curacao, \$11; La Guaira to Maracaibo, \$26; Curacao to Maracaibo, \$15.

Round-trip tickets good for 12 months are issued at a reduction of 10 per cent.

Typical Itinerary.—Steamer *Philadelphia*: Leave New York, January 9; arrive San Juan, January 14; leave San Juan, January 14:

arrive Curacao, January 16; leave Curacao, January 17; arrive La Guaira, January 18; leave La Guaira, January 19; arrive Puerto Cabello, January 20; leave Puerto Cabello, January 22; arrive Curacao, January 23; leave Curacao, January 23; arrive San Juan, January 25; leave San Juan, January 26; arrive New York, January 31.

Steamer *Zulia*: Leave New York, January 16; call at Mayaguez, January 22; arrive La Guaira, January 24; leave La Guaira, January 25; arrive Curacao, January 26; leave Curacao, January 31; call at Mayaguez, February 2; arrive New York, February 8.

Baggage.—First-class passengers are allowed 40 cubic feet of personal baggage. For excess of that amount the charge is 25 cents per cubic foot.

ROYAL DUTCH WEST INDIA MAIL.

Fares from New York.—Aquin, Haiti, \$105; Aux Cayes, Haiti, \$105; Cape Haitien, Haiti, \$90; Curacao, \$90; Gonaives, Haiti, \$90; Jacmel, Haiti, \$105; Jeremie, Haiti, \$90; Miragoane, Haiti, \$90; Paramaribo, Dutch Guiana, \$125; Petit Goave, Haiti, \$90; Port au Prince, Haiti, \$90; Port de Paix, Haiti, \$90; St. Marc, Haiti, \$90. No round-trip tickets issued. This line does not maintain direct service between New York and Venezuelan ports, but passengers may transship at Curacao for such ports.

Itinerary.—Leave New York, first day; arrive Cape Haitien, seventh day; Port de Paix, eighth day; Gonaives, ninth day; St. Marc, tenth day; Port au Prince, eleventh day; Petit Goave, twelfth day; Jeremie, thirteenth day; Aux Cayes, fourteenth day; Jacmel, fifteenth day; Curacao, sixteenth day; leave Curacao, eighteenth day; arrive Paramaribo, twenty-fourth day. Occasionally steamers do not stop at all these ports.

Baggage.—Allowance, 30 cubic feet. For excess, 60 cents per cubic foot is charged from and to New York and 24 cents per cubic foot intercolonial.

ROYAL MAIL STEAM PACKET CO.

Before the war the Royal Mail Steam Packet Co., had regular sailings from New York to Bermuda and from New York to Cuba, Jamaica, Panama Canal, Colombia, Trinidad, Barbados, and England. This service has not been resumed. The company maintains a fortnightly service from Halifax, Nova Scotia, to all the British West Indies except Jamaica and the Bahamas.

SOUTHERN PACIFIC CO.

Fares.—New York to New Orleans, \$54; New Orleans to Habana, \$41.

Itineraries.—Leave New York, Saturdays and Wednesdays; arrive New Orleans, Wednesdays and Sundays. Leave New Orleans, Saturdays; arrive Habana, Mondays.

Baggage.—Baggage on the New York-Habana line will be checked through to destination of ticket. Each full ticket entitles passenger to 150 pounds free. Excess baggage will be charged for at rates shown in tariff on file at offices of the company. A single piece

weighing over 250 pounds can not be checked as baggage. For a piece of baggage any dimension of which exceeds 45 inches there will be a charge for each inch in excess equal to the charge for 5 pounds of excess weight.

Upon personal application to any office of the New York Transfer Co. in New York City or Brooklyn, or upon telephone request, baggage will be called for at any hotel or residence in Greater New York and checked from such hotel or residence to destination of ticket.

Only regulation steamer trunks not exceeding 13 inches high will be allowed in staterooms or suites. All other trunks will be stored in baggage room.

On the New Orleans-Habana line the free allowance of baggage is 150 pounds in weight and \$100 in value. All excess baggage will be charged for at the rate of \$4.20 per 100 pounds.

TOYO KISEN KAISHA (ORIENTAL STEAMSHIP CO.).

Fares from San Francisco.—Salina Cruz, Mexico, \$75; Balboa, Panama, \$125; Callao, Peru, \$185; Iquique, Chile, \$210; Valparaiso, Chile, \$235.

Itinerary.—Leave San Francisco, first day; arrive Los Angeles, third day; leave Los Angeles, fifth day; arrive Salina Cruz, sixteenth day; leave Salina Cruz, sixteenth day; arrive Balboa, twenty-second day; leave Balboa, twenty-third day; arrive Callao, twenty-ninth day; leave Callao, thirty-fourth day; arrive Mollendo, thirty-eighth day; leave Mollendo, thirty-eighth day; arrive Arica, thirty-ninth day; leave Arica, thirty-ninth day; arrive Iquique, fortieth day; leave Iquique, fortieth day; arrive Valparaiso, forty-fourth day.

TRINIDAD LINE.

Fares from New York.—Grenada, \$80; Trinidad, \$80; Demerara, British Guiana, \$100.

Itinerary.—Leave New York, first day; arrive Grenada, eighth day; remain in port about 6 hours; arrive Trinidad about 10 hours after leaving Grenada; remain at Trinidad about three days; arrive Demerara about 36 hours after leaving Trinidad.

Baggage.—First-class passengers are allowed 20 cubic feet of space free. Excess baggage 20 cents per cubic foot.

UNITED FRUIT CO. STEAMSHIP SERVICE.

New York, Cuba, Canal Zone, Costa Rica Service.—*Fares from New York.*—Habana, \$70; Cristobal, \$120; Port Limon, Costa Rica, \$120; Port Limon, via Cristobal, \$141; Port Limon and return (via Cristobal), cruise limited to three months from date of sale, \$255.

Fares from Habana.—New York, \$70; Cristobal, \$63; Port Limon, direct, \$63; Port Limon, via Cristobal, \$85.

Fares from Cristobal.—New York, direct, \$120; New York, via Port Limon, \$141; Port Limon, \$21; Habana, direct, \$63; Habana via Port Limon, \$85.

Fares from Port Limon.—Cristobal, \$21; Habana, direct, \$63; New York, direct, \$106; New York, via Cristobal, \$125.

New York, Jamaica, Canal Zone, Colombia Service.—*Fares from New York.*—Kingston, Jamaica, \$85; Cristobal, \$120; Cartagena, Colombia, \$141; Puerto Colombia, Colombia, \$141; Santa Marta, Colombia, \$141; Santa Marta and return, cruise limited to three months from date of sale, \$255.

Fares from Kingston.—New York, \$85; Cristobal, \$43; Cartagena, \$63; Puerto Colombia, \$78; Santa Marta, \$85; Santiago, Cuba, \$17.

Fares from Cristobal.—New York, \$120; Kingston, Jamaica, \$43; Cartagena, \$21; Puerto Colombia, \$43; Santa Marta, \$50; Santiago, Cuba, \$60.

Fares from Cartagena.—New York, \$141; Puerto Colombia, \$17; Santa Marta, \$28; Cristobal, via Santa Marta, \$50; Kingston, Jamaica, via Santa Marta, \$85; Santiago, Cuba, via Santa Marta, \$102.

Fares from Puerto Colombia.—New York, \$141; Santa Marta, \$17; Kingston, Jamaica, via Santa Marta, \$85; Cristobal via Santa Marta, \$50; Santiago, Cuba, via Santa Marta, \$102.

Fares from Santa Marta.—New York, \$141; Cristobal, \$50; Kingston, Jamaica, \$85; Santiago, Cuba, \$102.

Fares from Santiago.—New York, \$102.

New York, Cuba, Jamaica, Guatemala, Honduras Service.—*Fares from New York.*—Santiago, Cuba, \$71; Port Antonio, Jamaica, \$85; Kingston, Jamaica, \$85; Puerto Barrios, Guatemala, \$141; Puerto Cortes, Honduras, \$141; Tela, Honduras, \$141; Belize, British Honduras, \$141. Puerto Barrios and return, cruise limited to three months from date of sale, \$255.

Fares from Santiago.—New York, \$71; Port Antonio, \$17; Kingston, \$17; Puerto Barrios, \$71; Puerto Cortes, \$71; Tela, \$71; Belize, \$71.

Fares from Port Antonio.—New York, \$85; Kingston (transportation and luncheon only, \$7; Santiago, \$17; Puerto Barrios, \$63; Puerto Cortes, \$63; Tela, \$63; Belize, \$63.

Fares from Kingston.—New York, \$85; Santiago, \$17; Puerto Barrios, \$63; Puerto Cortes, \$63; Tela, \$63; Belize, \$63.

Fares from Puerto Barrios.—New York, \$141; Port Antonio, \$63; Santiago, \$71; Puerto Cortes (does not include berth in stateroom), \$9; Tela, \$17; Belize, via Tela, \$29; Belize, direct, \$17.

Fares from Puerto Cortes.—Tela (does not include berth in stateroom), \$9; Belize, \$21; Puerto Barrios, \$35.

Fares from Tela.—Belize, \$21; Puerto Barrios, \$35.

Fares from Belize.—Puerto Barrios, \$15.

New Orleans, Canal Zone, Panama, Cuba Service.—*Fares from New Orleans.*—Cristobal, direct, \$92; Bocas del Toro, Panama, \$106; Port Limon, \$113; Bocas del Toro and return, cruise limited to three months from date of sale, \$191.

Fares from Cristobal.—New Orleans, via Panama, \$106; Bocas del Toro, \$21; Port Limon, via Bocas del Toro, \$35; Habana, \$85.

Fares from Bocas del Toro.—New Orleans, \$99; Port Limon, \$21; Habana, \$69.

Fare from Habana.—New Orleans, \$43.

Fares from Port Limon.—New Orleans, \$99; Habana, \$63.

New Orleans, Cuba, Panama, Canal Zone Service.—*Fares from New Orleans.*—Habana, \$43; Bocas del Toro, \$99; Bocas del Toro and return, cruise limited to three months from date of sale, \$191; Cristobal, \$113.

Fares from Habana.—Bocas del Toro, \$63; Cristobal, via Bocas del Toro, \$85; New Orleans, direct, \$43.

Fares from Bocas del Toro.—Cristobal, \$21; New Orleans, via Cristobal, \$99.

Fare from Cristobal.—New Orleans, direct, \$92.

New Orleans, Cuba, Panama Service.—*Fares from New Orleans.*—Habana, \$43; Bocas del Toro, via Habana, \$99; Bocas del Toro and return, cruise limited to three months from date of sale, \$191.

Fares from Habana.—New Orleans, direct, \$43; Bocas del Toro, \$63.

Fares from Bocas del Toro.—New Orleans, \$99; Habana, \$63.

New Orleans, Cuba, Honduras Service.—*Fares from New Orleans.*—Habana, \$43; Puerto Barrios, direct, \$63; Puerto Barrios, via Habana, \$99; Belize, direct, \$70; Puerto Cortes, direct, \$71; Tela, direct, \$71.

Fares from Habana.—Puerto Barrios, \$63; New Orleans, 43.

Fares from Puerto Barrios.—New Orleans direct, \$63; New Orleans, via Habana, \$99.

Itineraries.—*New York, Cuba, Canal Zone, Costa Rica Service.*—Leave New York, first day; arrive Habana, fourth or fifth day; leave Habana, sixth day; arrive Cristobal, ninth or tenth day; leave Cristobal, tenth day; arrive Bocas del Toro, tenth day; leave Bocas del Toro, tenth day; arrive Port Limon, tenth day.

New York, Jamaica, Canal Zone, Colombia Service.—Leave New York, first day; arrive Kingston, sixth day; leave Kingston, sixth day; arrive Cristobal, eighth day; leave Cristobal, ninth day; arrive Cartagena, tenth day; leave Cartagena, eleventh day; arrive Puerto Colombia, twelfth day; leave Puerto Colombia, twelfth day; arrive Santa Marta, thirteenth day.

New York, Cuba, Jamaica, Guatemala, Honduras Service.—Leave New York, first day; arrive Santiago, sixth day; leave Santiago, sixth day; arrive Port Antonio, seventh day; leave Port Antonio, seventh day; arrive Kingston, seventh day; leave Kingston, seventh day; arrive Puerto Barrios, tenth day; leave Puerto Barrios, eleventh day; arrive Puerto Cortes, twelfth day; leave Puerto Cortes, twelfth day; arrive Tela, twelfth day; leave Tela, twelfth day; arrive Belize, thirteenth day; leave Belize, thirteenth day.

New Orleans, Cuba, Panama, Canal Zone Service.—Leave New Orleans, first day; arrive Habana, third day; leave Habana, fourth day; arrive Cristobal, eighth day; leave Cristobal, ninth day; arrive Bocas del Toro, tenth day.

New Orleans, Canal Zone, Costa Rica Service.—Leave New Orleans, first day; arrive Cristobal, sixth day; leave Cristobal, eighth day; arrive Port Limon, ninth day; leave Port Limon, tenth day; arrive Bocas del Toro, eleventh day.

New Orleans, Guatemala, Honduras Service.—Leave New Orleans, first day; arrive Belize, fourth day; leave Belize, fifth day; arrive Puerto Barrios, sixth day; leave Puerto Barrios, sixth day; arrive Tela, seventh day; leave Tela, eighth day; arrive Puerto Cortes, eighth day.

Baggage.—Baggage allowance, first class, 200 pounds; excess, 5 cents per pound. Baggage must reach the pier at least 5 hours before sailing, but will not be accepted earlier than one day prior to sailing. Passengers must reach the pier at least 2 hours before

sailing, as baggage will not be placed on board until claimed and checked. All baggage must be plainly marked with passenger's name, steamer, and room number. Baggage to be placed in stateroom must be not more than 14 inches high, 3 feet 10 inches long, to permit placing under berth. Passengers have access to baggage placed in hold at certain times, and should apply to purser for permission. Merchandise, specie, wines, or stores will not be accepted as baggage.

UNITED STATES AND PACIFIC LINE.

Fares from New York.—Cristobal, \$120; Balboa, \$125; Callao, \$260; Arica, \$290; Iquique, \$300; Antofagasta, \$325; Coquimbo, \$335; Valparaiso, \$340.

Fares from Cristobal.—Callao, \$140; Arica, \$170; Iquique, \$180; Antofagasta, \$205; Valparaiso, \$220.

Itinerary.—Leave New York, first day; arrive Cristobal, sixth day; leave Balboa, seventh day; arrive Callao, twelfth day; Arica, fifteenth day; Iquique, sixteenth day; Antofagasta, seventeenth day; Valparaiso, nineteenth day. Buenos Aires, by way of Valparaiso and the Transandine Railway, may be reached in 21 days from New York. Connections are made at Cristobal with the various lines to and from the West Indies and at Balboa with San Francisco and other west-coast steamers.

Baggage.—Two hundred pounds carried free for each adult passenger. Excess baggage will be charged as follows: New York to Cristobal, 3 cents per pound; New York to Balboa, 5 cents per pound; New York to west-coast ports, 6 cents per pound. Baggage may be sent to the pier (Pier 33, Atlantic Terminal, Brooklyn) a day or two before sailing. It will be kept on the dock pending claim of passenger. Baggage to be placed in stateroom should be not more than 14 inches high, 24 inches wide, and 36 inches long. Merchandise, specie, bullion, valuables, wines, or stores will not be accepted as baggage.

GENERAL INFORMATION.

TICKETS.

Buying Tickets.—After the route has been selected and passports obtained, the ticket may be purchased at the local ticket office of the steamship company. Where the steamship lines are not directly represented, such purchase may generally be made through the local passenger agent of a railroad company or at branch offices of tourist agencies.

Ticket Agencies.—For the convenience of the traveler there is given on page 29 a list of the steamship companies which offer passenger service between the United States and the countries covered in this guide. The names of some of the leading tourist agencies and express companies which sell tickets are also included.

Tickets for Entire Trip.—The traveler who has a definite trip in view should endeavor to arrange for a ticket covering the entire trip. By purchasing this in advance, the carrying of large sums of money or drafts is avoided, and the traveler is also able to save the cost of exchange in going from country to country. The excess-

sive rates for short steamship trips which might be necessary can thus be guarded against.

Return Tickets.—The time limit on return tickets varies with the different steamship companies. Some companies allow twelve months, while others have a six-month limit.

Unused Return Tickets.—If the return portion of a ticket be not used and notice is given within the period of availability, most steamship companies will make a refund equal to the difference between the amount paid for ticket and single fare, less 10 per cent.

Reservations.—Reservations may generally be made upon payment of half the passage money. Steamship companies usually require that full passage money be paid and tickets taken a fortnight before date of sailing.

Stop-Over Privileges.—The conditions regarding this matter vary with the different lines. Passengers desiring to stay over at certain ports should make inquiry regarding this point when purchasing tickets.

Special Rates.—If a group of salesmen or a commission of business men anticipate making a trip together, it is sometimes possible to obtain a special rate for the party. This likewise applies to a party made up of several families. Applications for such rates should be made to the individual steamship companies or tourist agencies.

No Responsibility for Delays.—Practically all steamship companies disclaim any responsibility for loss of connections due to delays in ports, fumigation, or the refusal of the authorities to allow passengers to be received, disembarked, or transshipped. Steamship companies will not be responsible for the exactness of dates shown in the itineraries, and they generally reserve the right to omit or add to any ports scheduled and cancel or postpone the sailings indicated thereon.

Postponement.—In case of postponement of sailing of a steamer or the suppression of a port of call, those passengers who bought tickets prior to the publication of the postponement or suppression will be returned the value of the passage paid, but beyond this steamship companies will accept no responsibility.

Undesirable Passengers.—Persons suffering from any serious illness, any infectious or contagious disease, or those who are mentally or physically incapacitated will not be accepted for passage by any steamship company.

Tax on Railway and Coastwise Steamship Tickets.—A war tax of 8 per cent, payable in cash, will apply on one-way and round-trip tickets to points in the United States, Canada, and Mexico, where fare is over 35 cents, and on commutation tickets between points 30 miles or more apart. The 8 per cent tax also applies to additional tickets or fares for exclusive occupancy of drawing room or compartments.

Parlor, sleeping car, and stateroom tickets: The tax will be 10 per cent of the amount paid for such accommodations.

Excess baggage: Articles other than baggage forwarded in baggage cars, for which charge is made, such as public entertainment paraphernalia, dogs, etc., 8 per cent.

As the law requires that the tax must be paid by the purchaser of the ticket and that it must be collected by the agent at the time

of purchase, the public is urged to be prepared to pay the tax when applying for tickets.

On each radio or telephone message, where the charge is 15 cents or more, a tax of 5 cents is levied, to be paid by party sending message.

On each telegram a tax of 5 cents is levied.

United States Revenue Tax.—A tax must be paid on all outward passage tickets sold in the United States for passage by any vessel from a United States port to a foreign port or place. The rates are as follows: \$1 on tickets costing over \$10 but not exceeding \$30; \$3 on tickets costing over \$30 but not exceeding \$60; \$5 on tickets costing over \$60. This tax must be borne by passenger and is payable with passage money at the time of purchase of ticket.

Alien Head Tax.—A tax of \$8 is imposed on every passenger entering the country who is not a United States citizen. In the case of passengers in transit, receipt for the tax will be given, and such payments will be refunded by steamship companies, in exchange for such receipts, if passengers leave the United States within 30 days of arrival, provided they have been declared as transit passengers and have signed the necessary certificate.

Brazilian Embarkation Tax.—The Brazilian Government levies an embarkation tax of 5 per cent on all single tickets and on half the cost of return tickets. This applies to passengers going to ports outside of Brazil. For ports in Brazil the tax is 3 per cent of the cost of the ticket, the maximum payment being \$2.

Peruvian Tax.—In addition to passage money, a tax of \$5 per person is charged on all prepaid first-class tickets for passage from Peruvian ports.

BAGGAGE.

Steamship Company Labels.—All baggage, trunks, grips, etc., should bear the steamship company's labels or tags, which may be obtained on application at agencies.

Heavy Baggage.—Heavy baggage must be sent to the dock in advance, and steamship companies generally require that such baggage reach the loading berth not later than two days prior to the date of departure. Advice of its dispatch, with full particulars and name of railway or express company, should be sent to the steamship company's office.

Baggage in Cabin.—As only small packages can be taken into the cabin, all large pieces of baggage which are for use on the voyage are stored in the baggage room, access to which is generally available at a certain hour each day during the voyage. Packages for the stateroom should not exceed 3 feet in length, 21 inches in width, and 15 inches in depth. Baggage which is wanted on the voyage should be so labeled, or it may not be accessible during voyage. All baggage must pass through the customhouse at passenger's port of destination.

Name on Baggage.—The name of passenger should be painted in good-sized letters on each piece of baggage.

Marking Baggage.—Always obtain labels from the steamship company's office to indicate whether trunks are desired in "cabin," "not wanted," or "wanted." Trunks which are wanted during the trip should be so labeled. Those which are to be placed in the hold

should be marked accordingly. Most steamship companies permit travelers to visit the hold at certain hours and examine trunks which are marked "wanted." If trunks are marked "not wanted," they will be stowed in such a manner that access thereto is impossible.

Protection Against Dampness.—Travelers who expect to spend any length of time in Latin America should take precautions against damage to their baggage, samples, etc., by dampness. In some of the Latin American countries during the rainy season, particularly from March to August, many kinds of goods are easily ruined. For instance, footwear will become covered with a white mold. When leaving clothing in wardrobes, it is often the custom to hang inside an electric bulb, the heat of which will counteract the moisture.

Size of Trunks.—A good size for a steamer trunk is 36 by 22 by 14 inches; such a trunk can easily be placed in the cabin, under the berth. Many travelers report that light, strong, water-tight trunks, well locked, are best. They should not weigh over 100 pounds packed, and all should weigh alike.

Excess Baggage.—Travelers should bear in mind that on many railroad lines, especially those which traverse mountains, the amount of baggage which is transported free is very small. The charge for excess is a very considerable one.

Insurance of Baggage.—Passengers should insure their baggage (including samples) against all marine risks. Risk conditions include loss or damage caused by fire, sea perils, and forcible theft (not pilferage) while on board the steamer, but excepting breakage, unless caused by the vessel being stranded, sunk, on fire, or in collision. Certain companies are prepared to insure baggage of their passengers. In case the steamship company itself is not in a position to insure baggage, such insurance can be obtained on application to a marine insurance broker.

Traveling salesmen should insure all baggage. If possible, the policy should cover all losses on sea or land, including theft, pilferage, etc.

LANDING AND CLEARING BAGGAGE.

Customs Inspection.—The method followed by the customhouses of the different countries in the matter of inspection of baggage is given in detail under each country. The traveler is cautioned to exercise patience in dealing with customs officials. It will be found that it is far more expeditious to pursue this policy than to display anger and make complaints, even though circumstances may justify such attitude. If the traveler's baggage contains a considerable percentage of new clothes which have not been worn, there is usually no difficulty in passing them if it can be plainly seen that they are for personal use. Anything that is dutiable should always be called to the attention of the inspector. A willingness to display what one is carrying and alacrity in opening the trunks is always appreciated.

Transporting Baggage from Customhouse to Conveyance.—The conditions governing this vary greatly. Sometimes this work is performed by the attendants at the customhouse. More often, after the inspection is made and the traveler has closed his trunks, he is compelled to call a cab or taxi, or arrange to have the baggage

transferred to hotel by a "peon," "mozo," or "cargador." At this stage of handling the baggage, as at all others, the traveler must be on the alert.

From Customhouse to Hotel.—If the baggage can be carried on a taxi or other conveyance, there is no likelihood of any particular difficulties. On the other hand, if, as frequently happens in Latin American countries, a "peon" must be engaged, the traveler should be sure to note the number of the latter's license; otherwise an unscrupulous individual may make off with the baggage. It is also essential to strike a bargain for the cost of transporting baggage to the hotel in order to guard against overcharges.

Checking Baggage.—In many parts of Latin America the system of checking baggage is not so highly developed as in the United States. When a traveler wishes to go from one place to another, he should allow sufficient time to transport his baggage to the station, with a margin of time for checking. Not infrequently the baggage agent is insufficiently equipped, and it is essential to allow time for the "revision" or weighing of the baggage, writing out of the baggage ticket, the payment of any excess, etc.

Excess Baggage Charges.—The cost of carrying baggage is, generally speaking, much higher in Latin America than in the United States. On many railroads the amount carried free is small; on others no baggage whatever is carried free, with the possible exception of hand luggage. The matter of excess baggage must be investigated in each instance.

"Cargadores."—The traveler will find it advisable to bargain with the "cargadores," or porters, for carrying baggage to the steamship piers, and likewise with the boatmen who lighter it from the pier to the steamer. This is especially important in the small towns, and should be done some hours in advance of departure. In this way a good deal of money can be saved.

"Fleteros."—These are boatmen who operate small boats in many ports. In the port of Callao the "fletero," like the "cargador" in other places, has a brass license tag. The traveler can ascertain from the purser or other official the correct price, and should not permit himself to be overcharged for the removal of his baggage to the shore.

Express Companies.—In some of the larger cities express companies are now taking the place of the "cargadores." Care should be taken to ascertain the reliability of the express company, as here, too, there is danger of inferior service and possible loss.

Duty on Souvenirs.—Travelers who wish to carry back to the United States souvenirs or other articles purchased in Latin-American countries should remember the regulations. Before their arrival in the United States, whether by train or on ship, they will be furnished with a blank, on which should be listed all articles for which admission is wanted.

Allowances.—Americans (foreigners are not permitted to bring in more than their actual clothing) are allowed, free of duty, \$100 worth of goods, exclusive of cigars and cigarettes. The number of cigars that may be admitted free of duty is 50 and of cigarettes 300 for each traveler. Although foreigners are not entitled to free admission of \$100 worth of goods, they are permitted to bring in the quantities specified of cigars and cigarettes.

ON SHIPBOARD.

Prohibited Articles.—Passengers are strictly prohibited from taking on board gunpowder, either in cartridges or otherwise, lucifer matches, or any article of explosive, inflammable, dangerous, or damaging nature. Passengers disregarding this regulation are liable not only to prosecution and to the penalty imposed by statute, but also for all damage resulting from taking on board such articles.

Wines, Spirits, etc.—The regulations of most lines prohibit passengers from bringing on board wines, spirits, malt liquors, or mineral waters. These are usually obtainable on shipboard.

General Dress.—At the beginning of a trip ordinary clothing is worn. As soon as the Tropics are reached, this gives place to negligée, including white duck suits, low shoes, etc. In the Tropics, even if passengers do not dress for dinner, it is customary to appear in suits of some dark material.

Dress for Dinner.—On the larger vessels, particularly the English ships, it is the custom to dress for dinner. The traveler who wishes to make the best impression should abide by all the customs.

Steamer Chairs.—These can be hired from purser on board. The charge varies with the different steamship lines. Most of the steamship companies charge \$1 per trip. The chairs should be properly tagged, so that they may be occupied at the traveler's pleasure.

Valuables.—Passengers are warned against keeping valuables in their staterooms. It is customary to place same in the care of the purser. Steamship companies make no charge for this service, and they accept no responsibility for loss or damage.

Dogs and Pets.—Passengers intending to take pets with them should make arrangements with steamship company when purchasing tickets, otherwise the pets may not be allowed on board. The rules of most lines do not permit pets in saloon or staterooms.

Quarantine.—All quarantine expenses must be borne by passengers themselves.

Care while in Port.—Travelers should exercise unusual care while ships lie in port. Doors of staterooms should be carefully locked in order to prevent theft.

Doctor.—An experienced doctor is usually attached to the staff of each steamer. His services are free for sickness developed on board. Medicines are also provided free of charge by most of the steamship lines.

Seasickness.—There is no universal remedy for seasickness. The traveler who is affected by the rolling of the vessel is urged to remain out of doors as much as possible. When threatened with seasickness, tea, crackers, and toast should be the chief diet until the traveler is accustomed to the motion of the ship. As a rule, the seasickness will disappear after a few days.

Tips on Shipboard.—The persons who must be tipped are the table steward, the deck steward, the bar attendant, the bath steward, and the stewardess. For short trips, to the West Indies or Central America, the tips vary according to service rendered. They range from \$2 to \$7. For a longer trip, as to Rio de Janeiro, Buenos Aires, or Valparaiso, larger tips are customary. They then range from \$3 to \$10 or \$15, depending on service received.

Laundering.—On the new and large ships laundering is now no longer so inferior as it was in the past on the smaller vessels. On the latter, unfortunately, the character of this work still leaves much to be desired. It is well, therefore, to have a sufficiently large wardrobe to be absolutely independent of this service.

Sailing Chart.—This is usually posted each day at noon, either in the smoking room or in the main cabin. It shows the distance covered by the ship during the previous 24 hours.

Knots and Miles.—The statute mile is 5,280 feet; the nautical mile or British Admiralty knot is 6,080 feet. One knot equals 1.151 miles.

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WHAT TO DO ON ARRIVAL.

ADVANCE WORK FOR TRAVELERS.

Preparing Ground for the Traveler.—Careful preliminary work will save much time for the traveler. The ground can be tilled to such an extent that little time need be wasted by him after arrival. In many cases excellent “leads” can be developed and good prospects found by correspondence. These can then be turned over to the traveler so that the business may be closed with the minimum of expense. Some of the methods of tilling the field are given in the following paragraphs.

List of Buyers.—Obtain a list of buyers with whom business is possible.

Circularizing.—Circularize this list with carefully prepared letters or advertising matter. This matter should convey some idea of the character or importance of the firm. It will familiarize the prospective buyer with the standing of the house, thereby making it possible for the traveler to economize both time and energy.

Announce Saleman's Visit.—Before salesman departs, mail announcements of his prospective visit. Such announcements may be printed cards or written letters. Personally written letters will be found far more effective. If necessary, this may be confined to a comparatively small number of the best houses.

Salesman's Personal Letters.—The representative may address personal letters, before his departure, to the prospective customers. This is a courtesy that is generally appreciated. If merchants anticipate placing orders, they are more likely to hold them until the visit of the salesman.

Timing the Announcements.—The traveler will find it advantageous to notify customers not more than several weeks in advance, else the effect of the notification is likely to be lost. For example, if he visits the west coast of South America, intending to stop at Ecuador, Peru, Bolivia, and Chile, on a four-months' trip, it would be better to mail letters to Chile from Bolivia or Peru. Arrangements may be made with his principal to send such letters from the American office at the time which seems most appropriate.

Obtaining “Prospects.”—“Prospects” for the traveler may be developed by the sending of catalogues or other printed matter to a selected list of dealers some months in advance of the salesman's departure. The sending of such printed matter often interests prospective buyers to such an extent that correspondence results. Such correspondence may be turned over to the traveler, who will find it much easier to obtain a hearing for his goods than would be the case if the catalogues had not been mailed.

Advertising in Trade Journals.—Very frequently some advance advertising is done in trade journals, export papers, and other mediums of that character. Such advertisements are usually calculated to awaken interest among prospective buyers and to create an atmosphere for the goods. They often serve to give an idea

of the exporter's standing and the reliability and the variety of the goods carried. Not infrequently this advertising will result in inquiries for samples, which may be turned over to the salesman for follow-up work. As a rule, the sending of samples can be attended to at reasonable cost. If the line is of such a character that samples can be properly forwarded, this is highly desirable. In innumerable cases they help to arouse interest before the salesman's arrival. Reference can be made to the fact that a salesman will call at a certain date.

Work While Traveler Is on the Ground.—A salesman can often be aided while he is on the ground in the larger places, such as Buenos Aires, Rio de Janeiro, or Santiago. His visit in these places may be prolonged, permitting considerable cooperation with him. This cooperation may be of the following character:

Letters to dealers advising them that the salesman is in a certain city and that he carries full line of samples, etc.

"Write-ups" in the local papers. If the salesman is clever he can frequently obtain invaluable publicity for himself and for his house through a good, newsy interview. When well conceived, this is extremely effective.

The salesman himself can send out letters, accompanied by advertising matter, pamphlets, or leaflets, to help pave the way. All these things are very effective.

MOVEMENTS ON ARRIVAL.

Suggestions.—The representative who has already "covered" a given territory may not find it necessary to observe the following suggestions. For a traveler who has not visited the countries previously, the following hints may be found useful. They are offered merely as suggestions.

1. Immediately upon arrival engage rooms at a representative hotel. Make arrangements for sample room. (In some places, especially in smaller towns, it may be necessary to rent a store-room.)

2. Arrange with the customhouse broker for clearance of samples through customhouse.

3. Visit the American consul for an exchange of views and suggestions. If an American commercial attaché is available, he should be consulted. Visit American bank, if any.

4. Make a preliminary survey of the business district to determine what firms seem most likely to be interested and worth calling upon. This is desirable in order to get the "lay of the land." If a list of prospective purchasers is carried, these can be checked to be sure that there are no omissions. Consult the local directory.

5. Visit one or two of the leading banks or banking houses. If letters of introduction to banking houses are carried, they will be found valuable. Submit the list of prospective customers to bankers and obtain an idea of the credit to which the dealers are entitled. This system will save much time and obviate sales to people whose orders would not be approved by the credit man at home.

6. If the mercantile agencies are represented in that community, a conference with the manager of the office will be found desirable, as it will also serve to avoid misdirected effort.

7. Present letters of introduction to any mercantile organizations, business houses, etc.

8. A preliminary visit to the customers for the purpose of making an appointment to inspect samples is desirable. In many Latin American cities it is almost impossible to obtain an immediate hearing, as merchants are not accustomed to accommodate a traveler by going immediately to a hotel.

9. If merchants fail to keep appointments (which is often the case), the traveler should visit them again. If necessary, some samples should be taken to the stores and every art of salesmanship employed to obtain orders. The habits of the buyers vary as greatly in Latin America as in the United States, and the foregoing hints are merely suggested to simplify the procedure. There are no hard and fast rules.

Social Life.—The social amenities are much more carefully observed in Latin America than in the United States. The traveler will find it highly advantageous to be so armed with letters of introduction that he may obtain entrée to the clubs, to commercial organizations, etc. Much business is transacted in that manner, and the traveler who has not taken the precaution of obtaining the necessary credentials entitling him to be "put up" at the clubs, may be at some disadvantage. Whenever possible, invitations to social affairs should be gratefully accepted, as they often lead to business.

Languages.—So much has been written and said on this subject that it requires no extended discussion. The traveler who visits Latin America will find a knowledge of Spanish invaluable in all countries except Haiti, where French is spoken, and in Brazil, where Portuguese is the accepted tongue. Even though the language may be spoken only imperfectly, an effort to converse therein is greatly appreciated, and errors or slips of speech are overlooked. In certain communities the French merchants are very important factors; in others, Italian. The traveler who speaks these tongues also will find it advantageous to use them in his relations with the dealers.

Business Customs.—The methods of transacting business in Latin America differ very widely in the various Republics. The observant traveler will quickly recognize these differences and interpret the spirit which prevails in the various communities. With only rare exceptions will he find the conditions like those in the United States, and he should be prepared to adapt himself to the changes. The traveler who is a fault finder, grumbler, unwilling to overlook certain discomforts and the primitive conditions associated with pioneering, is unsuited to develop business, and he will find himself more successful in another field or at home.

Duty on Samples.—The customs tariff laws of the West Indies, Mexico, and Central and South American countries differ widely. The procedure regarding admission of samples also varies, but, as a general rule, not so much as the tariff on imports. Under each country have been listed the rules applicable to duties on samples and the procedure to be followed in getting them into and out of the country. Suggestions regarding giving bond, etc., will be found in the proper divisions.

Travelers' Licenses.—Many efforts have been made to obtain the remission of these imposts. In some countries the traveler requires no license, while in others the taxes vary in each State or Province.

The requirements will be found carefully set forth under each country.

Sales Policy.—Salesmen who visit Latin America for the first time, especially the larger cities, frequently make errors in solicitation which may later adversely affect their prospects. If business can successfully be done with large wholesale importers (who in turn distribute goods), it is bad policy to solicit from retail stores or houses of less importance. Generally speaking, the markets have a limited purchasing power. Furthermore, a large distributor offers serious objections if he learns that a salesman attempts to sell both to him and to smaller competitive houses. All aspects of this problem should be carefully studied.

Holidays: Their Effect.—The holidays of Latin America exert more influence on business than do similar occasions in the United States. In Latin America, because of its Catholic population, the feast days of the church are more widely recognized than in the United States. They often have official recognition, particularly in the cities of secondary importance. The several days preceding Easter in particular are celebrated, business being practically suspended on Holy Thursday and Good Friday. The saints' days likewise are recognized. Celebrations in honor of historical characters and national heroes, besides national holidays, must also be taken into account. Under the various countries the principal holidays are specified, and the traveler will find it well to consider them in planning his trips.

Seasons in Latin America.—Where reasonable goods are required, it is of the highest importance to remember that south of the Equator the seasons are the reverse of those in the United States. This is especially important in dealing with Argentina, Uruguay, Paraguay, and Chile.

Adjustment to Conditions.—In most lines of merchandise, the importers in Latin American Republics are accustomed to purchasing earlier than dealers in similar lines in the United States. This makes it possible to solicit and obtain orders somewhat earlier than would be the case in the United States.

Use of Diary.—The advantages of keeping a diary are obvious. Such a record will be found particularly valuable if used for the purpose of recording visits to firms, names of the buyers or department heads interviewed, list of goods in which they are interested, etc. Other valuable information for subsequent use may also be recorded. This includes the recording of birthdays or saints' days of buyers or customers, who may later on be remembered with cards, to show the traveler's interest in the buyer or customer. This is particularly appreciated by Latin Americans.

Time for Filling Orders.—The following calculation will serve as a basis for travelers, and will show how much time must be counted on for the sale of goods, their manufacture, delivery, and payment:

Leave New York November 1.

Arrive Colon November 8.

Miscellaneous stops between Colon and Valparaiso (depending upon conditions), 60 days.

Arrive Valparaiso January 8.

Order mailed from Valparaiso January 15.

Order reaches New York February 6.

Order approved, goods manufactured, and delivered to port of New York 60 days later, or April 6.

Goods shipped from New York April 10.

Arrive in Valparaiso May 10.

Draft accepted May 15, payable 60 days' sight.

Goods cleared in customhouse May 25.

Goods on sale in customer's store June 1.

Draft paid to the bank in Valparaiso July 15.

Remittance reaches New York August 6.

Attention to Officials.—Travelers in Latin America, regardless of the country, will find that when traveling, in the interior especially, it is advisable to keep on pleasant terms with the chief officials. If the traveler contemplates covering a stretch of road which may appear to him dangerous and where he may be subjected to attack (this being extremely rare), he may apply to the sheriff or "jefe politico" for a guard. In any event, it is highly desirable to fully recognize the authority of this official and to maintain the very best relations with him.

HOTELS, BOARDING HOUSES, AND FEES.

Hotels and Boarding Houses.—The hotel accommodations in Latin America vary quite as widely as do those in the United States. In large cities, such as Buenos Aires, Rio de Janeiro, and Santiago, there are numerous hotels, ranging from the very expensive to the most insignificant. The traveler should not stint himself in the matter of his hotel. He should patronize only the best and most dignified, inasmuch as he is judged largely by the character of his lodgings. In the larger cities there is usually a choice of hotels, and those which cater to traveling men and have the necessary accommodations in the matter of sample rooms, etc., should be chosen. In the larger places modern conveniences, including sanitary plumbing, baths, etc., are now quite common.

Changes in Hotels.—The special attention of travelers is drawn to the fact that hotel accommodations are constantly subject to change. Not only is there in many places a periodical variation in price due to tourist seasons and similar causes, but the proprietors of hotels frequently change the character of their accommodations, with consequent effect on the prices. In many instances rates are advanced, but, as experienced travelers know, there is often a deterioration in the quality of service, food, etc. It is deemed necessary to point out this fact, because hotels which one year may be among the leading ones in a community are sometimes discontinued or at a later period are found in an entirely different class. Under each city has been given a list of hotels which are of most interest to commercial travelers. However, it will sometimes happen that a hotel not specified will prove even more desirable for the traveler's convenience and comfort. This can be ascertained by personal investigation after arrival and by consultation with fellow travelers.

Hotels in Small Towns.—The accommodations in the smaller places, and even in communities of some commercial importance, are frequently poor. The traveler who can not adjust himself to certain shortcomings in the matter of accommodations, food, and

service had best remain at home. Hotels in small towns are seldom equipped with sample rooms, and it may be necessary to make arrangements to display samples in some vacant room or building not well adapted to the purpose. Hotels of this category are usually lacking in modern conveniences.

Boarding Houses or Pensions.—Travelers who find it necessary to spend a considerable time in one place frequently take quarters in a "pension" or boarding house. When this is done a sample room is maintained in the central or business district. The cost under this system is not so great, and for one not familiar with the language there is the added advantage of acquiring the tongue from the natives. Quarters in a "pension" or boarding house can usually be obtained by watching the advertisements in the principal newspapers, or by inserting an advertisement therein, or by inquiring of friends. The American consul, if one is available, can usually advise.

Special Hint.—When necessary to "make" small towns travelers are advised to obtain from friends in the large centers letters of introduction to acquaintances in the smaller places, with whom they may stop while transacting their business. This is by far the safest method and insures a maximum of comfort and cleanliness unobtainable otherwise. Sometimes, when properly introduced under such circumstances, the host refuses to accept any pay for the accommodations.

Tambos.—These are very small primitive inns. They are found in the settlements or villages through which a traveler passes in making trips by "carretera" or "camino de herradura." They are sometimes the only means of obtaining shelter overnight. The food frequently is both limited and of poor quality. If the traveler anticipates having to stop at a tambo, it is necessary for him to have his own hammock, a few pieces of bed linen, mosquito netting, etc. Canned food should also be included in the baggage in order that there may be some degree of satisfaction at meal time.

"Mesones."—These are taverns of an inferior kind. They usually afford lodging for the traveler and quarters for his animals. They should be avoided if possible.

"Fondas."—These are similar to the "mesones," but of a still poorer quality. They are not for American travelers.

General Construction of Hotels.—Although modern hotel buildings are being erected in many of the cities of Latin America, the great majority of such places are still old fashioned. They are usually built around "patios," or open courts. Frequently the only light which enters is through a door or window opening on the court. In many latitudes, where mosquitoes are prevalent, the traveler should insure his comfort by insisting upon a good mosquito netting. Failing to obtain the right kind at the hotel's expense, he should carry his own. In fact, experienced travelers often do this.

Baths.—In the smaller cities, and frequently in the larger ones, the hotels are not equipped with modern plumbing, hot water, or bathrooms. Under such conditions it is necessary to patronize bath establishments, which are often operated in connection with barber shops. They are reasonable in cost and the service is usually good, while cleanliness generally prevails.

Toilet Conveniences.—These are often very primitive. In this matter extreme care should be taken to guard against infection, and travelers are warned to take all precautions.

Meals in Latin America.—Generally speaking, the hotels in Latin America are operated on the American plan; that is, meals are included in the cost of accommodations.

Morning Coffee.—This, with bread and butter, is usually served in one's room and brought to the door by a servant. If specially requested, milk may be obtained in place of hot water (for the coffee). Fruit may often be had if asked for. Eggs are not usually served, and when obtainable, an extra charge is made. The heavy breakfast, as served in the United States, is not known in Latin America, even North Americans falling into the habit of the Latin American.

Almuerzo.—This is served from 11 to 1 or 2 o'clock. It is a rather heavy luncheon, taking the place of breakfast. It usually includes a salad, a "dulce," or sweet, and often cheese.

Comida.—This meal—dinner—is served in the evening, generally from 6 to 9. In most of the Latin-American countries people usually dine very late.

General Remarks.—As a rule, there is not much to complain about in connection with the meals to be had in the fair-sized towns; it is only in the very small places that conditions are bad.

Furnishings of Hotels.—In the smaller places, and sometimes even in the larger ones, the bedding is not the best. It is always advisable to carry several changes of bed linen, sheets, and blankets. A few towels will also come in handy. An air pillow likewise is often appreciated.

Seeking a Hotel.—If the traveler is in doubt as to the hotel best suited to his purposes, he will find it advantageous either to engage a coach or taxicab, or, in the smaller places, walk around the "plaza" until he has made the necessary inspection. This is advisable, because, once having taken up quarters and having baggage brought to the hotel, it is both inconvenient and expensive to make the transfer. A "cargador," usually found in great numbers around the stations, can carry the hand luggage, while the heavy baggage is left at the depot until quarters have been engaged.

Tipping.—The custom of tipping is universal in Latin-American countries. As a rule, except perhaps in the very largest and most expensive hotels in the greatest cities, the tips are smaller than in the United States. Tipping is a custom which the traveler can not afford to ignore. It will help him materially in getting along. On the other hand, there is no excuse for extravagance, and only a bad precedent is set by those Americans who are careless with or too liberal in their fees.

INTERIOR TRANSPORTATION.

Railroad and Steamship Service.—Travelers should expect no uniformity in the character of transportation service in Latin America as regards either railroad or steamship lines. The quality of the service varies from the very highest to the most inferior. In certain countries, such as Argentina and Brazil, some of the railroad lines are conducted with the same skill and intelligence as in the

United States, and the comfort of the traveler, in regard to sleeping accommodations, restaurant cars, etc., is all that can possibly be asked. On the other hand, there are many short lines which may run trains only on certain days of the week, and upon which traveling is extremely uncomfortable.

The same differences characterize the steamship service, which plays such a prominent part in transportation in many Latin-American Republics. The traveler is urged to acquaint himself with the varying qualities of the lines, especially when there are competitive conditions and a choice is possible. A personal inspection of steamers and the cabins thereon, even at the loss of some time, before passage is engaged, will be found a wise precaution.

Conditions Affecting Transportation.—When using animal transportation in Latin America it is on roads which are designated either "carreteras" or "caminos de herradura."

Carreteras.—The carretera is preferable to the camino de herradura, being suitable for at least a cart drawn by oxen, sometimes being fairly adapted to the use of mules, and in rare cases for automobiles. Carreteras have several degrees of perfection, ranging from a bad mud road to a fairly decent macadamized road as we know it in the United States. During the rainy season they are often impassable.

Caminos de Herradura.—The camino de herradura is, roughly speaking, a bridle path or trail. It is usually very narrow, and traversable by mules, burros, alpacas, llamas, or native horses. These trails are used by pack trains, but are unsuitable for ox-carts, which can be used only on carreteras.

Damage to Baggage.—The caminos de herradura are so close to the mountain side that trunks are often damaged. Special sizes are needed to make them adaptable to mule back. See page 20.

Hiring Mules and Horses.—In all the Latin American Republics, to a greater or lesser degree, it is necessary to use mules, donkeys, burros, and horses for transportation. The traveler should be very careful in making arrangements, and it is advisable to attend to this matter in person. The horses or mules which are offered should be inspected. Although a choice is not always possible, experienced travelers find that by insisting upon the best animals they are often able to obtain "bestias" which have more endurance than others belonging to the same owner. The "staying" power of an animal is important, particularly on hard trips in the mountains where the roads are bad and where an accident may cause serious delay.

Cost.—This depends entirely on the length of trip, conditions, etc. When a pack train is engaged an attendant is usually furnished, his pay being included in the charge for the animals. The traveler is expected to pay the "keep" of the attendant and to feed him en route. Besides this, on long trips the feed for the animals is for the account of the traveler. By consulting with merchants as to the proper price, there is no reason to be overcharged.

Tips to Muleteers.—Experienced travelers do not take it amiss if the attendant desires to borrow some small change. This is generally considered the perquisite of the attendant and should be granted cheerfully; its repayment should not be expected. As a rule, the "peons," "mozos," or "cholos" who look after the animals are

patient, good-natured fellows, from whom more can be had by kind treatment than otherwise. Generally speaking, the muleteers or guides are thoroughly reliable and know the trails and passes perfectly.

Note on Hiring Animals.—In hiring mules it is always well to examine the backs of all animals submitted. This is particularly important if a long, hard trip is contemplated. It is much better to hire extra mules than to overload animals. This applies equally to horses, donkeys, and burros.

Bullock and Ox Carts.—If the roads are fairly good, it is cheaper to obtain ox carts, if possible. The ox carts can be sent on ahead and the traveler need not devote his time or energy to worrying about his baggage. A team of oxen drawing a cart on a fairly good road can cover about 3 kilometers per hour.

Capacity of Horses.—The capacity of a good average horse is 25 to 45 miles per day on fairly good roads. This, of course, applies to animals that are in good condition.

Taxi and Coach Hire.—Drivers of such vehicles do not differ in character anywhere in the world. Although municipalities generally establish rates, it is advisable to inquire the cost of the trip when engaging either a taxi or a coach.

Boats to Shore.—It is a safe rule everywhere, before going ashore, to strike a bargain with the boatmen. If it is necessary to return to the ship, a rate for the round trip should be made. If this is not done, overcharges are likely.

Part II.—DETAILED INFORMATION FOR CANVASSING LATIN AMERICA.

SUBDIVISION OF THE TERRITORY.

This section of the guide has six subdivisions, viz :

- Mexico.
- Central America.
- West Indies.
- North Coast of South America.
- West Coast of South America.
- East Coast of South America.

Although this may seem an arbitrary division, it is the easiest manner in which such widely different regions may be treated. It will be found that territories of traveling salesmen often fall into just these divisions, particularly in the case of business houses which have a number of salesmen. Obviously, many other divisions might be suggested, as many travelers who visit portions of the West Indies also canvass cities in Central America and South America. However, for practical utility, it is believed that this general arrangement will lend itself most easily to study and analysis.

MEXICO.

Area, 767,198 square miles (including islands); population, 15,500,000.

There are several reasons why Mexico is treated in a separate division of this publication. In the first place, being contiguous to the United States and, generally speaking, more accessible than the other Latin-American Republics, a somewhat different treatment is required. Many jobbing houses throughout the United States, especially in the West and Southwest, normally have very intimate business relations with Mexican merchants. This applies to the buyers in the larger cities as well as in the small towns, mining camps, etc. It is quite common for a Mexican merchant, in what would correspond to a "crossroads" store in the United States, to make direct purchases in this country. As a consequence, it has been found necessary to list and describe a much greater number of small towns and communities than in other sections of the book.

In reading this section of the guide it should be borne in mind that present conditions are abnormal. Nominally there is railroad service to many places, but in reality it is interrupted or frequently delayed. Despite the conditions which have recently prevailed, the

purchases of Mexico, as a whole, have increased very materially, and the commercial possibilities of this Republic are so great that they deserve the utmost consideration from American houses.

A factor that must not be lost sight of in studying this as well as the other sections of the book is the material increase in prices, in hotel rates, railroad fares, etc. The European war has greatly affected the schedules of steamship lines, both trans-Atlantic and local. Consequently, it is of the utmost importance that all sailings, time-tables, etc., be verified on the ground. It is believed, however, that the information which is here given in detail will enable the traveler to plan his route with a considerable degree of certainty and intelligence. This is certainly true in the matter of the approximate time required, provided that allowance is made for the abnormal conditions which at present prevail.

Mexico has always been one of the best customers of the United States and is destined for some time to be one of the three largest users of American products and manufactures in the Western Hemisphere. For this reason alone Mexico is particularly deserving of the attention of American business men.

CENTRAL AMERICA.

	Square miles.	Population.
British Honduras-----	8, 598	42, 323
Costa Rica-----	23, 000	442, 000
Honduras-----	46, 250	650, 000
Guatemala-----	46, 774	2, 100, 000
Nicaragua-----	49, 200	690, 000
Panama-----	32, 300	425, 000
Salvador-----	8, 130	1, 254, 000

Central America includes all the territory lying south of Mexico and extending to the Colombian boundary line on the north coast of South America. It embraces British Honduras and the Republics of Costa Rica, Honduras, Guatemala, Nicaragua, Panama, and Salvador. These countries present many amazing contrasts. In per capita purchasing power, in development, and in other features they differ very materially. To many it will be news that the western and eastern regions of Honduras and Nicaragua are for all practical purposes quite inaccessible to each other. The economic conditions of these regions are also very different. The investment of much American capital in the banana business on the eastern coasts of Guatemala, Honduras, Nicaragua, Costa Rica, and Panama has resulted in an amazing development of this section of Central America, with a consequent large benefit to the United States. The varying conditions in distinct sections of these divisions make for similar differences in trade. The commercial importance of the different towns may be judged to a considerable extent by consulting the section devoted to these countries. As Central America frequently serves (in many lines) as the sole territory of travelers, it has been treated as a unit. Special attention is drawn to the necessity for considering the conditions which prevail and to the need of a careful study of steamship and railroad routes, in order to obtain the greatest economy in canvassing this region.

WEST INDIES.

	Square miles.	Population.
Cuba-----	44, 215	2, 627, 536
Porto Rico-----	3, 606	1, 118, 000
Haiti-----	19, 204	2, 500, 000
Dominican Republic-----	18, 045	798, 000
Virgin Islands of the United States-----	138	27, 000
British West Indies:		
Jamaica-----	1, 207	900, 000
Bermudas-----		21, 000
Bahamas-----	1, 404	56, 000
Barbados-----	166	200, 000
Trinidad-----	1, 860	365, 000
Tobago-----	115	20, 762
Grenada-----	120	71, 560
St. Lucia-----	238	54, 600
St. Vincent-----	140	50, 000
Antigua-----	108	35, 000
Dominica-----	291	37, 000
Montserrat-----	33	15, 000
St. Kitts-----	65	30, 000
Nevis Island-----	50	13, 000
Virgin Islands (British)-----	58	5, 600
French West Indies:		
Martinique-----	380	193, 087
Guadeloupe-----	619	212, 430
Curacao (including Bonaire and Aruba)-----	403	57, 381

The best Latin-American customer of the United States is an island in the West Indies—Cuba. In this same region lie other islands which have a great economic significance for this country. These are particularly Porto Rico, a Territory of the United States, the Dominican Republic, and Haiti, the latter two destined to have an enormous increase in imports and exports such as characterized the development of Cuba and Porto Rico.

In the same general region lie many other islands which already have a large trade and whose importance is rapidly growing. This is particularly true of Guadeloupe and Martinique, of the Virgin Islands of the United States, of Jamaica and Trinidad.

Many business houses subdivide the West Indies into separate territories, finding it desirable to maintain more than one representative in that region. For the purposes of this book it has been deemed well to group them all under one general heading.

NORTH COAST OF SOUTH AMERICA.

	Square miles.	Population.
Colombia-----	435, 278	5, 072, 101
Venezuela-----	394, 000	2, 789, 154
British Guiana-----	90, 277	300, 000
Dutch Guiana-----	46, 000	91, 000
French Guiana-----	32, 000	50, 000

The north-east countries include the Republics of Colombia and Venezuela, and British, Dutch, and French Guiana. It is not generally recognized what a vast region this is. Colombia alone has an area of 435,278 square miles, with a population of 5,072,101.

American trade with this region has grown very materially since 1914, and if a proper effort is made the business which has been developed can be further increased

The Republics of Colombia and Venezuela are by many firms considered as a unit and one traveler is assigned to both countries. Not infrequently, however, these countries are assigned to two or more salesmen. Trade conditions vary materially, and the contrasts in climate, production, purchasing power, etc., are remarkable. Bogota, the capital of Colombia, although only about 1,000 miles from the coast, is rather difficult of access, while some of the other commercial points of Colombia are almost never visited by foreign salesmen. This is a condition that will doubtless change, but it is incumbent upon American houses, if they seek to increase their business with Colombia, that they familiarize themselves with the varying conditions throughout the Republic. It has unquestionably some of the richest undeveloped regions in South America, and, with the development of transportation facilities, it is destined to have a magnificent future.

Venezuela is far more easily canvassed than Colombia, the river system of this Republic giving greater facilities for travel than is the case in most portions of its sister Republic. The latent wealth of this country is likewise enormous and only intelligent, continuous effort on the part of American salesmen will be required to insure a still larger volume of business for the United States than has recently been obtained.

The Guianas are treated individually. A study of these countries will prove that they, too, can be made to contribute a great deal to the commerce of the United States. They are largely undeveloped, and with the investment of capital their future should be very bright.

WEST COAST OF SOUTH AMERICA.

	Square miles.	Population.
Ecuador-----	116, 000-120, 000	2, 000, 000
Peru-----	460, 000-722, 461	4, 500, 000
Bolivia-----	473, 560-704, 105	2, 889, 970
Chile-----	292, 419	3, 870, 023

The west-coast countries include the Republics of Ecuador, Peru, Bolivia, and Chile. Some idea of the territory which they embrace may be gathered from the fact that the coast line of Chile is over 2,600 miles in length. Since the outbreak of the European war the development of the trade with these countries has been little short of marvelous. The nitrates of Chile, the copper of Chile and Peru, the tin, tungsten, and other minerals of Bolivia, and the agricultural products of Ecuador have had an enormous demand, with consequent heavy purchases by their merchants from the United States. Until recently the number of American salesmen who canvassed these countries was comparatively small. Lately, however, the number has increased considerably, and this has been especially the case within the last two and a half years. The trade of these countries, like the other regions of South America, will undoubtedly be keenly competed for after the war, and it behooves American firms to plan their efforts in these countries with the utmost intelligence. A study of the individual Republics will show that they can be canvassed with comparative ease. Bolivia and Chile are accessible

from the east coast. The Amazon region of Peru, and also that of Bolivia, is destined to have a marvelous commercial development on account of its great wealth.

EAST COAST OF SOUTH AMERICA.

	Sq. miles.	Population.
Brazil-----	3,292,000	25,000,000
Argentina-----	1,153,119	8,000,000
Uruguay-----	72,153	1,450,000
Paraguay-----	57,722	1,000,000

The fact that the Republic of Brazil alone is larger than the United States, exclusive of Alaska, is often overlooked. Although this great region has been treated separately, it is included in the group of east-coast countries for the reason that it lends itself best for treatment in connection with Uruguay and Paraguay.

In all of these Republics, but particularly in Argentina and Brazil, American business has grown very materially in recent years. The extent to which it will be retained is dependent solely upon the efforts that will be made by American business men. Unquestionably the sending of traveling salesmen is the most effective means.

The great difference in climate, configuration, altitude, etc., make for a marvelous variety of products, many of which are in great demand in the United States. They contribute very materially to the wealth of these regions, and if the reader would know the fundamental conditions governing the sale of American goods in the different cities it is important that he familiarize himself with these facts. Argentina and Brazil should be treated as distinct territories and not together. They are grouped in the present section under the title East Coast of South America for ready reference.

MEXICO.

Maps Nos. 1, 2, 3, and 4.

Location.—Mexico is the fourth largest American Republic as regards territory. It is bounded on the north by the United States, on the east by the Gulf of Mexico and Caribbean Sea, on the south by British Honduras and Guatemala, and on the west by the Pacific Ocean.

Area and Population.—The area, including the islands, is 767,198 square miles; population, about 15,500,000, or 20 per square mile. The coast line on the Gulf of Mexico and Caribbean Sea is 1,728 miles, on the Pacific Ocean 4,574 miles. The inhabitants are chiefly mestizos, a mixture of Indian blood with that of Spaniards and their descendants. There are also a considerable number of Europeans and other nationalities. Among the foreigners the Spaniards predominate. A very large percentage of the population is of pure Indian blood, many races being represented.

Topography.—The chief physical features are two great mountain chains which traverse the entire Republic, forming between them a number of great valleys and plateaus. The immense elevation on which the capital of the Republic is situated, called the Plateau of Anahuac, is the largest and most important. There is fringe of lowlands, known as the Tierra Caliente, on both the Gulf of Mexico and the Pacific. The mountain range in the west is the Sierra Madre Occidental, and in the east Sierra Madre Oriental. The more important peaks are Popocatepetl, 17,520, feet; Orizaba, 18,250; Ixtacchuatl, 16,960; Nevada de Toluca, 14,950; Malinche, 13,460; Colima, 14,970.

Climate.—The climate is modified by the great elevations and is largely determined by vertical zones. Mexico is partly in the Tropical and partly in the Temperate Zone.

Tierra Caliente.—The district along the Gulf of Mexico and the Pacific Ocean, extending inland and upward to an altitude of 3,000 feet, has the heat of the Tropical Zone. The nights are tempered by sea breezes which also make the heat bearable during the day. This region is refreshed by summer rains which fall rather regularly, beginning generally in June, increasing in July, and ending in November. The average annual temperature in this region is between 80° and 88° F. It rarely falls below 60°, but sometimes rises to 100°; 105° to 110° has been known in Acapulco, Guaymas, and Vera Cruz.

Tierra Templada.—The region from 3,000 to 5,000 feet above sea level has a climate like the Temperate Zone. The average annual temperature is between 73° and 77° F. The temperature rarely varies more than 6 or 8 degrees during the year. The dry season is from October to May.

Tierra Fria.—The cold region has a height of 7 000 feet and upward above sea level. This region has an average annual temperature between 59° and 62° F. Most of the central plateau is located in this zone.

Seasons.—Although it is almost impossible on account of the great extent of the country to definitely fix the seasons, they may be designated in a general way as follows: Rainy season, middle of May to middle of October, when rainfalls are exceedingly heavy and of almost daily occurrence; the dry season lasts the balance of the year. Very little rain falls during this period. The traveler should note particularly the period of rains, as traveling during this season, especially in the mountains and in the remote districts, is often impossible. Even on railroads, when well managed and under normal conditions, delays are quite frequent.

Rivers.—Few rivers of Mexico are of any importance for navigation. Among the principal rivers are the Rio Grande, 1,500 miles (2,414 km.); Mescala, or Balsas, 426 miles (685 km.); Lerma, or Santiago, 540 miles (869 km.); Conchos, Panueo, Grijalva, Usamacinta, and Papaloapam.

Lakes.—The largest lake of Mexico is Lake Chapala, on the boundary line between the States of Jalisco and Michoacan. It is about 70 miles (112 km.) long and 20 miles (32 km.) wide. Other important lakes are Catemaco, in the State of Vera Cruz; Cairel and Carpintero, in Tamaulipas; Encantada, in Tabasco; Bacalar, in Yucatan; Aleuzague, in Colima; Cuitzeo, Tacasquaro, and Patzcuaro, in Michoacan; Yuriria in Guanajuato; Mezquitlan in Hidalgo; and Chapala in Jalisco. Their value as means of communication is negligible.

Agricultural Products.—The soil of Mexico is suitable for many crops. Within a radius of 300 miles may be found the crops of the tropical, semitropical, and temperate zones. The most important products are maize, cotton, henequen, wheat, coffee, beans, guayule, chick-peas, chicle, and sugar.

Cattle raising is a source of great wealth. Hides, skins, wool, etc., add greatly to the annual wealth of the Mexican people. The export of hides is particularly important.

Mineral Wealth.—The principal industry of Mexico is mining. Mines are operated in almost all of the States and Territories. Silver and gold are the most important minerals, but zinc, coal, lead, antimony, iron, quicksilver, etc., are also mined on a considerable scale.

Industries.—Although Mexico is not a manufacturing country, there has been considerable development of manufacturing. Numerous and important mills are devoted to the production of textiles, sugar, leather, cigars, cigarettes, etc. Flour milling is very important, as is also brewing. There are a number of smelters, steel works, etc., several of which have large capital. There are a great number of small factories devoted to the local requirements.

Language.—Spanish. English is spoken by many Mexicans, but Spanish is indispensable in transacting business.

Currency.—The currency of Mexico is based on the gold standard. The peso (100 centavos) is the unit of value, equal to \$0.498 United States currency. The coins are as follows: Gold, 20, 10, 5,

2½, and 2 pesos; silver, 1 peso, 50, 20, and 10 centavos; bronze, 20, 10, 5, 2, and 1 centavos.

Weights and Measures.—Metric system.

Postage.—First-class letter rate from the United States is 2 cents an ounce or fractional part thereof.

CONCERNING THE BANKS.—At the time this book was approved for printing (June, 1920), there were practically no banks or banking institutions doing business in Mexico, except those in Mexico City and Tampico. Business of this nature in the respective cities was being transacted mainly by individuals and business houses who are correspondents of banks in Mexico City. It is suggested that the traveler, when securing his letter of credit, obtain from the New York bank a list of its correspondents in Mexico City. On his arrival in Mexico he could obtain from the Mexican bank a list of the latter's correspondents in the towns he intends to visit. These correspondents are, as a rule, business house and are in a position to furnish the salesman accurate information as to prospective clients in their territory and also attend to the handling and collection of drafts, etc.

Banks in Mexico City.—The following are among the important banking institutions in Mexico City that are in a position to finance import and export trade:

Mexico City Banking Corporation (American), Avenida F. II Madero 14.

Mercantile Banking Co. (American), Avenida F. I Madero 12.

Banque Francaise du Mexique (French), Avenida Uruguay 53.

Bank of Montreal (Canadian), Avenida 5 de Mayo 2.

Canadian Bank of Commerce (Canadian), Avenida F. I Madero 50.

Cia. Bancaria de Paris & Mexico, Capuchinas 51.

Lacaud e Hijo.

Bank Correspondents in Interior Cities.—Following is a list of business houses in the interior that do a banking business as correspondents of banks in Mexico City and the United States:

Aguascalientes: Jose & Luis J. Laris, Apartado 34.

Chihuahua: Metals & Mines Security Co., Apartado 152.

Guadalajara: Salvador Ugarte, P. O. box 156.

Mazatlan: Manuel Gomez Rubio, Apartado 41.

Merida: Arthur Pierce, Apartado 114.

Monterey: A. Zambrano e Hijos, Apartado 6.

Oaxaca: George M. Houston, Guerrero 1.

Puebla: Victoriano Alvarez, S. en C., Apartado 171.

Saltillo: A. Zambrano e Hijos.

San Luis Potosi: Deutz Hnos., 3a Centenario 11.

Tampico: Tampico Banking Co., S. A., and Petroleum Bank & Trust Co., S. A.

Torreon: Celso Garza Gonzalez, Ramon Arispe 321.

Vera Cruz: Viya Hnos., Morellos 11.

Representatives of New York Banks.—The following New York banks have representatives in Mexico City:

National City Bank: J. H. Durell, Avenida F. I. Madero 12.

Equitable Trust Co.: W. B. Glenn, Capuchinas 48.

Irving National Bank: J. W. Rowe, Capuchinas 48.

Mercantile Agencies.—R. G. Dunn & Co., Calle Capuchinas 48; Bradstreet's, San Juan de Letran 5.

TRAVEL ROUTES FROM UNITED STATES.

RAILROADS.

Railroads enter Mexico via Laredo, Eagle Pass, and El Paso, Tex., Nogales, Ariz., and other border towns.

STEAMERS FROM NEW YORK.

New York and Cuba Mail Steamship Co. (Ward Line).—Office, Pier 14, East River. Sailings from piers at foot of Wall and Pine Streets. Departures every Thursday for Progreso, Vera Cruz, and Tampico; for Campeche, Frontera, Laguna, and Tuxpan, occasionally. Interior points in Mexico are reached by rail from Tampico or Vera Cruz. First-class passenger fares: New York to Tampico, \$95; New York to Vera Cruz, \$90; New York to Progreso, \$85; Habana to Progreso, \$60; Habana to Vera Cruz or Tampico, \$65; Progreso to Vera Cruz, \$50; Progreso to Tampico, \$55; Vera Cruz to Tampico, \$30. Average time of trip: Leave New York, Thursday; arrive Nassau, Sunday; Habana, Monday; Progreso, Wednesday; Vera Cruz, Friday; Tampico, Monday.

Mallory Steamship Co.—Office, 290 Broadway. Sailings from Pier 45, North River (West Eleventh Street). Departures about every Tuesday and Friday for Key West, Fla., and Galveston, Tex. Thence by rail via Laredo to points in Mexico; also by steamer from Galveston to Laguna and Frontera. First-class passenger fare: New York to Galveston, \$52.50. Average time of trip: New York to Galveston, via Key West, seven days.

Panama Railroad Steamship Line.—Office, 24 State Street. Departures from Pier 67, North River (West Twenty-seventh Street) every Thursday for Colon, Panama. Thence by Pacific Mail steamer to Acapulco, Manzanillo, San Blas, Salina Cruz, and Mazatlan. First-class passenger fare: New York to Salina Cruz, \$201.40.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling Slip). Departures for Cristobal, Panama, every Wednesday and Saturday. Thence by Pacific Mail steamer to ports on west coast of Mexico. First-class passenger fare: New York to Salina Cruz, \$232.40.

Compañía Trasatlántica.—J. Zaragosa, agent, Pier 8, East River. Spanish steamers. Departures from Pier 8, East River (old slip). Sailings monthly for Vera Cruz and Puerto Mexico. First-class passenger fare: New York to Vera Cruz, \$90.

STEAMSHIP LINES FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 608 California Street, San Francisco, Calif. Sailings every two weeks for Mazatlan, San Blas, Manzanillo, Acapulco, and Salina Cruz. First-class passenger fares: San Francisco to Mazatlan, \$77; San Francisco to San Blas, \$90; San Francisco to Manzanillo, \$98; San Francisco to Acapulco, \$104; San Francisco to Salina Cruz, \$104. Average time of trip: Leave San Francisco, first day; arrive Mazatlan, sixth day; San Blas, seventh day; Manzanillo, eighth day. (See also p. 35.)

Gulf Mail Steamship Co.—Sailings about twice a month for Ensenada, San Jose del Cabo, La Paz, Guaymas, Topolobampo, Mazatlan, San Blas, Manzanillo, Acapulco, and Salina Cruz. First-class passenger fares from San Francisco: To Ensenada, \$16; San Jose del Cabo, \$45; La Paz, \$50; Guaymas, \$55; Topolobampo, \$55; Mazatlan, \$50; San Blas, \$60; Manzanillo, \$68; Acapulco, \$75; Salina Cruz, \$80.

Toyo Kisen Kaisha (Japanese).—Monthly sailings from San Francisco to Salina Cruz. Fare, \$75.

OTHER LINES VISITING MEXICAN PORTS.

The following are some of the foreign lines whose steamers make calls at Mexican ports. Travelers are often enabled to take advantage of the unexpected arrival or departure of these lines. Inquiry should be made at Gulf ports.

Canadian Mexican Pacific Line.—From Victoria, British Columbia. Monthly service to Salina Cruz, calling at Mazatlan, Manzanillo, and Acapulco.

Compagnie Générale Transatlantique (French).—Monthly service from France to Habana, Vera Cruz, Tampico, and Puerto Mexico.

Harrison Line (English).

Leyland Line (English).

Elder, Dempster & Co. (English).

Quarantine Regulations.—The usual quarantine regulations are observed. If there is any question of suspicious illness, passengers may be detained.

Distances.—New York to Vera Cruz, 1,973 nautical miles; New Orleans to Vera Cruz, 788; New Orleans to Tampico, 705; Pensacola to Tampico, 749; San Francisco to Mazatlan, 1,354; San Francisco to Acapulco, 1,836. From El Paso, Tex., to Mexico City, 1,221 miles (1,971 kilometers); Kansas City, Mo., to Mexico City, 1,659 miles (2,675 kilometers).

LOCAL STEAMSHIP SERVICE.

Compañía Mexicana de Navegación.—Four round trips per month, calling at all Mexican Gulf ports (Tampico, Vera Cruz, Puerto Mexico, etc.).

Compañía Naviera del Pacifico.—Frequent sailings, calling at Mexican ports along the west coast (Guaymas, Mazatlan, etc.). Inquiry to be made at offices of the line in Pacific ports.

Compañía de Navegación en los Ríos Grijalva, Usumacinta y Palizada (los Vapores Correos Mexicanos).—From San Juan Bautista on the Grijalva, Usumacinta, and Palizada Rivers to Frontera, Jonuta, Amatitan, Monte Christo, Balancan, Tenosique, and other points.

Railway Guide.—Upon arrival the traveler should buy a copy of the monthly publication called "Guía Oficial," published by the Mexican Official Guide Co., 2a de Lopez 24, Mexico City. This guide contains complete data regarding railway and steamship service. It may also be ordered by mail.

PRINCIPAL RAILROADS OF MEXICO.

National Railways of Mexico (Ferrocarriles Nacionales de México):	Miles.	Kilometers.
Mexican Central Railway (main line and branches)---	3,516	5,659
National Railroad of Mexico-----	1,218	1,960
Iruapan Division-----	318	512
Michoucan & Pacific Railway-----	57	92
Hidalgo & Northeastern Railway-----	152	244
Mexican International Railroad-----	917	1,476
Tehuantepec National Railway (including branches)---	220	354
Vera Cruz & Isthmus Railroad-----	264	425
Pan American Railway-----	297	478
Interoceanic Railway-----	736	1,184
Mexican Southern Railway-----	282	454
Mexican Railway-----	340	547
Kansas City, Mexico & Orient Railway-----	276	444
Mexican Northern Railway-----	81	130
Mexican North Western Railroad (controlling the Chihuahua & Pacific R. R., the Sierra Madre & Pacific R. R., and Rio Grande Sierra Madre R. R.)-----	366	589
Parral & Durango Railroad-----	65	105
Potosi & Rio Verde Railway-----	40	64
Southern Pacific Railroad of Mexico-----	1,195	1,923
Vera Cruz Railways-----	45	72
United Railways of Yucatan-----	503	810

CANVASSING MEXICO.

Customs Formalities.—The baggage of passengers entering Mexico by way of Laredo, El Paso, etc., must be transferred to the Mexican side by automobile or truck, as no trains now cross the border into Mexico. Inspection of baggage takes place on the Mexican side. Passengers should be present when this inspection takes place and claim their trunks after the inspection has been completed.

When arriving by sea the baggage is inspected in the customhouse at the port of arrival. The examination is usually conducted in a prompt and lenient manner.

Hotel runners may try to convince passengers that they can have the baggage successfully passed through the customhouse, but this matter should be attended to by the traveler in person.

Railway Baggage Regulations.—The usual baggage allowance on a first-class ticket is 50 kilos (110 pounds). For excess baggage rates see railway guide.

Salesmen's Samples.—Samples of any character which are not prohibited by customs laws may be imported duty free, provided they possess no commercial value.

For samples which have a commercial value, a bond may be given at the customhouse for a sum equivalent to the duty on the samples. The period for which bond is given is several months. Salesmen should carry with them letters of authority from their firms to customhouse agents at the border, who will thereupon look after the necessary bond. (See p. 16.)

If samples which have a value are carried into Mexico and later reexported, it is important that there should be no change in weight or quantity. If there is a difference noted when samples are reexported, they may be confiscated.

If the customhouse at port of reexportation is furnished with a memorandum of samples that have been sold and the payment of

duty thereon is volunteered, the matter can easily be arranged, and bond will then be canceled for that portion of the samples sold.

Reexportation of Samples Through Other Ports.—Samples may be brought in through one and reexported from another port. The traveler should obtain a document at the port of entry which he can present to the customhouse at the port of reexportation, which will enable him to effect the clearance without difficulty.

Time Required for Clearance.—Samples which have no commercial value and are carried by the salesman as baggage can easily be cleared without any delay. Baggage will be inspected by customs officials and passed very quickly. Samples which have a commercial value and require the giving of a bond can be cleared in practically the time that is required for the clerical work necessary to prepare the proper papers. This can usually be expedited by the aid of a customs broker.

Duties on Advertising Matter.—Mexican authorities permit travelers to carry with them and admit free of duty a limited amount of advertising matter, such as calendars, catalogues, etc. The quantity so admitted is usually governed by the customs officials.

Best Visiting Time.—The time for a traveler to visit Mexico depends entirely upon the conditions which govern the line of trade of the traveler. In Mexico, unlike the countries in South America, prompt deliveries are exacted, and merchants, as a rule, will not buy so far in advance as in other Latin-American countries.

Baggage Rates.—No special concessions are granted by the railroads of Mexico to commercial travelers.

Commercial Travelers' Taxes.—No national tax is levied on commercial travelers. Certain municipalities or States may do so.

Routes to Follow.—In dealing with a country as important as Mexico, it is manifestly out of the question to mention arbitrarily the places to visit. Hardly two travelers will agree as to the best routes to follow. All that can be done for an uninitiated traveler is to give certain specimen trips, which will afford some idea of the routes that may be followed. These are subject to many variations.

Trip 1.—For arrival by way of Laredo (visiting most important cities only): Monterey, Victoria, Tampico, San Luis Potosi, Torreon, Zacatecas, Aguascalientes, Leon, Guanajuato, Queretaro, Pachuca, Mexico City.

Trip 2.—Arrival by way of El Paso, Tex.: Chihuahua, Torreon, Durango, return to Torreon, Monterey, Tampico, San Luis Potosi, Guanajuato, Pachuca, Mexico City.

Trip 3.—From Mexico City to Puebla, Orizaba, Vera Cruz, Puerto Mexico, Frontera.

Trip 4.—Mexico City to Morelia, Guanajuato, Guadalajara, Tepic, Mazatlan, Culiacan, Guaymas, Hermosillo, Nogales, Naco.

Trip 5.—Reverse the foregoing, beginning at Naco, Ariz., or continue from trip 6.

Trip 6.—Mexico City to Queretaro, Guanajuato, Aguascalientes, Zacatecas, Torreon, Chihuahua, El Paso; Naco, Ariz.; Cananea, Nogales, and thence continue as trip 4 reversed.

Special note.—Travelers should plan their trips in accordance with the requirements of their particular lines. The Railroad Guide (published monthly) is indispensable.

Buyers in Mexico.—In planning to canvass the Republic careful attention should be given to selecting the classes of merchants or buyers to approach. Travelers who deal with the largest firms of wholesale importers can not advantageously canvass the retail trade also without incurring the risk of losing the patronage of the large importers. In some places houses which do a large retail business also carry on a wholesale business. The traveler must exercise the utmost care to inform himself fully regarding these conditions, else he is likely to jeopardize his ultimate prospects. The wholesalers in Mexico who are located in the strategic centers, such as Mexico City, Monterey, Chihuahua, etc., bear the same relation to the smaller merchants in the adjoining district as do the wholesale houses of the United States to their adjacent fields.

There must be taken into consideration, in addition to the conditions described in the foregoing paragraph, a numerous group of buyers such as railways, power plants, industrial or manufacturing establishments, mines, breweries, etc. It would be impossible in a work of this character to particularize the methods to be followed in every instance.

Agencies.—It is impossible to lay down hard and fast rules for the establishment of agencies or for the canvassing of Mexico. The country is so large that when numerous towns have to be visited periodically it is inadvisable to expect the work to be done by one traveling man. Houses which content themselves with opening an office in Mexico City or allowing the Republic to be canvassed from that point frequently find that the results are far from satisfactory. The following is suggested as a basis for the division of the country. It is, however, purely arbitrary and not applicable to all lines of merchandise or manufacture: Northeast Mexico, headquarters at Monterey; north central Mexico, headquarters at Chihuahua; north-western Mexico (including Pacific coast), headquarters at Hermosillo; central Mexico, headquarters at Mexico City; southeastern Mexico, headquarters at Vera Cruz.

In the case of agencies that require a more intensive method of distribution, many additional towns would have to be named. The reader is directed to the succeeding pages in which the different towns are described so that they may easily be studied. In this connection it should be pointed out that Merida, in Yucatan, is often considered by itself, because of the importance of its location in relation to the surrounding country. Many firms find it quite easy to divide the Mexican field into two or three distinct territories which are canvassed regularly.

Points of Interest.—Obviously it is impossible in a guide of this nature to give detailed descriptions of the places and objects of interest. Mexico offers extraordinary opportunities to the traveler; from the scenic, historic, and commercial standpoints it is unusually favored. Those who wish to obtain the maximum enjoyment and profit from a visit to Mexico are urged to buy a copy of an excellent guide book called "Terry's Mexico," published in the United States by Houghton, Mifflin & Co., Boston, Mass. It is on sale in Mexico City at the Sonora News Co., Calle de Gante 4. In this volume are detailed descriptions of practically everything of interest that is likely to appeal to the traveler.

Hotels.—The hotel rates in Mexico show wide fluctuations. The character of the accommodations differ as greatly as do those in the various cities of the United States. Normally, in Mexico City and other large places, the accommodations offered by the larger houses are of the first grade. In the smaller towns they are less desirable, while in the more remote places they are distinctly poor.

Hotel Rates.—With the exception of some of the hotels in the larger cities, especially Mexico City, practically all hotels are conducted on the American plan. Generally speaking, the traveler will find this preferable, for in most instances the dining rooms in connection with the best hotels offer the maximum quality of food and service. Owing to the war, political troubles, etc., rates in Mexico, as elsewhere, have suffered a distinct advance and prices are now higher than formerly. Generally speaking, however, hotel rates are not as high as in the United States, despite the advances. Hotels in the larger cities conducted on the American plan charge the equivalent in American money of \$3 to \$7 per day. Hotels of the second grade are somewhat cheaper. In the less important cities the rates in American gold are about \$2.50 to \$5 per day.

In some of the mining communities and places difficult of access, with consequent scarcity of supplies, the rates are higher. On many railroads are restaurants, at which stops are made of sufficient length for the traveler to obtain meals.

Hints for Travelers.—Salesmen who visit Mexico should bear in mind that the larger importing houses who do a wholesale business object seriously if salesmen who canvass for their trade attempt also to sell to retailers. This principle applies generally throughout Latin America, and the failure to observe it often results in the loss of business.

In this Republic the size of a community is not an index to the commercial possibilities. This is particularly true of the towns in the northern States, many of which, being near the United States, are accustomed to make direct importations. In this respect conditions differ very materially from those in Argentina or Brazil.

Those who are compelled to travel overland or in places difficult of access should make a careful study of the seasons in order that they may not find their journey impeded by impassable roads due to heavy rainstorms.

Holidays in Mexico.—Following are listed the chief holidays of this Republic. The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized (Jan. 1, Feb. 5, May 5, Sept. 16, Dec. 25), except in the interior (in the smaller towns), where the merchants take advantage of these days for the transaction of business with the natives who visit the towns in large numbers.

January 1, New Year's Day; February 5, anniversary of the Constitution; May 5, anniversary del Triunfo en 1862; September 16, anniversary of independence; December 25, Christmas Day. There are also many holidays observed in certain States and cities.

POPULATION.

States.	Population in 1912.	Population per sq. mile.	Capital.	Population.
Aguascalientes.....	124,437	10.6	Aguascalientes.....	56,500
Baja California.....	53,254	.8	La Paz.....	6,000
Campeche.....	86,685	4.7	Campeche.....	20,000
Chiapas.....	456,371	15.1	Tuxtla Gutierrez.....	22,000
Chihuahua.....	423,387	1.6	Chihuahua.....	40,000
Coahuila.....	376,747	5.7	Saltillo.....	35,000
Colima.....	80,500	34.2	Colima.....	27,000
Distrito Federal Mexico.....	763,170	1556.8	Mexico City.....	500,000
Durango.....	509,585	12.8	Durango.....	10,000
Guanajuato.....	1,085,681	95.1	Guanajuato.....	45,000
Guerrero.....	620,416	20.1	Chilpancingo.....	9,000
Hidalgo.....	655,187	74.7	Pachuca.....	45,000
Jalisco.....	1,220,160	37.9	Guadalajara.....	110,000
Mexico.....	1,000,903	107.0	Toluca.....	38,000
Michoucan.....	1,003,491	43.3	Morelia.....	41,000
Morelos.....	183,705	60.1	Cuernavaca.....	15,000
Nayarit.....	175,731	15.1	Tepej.....	18,000
Nuevo Leon.....	373,207	15.1	Monterrey.....	85,000
Oaxaca.....	1,059,789	29.3	Oaxaca.....	40,000
Puebla.....	1,118,439	90.2	Puebla.....	110,000
Queretaro.....	247,195	68.8	Queretaro.....	38,000
Quintana Roo.....	9,328	.4	.....	.....
San Luis Potosi.....	638,832	24.7	San Luis Potosi.....	90,000
Sinaloa.....	329,317	9.6	Culiacan.....	22,000
Sonora.....	275,107	3.4	Herctosilla.....	20,000
Tabasco.....	193,675	18.6	San Juan Bautista.....	11,000
Tamanlipas.....	256,278	7.7	Victoria.....	18,000
Thaxcala.....	186,642	115.4	Thaxcala.....	3,000
Vera Cruz.....	1,165,934	38.7	Jalapa.....	25,000
Yucatan.....	347,781	9.6	Merida.....	63,000
Zacatecas.....	480,690	19.2	Zacatecas.....	33,000
Total.....	15,501,644	20.0	.....	.....

IMPORTANT COMMERCIAL CENTERS.

ACAPULCO, State of Guerrero; population, 7,000; good port on Pacific coast; vessels anchor offshore; 118 miles (189 km.) from Chilpancingo; 320 nautical miles from Manzanillo. Climate hot. Principal products: Fruits, vegetables, tobacco, cotton, cereals.

American consul and vice consul. Lloyd's agent, William McCann Hudson.

How Reached.—From San Francisco, by steamer of Pacific Mail and Gulf Mail Steamship Lines; from Chilpancingo, by carretera.

Note.—A place of growing importance, easily reached by steamers plying along the west coast, also from Chilpancingo by National Railways. In normal times a considerable business is done. A number of important firms are located here and make direct importations.

AGUASCALIENTES, capital of State of Aguascalientes; population, 56,500; 415 miles (668 km.) from Tampico; 140 miles (226 km.) from Guadalajara; 364 miles (586 km.) from Mexico City; altitude,

6,280 feet. Climate, mild. Products: Corn, wheat, fruits. Industries: Cotton mills, tobacco factories, pottery works, flour mills, etc.

American consul and vice consul.

How Reached.—From Tampico, by rail, 19-hour journey by branch line of Mexican Central; from Mexico City, by Mexican Central Railway, average time four hours.

Trolley-car service from railway station to near-by towns. Restaurant at railway station.

Bankers.—Jose & Luis J. Laris, Apartado 34 (correspondents of banks in Mexico City).

Hotels.—Bellini, Washington, Paris, Moore, Frances, Francia.

Note.—This place is an important agricultural center; also noted for its thermal springs and delicious fruits. The shops of the National Railways are located here. Normally a large business is transacted. Source of supply for the surrounding district. A number of business houses carry on a wholesale as well as a retail trade. Worthy of the attention of most salesmen.

CAMPECHE, capital of State of Campeche; population, 20,000; port on Bay of Campeche, western coast of peninsula of Yucatan; open roadstead; vessels anchor 5 to 10 miles offshore; 820 miles (1,320 km.) from Mexico City; 576 miles (930 km.) from Vera Cruz; 107 miles (173 km.) from Merida. Principal products: Logwood, salt, hemp, sisal, hides, coffee, sugar, cattle, chicle, fruit, etc.

American consular agent. Lloyd's agent. Domingo Diego.

How Reached.—From Merida, United Railways of Yucatan, average time five hours; from Vera Cruz, by Steamer (Cía. Mexico de Navegación); from New York, by Ward Line.

Hotels.—Betancourt, Monforte, Campechano, Numero, Pasaje, Universal.

Note.—An important port in southeastern Mexico; does a large export trade in logwood, salt, sisal, hides, and chicle. Worthy of the attention of salesmen who canvass that part of the Republic. There are a number of important houses that import direct.

CANANEA, State of Sonora; population, 20,000; on Southern Pacific Railway of Mexico; 87 miles (140 km.) from Nogales; 39 miles (64 km.) from Naco, Ariz. Altitude 4,950 feet. Products: Copper, zinc, and other minerals.

American consular agent.

How Reached.—From Nogales, by rail, average time 6 hours; from Naco, by rail, 2½ hours.

Hotels.—Sonora, Mesa, Alejandria, Fashion.

Important Mines Near By.—Cananea; Cobre Grande; Vela Grande; Oversight; Capote; Eliza; Henrieta. Nearly all reached by trolley.

Note.—In the vicinity are several American copper companies, including the Cananea Consolidated Copper Co.

A large business is done, merchants importing direct. Easily reached from Naco, Ariz. Well worthy of the attention of most salesmen, as there are several commissaries and general stores here, some of which carry on a wholesale trade.

Travelers who are obliged to go to the smelters and mining camps, or to the business center (Ronquillo), will find it more economical

to engage a room at the latter place and obtain meals at one of the restaurants.

This is one of the most important copper camps in the entire world. Thousands of men are employed, who earn good wages and consequently have a large buying capacity.

CELAYA, State of Guanajuato; population, 25,500; junction point of Mexican Central and National Railways; 70 miles (114 km.) from Guanajuato; 181 miles (292 km.) from Mexico City; 2 miles from Laja River. Altitude, 5,763 feet. Climate, temperate. Products: Cereals and potatoes. Industries: Agriculture and stock raising; also textile manufacturing, mills, etc.

How Reached.—From Guanajuato, by Mexican Central Railway; from Mexico City, by Mexican Central or National Railways, average time 8 hours, fare \$9.25 gold.

Hotels.—Concepcion, Guadalupe, Gomez, Central, Jardin.

Note.—This is a railroad junction point and a very considerable business is carried on. Under normal conditions there is much direct importing. Several of the houses do both a wholesale and retail business. Worthy of a visit by the majority of salesmen.

CHIHUAHUA, capital of State of Chihuahua; population, 40,000; 225 miles (360 km.) from Ciudad Juarez; 999 miles (1,609 km.) from Mexico City; 200 miles (322 km.) from Madera; 17 miles (27 km.) from Santa Eulalia. Altitude, 4,635 feet. Climate excellent. Best visiting time, winter; hottest months, May, June, and July (temperature, 94° F.); rainy season, June to October. Products: Cereals, woods, cattle, etc. Industries: Mining, smelters, iron foundries, soap factories, cottonseed mills, breweries.

American consul and vice consul.

How Reached.—From Ciudad Juarez, by Mexico Northwestern Railway, via Pearson and Madera; from Mexico City, by Mexican Central, fare \$50.75 gold; from Kansas City, by Kansas City, Mexico & Orient Railroad; from Santa Eulalia, by Ferrocarril Mineral de Chihuahua.

Bankers.—Metals & Mines Security Co. (correspondents).

Hotels.—Francía, Palacio, Vidal, Robinson, Ahuamada, Colon.

Note.—This is the most important city of north central Mexico. Many wholesale houses are established here. Serves as a base of supply for a rich surrounding mining and agricultural country. Normally an immense volume of business is done, both wholesale and retail. It is also important industrially. Should be included in the itinerary of practically every salesman.

CIUDAD JUAREZ, State of Chihuahua; population, 10,000, on Rio Grande, opposite El Paso, Tex.; 225 miles (360 km.) from city of Chihuahua; 1,222 miles (1,969 km.) from Mexico City. Altitude, 3,800 feet. Climate, cold. Products: Cattle, cereals, ores.

American consul and vice consul; Customs brokers: Angles & Velarde, Camilo Arguelles, Cuaron & Guijano, Escudero & Martinez, Raymundo S. Garcia, Francisco D. Gonzalez, Lopez & Gonzales, Lucero & Montano, Mora & Gonzales, Perez & Grisanti.

How Reached.—From Chihuahua, by National Railway of Mexico; from Mexico City, by Mexican Central Railway; from El Paso, by trolley car.

Note.—A very important port of entry. A considerable volume of business is done. It is so close to El Paso that its possibilities should be investigated by all salesmen who visit that town or pass through en route to Chihuahua.

CIUDAD PORFIRIO DIAZ (formerly Piedras Negras), State of Coahuila; population, 8,000; on right bank of Rio Grande, opposite Eagle Pass, Tex.; third port of entry; on National Railroad; 316 miles (509 km.) from Saltillo; 66 miles (108 km.) from Guanajuato; 840 miles (1,356 km.) from Mexico City. Altitude, 702 feet. Climate, hot in summer, cool in winter. Principal products: Cereals, fruits, cotton, sugar, coal, gold, silver, copper. Industries: Railroad repair shops, stock raising, mining.

American consul and vice consul. Customhouse broker, F. A. Bonnet.

How Reached.—From Saltillo, by National Railroad of Mexico; from Guanajuato, by National Railroad of Mexico.

Hotels.—Monclova, Internacional, Piedras Negras, Continental, Canales, Sabinas.

Note.—One of the main gateways to northeastern Mexico. The National Railways have their workshops here. An important market for cattle, horses, sheep, goats, etc. In the vicinity are important coal mines and stock raising is also carried on. Numerous importing wholesale houses are located here. Can be easily canvassed in connection with Eagle Pass. Should receive the attention of salesmen who sell to wholesalers as well as retailers.

COATZACOALCOS (PUERTO MEXICO), State of Vera Cruz; port on Gulf of Mexico (harbor built by Mexican Government); landing, steamer to wharf; 188 miles (303 km.) from Salina Cruz. Altitude, 15 feet. Climate, hot and unhealthy. Principal products: Hides, coffee, sugar, rubber, dyewoods.

American consular agent. Customhouse agent, Pedro Ruiz. Lloyd's agent, John Dare Knight.

How Reached.—From Salina Cruz, by Tehuantepec National Railway; from Vera Cruz, by steamers; from New York, by steamers.

Principal Hotels.—Colon, Two Republics, California.

Note.—This is the eastern terminus of the Tehuantepec National Railway. A considerable volume of business is transacted, as some of the houses here supply the surrounding country. Worthy of the attention of most salesmen.

COLIMA, capital of State of Colima; population, 27,000; on River Colima; on National Railways of Mexico; 541 miles (873 km.) from Mexico City; 60 miles (97 km.) from Manzanillo; 161 miles (260 km.) from Guadalajara. Altitude, 1,538 feet. Climate hot. Principal products: Coffee, cereals, woods, fruits, cacao, corn.

How Reached.—From Mexico City, by National Railways of Mexico; from Manzanillo, by Colima-Manzanillo Railway.

Hotels.—Juarez, Colima, America, California, Europa.

Note.—This city exports a large amount of coffee. Source of supply for the surrounding district. Numerous importing firms, some of whom do both a wholesale and retail business. Ordinarily worthy of the attention of salesmen who canvass fair-sized towns. Can be "worked" in connection with Guadalajara and Manzanillo.

CORDOBA, State of Vera Cruz: population, 15,000; 16 miles (107 km.) from Vera Cruz; 7 miles (12 km.) from Guadalupe; 16 miles (27 km.) from Orizaba; 146 miles (237 km.) from Jalapa; 197 miles (318 km.) from Mexico City. Altitude, 2,713 feet. Climate, hot and moist; May is the hottest month, January the coldest; rain during nine months of year. Products: Sugar, coffee, pineapples, bananas, tobacco, rice. Industries: Cattle raising, etc.

How Reached.—From Mexico City, by railroad (Ferrocarril Mexicano). Railroads: Mexican; Vera Cruz & Isthmus Railway; Ferrocarril de Cordoba & Huatusco.

Hotels.—Francia, El Fenix, Diligencia.

Note.—In the midst of a rich coffee district. In addition there is a large production of other tropical produce, including sugar, medicinal plants, tobacco, and dyestuffs. A very fair volume of business is carried on, and the principal merchants make direct importations.

CUERNAVACA, capital of State of Morelos; population 15,000; 75 miles (120 km.) from Mexico City. Altitude, 4,600 feet. Climate, hot. Principal products: Sugar, coffee, rice, cereals.

How Reached.—From Mexico City, by National Railways of Mexico, 4 hours.

Hotels.—Morelos, Barron, Cuernavaca, San Pedro, Moctezuma, Belle Vista.

Note.—A town of secondary importance, depending in the main on the wholesale houses of Mexico City. Cuernavaca is famous for its beautiful surroundings and wonderful vistas. It is a great favorite with tourists. The business is of a retail nature.

CULLACAN, capital of State of Sinaloa; population 22,000; on Sinaloa River; 853 miles (1,375 km.) from Mexico City; 40 miles (62 km.) from Altata (port); 341 miles (550 km.) from Guaymas. Altitude 131 feet. Climate hot. Principal products: Sugar, cotton, cacao, etc. Industries: Principally agriculture.

How Reached.—From Altata, by Western Railway of Mexico; from Guaymas, by Southern Pacific Railway of Mexico. Carretera to Guaymas, Hermosillo, Nogales, and Mazatlan.

Hotels.—Rosales, Palacio, Central, Lonja.

Note.—Culiacan is in the midst of a rich agricultural district. Its port is Altata. Easily reached ordinarily via Southern Pacific Railway of Mexico from Guaymas. Salesmen who make the western coast of Mexico will find it advantageous to canvass this place as there are a number of important houses here which carry on both a wholesale and retail trade. There is also some outfitting done for the rich mining district upstate.

Altata is a small town 37 miles (56 km.) distant, reached by the Ferrocarril Occidental.

DURANGO, capital of State of Durango; population, 40,000; on Mexican International Railway; 96 miles (157 km.) southwest of Torreon; 104 miles (168 km.) northwest of Zacatecas; 540 miles (870 km.) from Ciudad Porfirio Diaz; 862 miles (1,389 km.) from Mexico City. Altitude, 6,207 feet. Climate, temperate. Principal products: Agricultural, copper, cattle. Industries: Stock raising and mining, cotton mills, foundry, tannery, milling, etc.

American consul and vice consul.

How Reached.—From Torreon, by International Railway; from Ciudad Porfirio Diaz, by International Railway, 23 hours. Branch railway line (Ramal de Guanecevi) to Guatimape, 37 miles (59 km.); Santiago Papasquiari, 64 miles (103 km.); Tepehuanes, 83 miles (135 km.).

Hotels.—Richelieu, Fausto, Paris, Torreon, Gran Hotel Internacional.

Note.—In the center of a rich agricultural and mining district. Ordinarily a very important trade is done, there being several important wholesale houses. There is considerable direct importing. Durango is easily accessible from Torreon.

FRONTERA, State of Tabasco; population, 4,000; on Grijalva River, 5 miles (8 km.) from its mouth; landing, steamer to wharf; 3 miles (5 km.) from Gulf of Mexico; 72 miles (116 km.) from San Juan Bautista; 70 nautical miles from Laguna. Principal products: Mahogany, dye and cedar woods, sugar, tobacco, bananas, coffee, maize, and cacao. Industries: Sugar and saw mills, soap and brick factories.

American consul and vice consul.

How Reached.—From New York, by Ward Line; from Vera Cruz and Laguna, by Compañía Mexica de Navegación. River navigation communicates with interior via Grijalva, Usumacinta, and Palizada Rivers. Port of call for steamers of the Compañía Mexicana de Navegación, which connect with Ward Line steamers for the United States and Cuba.

Note.—A port through which moves a considerable volume of fruit, sugar, and other tropical products. Easily reached from Vera Cruz by local steamers, and can be canvassed in connection with Campeche, San Juan Bautista, and Coatzacoalcos. There are several important wholesale houses here and a number of retail stores which do direct importing.

There are no railroads in this district, and the wagon roads are in bad condition. Rivers and small streams are the principal means of travel.

GOMEZ PALACIO, State of Durango; population, 20,000; on National Railways of Mexico; 155 miles (260 km.) from Durango; 3 miles (5 km.) north of Torreon; 708 miles (1,142 km.) from Mexico City. Altitude, 3,725 feet. Industries: Soap factory (largest in Mexico), cotton mills.

How Reached.—From Durango, by National Railways; from Torreon, by National Railways or trolley car; from Mexico City, by National Railways. Trolley connection with Ciudad Lerdo, which is on Mexican Central Railway.

Note.—Situated in the midst of a remarkably fertile cotton district. Ordinarily a large business is done. Easily canvassed in connection with Torreon and Ciudad Lerdo. Many dealers here are accustomed to make direct importations.

GUADALAJARA, capital of State of Jalisco; population, 140,000; 223 miles (359 km.) from Manzanillo; 381 miles (613 km.) from Mexico City. Altitude, 6,100 feet. Climate, temperate; temperature in summer averages 73° F. Principal products: Agricultural. Industries: Breweries, textile mills, flour mills, foundries, manufacture of hosiery.

American consul and vice consul.

How Reached.—From Manzanillo, by railroad, Colima-Manzanillo extension; from Mexico City, by National Railways of Mexico, Branch railway lines to Ameca, 56 miles (90 km.); to San Marcos, 29 miles (48 km.). Trolley car service throughout city and to nearby suburbs.

Banker.—Salvador Ugarte (correspondent of Mexico City bank).

Hotels.—Fenix, García, Frances, Cosmopolita, Roma, Americano.

Note.—Chamber of commerce here. The city is second in importance in the Republic. There are numerous important wholesale and retail establishments which make direct importations. Should be visited by practically all salesmen. Easily reached from Mexico City or from the north.

GUANAJUATO, capital of State of Guanajuato; population, 45,000; 14 miles (24 km.) from Silao; 252 miles (406 km.) from Mexico City; 34 miles (55 km.) from Irapuato. Altitude, 6,830 feet. Climate, temperate, often cold; heavy rains June to October. Principal products: Gold, silver, iron, tin, lead, copper, mercury, bismuth, hematite, sulphur. Industries: Mining.

How Reached.—From Mexico City, by Mexican Central Railway; from Irapuato, by branch line of Mexican Central Railway. Trolley cars run from railway station to hotels.

Baggage.—Agents of the Robt. McCormack Express Co. meet all trains and arrange to have baggage taken to hotel.

Hotels.—Woods, Palacio, Banos, Union, Gran Hotel Español, Zozaya.

Note.—This is one of the oldest and most picturesque towns of the Republic. It is the center of one of the richest mining areas of the world, both gold and silver being produced. There are several important houses here which carry on both a wholesale and retail business. Generally speaking, this place is worthy of a visit by the majority of salesmen.

GUAYMAS, State of Sonora; population, 17,000; on the Gulf of California; landing by shore boats (travelers should bargain with boatmen before going ashore, otherwise charge may be excessive); 90 miles (145 km.) from Hermosillo; 1,280 miles (2,063 km.) from Mexico City; 265 miles (427 km.) from Nogales. Climate, temperate; minimum temperature in winter 67° F.; uncomfortable in summer owing to humidity; rainy season, July to September. Principal products: Cereals, fruits.

American consul and vice consul. Lloyd's agent, John Davidson. Customhouse broker, W. Iberrie e Hijos.

How Reached.—From Sonora, Nogales, or Hermosillo, by Sonora Railway (Southern Pacific of Mexico). Port of call for Gulf Mail Steamship Co. and Compañía Navegación Mexico y Oriente.

Hotels.—Borboa, Central, Alamada, Albin.

Note.—An important business is carried on, there being numerous houses here which do both a wholesale and retail business. Should be canvassed by all salesmen who make western Mexico. Easily reached from Hermosillo. From this point salesmen can also canvass Lower California and the western coast of Mexico.

HERMOSILLO, capital of State of Sonora; population, 20,000; on the Sonora River; 175 miles (282 km.) from Nogales; 1,700 miles

(2,736 km.) from Mexico City; 90 miles (145 km.) from Guaymas. Altitude, 672 feet. Climate hot in summer, excellent during winter; rainy season, July to September. Principal products: Gold, silver, copper, cereals, fruits. Industries: Flour mills, breweries, ice factories, foundries, etc.

How Reached.—From Nogales and Guaymas, by Southern Pacific Railroad of Mexico.

Hotels.—Gran Hotel Cohen, Arcadia, Americano, Cambuston.

Note.—Chamber of Commerce and Agriculture here. Easily reached from Nogales. Center of a most important mining district, with numerous gold, silver, and copper mines in the vicinity. Agriculture is also carried on extensively. Numerous important wholesale and retail houses, some of which import direct. Should be canvassed by all salesmen.

Nacozari.—While in Hermosillo inquiry should be made in regard to business conditions at Nacozari, as many travelers do a fair trade there.

IRAPUATO, State of Guanajuato; population, 25,500; 219 miles (353 km.) from Mexico City; 34 miles (55 km.) from Guanajuato; 161 miles (260 km.) from Guadalajara. Altitude, 5,655 feet. Climate temperate. Products: Cereals and fruits. Industries: Mining, electric light and power plant, iron foundry, tanning.

How Reached.—From Guanajuato, by Mexican Central Railway; from Guadalajara, by branch line, 6 hours.

Hotels.—Gongora, Central, Independence, San Salvador, Francia, Pan Americano.

Note.—A junction point on the Mexican Central Railway; travelers change cars for Guadalajara. Center of a rich agricultural district. Under normal conditions a large trade is done, chiefly retail. Dealers make direct importations.

Travelers for the Lake Chapala region, Tuxpam, Zamora, Colima, Manzanillo, and Pacific coast points change cars here.

JALAPA, State of Vera Cruz; population, 25,000; on Interoceanic Railway and Jalapa & Teodelo Railway; 211 miles (342 km.) from Mexico City; 81 miles (131 km.) from Puerto de Vera Cruz. Altitude, 4,658 feet. Products: Coffee, sugar, maize, vanilla, tobacco, oranges, bananas, jalap, pineapples. Industries: Cotton, cigar, and cigarette factories, etc.

How Reached.—From Mexico City, by Interoceanic Railway, 13 hours.

Hotels.—Gran Hotel, Limon, Mexico, Juarez.

Note.—In the center of a very rich agricultural district, coffee being an important product. Business is chiefly retail, but some of the dealers make direct importations. There is manufacturing on a small scale. This town is worthy of the attention of those who "make" the smaller towns. A chamber of commerce is here.

JIMENEZ, State of Chihuahua; population 10,000; near River Florido; 97 miles (157 km.) from Rosario; 145 miles (233 km.) from Chihuahua. Industries: Flour mills. Products: Cereals, tobacco, potatoes, silver, lead, cotton. Climate temperate.

How Reached.—From Rosario, by Parral branch of National Railways.

Hotels.—New York House, Mrs. Town's Hotel.

Note.—This town is in the center of a rich agricultural district. There are several important supply houses here, some of which do both a wholesale and retail business. There are also important lead, silver, and other mines in the vicinity.

LA PAZ, Lower California; port on Gulf of California; population, 6,000; 37 miles (60 km.) from San Antonio, at which point there are important pearl fisheries, gold and silver mines; 2,185 miles (3,519 km.) from Mexico City; 220 nautical miles south of Guaymas. Products: Gold, silver, copper, marble, pearls, cereals, sugar, cattle, etc. Industries: Mining and pearl fishing.

How Reached.—From San Rosalia and Guaymas, by steamers of Cia. Naviera del Pacifico.

Customhouse broker, Pena y Carrillo. Lloyd's agent, F. Chacon.

Hotels.—Pacifico, Palacio.

Note.—This city is the capital of the district and a very important port. Considerable mining is carried on, and the pearl fisheries are also important. There are a number of important wholesale and retail houses here which make direct importations. Easily canvassed in connection with Hermosillo and Guaymas.

LEON, State of Guanajuato; population, 64,000; 35 miles (56 km.) from Guanajuato; 259 miles (416 km.) from Mexico City. Altitude, 5,855 feet. Climate, mild. Products: Cereals, potatoes, pulque, etc. Industries: Mining, stock raising, textile weaving, shoe manufacturing, manufacture of soap, woolen goods, straw hats, etc.

How Reached.—From Guanajuato and Mexico City, by Mexican Central Railway.

Hotels.—Mexico, Guerra, Hidalgo, Velasco, Colon.

Note.—Principal town in the State. In the vicinity is considerable agricultural wealth. A very fair business is done and some of the houses carry on both a wholesale and retail trade. Generally speaking, Leon is worthy of the attention of most salesmen.

MANZANILLO, State of Colima; port on Pacific coast; population, 2,000; 60 miles (97 km.) from Colima; 603 miles (968 km.) from Mexico City; 223 miles (359 km.) from Guadalajara. Products: Cereals, fruits, woods. Industries: Stock raising and mining.

American consul, Lloyd's agent (acting), Richard M. Stadden. Customhouse brokers, Blas Ruiz and Agencia Aduanal.

How Reached.—From Guadalajara, by Colima-Manzanillo Railway; from San Francisco, by Pacific Mail steamers; from Colima, by Colima-Manzanillo Railway.

Hotels.—Reforma, Manzanillo, Ferrocarril, Pacifico, de los Chinos.

Note.—Manzanillo is a port of entry and distributing center for this part of the west coast. A very fair volume of business is done, there being considerable export. Should be visited by the majority of salesmen.

MATAMORAS, State of Tamaulipas; seaport at mouth of Rio Grande; population, 18,000; 30 miles (48 km.) from the Gulf; 206 miles (331 km.) from Monterey; 10 miles (16 km.) from Torreon

Altitude, 26 feet. Climate, hot. Products: Cotton, wheat, corn, beans, sugar.

American consul and vice consul. Customhouse brokers, J. S. & M. H. Cross, Sucs. Lloyd's agent, William Kelly.

Hotels.—Dourroset, Matamoras, Cardenas.

How Reached.—From Monterey, by National Railway, branch line, 12 hours; from Torreon, by Mexican Central Railway.

Note.—Matamoras is a port of entry opposite Brownsville, Tex. A considerable volume of trade, both import and export, is carried on. A number of important houses are established here, some of which carry on a considerable wholesale business. In the vicinity are a number of small towns; these include Burgos, Camargo, Mier, Reynosa, etc.

MAZATLAN, State of Sinaloa; population, 28,000; at the mouth of the Gulf of California; landing from steamer to launch of the Expreso Maritimo de Mazatlan; most important port on west coast of Mexico; 152 miles (246 km.) from Culiacan; 721 miles (1,181 km.) from Nogales; 461 miles (745 km.) from Guaymas; 135 nautical miles from San Blas. Products: Cereals, fruits, sugar, tobacco. Industries: Mining, tanneries, soap and cigar factories, machine shops, foundries, ice and electric plants, etc.

American consul and vice consul. Lloyd's agent, J. R. Farber. Customhouse brokers, Cevallos & Lupio, G. A. Douglas, and Francisco Eschequren, Sucs.

How Reached.—From San Francisco, by Pacific Mail steamers or rail direct; from Culiacan, Nogales, and Guaymas, by Southern Pacific of Mexico Railway. Stage service to near-by towns by the Diligencia Generales de Occidente. Port of call for many steamship lines.

Banker.—Manuel Gomez Rubio (correspondent).

Hotels.—Central, Francia, Felton, Mexico.

Note.—A very important port on the west coast of Mexico. Through this place a large export and import trade is done. There are many wholesale houses here, as well as retail firms who carry on a direct importing business. In the vicinity are numerous rich mines. This place should be included in the itinerary of all salesmen who visit the western portion of Mexico. Can easily be visited in connection with Hermosillo, Guaymas, and Guadalajara.

Mazatlan is the distributing center for points on the Gulf of Lower California and also for interior points.

MERIDA, capital of State of Yucatan; population, 63,000; 107 miles (173 km.) from Campeche; 26 miles (42 km.) from Progreso (port); 776 miles (1248 km.) from Mexico City. Altitude 25 feet. Climate, hot. Products: Sisal, hemp, corn, cattle, fruits, cereals, sugar, timber. Industries: Flour mills, cigar factories, etc.

How Reached.—From Campeche, by United Railway of Yucatan, average time of trip 5 hours; from Progreso, by United Railways of Yucatan, 1 hour. Trolley-car service to various points.

Hotels.—Bazar, Alameda, Gran, Paris, Francia, Suiza.

Banker.—Arthur Pierce (correspondent).

Note.—This is an exceedingly important and wealthy business community. It is dependent chiefly upon the exports of henequen and sisal, but in addition there is a considerable export of hides,

logwood, etc. Merida is worthy of serious attention, and some houses find it advantageous to establish an agency here. Can be easily canvassed in connection with the territory of southeastern Mexico, being usually included in the district allotted to salesmen who canvass Vera Cruz and other points to the southeast.

MEXICO CITY, Federal District; capital of the Republic; population, city 500,000, district 720,000; 999 miles (1,609 km.) south of Chihuahua; 1,221 miles (1,971 km.) from El Paso, Tex.; 75 miles (120 km.) from Cuernavaca; 265 miles (425 km.) from Vera Cruz; 1,659 miles (2,675 km.) from Kansas City. Altitude, 7,400 feet. Climate, pleasant, with the exception of some disagreeable days in midwinter; temperature averages 60° F. Industries: Manufacture of cigars and cigarettes, pottery, gold and silver work, feather work, mining.

American ambassador, consul general, and vice consul. American Chamber of Commerce.

Customhouse Brokers.—Almacenes Generales de Deposito de Mexico y Vera Cruz, S. A., Av. San Francisco; Cibert & Roustan, Sues. Centro Mercantil; International Transfer Co., S. A., Av. Independencia 47; La Agencia Maritima de Mexico, S. A., 1a San Juan de Letran 5; D. Loustan & Cia., Sues., Av. San Francisco 57.

Lloyd's agents, Phillips & Co.'s Successors.

How Reached.—From El Paso, by Mexican Central Railway, 48-hour trip; from Eagle Pass, by Mexican International Railway; from Vera Cruz, by Mexican or Interoceanic Railway.

Railroads.—Interoceanic; Mexican Central; National of Mexico; San Rafael & Atlixco; Monte Alto & Tlanepantla.

Banks.—The following are among the important banking institutions in Mexico City that are in a position to finance import and export trade: Mexico City Banking Corporation (American), Avenida F. II Madero 14; Mercantile Banking Co. (American), Avenida F. I Madero 12; Banque Francaise du Mexique (French), Avenida Uruguay 53; Bank of Montreal (Canadian), Avenida 5 de Mayo 2; Canadian Bank of Commerce (Canadian), Avenida F. I Madero 50; Cía. Bancaria de Paris & Mexico, Capuchinas 51; Lacaud e Hijo.

The following New York banks have representatives in Mexico City: National City Bank, J. H. Durell, Avenida F. I Madero 12; Equitable Trust Co., W. B. Glenn, Capuchinas 48; Irving National Bank, J. W. Rowe, Capuchinas 48.

Mercantile Agencies.—R. G. Dun & Co., Capuchinas 48; Bradstreet's, San Juan de Letran 5.

Some Leading Hotels.—Hotel Iturbide, Av. San Francisco 17; Hotel Lascrain, Av. Hombres Ilustres 59; Hotel Isabel, El Salvador 68; Hotel St. Frances, Av. Juarez 105; Hotel Porter, 1a San Juan Letran 12; Hotel Alameda, Av. Hombres Ilustres 65; Regis Hotel, Av. Juarez.

Note.—Mexico City is the largest and most important commercial and industrial center of the entire Republic. The chief wholesale houses in practically all lines are located here. Easily accessible from the north, south, east, and west. The logical point for the establishment of a general agency. Should be thoroughly canvassed. Can be made headquarters for travelers.

MONCLOVA, State of Coahuila; population, 6,700; 942 miles (1,515 km.) from Mexico City; 107 miles (176 km.) from Monterey; 135 miles (217 km.) from Saltillo; 146 miles (238 km.) from Ciudad Porfirio Diaz; 236 miles (379 km.) from Torreon. Altitude, 1,926 feet. Climate, hot. Products: Cereals, sugar, cattle. Industries: Stock raising.

How Reached.—From Ciudad Porfirio Diaz and Torreon, by International Mexican Railway. Branch line to Cuatro Ciénegas, 42 miles (67 km.)

Hotels.—Internacional, Central, Juarez.

Note.—This city is in a rich agricultural district. There are some very important dealers located here, some of whom do both a wholesale and retail business. In general, it is canvassed by most salesmen who visit the smaller towns.

MONTEMORELOS, State of Nueva Leon; population, 5,000; on National Railways of Mexico; 59 miles (96 km.) from Monterey; 117 miles (187 km.) from Victoria. Products: Oranges, corn, pecan nuts, sugar cane, fiber.

How Reached.—From Monterey and Victoria, by National Railways of Mexico.

Note.—This place is easily reached from Monterey. Merchants are largely dependent upon the dealers of that city, but there is some direct importing.

MONTEREY, capital of State of Nuevo Leon; population, 85,000; 322 miles (518 km.) from Tampico; 635 miles (1,022 km.) from Mexico City; 206 miles (331 km.) from Matamoras. Altitude, 1,624 feet. Climate, good; temperature averages 30° F. during short winter, 86° in summer; light snows during January and February. Products: Iron, coal, fruits, sugar, woods. Industries: Smelting works, ice factories, flour mills, breweries, foundries, locomotive and machine shops, steel works, stock raising.

American consul general and vice consul.

How Reached.—From Mexico City, by National Railways of Mexico; from Tampico, by National Railways of Mexico, 14 hours.

Railroads.—Mexican Mineral and National Railways of Mexico. Trolley-car service throughout city.

Bankers.—A. Zambrano e Hijos (correspondents).

Hotels.—Aurora, Iturbide, Continental, Gulf, Independencia, Bridges, Hidalgo, Monterey, Baron, Windsor, Ancira, Nacional.

Note.—A most important city in northeastern Mexico, modern and progressive. It is sometimes called the "Chicago of Mexico." There is a large American colony here. Monterey has numerous wholesale and retail firms who make direct importations. In the vicinity are many mines, while flour milling and other industries are carried on. Should be visited by all salesmen. Not infrequently Monterey is made the headquarters for the northeastern division of the Republic. The largest steel works in the Republic are located here. The city has a chamber of commerce.

MORELIA, capital of State of Michoacan; on Rio Grande and Rio Chiquita; population, 41,000; 230 miles (372 km.) northeast of Mexico City; 56 miles (91 km.) from Acambaro. Altitude, 6,396 feet. Climate, dry and uniformly temperate. Industries: Stock raising, agriculture, milling, etc. Products: Cattle and agricultural products.

How Reached.—From Mexico City, by National Railways of Mexico; from Acambaro, by railroad.

Hotels.—Del Jardin, Comercio, Gran Hotel Morelos.

Note.—Morelia is located in a rich agricultural district and is easily accessible from Mexico City. Many of the dealers make direct importations from the United States and there are several houses that carry on both a wholesale and retail trade. Worthy of the attention of salesmen who canvass towns of fair size.

MUZQUIZ, State of Coahuila; population, 7,000; on Mexican National Railways; 25 miles (40 km.) from Barroteran. Products: Chiefly coal and agricultural products.

How Reached.—From Barroteran, by Carbonifera de Coahuila branch of National Railways.

Note.—A progressive and rapidly growing town in a rich agricultural district. In the vicinity are some large coal mines. A brisk trade is carried on and salesmen in general will find it worthy of a visit.

NOGALES, State of Sonora; population, 6,000; 88 miles (140 km.) southwest of Benson, Ariz.; 265 miles (427 km.) from Guaymas; 175 miles (282 km.) from Hermosillo. Altitude, 4,000 feet. Climate, healthful; warm days, cool nights. Product and industries: Mining, agriculture, etc.

American consul and vice consul.

How Reached.—From Guaymas, by Southern Pacific Railway; from Benson (Ariz.), via Southern Pacific, 4 hours.

Hotels.—National, Moctezuma.

Note.—Canvassed in connection with Nogales, Ariz. The port of entry for Hermosillo and the rich State of Sonora. Worthy of the attention of most salesmen.

Inquiry should be made at Nogales regarding conditions at Naco (Sonora). Considerable trade is carried on there also.

NUEVO LAREDO, State of Tamaulipas; on Rio Grande, opposite Laredo, Tex.; population 8,000; 167 miles (208 km.) from Monterey. Altitude 459 feet.

American consul and vice consul.

How Reached.—From Monterey, by National Railways of Mexico.

Note.—Nuevo Laredo is a port of entry. A fair volume of business is done here.

OAXACA, capital of State of Oaxaca; population 40,000; 228 miles (367 km.) from Puebla; 288 miles (464 km.) from Mexico City; 288 miles (464 km.) from Vera Cruz; 43 miles (70 km.) from Ejutla. Altitude 5,070 feet. Products: Coffee, silver, gold, skins, hides, tobacco. Industries: Principally mining and agriculture; flour mills, breweries, etc.

American consular agent.

How Reached.—From Puebla, by Mexican Southern Railway, 12 hours; from Mexico City, by Mexican Southern Railway; from Ejutla, by Oaxaca & Ejutla Railway. Branch line to Taviche, 34 miles (55 km.).

Banker.—George M. Houston (correspondent).

Hotels.—Chavez, Francia, Alameda, Palacio, Nacional, Martinez.

Note.—An important commercial center in the southern part of Mexico. In the vicinity are numerous mines, while agriculture,

cattle raising, etc., is carried on. Coffee is the principal crop of the district. There are a number of good commercial establishments, some of which import direct. Usually found worthy of the attention of most salesmen.

The Ruins of Mitla, 25 miles (40 km.) southeast of Oaxaca, are reached by horseback. These are among the most interesting ruins in Mexico.

ORIZABA, State of Vera Cruz; population 35,000; on River Orizaba; 83 miles (133 km.) from Vera Cruz; 184 miles (292 km.) from Mexico City; 167 miles (264 km.) from Jalapa. Altitude 4,028 feet. Climate temperate. Products: Cotton, coffee, sugar. Industries: Jute and cotton goods manufacturing; flour mills, power plants, etc.

How Reached.—From Vera Cruz and Mexico City, by Mexican Railway. Trolley car service to suburbs.

Hotels.—Central, Imigdio, Grau, Francia, La Broda, Espanola, Borda-Diligencias.

Note.—This town is midway between the "hot country" and the plateau. Famous for its cotton mills, among the largest in Mexico. Agriculture is also carried on very extensively. There are a number of houses which do an excellent business and can import direct. This place is worthy of the attention of most salesmen.

PACHUCA, capital of State of Hidalgo; population, 45,000; 71 miles (114 km.) from Mexico City. Altitude, 8,023 feet. Climate, cool. Products: Wheat and other cereals, ores. Industries: Mining, smelting, and agriculture.

Railroads.—Mexican Railway and National Railways of Mexico.

How Reached.—From Mexico City, by railroad, two-hour trip. Trolley from railway station to center of town, about a mile distant.

Hotels.—Central, Palacio, Grenfell.

Note.—Pachuca is the center of a very rich mining district, some very important silver mines being located in the immediate vicinity. Although easily accessible from Mexico City, many of the dealers are accustomed to make direct importations and some carry on both a wholesale and retail trade. Worthy of the attention of the majority of travelers.

Real de Monte, 6 miles (10 km.) distant, is one of the most extensive mining properties in Mexico.

PARRAL, State of Chihuahua; population, 15,000; 174 miles (280 km.) from Chihuahua; 911 miles (1,463 km.) from Mexico City. Altitude, 5,701 feet. Climate, temperate. Products: Cereals, gold and silver. Industries: Mining and agriculture.

American consular agent.

How Reached.—From Chihuahua, by National Railways of Mexico; from Durango, by Parral & Durango Railway.

Hotels.—Gran Hotel Central, Paris, Gran Hotel Frances.

Note.—Center of a rich mining district, both gold and silver being mined. Easily canvassed from Chihuahua and should be visited by most salesmen. There is considerable outfitting business and a large retail trade, the dealers making direct importations.

The Parral mining district includes the following municipalities: Parral, Minas Nuevas, and Santa Barbara.

PARRAS, State of Coahuila; population, 6,500; 77 miles (126 km.) from Torreon; 99 miles (160 km.) from Saltillo; 12 miles (20

km.) from Paila; 15 miles (25 km.) from Madero. Products: Cereals, cotton, sugar, fruits. Industries: Flour mills, etc.

How Reached.—From Torreon, by International Railway of Mexico; from Madero, by Central Railway; from Paila, by International Railway; from Saltillo, by Coahuila & Pacific Railway.

Hotel.—Hidalgo.

Note.—A fair volume of trade is transacted. Chiefly dependent upon Monterrey and Torreon. Visited by salesmen who canvass the smaller places.

PROGRESO, port in State of Yucatan; landing, vessels anchor offshore; population, 5,500; 26 miles (42 km.) from Merida; 140 nautical miles from Campeche. Altitude, sea level. Climate hot. Products: Sisal, chicle, hides.

American consul and vice consul. Lloyd's agent, Arthur Peirce, Customhouse brokers, Agencia Comercial, A. Escalante e Hijos, and Avellano Montes, S. en C.

How Reached.—From New York, by Ward Line steamers; from Merida, by United Yucatan Railway, 1 hour; from Campeche, by steamer.

Hotels.—Acosta, Garcia, Morales.

Note.—Principal port of entry for the State of Yucatan. Although the chief commercial houses are at Merida, 26 miles (42 km.) distant, there are a number of firms here who do a very fair volume of business. It is easily canvassed in connection with Merida, and its possibilities can be investigated by salesmen who visit that city.

Visitors will find it advantageous to proceed immediately to Merida and stop at a hotel there.

PUEBLA, capital of State of Puebla; population, 110,000; 130 miles (210 km.) from Mexico City; 228 miles (366 km.) from Oaxaca. Altitude 7,200 feet. Climate cold. Products: Beans, maize, sugar, fruits. Industries: Textile mills, glass and other factories, tile works.

American consular agent.

How Reached.—From Mexico City, by Interoceanic Railway, 5 hours; from Oaxaca, by Mexican Southern Railway, 12 hours.

Railroads.—Industrial of Puebla; Interoceanic; Mexican; Mexican Southern. Trolley car service throughout city.

Bankers.—Victoriano Alvarez, S. en C. (correspondent).

Hotels.—Pasaje, American, Barcelona, Francia, Espanol, Juarez, Inglis, Jardin, Magloire, Diligencia.

Note.—The chief city of the State and the capital. It is the third city in population in the Republic. Considerable manufacturing is carried on. There are numerous important wholesale houses, which can purchase large quantities of goods, and there are also retail dealers who make direct importations. Should be visited by all salesmen.

QUERETARO, capital of State of Queretaro; population, 38,000; on River Queretaro; 167 miles (269 km.) from Mexico City; 100 miles (162 km.) from Irapuato. Altitude 5,947 feet. Climate temperate. Products: Cereals, coffee, sugar, tobacco, opals. Industries: Textile mills, flour mills, tanning, etc.

How Reached.—From Mexico City and Irapuato, by Mexican Central Railway. Trolley service to suburbs.

Hotels.—American, Internacional, Gran, Hidaigo. Chamber of commerce.

Note.—A growing commercial center. There is some manufacture of cotton goods as well as other industries. Business is chiefly retail, but a number of the houses import direct.

Hercules is only a short distance from Queretaro. It is noted for its textile mills, among the largest in the Republic.

SALINA CRUZ, port in State of Oaxaca; population, 6,000; landing, steamer to wharf; 188 miles (303 km.) from Puerto Mexico; 13 miles (21 km.) from Tehuantepec.

American consul and vice consul. Customhouse brokers, Tehuantepec National Railway.

How Reached.—From Puerto Mexico, by Tehuantepec Railway; from San Francisco, by Pacific Mail steamers; from Tehuantepec, by Tehuantepec Railway.

Steamship Service.—Pacific Mail Steamship Co. to San Francisco and Central American ports; Toyo Kisen Kaisha to San Francisco and South American ports; Cia. Naviera del Pacifico to Mexican ports north of Salina Cruz.

Hotels.—Salina Cruz, Terminal.

Note.—A very important port of entry on the Gulf of Tehuantepec. Pacific terminus of the Tehuantepec National Railway; there is a considerable volume of traffic. Ordinarily considerable business is transacted. Some of the firms do a wholesale trade with the surrounding country; there is also some direct importing. Can be easily canvassed in connection with Coatzacoalcos and the southeastern coast of Mexico.

SALTILLO, capital of State of Coahuila; population, 35,000; 234 miles (376 km.) from Laredo, Tex.; 74 miles (120 km.) southeast of Monterey; 568 miles (915 km.) from Mexico City; 78 miles (131 km.) from Concepcion; 210 miles (336 km.) from Torreon. Altitude, 5,337 feet. Climate, temperate. Products: Maize, wheat, potatoes, textiles, coal. Industries: Textile mills, corn and flour mills, tanneries, mining, etc.

American consul and vice consul.

How Reached.—From Torreon, by Coahuila & Pacific Railway, 10 hours; from Tampico and Mexico City, by National Railways; from Concepcion, by Coahuila & Zacatecas Railway.

Bankers.—A. Zambrano e Hijos (correspondents).

Hotels.—Coahuila, Plaza, Central, Progreso, Universal, Saltillo, Tomaschi.

Note.—Saltillo has a number of textile mills and other industries. In the vicinity are the mines of the famous Mazapil Copper Co. The chief houses carry on a brisk trade and make direct importations. This place is easily reached from Monterey.

SAN BLAS, Territory of Nayarit; at mouth of Rio Grande; population, 3,000; 38 miles (62 km.) from Tepic; 135 nautical miles from Mazatlan. Products: Rubber, hides, sulphur, tobacco, coffee, sugar, bananas, oil, nuts.

How Reached.—From San Francisco and Mazatlan, by Pacific Mail and Gulf Mail steamers.

Customhouse Broker.—Manuel Lanzagorta.

Hotel.—La Bola de Oro.

Note.—A port in the Territory of Teple. Although the population is small, there are several importing firms who carry on a trade with the surrounding country; they also act as exporters. This place is somewhat inaccessible, but frequently canvassed by those who make the territory along the west coast.

SAN JOSE DEL CABO, State of Baja California, at the extreme southern end of peninsula; population, 3,300; 143 miles (231 km.) from La Paz. Industry: Mining.

How Reached.—From La Paz, by steamer.

Note.—This place is important chiefly as a mining and salt district. The business is of a general retail character.

SAN JUAN BAUTISTA, capital of State of Tabasco; on River Mazcalapa; population, 14,000; 72 miles (116 km.) from Frontera. Climate, hot. Products: Coffee, cacao, tobacco, sugar, vanilla, cereals, dyewoods, rubber.

How Reached.—From Frontera, by river steamer, Los Vapores Correos Mexicanos.

Lloyd's agent, Romano & Co.

Steamship Service.—Los Vapores Correos Mexicanos to Frontera, Amatitan, and other points on the Grijalva, Usumacinta, and Palizada Rivers.

Hotels.—Hidalgo, Juarez, La Galatea, Zaragoza.

Trolley-car service to near-by towns.

Note.—This is a very important commercial center, as a large export and import trade is carried on. Many of the houses do a very brisk business and make direct importations. Worthy of the attention of commercial travelers. Usually canvassed from Vera Cruz.

SAN LUIS POTOSI, capital of State of San Luis Potosi; population, 90,000; 282 miles (454 km.) from Tampico; 327 miles (526 km.) from Mexico City; 139 miles (224 km.) from Aguascalientes; 38 miles (60 km.) from Aguacatal. Altitude, 6,121 feet. Climate, temperate. Industries: Tanning, flour mills, mining, smelting, woolen mill, nail and soap factories, breweries, etc.; silver, gold, and lead mines near by.

American consul and vice consul.

How Reached.—From Mexico City and Tampico, by National Railways; from Aguascalientes, by branch line of Mexican Central; from Aguacatal, by Potosi & Rio Verde Railway.

Railroads.—National Railways of Mexico; Potosi & Rio Verde; Mexican Central.

Trolley-car service throughout city and to suburbs.

Hotels.—Internacional, Progreso, Sanz, Comercio, Jardin.

Bankers.—Deutz Hnos. (correspondents).

Note.—A very important commercial center. There are a number of manufacturing concerns located here, while mining is one of the chief industries of the vicinity. Both wholesale and retail houses are located at this point, many of which import direct. Canvassed from Mexico City or Monterey. Worthy of the attention of most salesmen.

SANTIAGO PAPASQUIARO, State of Durango; population, 5,000; 64 miles (103 km.) northwest of Durango. Climate temperate. Products: Gold, silver, cereals, potatoes. Industry: Mining.

How Reached.—From Durango, by Guanacevi branch of National Railways of Mexico.

Hotels.—Del Jardín, Juárez.

Note.—A mining town not very far from Durango and dependent chiefly upon that city for its supplies. Some of the dealers, however, make direct importations.

SIERRA MOJADA, State of Coahuila; population, 8,300; 384 miles (620 km.) from Saltillo; 136 miles (220 km.) from Monclova. Altitude, 4,749 feet. Products: Gold, silver, lead, copper, iron, coal. Industry: Mining.

How Reached.—From Escalon, by Mexican Northern Railway. At Escalon connection can be made with the Mexican Central Railway.

Note.—A mining town in the State of Coahuila. A very fair volume of trade is carried on, due to the mining industry. Many dealers import direct. Canvassed by a side trip from Escalon station on Mexican Central Railway.

TAMPICO, State of Tamaulipas; population, 20,000; port on Gulf of Mexico, 6 miles (10 km.) from mouth of River Panuco; landing, steamer to wharf; 85 nautical miles from Tuxpan; 602 miles (970 km.) from Mexico City; 548 miles (881 km.) from Torreon; 147 miles (236 km.) from Ciudad Victoria; 282 miles (454 km.) from San Luis Potosi. Climate, hot and damp. Products: Silver, lead, hemp, coffee, hides, sulphur, sugar, crude oil, asphalt, cotton.

American consul and vice consul. Lloyd's agents, Viya Hermanos, Sues. Customhouse brokers, Jose Ignacio Isuai and Lastao y Cia.

How Reached.—From New York, by Ward Line steamers; from Torreon, by National Railways (Central); from Aguascalientes, by rail via San Luis Potosi; from Monterey, by National Railways.

Railroads.—Tampico is the terminus of two branches of the National Railways. One leads to Monterey and the border towns of Jarede, Brownsville, and Eagle Pass, Tex., and the other to San Luis Potosi and across the rich tropical section to the west of Tampico; thence up a steep mountain grade to the elevated central plateau.

Trolley car service to suburbs.

Steamship Service.—Compañía Mexico de Navegacion; Ward Line, weekly service.

Panuco River Service.—Tampico Navigation Co.; weekly service to Panuco, Hacienda Ganahl, El Higo, and other points.

Banks.—Tampico Banking Co. and Petroleum Bank & Trust Co.

Hotels.—Imperial, Southern, Palacio, Bristol, Continental.

Note to Travelers.—This port owes its chief prosperity to the oil industry, which has developed enormously within the last few years. It is also the entrepôt for eastern and central Mexico and a large volume of trade passes through it. There are numerous important houses here, many of which import direct. Worthy of the attention of all travelers.

Tampico is the chief commercial city of the State; as a port it ranks second only to Vera Cruz.

TEHUANTEPEC, State of Oaxaca; on Tehuantepec River; population, 16,000; 13 miles (21 km.) from Salina Cruz (port); 177 miles

(285 km.) from Coatzacoalcos. Altitude, 33 feet. Products: Brazil wood, indigo, coffee, hides.

How Reached.—From Salina Cruz and Coatzacoalcos (Puerto Mexico), by Tehuantepec Railway.

Lloyd's agent, William Wiseman.

Hotels.—Europa, Del Globo.

Note.—The proximity of this point to Salina Cruz and its location in the midst of a rich agricultural district gives its business some importance. Generally speaking, it is worthy of the attention of travelers who make small towns.

TEPIC, capital of State of Nayarit; population, 18,000; 427 miles (690 km.) from Mexico City. Altitude, 2,775 feet. Climate, temperate. Products: Coffee, sugar, tobacco, rice, rubber.

How Reached.—From Mazatlan and Guadalajara, by Southern Pacific Railway.

Diligence service to near-by points.

Hotels.—La Bola de Oro, La Fortuna.

Note.—Tepic is in the midst of a rich agricultural region. A fair business is done and some of the merchants are in a position to make direct importations.

TOLUCA, capital of State of Mexico; population, 38,000; 45 miles (73 km.) southwest of Mexico City. Altitude, 8,761 feet. Climate, cold in winter, summer delightful. Products: Cereals and fruits. Industries: Stock raising, breweries, corn and flour mills, cotton mills, tanneries, electric light and power plants.

How Reached.—From Mexico City, by National Railways.

Toluca & Tenango Railway and San Juan de las Huertas Railway run frequent trains to San Francisco, 2½ miles (4 km.); Metepec, 4½ miles (7 km.); Mexicalcingo, Calimaya, San Augustin, Tenango, and Alta.

Hotels.—Sociedad, San Carlos, Leon de Oro, Del Deposito, Ferrocarril.

Note.—An important industrial and agricultural center, easily accessible from Mexico City. Some very important firms and industries are located here which are heavy importers. The general business is of a retail nature. This place should have the attention of salesmen.

TONALA, State of Chiapas; Pacific seaport, on Pan American Railway; population, 4,785; 111 miles (180 km.) from Tuxtla Gutierrez; 13 miles (21 km.) from Puerto Arista. Climate temperate. Products: Cedar woods, oil, coffee, cattle, skins, silver.

How Reached.—From Puerto Arista, by branch line of Pan American Railway.

Note.—A small city in the State of Chiapas, but doing a fair trade. Located on the Pan American Railway. Travelers who visit small communities will find it advantageous to "make" this place.

TORREON, State of Coahuila; population, 40,000; 97 miles (157 km.) from Durango; 548 miles (881 km.) from Tampico; 704 miles (1,136 km.) from Mexico City; 210 miles (336 km.) from Saltillo. Altitude 3,739 feet. Climate hot. Principal products: Cereals, cotton, etc. Industries: Smelters, soap factories, rubber works, machine shops, flour mills, packing houses.

American consul and vice consul.

How Reached.—From Durango, by International Railway; from Tampico, by Central Railway; from Ciudad Lerdo, by electric cars.

Hotels.—Toledo, Washington, Francia, Salvador, Modelo, Paris, Internacional, Universal, Torreón.

Banker.—Celso Garza González (correspondent).

Note.—One of the most important commercial centers in northern Mexico. Railway junction point. There are a number of manufacturing establishments of considerable importance. The surrounding country is extremely rich in agriculture, while mining and smelting are also carried on. Many of the houses act as distributors for the surrounding country and have a very large trade. The wholesale and a number of the retail firms make their chief purchases in the United States. Well worthy of a visit by all salesmen.

TUXPAM, State of Vera Cruz; on River Tuxpam, 5 miles (8 km.) west of Gulf of Mexico; 2 miles (3½ km.) from Cobos, nearest railroad station; 8 miles (12 km.) from Jalapa; 207 miles (335 km.) from Mexico City; 220 miles (368 km.) from Vera Cruz; 322 miles (518 km.) from Monterey; 120 miles (192 km.) from Guadalajara. Altitude, 3,800 feet. Climate, hot. Principal products: Crude petroleum, chicle, gum, rubber, honey, cedar logs, dyewoods, sarsaparilla, vanilla, skins, and hides. Industry: Stock raising.

American consular agent, Lloyd's agent, Angel Perez.

How Reached.—From Vera Cruz and Frontera, by steamer.

Hotels.—Bazar, Colón, Cantabrico.

Note.—A very fair volume of business is transacted, considering the size of this place, although the merchants are chiefly dependent upon the wholesalers of Vera Cruz.

TUXTLA GUTIERREZ, capital of State of Chiapas: population, 22,000; 87 miles (140 km.) from Jalisco; 40 miles (64 km.) from San Cristobal; 845 miles (1,360 km.) from Mexico City. Altitude 1,575 feet. Climate hot. Products: Sisal, coffee, lumber. Industries: Cotton mills, tanning, cigar and cigarette factories.

How Reached.—From Jalisco, by stagecoach, over Government road, fare \$20.

Hotels.—Mexico, Central, Progreso, Serpentina.

Note.—A rather important business center. Many of the houses here do both a wholesale and retail trade, supplying the surrounding district, and are accustomed to make importations chiefly from the United States.

URUAPAN, State of Michoacan; population, 16,000; 85 miles (133 km.) from Morelia; 316 miles (509 km.) from Mexico City. Altitude, 4,476 feet. Products: Wheat, coffee, bananas, figs, oranges, shaddocks, sugar-cane, rice, cattle.

How Reached.—From Morelia and Mexico City, by National Railways.

Hotels.—San Carlos, Internacional.

Note.—Four to five hours' ride by horseback to the north across the mountains lies Los Reyes, which is on the Zamora branch of the National Railways. From there traveler can go to Guadalajara and the Lake Chapala region.

Uruapan is the center of a considerable volume of business. Merchants are largely dependent upon the importers of Morelia, Mexico City, etc. There are, however, some retailers who make direct importations.

VERA CRUZ, State of Vera Cruz; port on Gulf of Mexico; vessels lie alongside customhouse; population, 40,000; 81 miles (131 km.) from Jalapa; 264 miles (425 km.) from Mexico City, via Mexican Central; 293 miles (471 km.) from Mexico City, via Interoceanic Railway; 1,973 nautical miles from New York City; 125 nautical miles from Coatzacoalcos. Products: Vanilla, dyewoods, gold, and silver.

American consul and vice consul. Lloyd's agents, Viega Hermanos, Successors.

How Reached.—From Mexico City, by Mexican Central and Interoceanic Railways; from New York, by Ward Line steamers.

Steamship Service.—Ward Line; Cia. Mexicana de Navegacion to Frontera, Laguna, Campeche, etc.; also many other lines.

Railroads.—Mexican Railway and Interoceanic Railway, daily service to Mexico City; Vera Cruz & Isthmus Railway, daily service to Isthmus of Tehuantepec; Ferrocarriles de Vera Cruz (Ltd.), daily train to Alvarado and steamers to points on Papaloapan River.

Bankers.—Viya Inos, (correspondents).

Hotels.—Diligencia, Universal, Mexico, Colon, Jardin Astoria, Buena Vista, Oriente.

Note.—Vera Cruz is the chief port of Mexico. The city has a large trade with the interior, and is the business center for the surrounding country; its sphere of influence is practically the entire southern part of the Republic and the eastern coast in general. There are numerous important wholesale houses here and a great many retail firms who, like the wholesalers, make direct importations. It is worthy of the attention of all salesmen. Vera Cruz is often selected as a subagency for this part of Mexico.

Although passengers may be told by hotel runners that they can have baggage passed through customhouse satisfactorily, passengers should attend to this matter personally. Trunks and bags should be locked before handing same to runners.

VICTORIA, capital of State of Tamaulipas; population, 18,000; 812 miles (1,310 km.) from Mexico; 117 miles (187 km.) from Monterey. Altitude 975 feet. Climate hot. Products: Cereals, fruits, coffee, tobacco, rice, sugar, copper, zinc, lead.

How Reached.—From Monterey and Tampico by National Railways.

Hotels.—Espanol, Hidalgo, Comercio.

Note.—A growing commercial center. Many of the houses import direct. May be visited to advantage by most salesmen.

ZACATECAS, capital of State of Zacatecas; population, 33,000; 439 miles (707 km.) from Mexico City; 112 miles (180 km.) from Guadalajara. Altitude 8,010 feet. Climate cold; constant cold winds; outer wraps advisable at all seasons; travelers should endeavor to obtain lodging which gets the benefit of the sun the greater part of the day. Products: Silver, cereals, fruits. Industry: Mining.

How Reached.—From Mexico City by Mexican Central Railway.

Trolley car service to various parts of city.

American consul.

Hotels.—Frances, Paris, Colon, Cosmopolita.

Note.—This city is in the center of a rich silver district. Some of the houses make direct importations. Generally speaking, it is worthy of the attention of most salesmen.

ZAMORA, State of Michoacan; population, 15,000; on Duero River; 77 miles (126 km.) from Irapuato, reached by National Railways (on line from Irapuato to Guadalajara via Lake Chapala), average time 3½ hours; 25 miles (41 km.) from Yurecuaro, reached by branch line to Los Reyes, average time 1½ hours.

Hotels.—Mexico, Porfirio Diaz.

Note.—This is a small town in the northern part of the State, in a rich agricultural district. Some of the houses make direct importations. Easily reached; canvassed by those who visit the smaller places.

TOWNS OF LESS IMPORTANCE.

NOTE.—In many of the towns listed below are retailers and general merchants who do direct importing. The traveler must determine by local inquiry which are best to visit.

Acambaro, State of Guanajuato; population, 13,600; near River Lerma; on National Railways; 108 miles (174 km.) from Guanajuato by rail; 55 miles (88 km.) from Gonzalez Junction by rail, 2-hour trip. Products: Beans, wheat, corn, fruits.

This is a small town in the southern part of the State, easily reached from the capital. Chiefly dependent upon the merchants of Mexico City, but a few of the houses make direct importations. Canvassed by those who work the smaller towns.

Acaponeta, State of Nayarit; population, 5,000; near San Diego River; on Southern Pacific Railway; 68 miles (110 km.) from Tepic (port). Products: Fruits, beans, coffee, fish.

Acatlan, State of Puebla; population, 6,000; 87 miles (141 km.) from Puebla, reached by carretera; 22 miles (36 km.) from Murcio Martinez (nearest railroad station). Products: Maize, beans, sugar, silver, copper, iron. Industry: Mining. Carreteras to Abiateca, Matamoras, and Huajapan.

Ahome, State of Sinaloa; population, 1,000; on Mexico & Orient Railway; 9 miles (15 km.) from Fuerte.

Allende, State of Coahuila; population, 7,000; on Mexican International Railway; 31 miles (50 km.) from Ciudad Porfirio Diaz.

Altar, State of Sonora; population, 2,000; 161 miles (259 km.) from Hermosillo; 50 miles (80 km.) from Santa Ana (nearest railway station). Products: Corn, wheat, beans, fruit, gold, silver, copper, etc. Communication by sea via Gulf of California.

Alvarado, State of Vera Cruz; population, 7,000; 43 miles (70 km.) from Vera Cruz, via Ferrocarril de Vera Cruz Limitada. This is the terminus of the railway and starting point for deep-sea and river steamers.

Ameca, State of Jalisco; population, 8,000; 56 miles (90 km.) from Guadalajara reached by branch line of National Railways. Products: Maize, wheat, sugar, copper.

Amecameca, State of Mexico; altitude, 7,600 feet; population, 14,000; at the base of the Popocatepetl and the Iztaccihuatl; 35

miles (58 km.) from Mexico City, three-hour trip. Interoceanic Railway and the San Rafael & Atlixco Railway.

Angangues, State of Michoacan; population, 5,000; on the Mexican Railway; 3 miles (5 km.) north of Tarecuato.

Apaseo, State of Guanajuato; population, 4,500; on Central Railway; 78 miles (126 km.) from Guanajuato; 174 miles (279 km.) from Mexico City, average time of trip 7½ hours. Products: Corn, wheat, fruits, cattle. Industry: Quarrying.

Asientos, State of Aguascalientes; population, 2,500; 40 miles (65 km.) from Aguascalientes, reached by National Railways via San Gil (31 miles from Aguascalientes). Products: Corn, beans, chile, silver, copper.

Atlixco, State of Puebla; altitude 3,925 feet; population, 9,000; 28 miles (45 km.) from Puebla; 14 miles (39 km.) from Matamoros. Products: Potatoes, maize, beans, wheat, alfalfa, woods, coffee, sugar, tobacco. Reached from Puebla by railway, average time of trip 2 hours, fare \$1.38. On Interoceanic Railway and San Rafael & Atlixco Railway.

Atzacapozalco, Federal District; population, 7,000; 5 miles (8 km.) north of Mexico City. Products: Alfalfa, maize, barley, wheat, fruits, cattle, etc. On National Railways of Mexico.

Autlan, State of Jalisco; population, 8,000; 136 miles (220 km.) from Guadalajara. Products: Corn, wheat, potatoes, rice, cotton, fruits, tobacco, coffee, sugar cane, gold, silver, copper.

This town is located in the center of a rich agricultural district. Merchants chiefly dependent upon Mexico City and Aguascalientes.

Batopilas, State of Chihuahua; population, 3,500; 250 miles (400 km.) from Chihuahua; 92 miles (150 km.) from Creel (nearest railway station).

Cadereyta, State of Nuevo Leon; population, 4,500; on National Railway of Mexico; 23 miles (37 km.) from Monterey. Product: Silver.

Casas Grandes, State of Chihuahua; population, 2,200; on Rio Grande, Sierra Madre & Pacific Railway; 148 miles (240 km.) from Chihuahua. Products: Cereals, potatoes, fruits, cattle.

Catorce, mining town in State of San Luis Potosi; altitude, 9,043 feet; population, 7,000; on National Railway of Mexico; 9 miles (15 km.) from railway station, reached by horse.

Cedral, State of San Luis Potosi; population, 6,000; on National Railway of Mexico. Industries: Guayule rubber factory.

Chalchicomula, State of Puebla; population, 7,000; on Chalchicomula Railway; 55 miles (90 km.) from Puebla by carretera. Products: Fruits, beans, potatoes, cereals, woods.

Chapala, State of Jalisco; population, 2,200; 370 miles (595 km.) from Mexico City; 37 miles (61 km.) from Guadalajara (25 miles by rail, 12 miles by carretera). Hotels: Arzopala, Victor Hugo, De la Palma.

Chilapa, State of Guerrero; population, 7,000; 28 miles (47 km.) from Chilpancingo by carretera; 231 miles (376 km.) from Mexico City. Products: Corn, beans, sugar, fruits.

Chilpancingo, State of Guerrero; altitude, 4,250 feet; population, 9,000; 78 miles (124 km.) from Iguala, reached by horseback; 207 miles (334 km.) from Mexico City, partly by carretera and partly

rail. Products: Corn, beans, tobacco, sugar, cotton, cattle, minerals. Hotels: Melendez, Sur. Bank: Banco Nacional de Mexico. Capital of the State. A fair volume of business is carried on. Can be visited in connection with Acapulco.

Chinipas, State of Chihuahua; population, 2,000; 270 miles (435 km.) from Chihuahua. Products: Corn, wheat, sugar, maguey, cattle.

Ciudad Guerrero, State of Chihuahua; population, 2,600. Products: Cereals, beans, cattle, gold, silver, lead.

Ciudad Guzman, State of Jalisco; population, 18,000; 99 miles (160 km.) from Guadalajara, average time of trip five and one-half hours; 260 miles (423 km.) from Irapuato. Products: Sugar, tobacco, fruits, gold, silver, copper, iron, wines.

Coatepec, State of Vera Cruz; population, 9,000; on Jalapa & Teocelo Railway; 7 miles (12 km.) from Jalapa. Products: Sugar, fruits, vegetables, bananas, coffee. Caminos de herradura to Nico, Coscutlan, and Vera Cruz.

Comitan, State of Chiapas; population, 10,000; 343 miles (554 km.) from Jalisco by road. Products: Wheat, maguey, fruits, cattle.

Cuautla, State of Morelos; population, 6,000; on Interoceanic Railway; 27 miles (45 km.) from Cuernavaca. Products: Sugar, coffee, rice, cereals, fruits. Sulphur springs. Hotels: San Diego, Halcyon, Morelos, Providencia.

Cuatro Cienagas, State of Coahuila; 42 miles (68 km.) from Monclova, reached by branch line of National Railway. This is a small town in the midst of a rich agricultural region. Some of the dealers make importations from the United States. Canvassed by those who make the smaller places.

Cuencame, State of Durango; population, 3,000; 103 miles (167 km.) from Durango; 6 miles (10 km.) from Pasaje (nearest railway station). Products: Beans, sugar, corn, cereals, cattle, lead, silver.

Cusihuarrichic, State of Chihuahua; population, 2,000; on National Railway of Mexico; 74 miles (120 km.) from Chihuahua; 12 miles (20 km.) from San Antonio de los Arenales. Products: Corn, wheat, cattle, silver, lead.

Dolores Hidalgo, State of Guanajuato; population, 7,000; on Mexican National Railway; 126 miles (204 km.) from Guanajuato. Products: Wheat, corn, alfalfa. Sulphur springs.

Ebano, State of San Luis Potosi; 381 miles (613 km.) from Aguascalientes; 40 miles (64 km.) from Tampico, reached by branch line of National Railways. Extensive oil works are located in this vicinity.

El Carmen (Laguna del Terminos), State of Campeche; population, 6,000; on western coast of the island; very good port; 99 miles (160 km.) from Campeche. Products: Tobacco, cereals, medicinal plants, vegetables, etc. Lloyd's agent, George A. Ludewig. Considerable export of tropical products, including dyewoods, timber, etc. Easily reached by coastal steamers from Vera Cruz.

El Fuerte, State of Sinaloa; 65 miles (103 km.) from Topolampo; reached by Kansas City, Mexico & Orient Railway, average time of trip 4½ hours. This is a mining town in northern Sinaloa. Some of the merchants make direct importations. May be canvassed in connection with Guaymas and Culiacan.

El Oro, State of Mexico; population, 20,000; on River Lerma; on Railway of El Oro Mining Co., Yondese to Tutelmungo; 6 miles (10 km.) from Toluca; 11 miles (17 km.) from Mexico City. Products: Corn, wheat, beans, gold, silver.

Empalme, State of Sonora; 6 miles (10 km.) from Guaymas, reached by rail. The general offices and shops of the West Coast Railroad are located at this point.

Encarnacion, State of Jalisco; population, 5,000; altitude, 6,073 feet; on Mexican Central Railway; 30 miles (48 km.) from Aguascalientes.

Ensenada, port in Lower California; population, 3,000; vessels anchor 1 mile offshore; 885 nautical miles from La Paz. Reached by steamers of Compania Naviera del Pacifico. American consul and vice consul.

Fresnillo, State of Zacatecas; population, 7,000; altitude, 7,000 feet; on Central Railway; 36 miles (58 km.) from Zacatecas, reached by Zacatecas-Rio Grande line; 474 miles (764 km.) from Mexico City. Products: Corn, wheat, beans, fruit, timber, gold, iron, lead, tin, silver, mercury.

Gonzales Junction, State of Guanajuato; population, 6,000; on National Railway, branch line to Acambaro, 55 miles (88 km.), 2-hour trip; 12 miles (20 km.) from Celayo.

Guadalupe, State of Zacatecas; population, 9,000; on Mexican Central Railway; 7 miles (12 km.) from Cordoba; 6 miles (10 km.) from Zacatecas.

Guadalupe Calvo, State of Chihuahua; population, 1,500. Mining town; gold and silver.

Guadalupe Hidalgo, State of Mexico; population, 6,000; 3 miles (5 km.) from Mexico City, reached by trolley. Products: Wheat, corn, etc.

Guanacevi, State of Durango; population, 7,000; 135 miles (217 km.) northwest of Durango; 60 miles (97 km.) from Tepeluanes (stage road). Mining center.

Huamantla, State of Tlaxcala; population, 7,000; 102 miles (165 km.) from Mexico city, reached by Mexican Railway, five-hour trip; 161 miles (260 km.) from Vera Cruz, reached by Mexican Railway, nine and one-half hours. Products: Wheat, etc.

Huatusco, State of Vera Cruz; population, 8,000; 38 miles (62 km.) from Jalapa; 13 miles (22 km.) from Cordoba (nearest station). Products: Sugar, cereals, aguardiente.

Iguala, State of Guerrero; population, 12,000; 78 miles (124 km.) from Chilpancingo by carretera; 147 miles (238 km.) from Mexico City. Products: Corn, rice, fruits, tobacco. Railway to Balsas, connecting with National Railway of Mexico. This town may be visited in connection with Chilpancingo.

Inuris, State of Sonora; 43 miles (68 km.) from Nogales, reached by Southern Pacific of Mexico Railway, average time of trip two hours. Agricultural and mining district; also mineral springs. Northeast of Inuris is the famous Cocospera mining region.

Inde, State of Hidalgo; population, 2,000; 196 miles (316 km.) from Durango; 57 miles (92 km.) from Rosario, reached by carretera. Products: Fruits, sugar, cereals, gold, silver, copper, lead, and cattle.

Juchitan, State of Oaxaca; population, 12,000; on Pan American Railway; 187 miles (301 km.) from Oaxaca. Products: Salt, coffee, cacao, cereals, sugar, vanilla.

La Barca, State of Jalisco; population, 9,000; on Lerma River; 66 miles (106 km.) from Guadalajara, via Mexican Central Railway; 96 miles (154 km.) from Irapuato, via Mexican Central Railway, four and one-half hour trip. Products: Fruits, sugar, corn, coffee, tobacco.

Lagos de Moreno, State of Jalisco; population, 16,000; on National Railway of Mexico; 294 miles (475 km.) from Mexico City; 143 miles (231 km.) from Guadalajara. Products: Wheat, corn, fruits, etc.

Lampazos, State of Nuevo Leon; population, 2,000; on National Railway of Mexico; 72 miles (115 km.) from Laredo, Tex.; 105 miles (170 km.) from Monterey. Stock raising and mining district.

Lerdo, State of Durango; population, 8,000; on River Nazos; 155 miles (250 km.) from Durango; half hour's ride on trolley from Torreon, 3 miles (5 km.). Products: Cereals, fruits, cotton, beans, gold, silver, copper.

Linares, State of Nuevo Leon; population, 7,000; on National Railway of Mexico. Products: Agricultural. There are a number of firms here that make direct importations. Easily canvassed in connection with Monterey and Victoria.

Magdalena, State of Sonora; population, 5,000; 52 miles (86 km.) from Zitacuaro, reached by Michoacan & Pacific Railway; 124 miles (200 km.) from Hermosillo, reached by Southern Pacific Railway; 54 miles (89 km.) from Nogales, reached by Southern Pacific Railway. Products: Corn, wheat, beans, copper, silver.

Mapimi, State of Durango; population, 7,000; on Mapimi Railway; 121 miles (194 km.) from Jiminez. Products: Gold, silver, lead. This is an important mining town; headquarters of the Penoles Mining Co.

Maravatio, State of Michoacan; 139 miles (224 km.) from Mexico City, reached by National Railway; 55 miles (90 km.) from Zitacuaro, branch line of National Railway, average time of trip 5 hours.

Mascota, State of Jalisco; population, 6,000; 130 miles (210 km.) from Guadalajara. Products: Gold, silver, copper.

Matamoras, State of Puebla; population, 6,000; on River Necapa. Reached from Monterey by Interoceanic Railway; carretera to Atlixco. Products: Sugar, rice, coffee, bananas, lead, silver, copper, gold.

Matchuala, State of San Luis Potosi; population, 14,200; 29 miles (47 km.) from Vanegas, reached by National Railway branch line, average time of trip 2 hours; 6 miles (10 km.) from Azul, reached by Matchuala Railway, average time 1 hour. Industries: Mining and smelting. This town is in the northern part of the State. It can be visited in connection with San Luis Potosi. It is chiefly dependent upon that city, although a few houses make direct importations.

Mazapil, State of Zacatecas; population, 5,500; 207 miles (336 km.) from Zacatecas, reached via carretera. Products: Corn, barley, fruits, maguay, etc.

Miahuatlan, State of Oaxaca; population, 6,000; 65 miles (105 km.) from Oaxaca by carretera. Products: Tobacco, coffee, sugar, beans.

Minaca, State of Chihuahua; on Mexico Northern and Kansas City, Mexico & Orient Railways; 120 miles (194 km.) from Chihuahua, average time six hours; travelers from Chihuahua change at La Junta to Minaca branch line; 75 miles (120 km.) from Sanchez, average time three and three-fourths hours.

Minatitlan, State of Vera Cruz; population, 2,500; on Minatitlan Railway. Carmen to Minatitlan; 7 miles (11 km.) from Carmen, average time of trip 40 minutes (Carmen is 12 miles from Puerto Mexico); 355 miles (575 km.) from Jalapa. Products: Timber, coffee, corn, sugar.

Mixcoac, Federal District; population, 7,000; on National Railway of Mexico, near River Mixcoac; 7 miles (11 km.) from Mexico City, one-half hour by trolley.

Ocotlan, State of Jalisco; 112 miles (180 km.) from Irapuato, reached by Mexican Central Railway, average time five hours; 50 miles (80 km.) from Guadalajara, reached by Mexican Central Railway, average time two and one-fourth hours. Passengers leave train at Ocotlan to go to Lake Chapala.

Ometepec, State of Guerrero; population, 40,600; 166 miles (268 km.) from Chilpancingo; 170 miles (275 km.) from Tlaxeualpican (nearest railway station). Products: Wheat, tobacco, sugar, timber, cattle.

Otumba, State of Mexico; population, 10,000; 80 miles (129 km.) from Toluca; 34 miles (55 km.) from Mexico City. Products: Cereals, maguey, pulque. Railways: Inter-oceanic and Mexican.

Papantla, State of Vera Cruz; 45 miles (72 km.) from Jalapa, reached by horseback. The famous Pyramid of Papantla is here located.

Patzcuaro, State of Michoacan; altitude, 7,150 feet; population, 8,000; on National Railway of Mexico, near Patzcuaro Lake; 44 miles (71 km.) from Morelia. Products: Maize, beans, cattle.

Penjamo, State of Guanajuato; population, 9,000; 103 miles (173 km.) from Guanajuato; 31 miles (50 km.) from Irapuato, 11-hour trip. Railways: Mexican Central, Guadalajara to Manzanillo branch. Products: Corn, wheat, cattle. This town may be canvassed in connection with Irapuato. Some of the houses import direct, but the chief dependence is upon the large wholesale houses of Mexico City.

Puruandiro, State of Michoacan; population, 8,000; 57 miles (93 km.) from Morelia; 31 miles (50 km.) from Penjamo (nearest station). Carretera to Angamacutiro. Products: Wheat, beans, cattle, etc.

Quijano, State of Sonora; 29 miles (48 km.) from Nogales, reached by Southern Pacific of Mexico Railway. The Colombia Consolidated Mines, developed by American interests, are 12 miles (20 km.) distant; reached by horseback.

Real de Monte, State of Hidalgo; population, 10,000; on River Lerma; 6 miles (10 km.) from Pachuca. Mining district, one of the greatest in Mexico; American capital largely invested.

Rosario, State of Sinaloa; population, 9,000; on Southern Pacific of Mexico Railway; 97 miles (157 km.) from Jiminez. Reached

from Jiminez via Parral, average time 6 hours, fare \$4.65. This is a mining town of some importance.

Sabinas, State of Coahuila; population, 3,500; 72 miles (115 km.) from Ciudad Porfirio Diaz, reached by National Railway; 12 miles (19 km.) from Rosito, reached by branch line, average time 1½ hours.

Sahuaripa, State of Sonora; population, 3,000; 191 miles (308 km.) from Hermosillo. Products: Corn, wheat, beans, timber, gold, silver, copper, antimony.

Salamanca, State of Guanajuato; population, 14,000; altitude, 5,646 feet; on Mexican Central Railway; on Lerma River; 56 miles (90 km.) from Guanajuato; 206 miles (333 km.) from Mexico City, 8-hour journey. Products: Wheat, maize, fruits. Industries: Manufacture of woollen goods, gloves, pottery.

Salvatierra, State of Guanajuato; population, 10,000; altitude, 5,774 feet; on Mexican Central Railway; 196 miles (315 km.) from Mexico City; 74 miles (120 km.) from Guanajuato; 18 miles (29 km.) from Acambaro, 1-hour journey. Products: Cereals, sweet potatoes, sugar, woods.

San Andres Tuxtla, State of Vera Cruz; population, 9,000; on Vera Cruz & Isthmus Railway; 190 miles (307 km.) from Jalapa; 42 miles (67 km.) from Vera Cruz; 62 miles (100 km.) from Alvarado. Products: Tobacco, cacao, cotton, beans, coffee. Banks and bankers: Banco Nacional de Mexico; Nicolas Villa.

San Cristobal las Casas, State of Chiapas; population 13,500; 64 miles (105 km.) from Tuxtla Gutierrez; reached from Jalisco. Products: Corn, wheat, barley, fruits.

San Juan de Guadalupe, State of Durango; population, 4,000; 268 miles (432 km.) from Durango; 14 miles (22 km.) from nearest railway station. Products: Cotton, beans, wheat, corn, fruits, cattle, minerals.

San Juan del Rio, State of Queretaro; population, 8,000; altitude, 6,245 feet; on Mexican Central Railway, Acambaro-to-Gonzales Junction route; 34 miles (55 km.) from Queretaro; 118 miles (191 km.) from Mexico City. Carretera to Tequisquiapan and Amealco. Products: Maize, beans, textiles. This town depends chiefly on Queretaro and Mexico City for its purchases. Banks: Banco Nacional de Mexico, Ignacio Comache, agent; Banco de Londres y Mexico, J. F. de Ceballos, agent; Banco de Queretaro, Alberto Ugalde, agent.

San Luis de La Paz, State of Guanajuato; population, 10,000; on National Railway of Mexico; 88 miles (144 km.) from Guanajuato. Products: Wheat, maize, and other grains.

San Miguel de Allende, State of Guanajuato; population, 11,000; on Mexican National Railway; 254 miles (409 km.) from Mexico City; 32 miles (52 km.) from Guanajuato. Products: Wheat, beans.

Santa Rosalia, Lower California; population, 9,000; altitude, 4,086 feet; on Mexican Central Railway; 100 miles (161 km.) from Chihuahua. Products: Alfalfa. American consul located here.

Santiago, State of Tepic; population, 4,500; on Tololotlan River; 35 miles (56 km.) from Tepic, on road from Guadalajara to Mazatlan. Products: Cotton, tobacco, fruits, cereals.

Sayula, State of Jalisco; population, 8,000; on National Railway of Mexico; 84 miles (136 km.) from Guadalajara. Carretera to

Tapalpa, Zapotlan, Atojac, and Tepic. Products: Cereals, sugar, coffee, fruits.

Silao, State of Guanajuato; population, 15,000; altitude, 5,828 feet; on River Silao; on Mexican Central Railway, branch line to Guanajuato; 14 miles (24 km.) from Guanajuato, one hour; 237 miles (382 km.) from Mexico City. Carretera to Leon, San Luis Potosi, and Irapuato. Products: Cereals, fruits.

Sombrerete, mining town in State of Zacatecas; population, 12,000; on National Railway of Mexico; 109 miles (176 km.) from Zacatecas; 62 miles (100 km.) from Gutierrez. Carretera to Gutierrez and to Catalina (Durango). Products: Gold, silver, copper, lead, maize, wheat, fruits.

Tacambaro, State of Michoacan; population, 5,000; 62 miles (100 km.) from Morelia; 34 miles (56 km.) from Patzcuaro (nearest railroad station). Products: Sugar, maize, wheat, rice, coffee, cattle.

Tacuyaba, Federal district; population, 18,350; 4 miles (7 km.) from Mexico, reached by Mexican Central and del Valle Railways; also by tramway.

Tapachula, State of Chiapas; population, 8,000; near Soconusco (port); railway to San Benito (port); 110 miles (180 km.) from Guatemala City, Guatemala; reached by horseback to Guatemala Railway, 24 miles (40 km.), thence by rail to Guatemala City, 86 miles (140 km.); 300 miles (480 km.) from Tuxtla Gutierrez. This town is in the midst of a rich agricultural region, the chief product being coffee. Somewhat difficult of access, but some of the firms make direct importations.

Tenancingo, State of Mexico; population, 10,000; 30 miles (48 km.) from Toluca; 12 miles (20 km.) from Atla (nearest railway station). Products: Corn, wheat, beans, cattle.

Tehuacan, State of Puebla; population, 8,000; 78 miles (128 km.) from Puebla, reached by Mexican Southern Railway, average time of trip 3½ hours; 31 miles (51 km.) from Esperanza, reached by branch line, average time 2½ hours. Products: Fruits, wheat.

Teocaltiche, State of Jalisco; population, 9,000; 124 miles (200 km.) from Guadalajara; 31 miles (50 km.) from Encarnacion, nearest railroad station. Products: Corn, beans, tobacco, potatoes, wheat, woods, cattle, tin.

Tequisquiapan, State of Queretaro; population, 4,000; on National Railway of Mexico.

Texcoco, State of Mexico; population, 6,000; on Interoceanic Railway; 24 miles (39 km.) from Mexico City.

Teziutlan, State of Puebla; population, 12,000; on Industrial Railway of Puebla and Interoceanic Railway; 100 miles (162 km.) from Puebla. Products: Gold, silver, copper, fruits, beans, cereals.

Tlacolula, State of Oaxaca; population, 6,000; on Mexican Southern Railway; 18 miles (29 km.) from Oaxaca. Products: Sugar, wheat, corn, beans, pulque, cattle.

Tlacoalpan, State of Vera Cruz; population, 6,000; situated at junction of San Juan and Papaloapan Rivers; on Vera Cruz Railway. Mail boats from Alvarado to Tuxtec. Product: Cattle.

Tlalpam, Federal District; population, 5,000; 10 miles (16 km.) from Mexico City. Carretera to Mexico City, Cuernavaca, and San Angel.

Tlaxcala, State of Tlaxcala; population, 3,000; 105 miles (170 km.) from Mexico City, reached by railroad.

Topolobampo, State of Sinaloa; on Topolobampo Bay; 65 miles (103 km.) from El Fuerte, reached by Kansas City, Mexico & Orient Railway, average time of trip $4\frac{1}{2}$ hours; 500 miles (800 km.) east of San Francisco; 461 miles (741 km.) from Presidio del Norte. Steamship service to Guaymas, Mazatlan, and other ports.

Torres, State of Sonora; 64 miles (104 km.) from Guaymas, reached by Southern Pacific of Mexico Railway. Junction point of the Torres and Priestas Railway. Near-by are the famous Tarasca and other mines, which were first worked by the Jesuit Fathers.

Tula, State of Tamaulipas; population, 7,000; 103 miles (167 km.) from Ciudad Victoria; 95 miles (154 km.) from Cerritos (nearest railway station). Products: Cereals, potatoes, sugar.

Tulacingo, State of Hidalgo; population, 9,500; 38 miles (62 km.) from Pachuca; 86 miles (139 km.) from Mexico City, reached by National Railway of Mexico (on the Mexico City-Pachuca route). Industries: Cotton mills. Products: Wheat, barley, cattle, etc.

Ures, State of Sonora; population, 3,000; on Sonora River; 47 miles (76 km.) from Hermosillo, reached by carretera. Products: Cereals, sugar, timber, lead, iron, gold, silver.

Valladolid, State of Yucatan; population, 5,000; on United Railway of Yucatan (eastern division); 112 miles (181 km.) from Merida, average time of trip $5\frac{1}{2}$ hours.

Valle de Santiago, State of Guanajuato; population, 13,000; on National Railway of Mexico; 59 miles (96 km.) from Guanajuato. Products: Wheat, corn, cereals.

Viesca, State of Coahuila; population, 5,000; on "Hornos" and National Railway of Mexico; 59 miles (96 km.) from Guanajuato. Products: Cattle, cotton, corn, wheat, beans, sugar.

Xochimilco, Federal district; population, 11,000; 12 miles (20 km.) from Mexico City. Agricultural district; also quarries.

Zacapoaxtlo, State of Puebla; population, 12,000; 106 miles (170 km.) from Puebla. Products: Fruits, coffee, vanilla, sugar, rice, medicinal plants, woods.

Zacatlan, State of Puebla; population, 11,000; 18 miles (30 km.) from Ahuazotepec, nearest railroad station; 78 miles (126 km.) from Puebla. Products: Wheat, beans, maize, woods, fruits.

Zapotlan, State of Jalisco; 102 miles (164 km.) from Guadalajara, reached by railroad. This is the starting point for ascending the volcano of Colima and El Nevado.

Zitacuaro, State of Michoacan; population, 6,000; 83 miles (134 km.) from Morelia; 55 miles (90 km.) from Maravatio, reached by National Railway, average time five hours. Products: Rice, sugar, fruits.

Zumpango, State of Mexico; population, 6,000; on Desague Valle de Mexico Railway; 76 miles (123 km.) from Toluca. Products: Corn, wheat, beans.

CENTRAL AMERICA.

GUATEMALA.

Maps Nos. 4 and 7.

Location.—Guatemala is the most northerly of the Central American Republics, lying directly south of Mexico. It is bounded on the north and northwest by Mexico; on the east by British Honduras and the Gulf of Honduras; on the southeast by Honduras and Salvador; and on the south by the Pacific Ocean.

Area and Population.—The area is 46,774 square miles; population about 2,100,000, or about 44 inhabitants per square mile. The coast line on the Caribbean side is 70 miles (112 km.); on the Pacific side, 200 miles (322 km.).

Physical Features.—A chain of mountains traverses the country from north to south. This sends out spurs in every direction, forming numerous high plateaus, which are very healthful and fertile. There are also a number of very picturesque and delightful valleys, through which flow some important rivers. Among the rivers are the Motagua, 250 miles (400 km.) long, navigable to within 100 miles (161 km.) of the capital, and the Polochic, 180 miles (290 km.) in length, navigable in part. The most important lakes are Peten and Izabal.

Climate.—There are many varieties of climate in Guatemala. On the coast, sea level, it is tropical, with heavy rainfalls; in the vicinity of Zacapa there is a torrid region; in the interior, at Guatemala City and vicinity (altitude 5,000 feet), the climate is generally like spring in the Temperate Zone; at Quezaltenango (altitude 7,000 feet) it is cold. The average rainfall in Guatemala City for a period of 8 or 10 years was 31 inches.

Seasons.—In the interior the rainy season lasts from May to October; on the coast, occasionally to December. The dry season is from November to April. The coldest months are December and January; hottest months, April and May.

Inhabitants.—The number of pure white inhabitants is not very large and the Europeans are not numerous. There is a large percentage of mestizos and there are many Indians.

Agricultural Products.—Coffee is the principal product, and constitutes normally more than five-sixths of the nation's exports. Next in importance are bananas, raised chiefly on the Gulf of Honduras. Sugar is increasing in importance, while the cereals, such as corn, wheat, rice, beans, etc., are also grown.

Timber Wealth.—There is considerable wealth in the forests. In the Department of Peten mahogany, cedar, cabinet woods, rubber, chicle, vanilla, etc., are found. Transportation facilities are required for proper development.

Industries.—These are of a minor character and consist chiefly of small plants for the manufacture of articles for local use. There are several small tanneries, breweries, and factories for the manu-

facture of cigarettes, cigars, soap, candles, and soda water. There are also one or two cotton mills.

Language.—Spanish. In the eastern part of the country, where the greatest amount of American capital is invested, the influx of American and of Jamaican laborers has done much to make the English language better understood and more generally used. This influence extends as far inland as Zacapa. In the capital tourist travel and an increasingly large American colony are contributing to a similar tendency. English is now taught in some of the public schools.

Currency.—The currency is paper, based upon a silver peso (of which none are in circulation), having a value of approximately \$0.363 United States currency. One hundred centavos make a peso. There are 8 reales, each of 12½ pesos nominal value, to the peso. The half reales, reales, pesos, and half pesos have virtually disappeared from use. The currency is subject to wide fluctuation and is much depreciated.

Banks.—There are six banks of issue located in Guatemala City, which emit paper money under Government supervision.

Weights and Measures.—The metric is the official system. Some old Spanish weights and measures are used in the more remote parts of the country.

Postage.—Guatemala belongs to the Postal Union. Letter rate is 5 cents per ounce for the first ounce or fraction thereof and 3 cents for each additional ounce. There is also a parcel-post exchange with the United States.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

Southern Pacific Co. (Morgan Line).—Office 366 Broadway. Steamers from Piers 48-49, North River (West Eleventh Street), to New Orleans. Departures on Wednesdays and Saturdays. Transshipment from New Orleans to Puerto Barrios and Livingston.

Panama Railroad Steamship Line.—Office 24 State Street. Sailings from Pier 67, North River (West Twenty-seventh Street). Departures weekly for Colon (Cristobal) and Panama City (Balboa), Panama; transshipment at Panama by steamer to San Jose, Ocos, and Champerico.

United Fruit Co. Steamship Service.—Office 17 Battery Place. Sailings from Pier 16, East River (Burling Slip), and Pier 1, North River (Battery Place). Departures twice a week for Colon (Cristobal); transshipment at Colon by steamer to San Jose, Ocos, and Champerico. Departures about once a month direct for Puerto Barrios and Livingston. Fare, New York to Puerto Barrios, including meals and minimum stateroom accommodations, \$141.

LINE FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—J. J. Kelleher, general agent, 626-630 Common Street, New Orleans. Departures for Puerto Barrios every Thursday and for Livingston fortnightly. Sailings subject to change without notice. Departures from New Orleans, via Belize, every Thursday; arrive at Puerto Barrios every Tuesday;

leave for Puerto Cortez every Tuesday; leave Puerto Cortez for New Orleans, via Belize, every Thursday; arrive at New Orleans every Monday. Fare, New Orleans to Puerto Barrios, including meals and minimum stateroom accommodations: Direct, \$63; via Habana, \$90.

LINE FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office 508 California Street, San Francisco. Departures for Ocos, Champerico, and San Jose semi-monthly. Fares from San Francisco, including meals and minimum stateroom accommodations: To Ocos, \$132; Champerico, \$139.50; San Jose, \$139.50. (See also p. 35.)

AVERAGE TIME OF TRIP.

New York to Puerto Barrios (including stops en route), 9 days; New Orleans to Puerto Barrios (including stops en route), 5 days; San Francisco to Ocos (stops en route), 12 days; San Francisco to Champerico, 13 days; San Francisco to San Jose, 14 days.

Difference in Time.—Guatemala time is earlier than New York. Deduct from New York time one hour and six minutes. Example: At 4.20 p. m. in New York it is 3.14 p. m. in Guatemala City.

Mail time for Guatemala from New York (via New Orleans) approximately seven days.

Telegraph, Telephone, and Wireless.—The Government owns the telegraph and telephone lines of the country. A double charge is made for messages in any language other than Spanish or in code. The service can be hastened by paying an extra charge and classing the message as "urgent." The Government is erecting a wireless station in Guatemala City.

Cable.—Cable communication is by way of Salvador. The rate from New York City to San Jose is 50 cents per word. For places other than San Jose the rate is 55 cents per word.

SALESMEN'S SAMPLES.—Samples without commercial value and which are plainly unsalable are admitted free. Samples which have a value, and which can be identified upon reexportation, may be cleared without payment of duty, provided a bond for the amount of duty leviable be given; time of bond, two months. Although the law provides for reexportation from port of entry, much leniency is shown. Upon proper presentation of documents obtained at port of entry, samples may be reexported through other customhouses. If part of the samples are sold, duty will be collected on that part not reexported.

Articles Prohibited.—Travelers should avoid carrying firearms and ammunition or electrical apparatus, as these are liable to seizure.

Interpreting "Samples Without Value."—Articles whose importation through various ports may result in evasions of duty, such as rights and lefts in shoes, etc., are subject to duty.

Time Required for Clearance.—When samples carried by the traveler are plainly unsalable, no time is lost in clearing them. If there is any doubt there may be delay.

Passing Customhouse.—If the traveler finds he can not pass samples through the customhouse at Puerto Barrios quickly enough to catch a train, he may arrange to ship them to the capital, Guate-

mala City, and clear them there. It is best, however, to look after the matter at the port. It is not uncommon for a traveler to land at Puerto Barrios at 6 a. m., and if his samples have no value to pass the customs and take the 6.30 a. m. train for the capital. In case of difficulties, application may be made to the agent of the Interceanic Railway Co. or the American consular agent.

San Jose is the port at which most travelers via the Pacific go to Guatemala. The traveler needs no broker and can easily pass samples and baggage himself. If in difficulties, he can apply to the American consular agent, the Agencia Maritima, or the Compania del Muelle de San Jose.

At Champerico the same system may be followed. In case of difficulties, assistance may be asked of the Compania Agencias de Champerico Limitada.

At Ocos follow the same method. Assistance may be had of the Agencia de Ferrocarril de Ocos.

Duties on Advertising Matter.—If advertising matter, such as pamphlets, catalogues, etc., is carried, no duty is charged. Pencils and other articles ordinarily subject to duty, if they bear the imprint of the manufacturer, pay only 50 per cent of the rates prescribed by the tariff.

Excess Baggage.—Charges for baggage are as follows: On the lines of the International Railroad, 20 cents per 1,000 pounds per mile; the freight rate is 10 cents, or half as much. The charge for 1,000 pounds of baggage from Puerto Barrios to Guatemala City, 196 miles, is \$39.20 gold; if sent by freight, \$19.60 gold. If the traveler has time, it may pay to ship baggage by freight.

Commercial Travelers' Tax.—No commercial travelers' tax of any sort is charged.

Best Visiting Time.—For business, the best time of arrival depends largely on the conditions prevailing in the different lines of trade. The most agreeable period is from October 20 to January 1. This is immediately after the rainy season.

Customhouses.—There are three kinds of customhouses in Guatemala, (*a*) maritime, (*b*) inland, and (*c*) customhouses of transit. Merchandise may be cleared through the customhouses in Guatemala City, Puerto Barrios, Retalhuleu, Ocos, and Livingston. Customhouses of transit are at San Jose and Champerico. Goods are sent from the customhouses of transit to the customhouses of clearance. In the latter, examination is made, duties paid, and goods delivered.

Roads in General.—In Guatemala, as in many other Latin American countries, the roads frequently are little better than trails. While they are known as "carreteras" and are often traveled by oxcarts, usually they are suitable only for travel on horseback. If baggage is carried, it must be done by pack mules, and for that reason it is advisable for the traveler to avoid them when possible.

Railways.—There is only one important railway system in Guatemala, which is operated by the International Railways of Central America. It represents a consolidation of the Guatemala Central Railway, the Guatemala Railway, the Occidental Railway, and the Ocos Railway. These have a total mileage as follows: Verapaz Railway, from Panzos to Pancajche, eastern coast, 28 miles (45 km.); Ocos Railway, from Ocos to Acajutla, 23 miles (37 km.);

Guatemala Northern Railway, from Puerto Barrios to Guatemala City, 194 miles (312 km.); Guatemala Central, from San José to Guatemala City and from Guatemala City to Champerico, 189 miles (304 km.).

CANVASSING GUATEMALA.

Character of the Trade.—In the capital, Guatemala City, are located the principal wholesale houses. These supply the smaller distributors in the capital and the less important buyers throughout the country. The principal industrial plants are located in Guatemala City.

Importing Retailers.—In Guatemala City are certain retailers who are in a position to import direct. They should be called upon when the representative carries a line of merchandise for which the wholesalers can not be depended upon for adequate distribution.

Business Centers.—The chief business center of the Republic is the capital. This may be reached by travelers from the Atlantic port, Port Barrios, or from the Pacific port, San José. The chief wholesale and distributing houses are located in Guatemala City, and most of the smaller towns are dependent on firms in that city. New Orleans firms canvass the dealers in Livingston, Puerto Barrios, and Zacapa. Some merchants in the other important cities of Guatemala are accustomed to import direct and many salesmen canvass the smaller places. If the traveler has time, he may find it advantageous to visit particularly Quezaltenango (35,000 inhabitants) and Cobán (30,000 inhabitants). The latter is an important distributing point for northern Guatemala, but difficult of access. Other towns are described later.

Suggestions for a Trip through Guatemala.—Arrival, via New York or New Orleans, at Puerto Barrios by steamers of the United Fruit Co.

From Puerto Barrios.—By launch to Livingston; thence by river mail steamer, via Dulce River, Lake Izabal, and Palochic River, to Panzós; by Alta Verapaz Railway to Pancajche; by carretera to Cobán.

From Cobán.—Southward by camino de herradura to Salama; northward by camino de herradura to Flores.

From Puerto Barrios.—By International Railway to Zacapa; southward by camino de herradura to Chiquimula. (If traveler wishes he can continue via carretera to Metapan and Santa Ana, Salvador.)

From Zacapa.—By International Railway to Guatemala City; by vehicle to Antigua.

From Guatemala City.—By International Railway to Amatitlán; thence by International Railway to Escuintla; thence by International Railway to Santa María station (traveler changes here for Mazatenango); by International Railway to Retalhuleu; by International Railway to Champerico.

From Retalhuleu.—By International Railway to Coatepeque; by camino de herradura to San Marcos. From Retalhuleu by International Railway to San Felipe; by cart road to Quezaltenango; by camino de herradura to Totonicapán; by camino de herradura to Huehuetenango; by cart road to San Marcos; by camino de herradura to Coatepeque; by International Railway to Ocos. If the

traveler enters via Ocos, he may visit Retalhuleu first, by rail, and plan subsequent trips from that point.

Traveling Overland.—Do not make trips overland during the rainy season without first ascertaining the condition of the roads; otherwise the experience may prove disastrous. Be certain to inform yourself locally as to best route to follow.

Packing Goods.—Inquire of your customers how they would like to have their goods packed and under what declaration of the customs tariff law they desire them listed. This is highly important.

Hotel Rates.—Except in the smaller towns, the cost of the best hotels in Guatemala averages from \$2 to \$3.50 gold per day. Those of the second class in the larger towns average from \$1.50 to \$2.50. In the smaller places the rates run from \$1.50 to \$3. The rates quoted are for American plan, which is practically universal in this country. Guatemala currency is much depreciated and the American traveler benefits accordingly.

Holidays in Guatemala.—Following are listed the chief holidays of this Republic. The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized, except in the smaller towns, particularly in the interior, where the merchants take advantage of these days for the transaction of business with the natives, who visit the towns in large numbers:

January 1, New Year's Day; June 30, Reform Day; September 15, Independence Day; October 12, Discovery of America; three days following last Sunday in October, Fiesta de Minerva; December 25, Christmas Day.

POPULATION OF DEPARTMENTS AND CAPITAL CITIES.

[Latest estimates.]

Departments.	Population.	Capital.	Population.
Alta Verapaz.....	184,100	Coban.....	30,770
Amatitlan.....	53,000	Amatitlan.....	9,900
Baja Verapaz.....	80,400	Salama.....	7,200
Chimaltenango.....	93,200	Chimaltenango.....	6,000
Chiquimula.....	109,000	Chiquimula.....	14,000
Escuintla.....	46,100	Escuintla.....	13,000
Guatemala.....	212,500	Guatemala.....	120,000
Huehuetenango.....	185,800	Huehuetenango.....	12,000
Izabal.....	10,700	Izabal.....	5,600
Jalapa.....	52,600	Jalapa.....	12,000
Jutiapa.....	90,600	Jutiapa.....	11,000
Peten.....	10,000	Flores.....	6,000
Quezaltenango.....	180,200	Quezaltenango.....	3,000
Quiche.....	156,100	Santa Cruz del Quiche.....	12,000
Retalhuleu.....	39,300	Retalhuleu.....	7,000
Sacatepequez.....	64,200	Antigua.....	10,000
San Marcos.....	147,100	San Marcos.....	7,000
Santa Rosa.....	70,500	Cuajiniquilapa.....	4,000
Solola.....	113,000	Solola.....	7,600
Suchitepequez.....	58,600	Mazatenango.....	8,000
Totonicapan.....	142,600	Totonicapan.....	28,310
Zacapa.....	54,600	Zacapa.....	15,000

IMPORTANT COMMERCIAL CENTERS.

CHAMPERICO, Department of Retalhuleu; Pacific port; open roadstead; passengers carried to and from steamers by lighters; population, 1,500; on the International Railway; 156 miles (250 km.) from Guatemala City; 31 miles (50 km.) from Retalhuleu. Principal products: Corn, beans, salt, and various woods; also coffee, rubber, and hides. Chief exports: Coffee and hides.

How Reached.—From Guatemala City by International Railway.

Note.—This port is of less importance than San Jose. It is of value, however, on account of its connection with Retalhuleu. From this point Quezaltenango is also reached.

CHIQUIMULA, Department of Chiquimula; population, 14,000; 117 miles (180 km.) from Guatemala City. Altitude, 570 feet. Principal products: Sugar cane, tobacco, cereals, fruits, and tropical produce. Industries: Chiefly the raising of cattle, sugar refining, etc.; there is an important tobacco factory here.

How Reached.—From Zacapa (nearest railway station from the Atlantic) by carretera; from Guatemala City by rail to Zacapa, thence by carretera.

Note.—A fair volume of business is done by the houses established here. Travelers who canvass small towns and do business with retailers will find it advisable to visit this place.

COBAN, Department of Alta Verapaz; population, 30,770; 105 miles (162 km.) north of Guatemala City. Altitude, 4,010 feet. Climate, semitropical. Principal products: Coffee, rubber, sarsaparilla, cacao, cotton, beans, rice, wheat, woods, vanilla, rum. Manufactures: Soap, cigars, coarse cotton fabrics.

Principal Hotels.—Verapaz, Victoria.

Note.—This city is the capital of the Department and is in a very rich coffee-producing region. Coban has an outlet by car road to Pancajche, where there is a railway, known as the Alta Verapaz line to Panzos, on Lake Izabal. From this point there is a barge line and towboats through Lake Izabal and down the Dulce River to Livingston. There is a carretera northward to Flores and one southward to Salama.

Near by are the famous ruins of Coban.

ESCUINTLA, capital of the Department of Escuintla; population, 13,000; on International Railway; 47 miles (75 km.) southwest of Guatemala City; 27 miles (43 km.) from San Jose (Pacific port). Altitude, 1,250 feet. Climate, semitropical. Principal products: Sugar, coffee, cacao, corn, fruits, woods, rubber, cattle. There is some minor manufacturing—soap, cigars, etc.

How Reached.—From Guatemala City and from San Jose by International Railway.

Principal Hotels.—Gran Hotel, Hotel Metropol, Hotel Progreso, Hotel Ferrocarril.

Note.—Trains stop for luncheon, obtainable at station. Travelers who visit small towns usually stop here. Those who sell only to large firms continue to Guatemala City. There are some important and popular springs near by; chief season, February to April.

GUATEMALA CITY, capital of the Republic, in the Department of Guatemala; population, 120,000; on the International Railway; 75 miles (120 km.) from San Jose (Pacific port); 196 miles (314

km.) from Puerto Barrios (Atlantic port); 153 miles (250 km.) from Champerico (Pacific port). Altitude, 5,000 feet. Climate, temperate; temperature averages 72° F. and rarely falls below 65° or rises above 85°; average annual rainfall, 57 inches. Products: Coffee is the most important; other products are grains, cattle, hides, etc.

American minister, consul general, and vice consul. Lloyd's agent, Percy Dalgliesh.

How Reached.—From San Jose by International Railway; from Puerto Barrios by International Railway.

Automobile Service.—To Antigua, 25 miles (40 km.) distant; to Quezaltenango, 100 miles (160 km.) distant.

Steamship Sailings.—Traveler should inform himself regarding sailings by visiting the offices of steamship agents some days in advance of departure.

Banks.—Banco Americano de Guatemala; Banco Agricola Hipotecari; Banco Colombiano; Banco de Guatemala; Banco Internacional; Banco de Occidente.

Hotels.—Imperial, Gran, Continental, Hotel de Paris, American, Exposition.

Note.—This is the chief city of Guatemala. Travelers will find the principal wholesale houses here, likewise many important retailers, who are in a position to import direct. Should be thoroughly canvassed by all travelers.

Direct train service is maintained between Guatemala City and Ayutla, the junction point of the Guatemalan Railways and the Mexican line.

HUEHUETENANGO, capital of the Department of same name; population, 12,000; 124 miles (200 km.) from Guatemala City; 63 miles (104 km.) from San Felipe. Altitude, 7,050 feet. Climate, semitropical. Principal products: Coffee, cacao, sugar cane, wheat, corn, beans, grapes, timber, lead, silver, antimony, copper, iron, salt, and topaz.

Principal Hotels.—Emilio Galvez, Ferrin Gordillo.

Note.—To reach this place it is necessary to go by rail to Retalhuleu; thence by cart road or trail to Huehuetenango, via Quezaltenango or Totonicapan. This place is in the heart of a very fertile upland region. Agriculture is the chief industry.

LIVINGSTON, Department of Izabal; Atlantic port; population, 2,500; on Gulf of Amatique, at mouth of River Dulce; 10 miles (16 km.) from Puerto Barrios; 60 miles (96 km.) from Izabal; 120 miles (192 km.) from Panzos; 954 nautical miles from New Orleans. Principal products: Bananas, cacao, rubber, sugar cane, sarsaparilla, vanilla, corn, beans, coconuts, and pineapples. Industries: Agriculture and cattle raising.

American vice consul. Customhouse brokers not necessary; samples treated same as personal baggage. Lloyd's agent, William Owen.

How Reached.—From Puerto Barrios by local steamer every second day, fare 75 cents, one trunk free, extra baggage nominal; from Izabal by river steamer; from Panzos by motor boat via Dulce River and Lake Izabal; from New Orleans by United Fruit Co. steamers.

Principal Hotels.—Modelo, Rio Dulce.

Landing.—Vessels anchor about 2 miles offshore; lighters carry passengers to shore.

Note.—Livingston is the entrepôt for the Departments of Peten and Alta Verapaz. Produce and supplies are brought down the Rivers Cahaban and Polochic to Lake Izabal; thence to Livingston.

Travelers may start here for Coban. Following is the route: Mail steamer to Panzos, railroad to Pancajche; Pancajche to Coban by carretera.

MAZATENANGO, capital of Department of Suchitepequez; population, 8,000; on International Railway; 85 miles (136 km.) from San Jose; 114 miles (184 km.) from Guatemala City; 42 miles (87 km.) from Champerico. Principal products: Timber, coffee, rice, corn, anise, cotton, rubber, beans, pineapples, oranges, lemons, cacao, sugar cane, and vanilla.

How Reached.—From Retalhuleu by International Railway; from Guatemala City by International Railway via Santa Maria station.

Principal Hotels.—Francisco Marquez, D. Nicastro, Paris.

Note.—Mazatenango can also be visited from Champerico via Retalhuleu. There are a number of important houses located here, and as it is on the International Railway it is often visited. It is in a very fertile agricultural region.

OCOS, Department of San Marcos; Pacific port; population, 500; on the Ocos Railroad, which runs from Ocos to Acajutla; 62 miles (100 km.) from San Marcos. Principal products: Corn, beans, and salt.

Landing.—Open roadstead; vessels anchor about three-fourths of a mile offshore; lighters are used.

How Reached.—From Champerico by coastwise steamers; from Guatemala by International Railway via Mazatenango and Retalhuleu.

Principal Hotel.—Bella Vista.

Note.—This place is not important as a port, but there are a few houses here which do a good business. It is chiefly important because of its connection with Mazatenango.

From this point the Ocos Railway runs parallel to the Suchiate River as far as Acajutla, where it turns east and ends at Vado Ancho. Length, 23 miles (37 km.).

PUERTO BARRIOS, Department of Izabal; Atlantic port; population, 2,000; on International Railway; 196 miles (314 km.) from Guatemala City; 964 nautical miles from New Orleans; 10 miles (16 km.) from Livingston. Principal products: Bananas, grain, and sugar.

Landing.—From ship to pier.

American vice consul. Lloyd's agent, L. L. Pollan. Custom-house brokers not necessary; samples are treated the same as personal baggage.

How Reached.—From Guatemala City by International Railway; from New Orleans by United Fruit Co. steamers; from Livingston by motor boat every second day, fare 75 cents, one trunk free, extra baggage nominal.

Hotels.—Italia, Del Norte, Reneau, Oceanice.

Note.—This is the chief port of Guatemala, through which most of the tonnage passes. The United Fruit Co. maintains a large office here and has numerous plantations in the neighborhood. The

traveler can take a steamer here for Livingston and then go on to Coban.

QUEZALTENANGO, capital of Department of Quezaltenango; population, 35,000; on River Sigulla, at foot of volcano Sta. Maria; 160 miles (256 km.) northwest from Guatemala City. Altitude, 7,351 feet. Principal products: Wheat, coffee, cacao, sugar cane, etc.

Principal Hotels.—Hotel Paris, Hotel Union, Centro Americano, Imperial, Figueroa, Modelo.

How Reached.—By rail to Retalhuleu and San Felipe; thence by automobile highway to Quezaltenango.

Banks.—Banco Americano de Guatemala, E. Ascoli & Co., agents; Banco de Occidente; Banco de Guatemala (agency); Banco Internacional de Guatemala (agency).

RETALHULEU, Department of Retalhuleu; population, 7,000; on International Railway; 31 miles (50 km.) from Champerico; 14 miles (22 km.) from Mazatenango; 225 miles (374 km.) from Guatemala City. Principal products: Sugar, coffee, cacao, corn, rice, cotton, cattle, salt, timber.

How Reached.—From Champerico by International Railway; from Mazatenango by International Railway.

Banks.—Banco Americano de Guatemala (agency); Banco de Occidente, (agency); Banco de Guatemala (agency); Banco Internacional de Guatemala (agency).

Lloyd's agent, S. Martinez.

Principal Hotels.—Gran Hotel, Nuevo Hotel, Salon Club.

Note.—This is a fairly important point. A number of houses are able to make direct importations. A large business is done in supplying plantations.

SAN JOSE, Department of Escuintla; Pacific port; population, 1,500; on International Railway; 75 miles (120 km.) from Guatemala City; 27 miles (43 km.) from Escuintla; 114 miles (184 km.) from Mazatenango. Principal products: Salt, bananas, sugar, cotton, corn. Industry: Fisheries.

Landing.—Open roadstead; ships anchor half mile offshore; lighter to iron pier.

American consular agent. Lloyd's agent, D. M. Savage.

How Reached.—From Guatemala City by International Railway; has connection with Champerico via Mazatenango; also with Puerto Barrios via Guatemala City.

Principal Hotels.—Hotel Marina, Solorzano, Contreras.

Note.—Accommodations here are poor; traveler should hasten to depart.

TOTONICAPAN, capital of Department of same name; population, 28,310; 15 miles (23 km.) east from Quezaltenango; 35 miles (56 km.) from San Felipe (nearest railroad station). Altitude, 7,894 feet. Climate, semitropical. Principal products: Dyewoods, wheat, potatoes, rice, corn, beans, raw sugar, cattle, and fruits.

How Reached.—From Guatemala City by railroad to San Felipe, via Retalhuleu, thence cart road to Quezaltenango; thence camino de herradura to Totonicapan.

Principal Hotel.—Hotel Central.

Note.—Totonicapan is an important commercial center. There are mineral springs near by.

ZACAPA, Department of Zacapa; on International Railway; population, 15,000; 100 miles (160 km.) northeast from Guatemala City; 95 miles (152 km.) from Puerto Barrios. Principal products: Coffee, hardwoods, dyewoods, medicinal plants, gold, silver, marble, and granite. Industries: Manufacture of cigars and cigarettes.

How Reached.—From Puerto Barrios and from Guatemala City by International Railway.

Principal Hotel.—Ferrocarril.

Note.—Trains stop at this place for luncheon, obtainable at station. Some travelers start here for the overland trip into Salvador (Santa Ana) and Honduras (Santa Rosa). This place owes its importance to the fact that it is the shipping point for the Santa Barbara district of Honduras and likewise the Chiquimula district of Guatemala, which lies southward.

TOWNS OF LESS IMPORTANCE.

NOTE.—In many of the towns listed below are retailers and general merchants who do direct importing. The traveler must determine by local inquiry which are best to visit.

Aguacatan, Department of Huehuetenango; population, 5,000; 17 miles (28 km.) from Huehuetenango; on carretera to Coban. Products: Cereals, fruits, corn, beans, sugar.

Amatitlan, capital of Department of Amatitlan; population, 9,000; 20 miles (33 km.) from Guatemala City; on International Railway. Products: Fruits, cotton, sugar, linseed, bananas, tobacco, cochineal.

Antigua, capital of Department of Sacatepequez; population, 10,000; 23 miles (37 km.) from Guatemala City. Altitude, 5,314 feet. Reached by automobile from Guatemala City. Products: Beans, coffee, sugar, cereals. Famous for its ruins. Hotels: Manchon, Americana, Rojas.

Chimaltenango, Department of Chimaltenango; population, 6,000; 31 miles (49 km.) from Guatemala City; 28 miles (47 km.) from Palin (nearest station). Altitude, 5,365 feet. Products: Cereals, coffee, cacao, fruits, corn.

Cuajiniquilapa, capital of Department of Santa Rosa; population, 4,000. Products: Coffee, corn, peas, sugar cane, mahogany, ebony, rice, etc. Reached from Guatemala City by carretera. Hotels: Progreso, Oriental.

Cuyotenango, Department of Suchitepequez; population, 6,000; on Ferrocarril Occidental; 6 miles (10 km.) to Mazatenango. Carretera to Mazatenango, Retalhuleu, and San Felipe. Products: Cacao, coffee, beans, sugar, rice, tobacco, cotton.

El Progreso, nearest railway station to Jalapa; population, 2,500; 52 miles (85 km.) from Guatemala City. Altitude, 2,821 feet. Products: Sugar cane, bananas, corn, beans, etc. On International Railways.

Flores, capital of Department of Peten; population, 6,000; 279 miles (449 km.) from Guatemala City. Products: Rice, coffee, cacao, tobacco, corn, beans, sugar, woods. An important distributing center.

Guzacapan, Department of Santa Rosa; population, 8,000; 35 miles (56 km.) from Cuajiniquilapa; 44 miles (72 km.) from Es-

cuintla (nearest station). Products: Cereals, coffee, rice, cotton, henequen, woods.

Ipala, Department of Jalapa; population, 2,000; 25 miles (40 km.) from Chiquimula; nearest railroad station, Zacapa. Products: Corn, beans, coffee, rice, fruits.

Izabal, capital of Department of Izabal; population, 5,600; 209 miles (336 km.) from Guatemala City; steamer communication with Livingston and Panzos. Products: Gold, coffee, sarsaparilla, rice, vanilla, sugar. Almost all the country's production of anil and cochineal is exported from here.

Jacaltenango, Department of Huehuetenango; population, 5,000; 62 miles (100 km.) from Huehuetenango; 190 miles (306 km.) from Champerico. Nearest station, San Felipe. Products: Corn, beans, pineapples, coffee, sugar, yucca, vanilla, oranges, and lemons.

Jalapa, capital of Department of Jalapa; population, 12,000; 65 miles (105 km.) from Guatemala City. Nearest railroad station, Progreso. Products: Cereals, tobacco, sugar, corn, cotton, coffee, cattle. This is a fairly important place.

Joyabaj, Department of Quiche; population, 5,200; 30 miles (48 km.) from Santa Cruz del Quiche; 51 miles (84 km.) from Guatemala City (nearest station). Products: Coffee, rice, tobacco, beans, potatoes, yucca, talcum, and plumbago.

Jutiapa, capital of Department of Jutiapa; population, 11,000; 75 miles (120 km.) from Guatemala City. Products: Coffee, sugar, rice, cereals.

Mixco, Department of Guatemala; population, 8,000; 4 miles (6 km.) from Guatemala City; on carretera from Guatemala City to Antigua. Products: Corn, beans, etc.

Momostenango, Department of Zacapa; population, 17,000; 21 miles (35 km.) from Totonicapan. Products: Rice, corn, wheat, "panela," cattle.

Palencia, Department of Guatemala; population, 8,000; 15 miles (22 km.) from Guatemala City; reached by carretera. Products: Rice, oats, potatoes, coffee, sugar.

Palin, Department of Amatitlan; population, 6,000; 8 miles (13 km.) from Amatitlan; 31 miles (50 km.) from Guatemala City; on International Railway. Products: Pineapples, coffee, beans, corn.

Pancajche, on Alta Verapaz Railway. Railway runs from this point to Panzos.

Panzos, Department of Alta Verapaz; population, 3,000; 37 miles (60 km.) from Coban; on Alta Verapaz Railway. Products: Corn, bananas, coffee, yucca, beans, etc. From this point the Alta Verapaz Railway runs to Pancajche. Near here is situated the "Tinajas" rubber plantation, covering 155,000 acres, owned by the Guatemala Central Railway. It is one of the richest estates of its kind in Central America.

Patulul, Department of Solola; population, 2,000; 68 miles (110 km.) from Solola; on International Railway from San Jose to Guatemala. Products: Cotton, coffee, bananas, corn, sugar cane, etc. Trains stop here for lunch. There is a good restaurant at the station.

Patzum, Department of Chimaltenango; population, 7,000; 20 miles (33 km.) from Chimaltenango; 51 miles (81 km.) from Guatemala

City (nearest station). Reached by carretera from Guatemala City. Products: Coffee, sugar, cereals, cotton, corn, medicinal plants.

Quezalteteque, Department of Chiquimula; population, 6,600; 25 miles (40 km.) from Chiquimula; 49 miles (79 km.) from Acayutla; 15 miles (26 km.) from San Salvador. Nearest railway station, Zacapa. Products: Sugar, coffee, corn, beans.

Sacapulas; population, 6,600; 41 miles (66 km.) from Santa Cruz del Quiche. Products: Sugar, maize, beans.

Salama, capital of Department of Baja Verapaz; population, 7,200; 60 miles (97 km.) from Guatemala City. Products: Cotton, henequen, coffee, cacao, sugar, vanilla, rice, corn, yucca, sweet potatoes, woods.

Sanarate; population, 5,150; 37 miles (60 km.) from Guatemala City; on International Railway. Products: Cereals, tobacco, coffee, sugar. Industries: Weaving and cattle raising.

San Cristobal, Department Alta Verapaz; population, 6,000; 19 miles (30 km.) from Coban. Products: Coffee, sugar, cacao, maguey, rice, tobacco, woods, bananas.

San Felipe, on International Railway. Automobile highway to Quezaltenango.

San Luis Jilotepeque, Department of Jalapa; population, 10,800; 31 miles (50 km.) from Jalapa. Nearest railroad station, Progreso. Products: Corn, beans, tobacco, rice, potatoes.

San Marcos, capital of Department of San Marcos; population, 7,000; 135 miles (217 km.) from Guatemala City. Altitude, 7,150 feet. Reached from Quezaltenango. Products: Coffee, wheat, corn, rice, potatoes.

Santa Cruz del Quiche, Department of Quiche; population, 12,000; 74 miles (120 km.) from Guatemala City. Altitude, 5,500 feet. Reach from Totonicapan. Products: Corn, beans, wheat, sugar, potatoes. Hotels: Alteuse, Colon, Garzona.

Santa Rosa, Department of Santa Rosa; population 6,300; altitude, 3,214 feet; 34 miles (52 km.) from Guatemala City; 11 miles (18 km.) from Cuajiquilapa; 28 miles (47 km.) from San Salvador; 50 miles (76 km.) from Acajutla. Nearest railroad station, Guatemala City.

Solola, Department of Solola; population, 7,600; altitude, 6,974 feet; on Lake Atitlan; 73 miles (116 km.) from Guatemala City; 37 miles (60 km.) from Nahualate (nearest station). Products: Cereals and cattle.

BRITISH HONDURAS.

Map No. 4.

Location.—British Honduras is bounded on the north and north-west by Mexico, on the west and south by Guatemala, and on the east by the Caribbean Sea.

Area and Population.—Area, 8,598 square miles. Coast line, about 160 miles. Population, 42,323, or about 5 inhabitants per square mile. British Honduras is a little larger than Wales.

Physical Features.—The country may be roughly divided as follows: First, the lowlands; second, the pine ridges; third, the broken ridges known as the cahoon ridges, from the cahoon palm; then hills, 1,000 feet high, followed in turn by low mountains, known as the Cockscomb Mountains, averaging 4,000 feet in height.

Chief Products.—Bananas, chicle, coconuts, sugar cane, pineapples, tobacco, rubber, limes, and other tropical fruits.

Chief Industries.—Cutting of mahogany, logwood, dyewood, rosewood, cedar, etc. Manufacturing is negligible.

Climate.—In the main, subtropical. Highest temperature, 98 degrees; lowest, 50 degrees. The prevailing winds are easterly.

Seasons.—Dry from the middle of February to the middle of May; wet the balance of the year. Rain falls almost continuously during October, November, and December. The average annual rainfall is 81½ inches, but in some places it runs as high as 150 inches.

Inhabitants.—The inhabitants are of mixed Indians, Negro, Carib, and Spanish stock. The number of persons of pure white blood is comparatively small.

Language.—English is the official language. Some Spanish is spoken in the interior and along the border of Mexico and Guatemala.

Currency.—Gold standard based upon that of the United States. American money circulates interchangeably with that of the colony. The coins are: A large mixed-metal 1-cent piece, a silver and silver-bronze 5-cent piece, a silver dime, a silver quarter of a dollar, and a silver 50-cent piece. No gold or silver dollars are in circulation, United States dollars serving in their place. There is a paper currency of 1, 2, 5, 10, and 20 dollars, which is taken at par.

Weights and Measures.—English, officially. Spanish weights are recognized and occasionally used.

Postage.—Letters from the United States, the United Kingdom, and British possessions, 2 cents per ounce. Unpaid and insufficiently paid letters are charged double the deficiency on delivery. Parcel post from the United States, the United Kingdom, and British possessions.

Cable Rate.—Cable rate for messages to Belize from all points in the United States is 35 cents per word.

Wireless Telegraph.—There is a wireless telegraph station at Belize. The rate is 10 cents per word, plus the charges of other systems, or 35 cents a word from New York or Washington.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

Southern Pacific Co. (Morgan Line).—Office, 366 Broadway. Steamers from Piers 48-49 North River (West Eleventh Street). Departures every Wednesday and Saturday for New Orleans; thence by connecting steamer to Belize and Stann Creek, British Honduras.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sallings from Pier 16, East River, and Pier 1, North River (Battery Place). Departures fortnightly for Belize. Fare, including meals and minimum stateroom accommodations, \$141. (See also p. 40.)

LINES FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—J. J. Kelleher, general agent, 626-630 Common street, New Orleans, La. Departures every Thursday for Belize, British Honduras; Puerto Barrios, Guatemala, and Puerto Portez and Tela, Honduras. Fortnightly for Stann Creek and Punta Gorda, British Honduras, and Livingston, Guatemala. Fare to Belize, including meals and minimum stateroom accommodations, \$70. (See also p. 40.)

Average Time of Trip.—New York to Belize (1,660 nautical miles), 14 days; New Orleans to Belize (860 miles), 9 days; Mobile, Ala., to Belize (855 miles), 9 days; Belize to Puerto Barrios, Guatemala (120 miles), 1 day; Belize to Puerto Cortes, Honduras (105 miles), 1½ days.

Quarantine Regulations.—There are no quarantine regulations for passengers from the United States. In case of suspicious illness passengers may be detained. Expenses while being detained are for the account of the traveler. All passengers arriving from Central American ports are required to report for examination at the public hospital every morning for five days after arrival. Passengers in transit from Central American ports are not allowed to land, except by permission of the quarantine officer. Vessels from Cuba, Panama, and the Canal Zone are fumigated on arrival.

Licenses.—Commercial travelers are required to pay a license fee of \$50 for the calendar year. This is payable, without reduction, regardless of the month in which license is taken out, with the exception of December. Licenses taken out in any town protect the traveler in the entire colony. In Belize, as in other places where the license system prevails, it is not unusual for the traveler to sell under the license of a local merchant or agent.

Salesmen's Samples.—Sample trunks and their contents are admitted free of duty. There are no customhouse brokers, the entry of goods being simple and readily effected, particularly if they are free of duty. Samples having a value may be bonded at the customhouse. If the traveler prefers to make a deposit to cover the duty, same is returned on leaving.

Best Visiting Time.—The most pleasant time for the traveler to visit British Honduras is from December to April. The dry season lasts from the middle of February to the end of March. During the wet season the rainfall is often very heavy, particularly so during

the months of September, October, and November. The possibility of hurricanes is greatest during the months of June, July, and August.

Time for Purchasing.—As in all southern countries, the merchants of Belize are accustomed to stock up for trade during the Christmas and Easter holidays. It is necessary for the salesman to visit Belize sufficiently far in advance to obtain orders and insure delivery before the periods mentioned.

Canvassing British Honduras.—Most travelers visit only Belize, the capital and practically the only city of importance. Traveling representatives of the jobbing houses in New Orleans, Mobile, and certain other places strategically located often canvass also the points of lesser importance, including Corozal, to the north, and Stann Creek and Punta Gorda, to the south. Travel to these places is usually made by schooners or motor boats which work up and down the coast. Full information regarding rates, time, etc., of this service is obtainable in Belize.

Traveling in British Honduras.—After canvassing Belize, should it be found desirable to visit other communities, the following plan is suggested:

North.—The two towns justifying a visit are Corozal, British Honduras, and Payo Obispo, Mexico, across the river. These towns are located in the "bush" and depend for their prosperity upon the outfitting of men engaged in gathering chicle, cutting mahogany, cedar, etc. Corozal is a distributing point for Mexico. The population of the Corozal district is about 7,000. South of Corozal lies the district of Orange Walk, the capital of which bears the same name; population about 6,000. These towns may be reached by motor boat, which leaves customarily once a week.

West.—Near the border of Guatemala, about 175 miles west, is El Cayo. This is not ordinarily visited, nor is the average traveler justified in "making" it.

South.—Stann Creek (population, 3,500) is the most important business center. Its prosperity depends upon the banana industry. The United Fruit Co. owns a large plantation here and there is a railroad about 30 miles into the interior. Still farther south is Punta Gorda, population about 4,500. These towns are supplied by the merchants of Belize. A boat leaves once a week for Stann Creek and Punta Gorda. Stann Creek is also visited by boats of the United Fruit Co.

Agencies.—If the line of business requires a local agent, Belize is the place in which he should be appointed. Local agents usually canvass the places described above.

Internal Communication.—The Belize River forms the chief highway from the coast to the western and southwestern parts of British Honduras. It is navigable for light-draft motor and cargo boats for a distance of more than 100 miles. The rates for both passengers and freight are high, but most of the traffic to and from the interior is carried over this route. There is only one railway in the colony, from Stann Creek to the interior, about 25 miles. It has a gauge of 3 feet and was built by the Government at a cost of \$826,250. The British Honduras Syndicate has a tram line running 8½ miles from the Stann Creek Pier inland beyond Melinda, and another, about 3 miles long, connecting the Sennis and the Monkey

Rivers. The trams are used chiefly for the transportation of bananas.

Holidays in British Honduras.—A large portion of the population is Roman Catholic, but the Catholic holidays are not officially observed here as in the Latin-American Republics. The chief holidays are New Year's Day, Good Friday, Easter Monday, Whit Monday, King's birthday (June 3), Christmas Day, and Boxing Day (Dec. 26).

BELIZE, capital of the colony; on both banks of the River Belize at its mouth; population, about 13,500; 860 nautical miles from New Orleans; 120 miles (192 km.) from Puerto Barrios, Guatemala. Climate, tropical; temperature averages about 80 degrees; most pleasant months, December to March.

American consul and vice consul. Lloyd's agent, Belize Estate & Produce Co. (Ltd.).

Banks.—Royal Bank of Canada (National Park Bank of New York).

How Reached.—From New Orleans and New York by United Fruit Co. steamship service; from Puerto Barrios by United Fruit Co. steamship service.

Ship anchorage, one-half to three-fourths mile offshore; power launches to shore.

Local Steamship Service.—The *Star* for the northern route and the *M. M. L.* for the southern route. Boats leave Belize on Monday, returning Thursday. Rates as follows: Belize to Corozal, 90 miles (144 km.), fare \$3, baggage per 100 pounds \$0.75; Belize to Stann Creek, 32 miles (51 km.), fare \$1, baggage \$0.25; Belize to Punta Gorda, 110 miles (176 km.), fare \$3.50, baggage, \$0.50; Corozal to Payo Obispo, Mexico, 10 miles (16 km.), passage as per arrangement with boatmen. The above rates do not include meals.

Principal Hotels.—International, Union; \$2 to \$3 per day.

Note.—This place should be included in the itinerary of all salesmen who visit this part of Central America. An important business, both wholesale and retail, is carried on here.

HONDURAS.

Map No. 7.

Location.—Honduras is bounded on the north and east by the Caribbean Sea, on the south by Nicaragua, and on the west by Guatemala, Salvador, and the Pacific Ocean.

Area and Population.—Area about 46,250 square miles; population, estimated at about 650,000, or about 14 inhabitants per square mile.

Physical Features.—Honduras is mountainous throughout. As a result, it possesses a considerable diversity of climate, soil, and products. There are large and fertile plateaus and valleys. Among the latter is the Plain of Comayagua, 40 miles (64 km.) in length. On the Atlantic coast there is a great stretch of land suitable for and devoted to the cultivation of bananas. None of the mountains are very high.

Rivers and Lakes.—The most important rivers of Honduras are the Honduras, Chamelcon, Ulua, Leon, Aguan, Tinto, Patuca, Wanks or Segovia, Choluteca, Nacaome, and Goascoran. A regular line of vessels (Monte Vista Steamboat Co.) plies on the Ulua River from its mouth (near Puerto Cortez) to Progreso, a distance of about 125 miles (200 km.). The Aguan, Patuco, and Segovia Rivers are navigable for short distances by vessels of light draft. The principal lake is Yojoa, about 25 miles long and about 6 miles wide. It is navigable and is connected with the Ulua River by one of its tributaries, the Rio Blanco.

Climate.—Along the Atlantic or Caribbean coast the climate is generally torrid but somewhat modified by trade winds and rain-falls. Hurricanes are not common. The Pacific coast also has a torrid climate. In the interior, in the high altitudes, the climate is temperate, very pleasant, and healthful. In Tegucigalpa and vicinity the temperature averages 74 degrees.

Seasons.—The wet and dry seasons are not very plainly marked. On the Pacific coast the dry season begins in November and ends in May; the rainy season begins in May and ends in November. On the Atlantic coast the rainy season lasts from October or November to March or April.

Principal Products.—The chief source of wealth in Honduras is the banana. Coconuts are also important, while cattle raising is a very considerable industry and rapidly developing. Other sources of wealth are tobacco, sugar, maize, coffee, hides, mahogany, and dyewoods.

Industries.—Manufacture of straw hats, cigars, soap, shoes, ice, soda water, and aguardiente, sugar refining, etc.

Minerals.—Honduras is very highly mineralized, but much of the country is unexploited. The Rosario mines are the chief gold producers, having been operated for many years. Among the other minerals are silver, zinc, copper, iron, lignite, and coal.

Inhabitants.—The people of Honduras are chiefly Indians or half-castes, with a considerable mixture of Spanish blood. On the north-

ern coast and in the banana region there is a large Negro population, chiefly from the West Indies.

Language.—The language in general is Spanish. On the north coast English is coming into general usage because of the important American companies located there.

Currency.—The silver peso of 100 centavos, 25 grams in weight, 0.9 fine, and containing 347.265 grains of pure silver, is the unit of value. Fractional coins of 5, 10, 20, 25, and 50 centavos have been minted. The silver of Salvador and Nicaragua circulates at face value. Gold coins are legal tender, but only a few have been minted; they are retained as souvenirs and do not circulate. The value of the peso fluctuates with the price of silver.

Banks.—There are several banks already established in Honduras. These are issuing paper money secured by a silver reserve.

Weights and Measures.—The metric system is official and generally used. There are old weights and measures in use, but commerce is carried on in the metric system or its equivalents.

Postage.—Honduras belongs to the Postal Union. The rate is 5 cents for the first ounce or fraction thereof and 3 cents for each additional ounce. There is also a parcel post, which is being more widely utilized.

Cable Rates.—The rate from New York City to Honduras is 55 cents per word.

Wireless Telegraph.—A wireless station is operated by the United Fruit Co. on the north coast. Another station is operated by Vacarro Bros., steamship agents, in Ceiba.

Telephone and Telegraph.—The Government owns and operates the telephone and telegraph systems.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

Southern Pacific Co. (Morgan Line).—Office, 366 Broadway. Sailings from Piers 48-49, North River (West Eleventh Street). Departures on Wednesdays and Saturdays for New Orleans, thence by connecting steamers to Puerto Cortes, Trujillo, Ceiba, Roatan, and Tela.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling slip), and Pier 1, North River (Battery Place). Departures about fortnightly for Puerto Cortes and Tela. Departures weekly for Colon (Cristobal), Panama, thence by connecting steamer to Amapala, west coast. Fare, New York to Puerto Cortes or Tela, \$141. (See also p. 40.)

LINES FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—J. J. Kelleher, general agent, 626-630 Common Street, New Orleans, La. Departures every Thursday for Puerto Cortes and Tela, Honduras; also for Belize, British Honduras, and Puerto Barrios, Guatemala. Fare to Puerto Cortes or Tela, \$71. (See also p. 40.)

Independent Steamship Line.—Vacarro Bros. & Co., agents, Queen & Crescent Building, New Orleans, La. Sailings from Pauline Street

Wharf. Departures weekly for Ceiba, Honduras. Average time, three days.

Cuyamel Fruit Co. Steamship Service.—J. D. Armstrong, traffic manager, Whitney Central Building, New Orleans, La. Departures semiweekly for Puerto Cortes and Omoa, Honduras.

LINE FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California Street, San Francisco, Calif. Departures semimonthly for Amapala, Honduras. Fare, San Francisco to Amapala, \$146.50; Balboa to Amapala, \$69.30. (See also p. 35.)

Average Time of Trip.—New York to Puerto Cortes (1,730 nautical miles), about 11 days; New Orleans to Puerto Cortes (930 miles), 6 days; New Orleans to Ceiba, 3 days; New Orleans to Omoa, 4 days; San Francisco to Amapala, 18 days.

SALESMEN'S SAMPLES.—Samples having no commercial value, when imported in quantities weighing not more than 25 libras (25.25 pounds), are exempt from duty. Those exceeding 25 libras in weight are dutiable at 0.01 peso per half kilo. Samples "without commercial value" are interpreted to mean small pieces of fabrics or articles so mutilated as to be entirely unsalable.

For samples which have a commercial value the tariff law of Honduras provides for a deposit of the amount of duty upon entry. Upon application for permission to reexport such samples the deposit is refunded after deducting a charge of 0.05 peso per half kilo. It must be shown that the contents of the package are identical with those entered.

Entering Samples.—The commercial traveler or his agent, usually a customs broker, is required to enter the samples in the manner usually followed in the case of other merchandise. A careful examination of the packages is made by the customs officials, and the salesman receives a copy of the entry (poliza), which must accompany the application for reexportation. If there is any discrepancy found upon presentation of the samples for reexportation, the entire amount of duty is declared forfeited. The commercial traveler may, however, dispose of all or any part of his samples after obtaining permission from the administrator of customs and upon payment of duty on the articles sold.

Period of Reexportation.—Samples must be reexported within 90 days from time of entry. No refund is made in case the samples are presented for reexportation thereafter. Samples may be entered at one port and cleared through another.

Time Required.—The time necessary to clear samples is that required for the clerical work involved in the preparation of the papers. A few hours usually suffice, particularly if the traveler is insistent.

Cost of Clearance.—A stamped paper is required for all entries and reembarkations; the cost of these is \$2 each. For permission to remove samples from town to town the cost is 20 cents gold for each movement. The cost of customhouse broker's service—from \$2 to \$10 gold—is in proportion to the amount of work necessary.

Duties on Advertising Matter.—Articles which have a commercial value are dutiable, even if intended for advertising. The duty

assessed is on the basis of gross weight. If advertising matter is packed with samples the weight is prorated; hence matter intended for distribution should be packed separately.

Best Visiting Time.—From November to February is the most delightful period to visit Honduras. The heaviest rains and high winds prevail from October to March. The traveler must be largely governed by the conditions in his line of business. As a rule, dealers prefer to receive their goods in time for the Easter and Christmas trade.

Commercial Traveler's Tax.—There is no Government tax for commercial travelers. Certain municipalities nominally collect fees, but in practice the collection is frequently overlooked or compromised. The licenses issued by municipalities hold good for only one visit, limited to 90 days. If the traveler leaves for another place and returns he incurs the possibility of again being taxed. Tegucigalpa, the capital, and San Pedro Sula charge 50 pesos for each visit, irrespective of length of stay or character of goods handled. For Puerto Cortes the fee is 25 pesos for each visit. These fees are subject to change and are purely personal; consequently, the traveler may represent several houses without the payment of an additional sum.

INTERIOR COMMUNICATION.—An automobile road has been constructed from the end of the National Railroad to Lake Yojoa, a distance of about 30 miles (48 km.). This road has been built by an American company, which also intends to operate a steamer and lighters on the lake to connect with a roadway which the Government proposes to construct from the capital by way of Comayagua and Siguatepeque. A few miles of this road have already been built. When this project is completed it will be possible to travel by railway, steamer, and automobile from Puerto Cortes to Tegucigalpa in a day and a half. This trip now takes five to six days by mule back over almost impassable mountain trails.

While Puerto Cortes is the Atlantic entrepôt to the capital, freight is never billed across the mountain trail, and travelers rarely select this route, preferring the roundabout way of crossing Guatemala or going via Panama and approaching Tegucigalpa from the Pacific port of Amapala.

Wagon Roads.—There are very few good wagon roads. A few around the town of San Pedro Sula may be traveled for short distances. Most of the roads are suitable only for oxcarts.

Pack Trains.—The principal means of transport are pack trains. The two most important routes are from San Pedro Sula to Santa Rosa and from Villa Nueva, on the National Railroad, about 20 miles (32 km.) above San Pedro, to Santa Barbara. Considering that it takes 8 to 10 days' hard travel to reach Santa Barbara, the freight rate by pack train is remarkably low, being 1½ cents per pound. This low rate is accounted for by the fact that the mules are fed on the open range; otherwise the \$3.50 received for a 200-pound load would be expended for maintenance of the animal.

RAILROADS.—In 1916 the total length of all railroad lines in operation was approximately 321 miles (517 km.). Practically all the mileage in operation is located on the Caribbean side. It was built primarily for the banana and timber trades, and the public traffic was of secondary importance. The most important of the

lines are as follows: National Railway, from Puerto Cortes to Potrerillos, 60 miles (96 km.); Trujillo Railway, Trujillo to Juticalpa, 25 miles (41 km.); Trujillo Railway, beyond Juticalpa, 16½ miles (26 km.); Vacarro Bros., private line through Ceiba banana region, 93 miles (150 km.); Cuyamel Fruit Co., private line in Cuyamel district, 27 miles (44 km.); United Fruit Co., private line in Tela region, 7½ miles (12 km.); Tropical Timber Co., private line, 7 miles (11½ km).

Railway Time-Table.—A passenger train on the National Railway of Honduras leaves Puerto Cortes on Mondays, Wednesdays, and Fridays at 8.30 a. m., arriving at San Pedro at 12.25 p. m., La Pimienta at 3 p. m., and Potrerillos at 3.50 p. m. Train returns on Tuesdays, Thursdays, and Saturdays, leaving Potrerillos at 6.50 a. m., arriving at La Pimienta at 7 a. m., San Pedro at 8.50 a. m., and Puerto Cortes at 1.40 p. m.

CANVASSING HONDURAS.—There is practically no connection between the Atlantic coast and Tegucigalpa, the capital. The latter is almost invariably approached from the Pacific coast. This must be borne in mind by the commercial traveler.

Entrance from Atlantic.—Travelers generally come from the north—from Guatemala or direct from New Orleans or New York. Good service is furnished by the United Fruit Co., whose ships visit Puerto Cortes and Tela. Communication with the other points is had by chartering schooners or motor boats. This service varies and information must be obtained on the ground. It is customary for travelers who represent different lines to charter a schooner or motor boat and divide the expense. The chief port is Puerto Cortes. At Tela the United Fruit Co. has a commissary. The National Railroad runs from Puerto Cortes to Pimienta and San Pedro Sula. From this point pack trains operate to Santa Rosa, Santa Barbara, etc. As already stated, it is impracticable for a traveler to visit Tegucigalpa from this coast.

Entrance from Pacific.—Travelers generally arrive at Amapala, an island 24 miles off the mainland. Here they take a motor boat to San Lorenzo. From San Lorenzo travel may be continued by automobile or horseback, depending on condition of the roads. The most important distributing point is Tegucigalpa, where are located the chief commercial houses. From this point the traveler may go overland on horseback to other cities in the interior. San Juancito is important because of the great mining operations carried on there by an American company for more than 30 years. Most travelers depend upon the wholesale houses of Tegucigalpa for the distribution of merchandise in the interior.

Suggested Routes.—It is impossible to suggest definite itineraries for canvassing the north coast. Much depends on the seasons and local steamship connections. It is often necessary to "double back," that is, work to and from some of the larger places, as Puerto Cortes and Ceiba. The movements of a traveler are governed largely by the port in which he arrives.

From Puerto Cortes.—Side trip by launch or schooner to Omoa. From Puerto Cortes, by National Railway, to San Pedro. From Puerto Cortes, by steamer, to Tela; by steamer to Ceiba. In this vicinity are small towns, such as Triunfo, Colorado, Cuero, Salado, and El Porvenir, reached by schooners or motor boats.

From a point near Tela the Vacarro Bros. railroad runs to Colorado and to Ceiba.

From Ceiba.—By schooner to Trujillo. From Ceiba, by schooner to Utilla Island; by schooner to Bay Islands.

From Trujillo.—By schooner to Irlona. The traveler is advised to ascertain what service is available in Puerto Cortes, Ceiba, or Trujillo to the interior.

From Amapala.—By motor boat to Pedregal; by pack-mule train to Choluteca; by pack-mule train to Yuscaran (side trip by pack-mule train to Danli); by pack-mule train to Tegucigalpa.

Special Note.—In visiting the territory on the north coast it is well not to count on reaching certain points on given dates. Advantage must be taken of the transportation as it is offered. Good connections are often a matter of chance. The motor-boat service between Puerto Cortes, Roatan, Ceiba, etc., is uncertain and uncomfortable.

HINTS FOR TRAVELERS.—In Honduras, in the interior particularly, the traveler will find that conditions are rather primitive. Except in Tegucigalpa, the hotels are poor. Whenever possible the traveler should endeavor to obtain letters of introduction from friends to correspondents in the smaller places, so that he may board with the latter and thus have the best accommodations available.

Hotel Rates.—The rates of the better hotels in the more important places run from \$1.50 to \$3 gold per day. In the smaller places the rates are somewhat lower. In the interior and in the smaller communities the rates run from \$1.25 to \$2.50 per day. The accommodations are necessarily inferior. These rates are for hotels conducted on American plan.

Delays in Travel.—The transportation service on the Atlantic coast, especially between the smaller towns, is so infrequent and uncertain that it is the height of folly to expect to reach certain points on or about given dates. It is much better to set out on a journey and take advantage of the transportation as it is offered.

Ulua River.—An American company operates a line of steamboats on the Ulua River from its mouth to Progreso (and under favorable condition even higher).

Classes of Buyers.—In Honduras, besides the importing wholesalers who act as distributors, there are many exclusive retail firms who also make direct importations. The number of houses which have direct relations with the United States is not very large, but it is increasing. Travelers who transact business with wholesale houses will find them located principally in Puerto Cortes, Ceiba, and Tegucigalpa. The United Fruit Co. maintains a number of commissaries, while several of the mining companies conduct general stores.

Agencies.—If a local agency is required on the north coast it can be established to best advantage in Ceiba or Puerto Cortes. For the interior Tegucigalpa is the logical point.

Holidays in Honduras.—There is no State religion, but most of the people are Catholic, hence many of the feast days of the church are observed. Generally speaking, business is suspended on the holidays, except in the smaller towns, particularly in the interior, where the merchants take advantage of these days to transact business.

with the natives, who visit the towns in large numbers. Holidays other than those set aside by the church are: January 1, New Year's Day; July 14, Fall of the Bastille; September 15, Independence Day; and October 12, Discovery of America.

DEPARTMENTS AND CAPITAL CITIES.

Departments.	Capital.	Population.
Tegucigalpa.....	Tegucigalpa.....	35,000
Choluteca.....	Choluteca.....	18,000
Copan.....	Santa Rosa.....	10,000
Gracias.....	Gracias.....	6,600
Olancho.....	Juticalpa.....	17,800
Santa Barbara.....	Santa Barbara.....	6,000
El Paraiso.....	Yuscaran.....	5,000
Cortes.....	San Pedro.....	8,000
Intibuca.....	La Esperanza.....	2,150
Comayagua.....	Comayagua.....	10,000
Ocotepeque.....	Ocotepeque.....	7,500
Valle.....	Nacaome.....	1,500
Atlantida.....	Ceiba.....	7,000
Colon.....	Trujillo.....	4,000
Yoro.....	Yoro.....	4,800
Islas de la Bahía.....	Roatan.....	2,000

IMPORTANT COMMERCIAL CENTERS.

AMAPALA, Department of Valle (district of Amapala); population, about 3,000; on Tigre Island, in Bay of Fonseca. Only port of Honduras on Pacific coast with good anchorage; steamers lie off-shore; small boats take passengers to shore. About 114 miles (190 km.) from Tegucigalpa. Principal products: Cattle, cacao, hides, sugar cane, rubber, rice, etc. Industries: Gold, silver, and salt mining.

American consular agent. Customhouse broker, J. M. De Hart. Lloyd's subagent, Juan Planas.

How Reached.—From Tegucigalpa, via Carretera del Sur, to San Lorenzo, across the bay; from Corinto by coastwise steamers.

Principal Hotels.—Palacios, Morazan; 4 pesos per day for room and board.

Launch to San Lorenzo.—Leaves Amapala every Tuesday and Friday night. Fare per person, 3 pesos; 2 pesos for each trunk. Launch at any other time must be hired specially and costs about 30 pesos. Time of trip, about three hours.

Note.—To reach the mainland, schooner or motor boat must be taken to San Lorenzo where automobile transportation is generally available. When the roads become impassable on account of heavy rains, mules or horses are employed. Pack trains are generally operated over the Honduran roads.

Most of the merchandise for the interior enters through this port and is carried in barges to San Lorenzo and thence overland. Amapala is the most important Honduran port on the Pacific.

Nacaome, a town of about 8,500 inhabitants, is located 8 miles (13 km.) from Amapala, on Fonseca Bay. It is reached by boat from Amapala.

CEIBA, Department of Atlantida; population, about 7,000; about 225 miles (360 km.) from Tegucigalpa; 33 miles (54 km.) from Tela. Landing: Open roadstead; passengers taken ashore in small boats. Principal products: Rubber, hides, oranges, bananas; climate, tropical; hot and moist; average annual rainfall, about 120 inches; temperature ranges from 78° to 88° F.

American consul. Customhouse manager, M. Mendoza.

How Reached.—From Puerto Cortes by steamers; from Tela by local steamer.

Banks.—Banco Atlantida; Banco de Comercio; Banco de Honduras.

Principal Hotels.—Americano, Paris, Cosmopolita, Delmonico, Internacional, Roma.

Note.—Ceiba is one of the most important ports on the north coast of Honduras. It is the terminus of a railway which runs through a rich banana country. A large volume of business is done by firms who carry on both a wholesale and retail trade. In addition, there are a number of retailers who import direct.

There is a chamber of commerce, called Camara de Comercio de La Ceiba.

CHOLUTECA, Department of Choluteca; population, about 10,000; about 80 miles (136 km.) from Tegucigalpa; 37 miles (53 km.) from Amapala. Principal products: Vanilla, coffee, dyewoods, sugar cane, sarsaparilla, and cattle.

How Reached.—From Amapala by boat to Pedregal, thence by cart road $7\frac{1}{2}$ miles to Choluteca; from Tegucigalpa by cart road.

Note.—This district is devoted chiefly to raising cattle. There are also some mines and salt deposits. A fair volume of business is done.

COMAYAGUA, Department of Comayagua; population, about 10,000; 35 miles northwest from Tegucigalpa; on right bank of River Ulua. Climate, tropical, but healthful. Principal products: Sugar cane, coffee, tobacco, hardwoods, cocoa, corn, wheat, rice, beans, cotton, fruit, and cattle. Principal industries: Silver, gold, and copper mines; petroleum and mica.

How Reached.—From Tegucigalpa and La Paz by cart road; from Trujillo by camino de herradura.

Nearest railroad station, La Pimienta, 124 miles (200 km.) distant.

Principal Hotels.—Colon and De Comayagua.

Note.—In this community there are a number of important concerns doing a very fair business. Accessible only by mule back.

JUTICALPA, Department of Olancho; population, about 18,000; altitude, 1,500 feet; located on bank of Gnyape River, a tributary of the Patuco; 99 miles (160 km.) from Tegucigalpa. Principal products: Cattle, tobacco, coffee, beans, sugar, etc. Industries: Agriculture and mining.

How Reached.—From Trujillo and Tegucigalpa by cart road.

Note.—In population this is the second city of the Republic. It is situated in a rich agricultural section. The surrounding country is highly mineralized.

LA PAZ, Department of La Paz; population, about 4,500; altitude, 2,000 feet; 63 miles (101 km.) from Tegucigalpa; 98 miles (161 km.) from Amapala. Chief products: Cheese, coffee, cattle. Industries: Gold, silver, and iron mining; mica and marble.

How Reached.—From Comayagua and from Tegucigalpa by pack train.

Note.—This place is on the plains of Comayagua. The nearest port is Amapala.

PUERTO CORTES, Department of Cortes; population, about 4,000; 38 miles (60 km.) from San Pedro Sula; 207 miles (334 km.) from Tegucigalpa; 8 miles (12 km.) across bay from seaport Omoa. Landing, steamer to wharf. Climate, torrid; rainfall averages 90 inches annually; heaviest rain during April, May, June, September, October, November, and December; average temperature, summer 85° F., winter 75° F. Industries: Export of woods, vanilla, hides, cattle, bananas, etc.

American consul and vice consul. Lloyd's agent, William H. Bennaton.

How Reached.—From San Pedro Sula by National Railway; from New Orleans by United Fruit Co. steamers.

Hotels.—Italia, Lefevre, The Palms.

Note.—At this place the principal business is done by importing retailers. Important banana plantations are located in the neighborhood. A good deal of outfitting is done for those who "pack" into the interior. Puerto Cortes is near the mouth of the Ulua River, which affords water communication, via the Blanco River, to the Lake of Yojoa. A road extends from Yojoa to Pimienta, 25 miles (40 km.), covered by automobile passenger service. Eventually this road will be extended to Tegucigalpa via Comayagua.

A large banana plantation, belonging to the Cuyamel Fruit Co., is located at Cuyamel, about 23 miles (38 km.) west of Puerto Cortes. The company operates a commissary.

ROATAN (COXIN'S HOLE), Department of Islas de La Bahia; population, about 2,000. Vessels lie offshore; lighters are used. Principal products: Cotton, coffee, plantains, coconuts, bananas, oranges, woods, zinc.

American consular agent. Customhouse broker, Ch. G. Smith.

How Reached.—From Trujillo by schooner or motor boat (see below).

Principal Hotel.—Harbor View.

Schooner and Motor-Boat Service.—In visiting the Bay Islands, Roatan, etc., a number of commercial travelers usually combine and charter a schooner or motor boat. Where there are no hotels they stay on board, or arrange for accommodations with private parties or their customers. The cost of charter depends on the kind of boat, and ranges from \$5 to \$15 per day.

Note.—A fair volume of business is done at this place. Roatan is the port of entry for the Bay Islands.

Bonnaca, a town of about 500 people, is easily visited from Roatan.

Utilla is another town visited by salesmen who canvass closely.

SAN LORENZO, Department of Valle; population about 1,500; 24 miles (36 km.) from Amapala (on Tigre Island); 90 miles (144 km.) from Tegucigalpa. Principal products: Corn, bananas; etc.

How Reached.—From Amapala by launch, Tuesday and Friday nights, fare 3 pesos per person; from Tegucigalpa over the National Automobile Highway (best in Central America), cost 20 to 25 pesos, baggage at rate of 2 pesos per 100 pounds; touring cars make regular trips.

Customhouse broker, Miguel Medina.

Hotel.—Wynn's Hotel; bed and breakfast, 3 pesos.

Note.—At this point the trip to the capital, Tegucigalpa, begins. Ordinarily there is automobile service, but conditions may make it necessary to proceed on horse or mule back. The trip is made by automobile in about eight or nine hours. Automobiles leave for Tegucigalpa on Wednesday and Saturday mornings. An automobile at any other time must be engaged special and costs about 175 pesos.

SAN PEDRO SULA, Department of Cortes; population about 8,000; in the fertile and extensive Sula Valley; on the National Railway of Honduras; 38 miles (63 km.) from Puerto Cortes; 216 miles (346 km.) from Tegucigalpa. Products: Chiefly bananas. Industries: Cattle raising and banana growing.

American consular agent.

How Reached.—From Puerto Cortes by National Railway of Honduras.

Principal Hotels.—International, Washington.

Banks.—Banco Atlantida (agency); Banco de Honduras (agency); American Foreign Banking Corporation.

Pack Trains.—Pack trains run between San Pedro and Pimienta and interior points. The cost for transporting 200 pounds from Pimienta to Santa Barbara or Santa Rosa de Copan is about \$4 gold; 5 to 7 days' trip.

Note.—This is a very important distributing point for the interior of northern and western Honduras. A large business is carried on. Invariably included in trips of salesmen who visit northern Honduras. Gracias, a town of about 5,000 inhabitants in the western part of Honduras, is about 120 miles (192 km.) distant; reached by mule back.

SANTA ROSA DE COPAN, Department of Copan; population, 10,000; altitude, 3,400 feet; 125 miles (200 km.) southwest from San Pedro; 249 miles (394 km.) from Tegucigalpa. Climate, cool. Principal products: Tobacco, sugar, coffee, etc. Industries: Cattle raising; gold, silver, and copper mining.

How Reached.—From San Pedro Sula (distributing point for Puerto Cortes); rather difficult of access.

Pack Trains.—It costs about \$4 gold to transport 200 pounds of merchandise from Pimienta to Santa Rosa; time of journey, 5 to 7 days.

Note.—This is the third largest city of Honduras and the largest in the northern part of the Republic. It is in the center of a rich district, but it is hard to reach because of the lack of transportation facilities.

TEGUCIGALPA, capital of the Republic, in the Department of Tegucigalpa; population about 35,000; on River Choluteca; 114 miles (184 km.) from Amapala; 207 miles (334 km.) from Puerto Cortes. Altitude, 3,500 feet. Climate, subtropical; temperature averages 74°. Industries: Mining of gold, silver, mica, marble, and limestone; also agriculture.

American minister, consul, and vice consul.

How Reached.—From Amapala (via San Lorenzo) by Carretera del Sur; not easily accessible from the Atlantic coast.

Roads Under Construction.—Northwesterly through Comayagua to Potrerillos and Pimienta; northeasterly to Juticalpa.

Banks.—Banco Atlantida (branch of Banco Atlantida, Ceiba); Banco de Comercio; Banco de Honduras.

Hotels.—Jockey Club, \$1.35–\$1.75 per day; Agurecia, \$3.50–\$4.50 per day; New York, \$2.20–\$2.65 per day; Progreso; La Copa de Oro.

Note.—A good road connects Tegucigalpa with the Pacific coast. All freight and heavy mail come from that side. The chief wholesale business of the interior is done from Tegucigalpa. Many houses transact both a wholesale and retail business; some retailers also import direct. This city has a chamber of commerce.

Towns Accessible.—San Juancito is an important mining camp 20 miles (32 km.) northeast of Tegucigalpa, reached by mule trail. The New York-Honduras Rosario Mining Co. has a large plant and maintains a commissary here. The principal stores of Tegucigalpa operate branches in this place.

Cedros, a community of about 6,500, lies about 60 miles (96 km.) north of Tegucigalpa; reached by mule back.

Danli, a town of 2,500 people, is about 75 miles (120 km.) east of Tegucigalpa. Several houses of Tegucigalpa have branch stores here.

TELA, Department of Yoro; population, 2,500; on the Tela Railway; 125 miles (200 km.) from Yoro; 186 miles (300 km.) from Puerto Cortes; 33 miles (54 km.) from Ceiba. Principal products: Bananas, coconuts, and tropical produce. Industry: Banana cultivation.

American consular agent.

How Reached.—From New Orleans by steamers of United Fruit Co.; from Ceiba by local steamer.

Principal Hotels.—San Carlos, Seguni.

Note.—This is a port of entry on the north coast of Honduras and the terminus of about 80 miles of railroad running into rich banana country. It is now ranked with Ceiba, Puerto Cortes, and Trujillo. It is a good port with modern dock. The United Fruit Co. has a commissary here.

TRUJILLO, Department of Colon; population, about 4,000; about 330 miles (560 km.) from Tegucigalpa. Port of entry; vessels lie offshore; lighters take passengers to shore. Principal products: Fruits, cattle, rubber, hides, mahogany, and dyewoods.

Lloyd's agent, A. E. Melhado.

How Reached.—From Ceiba by steamer; from Cape Gracias, Nicaragua, by schooner.

Principal Hotel.—Codin.

Note.—Many pack trains for the interior start from here. The Trujillo Railroad operates about 25 miles of railroad from this point; eventually it will reach Juticalpa and Tegucigalpa.

Trionia, a growing town, is about 50 or 60 miles distant.

YUSCARAN, capital of the Department of El Paraiso; population, 5,000; 42 miles (68 km.) from Tegucigalpa; 90 miles (134 km.) from Amapala. Altitude, 3,500 feet; climate, semitropical. Principal products: Cereals, fruits, coffee, and other tropical produce. Industries: Chiefly mining; silver is most important.

How Reached.—From San Lorenzo and from Tegucigalpa by trail.

TOWNS OF MINOR COMMERCIAL IMPORTANCE.

Below is a list of the less important places in Honduras. Some of these, however, are of interest to travelers who canvass their territory closely. It is suggested that inquiry regarding the business available in these places be made at the largest towns nearest them.

Aranecina, port in the Department of Valle; population, 4,000; on left bank of Apasapo River; 31 miles (50 km.) from Goascoran; 1½ miles (2 km.) from Salvador frontier. On carretera from Tegucigalpa to San Lorenzo. Products: Gold, silver, corn, rice, sugar, and beans.

Belen, port in the Department of Gracias; population, 1,500; 10 miles (16 km.) from Gracias; 127 miles (256 km.) from Tegucigalpa. Products: Corn, rice, beans, sugar. Exports cattle to Salvador and Guatemala.

Bonacca Island, a small island off Atlantic coast. Reached from Trujillo.

Cedros, Department of Tegucigalpa; population, 6,500; 61 miles (99 km.) from Tegucigalpa. Products: Cacao, sugar, corn, wheat, woods, gold, silver, copper.

Colorado, Department of Atlantida; small fruit port between Tela and Ceiba, east of Tela.

Corpus, Department of Choluteca; population, 5,800; 82 miles (128 km.) from Tegucigalpa; 15 miles (24 km.) from Choluteca. Products: Cotton, vanilla, coffee, cacao, rice, woods, gold, silver, copper, iron, and cattle.

Cuero, Department of Atlantida; small settlement on coast between Tela and La Ceiba.

Cuyamel, Department of Cortes; fruit port on Atlantic coast east of Omoa. Owes its importance to banana industry. Steamer service with New Orleans, La. (Cuyamel Fruit Co.).

Danli, Department of El Paraiso; population, 2,500; 40 miles (66 km.) from Yusecan. Products: Tobacco, coffee, bananas, wheat, sugar, woods, gold, copper, silver.

Erandique, Department of Gracias; population, 5,300; 26 miles (42 km.) from Gracias; 180 miles (290 km.) from Tegucigalpa. Products: Wheat, bananas, and other fruits.

Goascoran, Department Valle; population, 7,500; on Goascoran River; 25 miles (40 km.) from Nacaome, 91 miles (142 km.) from Tegucigalpa. Products: Corn, rice, sugar, coconuts, bananas, cattle.

Gracias, capital of Department of Gracias; population, 6,600; 203 miles (328 km.) from Tegucigalpa. Products: Tobacco, sugar, coffee, rice, beans, wheat, gold, silver, lead, zinc.

Guarita, Department of Gracias; population, 5,000; on Salvador frontier, 69 miles (111 km.) from Gracias.

Ilama, Department of Santa Barbara; population, 2,200; 12 miles (20 km.) from Santa Barbara; 50 miles (80 km.) from San Pedro (nearest station); 140 miles (228 km.) from Tegucigalpa. Carretera to Santa Barbara and San Pedro. Products: Cacao, bananas, sugar, coconuts.

La Brea, port on Pacific; population, 1,000. Reached by motor boat or schooner from San Lorenzo.

La Esperanza, capital of Department of Intibuca; population, 11,542; altitude, 6,000 feet; 140 miles (228 km.) from Tegucigalpa. Agricultural and stock-raising district.

Langue, port in Department of Valle; population, 3,800; 15 miles (24 km.) from Nacaome; 8 miles (12 km.) from Aceituno; 97 miles (155 km.) from Tegucigalpa. Carretera to Goascoran, Nacaome, and Aceituno. Products: Henequen, sugar, corn, gold, and silver. Trades with Amapala through Aceituno.

Marale, Department of Tegucigalpa; population, 1,700; 27 miles (44 km.) from Cedros; 11 miles (17 km.) from San Pedro (nearest station); 74 miles (120 km.) from Tegucigalpa. Products: Sugar, corn, beans, cacao, coffee, copper, platinum, silver, cattle.

Marcala, port in Department of La Paz; population, 4,000. Products: Oranges, coffee, wheat, cattle. Trades with Salvador.

Nacaome, Department del Valle; population, 9,000; on River Guasirope; 40 miles (66 km.) from Choluteca; 12 miles (19 km.) from Pacific Ocean. Products: Cattle, sugar, cotton, woods.

Ocotopeque, capital of Department of Ocotopeque; population, 7,500; 90 miles (128 km.) from Santa Rosa; on the River Lempa. Products: Sugar, coffee, indigo. Considerable business is done with the surrounding country, particularly with San Salvador.

Omoa, Department of Cortes; population, 1,900; 8 miles (12 km.) across bay from Puerto Cortes; 48 miles (78 km.) from San Pedro; Atlantic seaport, reached from New Orleans by Cuyamel Fruit Co. steamers. Products: Bananas, pineapples, and coconuts.

Pespire, Department of Choluteca; population, 3,000; on right bank of Pespire River; 44 miles (71 km.) from Choluteca. Carreteras to Tegucigalpa, Yuscaran, San Jacinto, and San Lorenzo (automobile and animal transportation). Products: Corn, rice, beans, sugar, bananas, and other fruits.

Pimienta (La), Department of Cortes; terminus of the Honduras National Railway. Pack trains start from here for the interior.

Sabana Grande, Department of Tegucigalpa; population, 4,000; 40 miles (60 km.) from Tegucigalpa. Products: Corn, beans, sugar, rice, silver.

San Antonio de Flores, Department of Choluteca; population, 1,500; 62 miles (100 km.) from Tegucigalpa; 7 miles (11 km.) from Choluteca. On Carretera del Sud to Tegucigalpa.

San Jose, port in Department of Choluteca; population, 1,540; 10 miles (16 km.) from Pespire. Products: Coffee, rice, beans, sugar, hides.

Santa Barbara, capital of Department of Santa Barbara; population, 6,000; on Zacapa River; 65 miles (105 km.) from Duque, nearest station; 186 miles (300 km.) from Tegucigalpa. Carretera to Tegucigalpa, Puerto Cortes, San Pedro, and Comayagua. Products: Corn, sugar, coffee, cacao, bananas, rice.

Santa Cruz de Yojoa, Department of Cortes; population, 2,100; 75 miles (122 km.) from Santa Barbara; 6 miles (10 km.) from Pimienta (nearest station). Products: Agricultural; gold and silver.

Signatepeque, Department of Comayagua; population, 3,000; on bank of Guaratoro River; 25 miles (40 km.) from Comayagua; 98 miles (156 km.) from Tegucigalpa. Products: Wheat, beans, corn, potatoes, sugar, cacao, cattle, gold, silver.

Trionia, Department of Colon; population, 4,000; port on the Atlantic, east of Trujillo. Growing in importance because of banana industry.

Triunfo, Department of Choluteca; population, 1,500; 5 miles (8 km.) from Corpus. Products: Corn, sugar, and bananas.

Trinidad, Department of Cortes; population, 2,000; 28 miles (48 km.) from Santa Rosa. Products: Rice, coffee, bananas, cattle, timber.

Yoro, capital of Department of Yoro; population, 4,800; 137 miles (222 km.) from Tegucigalpa. Products: Woods, tobacco, cacao, cattle.

SALVADOR.

Map No. 7.

Location.—Smallest, but most densely populated, Central American Republic. It is bounded on the northwest by Guatemala; on the north and east by Honduras; on the southeast by the Gulf of Fonseca; and on the south by the Pacific Ocean.

Area and Population.—Area, 8,130 square miles. Population, about 1,254,000 to 1,300,000, or 159 inhabitants per square mile. Pacific coast line, 160 miles (260 km.).

Physical Features.—The chief physical features of Salvador are the two mountain chains which cross almost the entire country, attaining a considerable altitude and sending out numerous spurs. Inclosed by these spurs are many valleys of great fertility. The most important of the valleys is that of the River Lempa. Many of the mountains of Salvador present a picturesque appearance, frequently being cultivated to their summits.

Chief Products.—Coffee, sugar, balsam, indigo, rubber, rice, cacao, cotton, beans, and tobacco are the chief products of the soil.

Mining Resources.—Gold, silver, copper, lead, etc. Minerals exist in the Departments of Santa Ana, Chalatenango, Cabañas, and Morazan, where the famous Butters Divisadero mines are located, and La Unión.

Manufactures.—These flourish only on a small scale, chiefly for home trade.

Climate and Seasons.—The climate is tropical in the lowlands, but in the higher altitudes is temperate and very agreeable. In the main the country is healthful, especially in the beautiful Lempa Valley. The wet or winter season lasts from May to October. July and August are characterized by light winds and rainstorms; September and October by continuous rains. The dry or summer season is from November to April.

Inhabitants.—The greater part of the population is "mestizo"—of mixed Spanish and Indian blood. The number of pure whites is comparatively small. There is also a considerable number of Indians.

Language.—Spanish.

Currency.—Salvador coinage is on a silver basis. The standard is the peso, of 100 centavos, and the coins are: Silver peso, which fluctuates in value; 1-centavo and 3-centavo pieces of nickel; and the 5-centavo and 10-centavo, real (12½ centavos), 20-centavo, 2-real (25 centavos), and 50-centavo pieces of silver. Coins from Guatemala, Honduras, and Chile—in fact nearly all silver coins—circulate at face value. Bills are issued in denominations of 1, 2, 5, 10, 25, 50, and 100 pesos. They are taken at par.

Banks.—There are three banks of issue at San Salvador.

Weights and Measures.—Metric system. In the more remote districts old Spanish weights and measures are sometimes used. Commerce is carried on in metric units.

Postage.—Salvador is a member of the Postal Union, and also has a parcel post. Letters from the United States are at the rate of 5 cents for the first ounce or fractional part thereof and 3 cents for each additional ounce.

Telegraph and Telephone.—The Government owns and operates these systems.

Cable.—The cable rate from New York City to La Libertad is 50 cents per word, and to all other places in Salvador 55 cents per word.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

Panama Railroad Steamship Line.—Office, 26 State Street. Sailings from Pier 67, North River (West Twenty-seventh Street). Departures weekly for Colon (Cristobal) and Panama City (Balboa), Republic of Panama. Transshipment at Balboa by steamer to Acajutla, La Union, and La Libertad, Salvador.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling Slip), and Pier 1, North River (Battery Place). Departures weekly for Colon (Cristobal). Transshipment at Cristobal for Acajutla, La Union, and La Libertad.

LINE FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—J. J. Kelleher, general agent, 626-630 Common Street, New Orleans. Departures every Wednesday for Colon (Cristobal), Panama. Transshipment at Cristobal for Acajutla, La Union, and La Libertad.

LINE FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California Street, San Francisco. Departures semimonthly for Acajutla, La Union, and La Libertad. (See also p. 35.)

Fares (Subject to Change).—These fares include meals and minimum stateroom accommodations: New York to Acajutla, \$216.30; New York to La Union, \$202.70; New York to La Libertad, \$210.20; Cristobal to Acajutla, \$96.30; Cristobal to La Union, \$82.70; Cristobal to La Libertad, \$90.20; San Francisco to Acajutla, \$139.50; San Francisco to La Union, \$146.50; San Francisco to La Libertad, \$142.50; Acajutla to La Libertad, \$14; Acajutla to La Union, \$20.90; La Libertad to La Union, \$14; Corinto, Nicaragua, to La Union, \$20.90; to La Libertad, \$27.80; to Acajutla, \$34.80; Amapala, Honduras, to La Union, \$6.90; to La Libertad, \$20.90; to Acajutla, \$27.80; San Jose de Guatemala to Acajutla \$14; to La Union, \$27.80; to La Libertad, \$20.90.

Average Time of Trip.—New York to Colon, 6 days; New Orleans to Colon, 5 days; Colon to La Union, 7 days; Colon to La Libertad, 8 days; Colon to Acajutla, 9 days. San Francisco to Acajutla, 14 days; to La Libertad, 15 days; to La Union, 16 days.

Best Visiting Time.—This depends largely upon conditions prevailing in the different lines of trade. The most pleasant period is the dry season, extending from November to April. Coffee, the chief crop of Salvador, comes into bearing at this time, and consequently there is greater buying power.

Salesmen's Samples.—All samples, whether or not of commercial value, may be imported free of duty under bond. The bond is canceled upon reexportation of samples. The customs authorities prescribe a time limit, but no difficulties arise in this particular.

Reexportation.—Samples may be reexported through the customhouse of any port, regardless of their port of entry, upon presentation of the proper document which will enable the customs authorities to identify them. This document, which is an exact memorandum of the samples carried, should be obtained at the port of entry. If samples of value are sold, duty is collected at the port of departure.

Duty on Samples.—According to the customs tariff law in effect January 1, 1916, a duty of 3 cents per kilo (\$1.36 per 100 pounds) was levied on samples of no commercial value. Other samples are dutiable at the rates provided in the tariff laws for regular commercial quantities.

Time Required for Clearance.—This depends upon the number of trunks carried and whether or not samples possess a commercial value. At the utmost samples may be cleared in one day.

Duty on Advertising Matter.—Advertising matter carried by travelers, including chromos and almanacs, bears a duty of 3 cents per kilo (\$1.36 per 100 pounds).

Excess Baggage Rates.—There is no differentiation between samples and other baggage carried by salesmen; all must pay the same rate—90 cents per 100 pounds.

Commercial Travelers' Tax.—There is no Federal license. Different municipalities levy taxes, which vary materially. These are sometimes avoidable, as outlined on page 117. The tax in the capital, San Salvador, is 50 pesos. The tax is less in the smaller communities. There are no formal requisites for doing business.

PRINCIPAL RAILROADS.—Salvador Railway Co., line from Acajutla to San Salvador, 65 miles (105 km.); Ferrocarril de Salvador, from Santa Tecla to San Salvador, 9 miles (15 km.); International Railways of Central America, from La Union to San Vicente, 100 miles (160 km.).

Rivers.—The most important rivers of Salvador are the Lempa, the Paz, and the San Miguel, the first named flowing through the entire territory of the Republic, but navigable only for small craft.

Roads.—The roads in Salvador are, generally speaking, of a better character than those in most of the other Latin American countries. Their construction makes them passable even in the rainy season. Between La Libertad and San Salvador (25 miles) there is an excellent highway suitable for automobiles. The trip can be made in about an hour and a quarter. Automobile traffic is rapidly increasing.

Chief Highway.—The main road of Salvador begins at Ahuachapan and runs eastward toward La Union. Various spurs from this road run northward and southward, affording easy connection

with places not reached by railroad. The traveler who visits the smaller communities will find the journey in Salvador far less arduous than in almost any other Latin American country. During the summer or dry season the journeys on horseback from town to town are very delightful, and much of the scenery is beautiful.

CANVASSING THE REPUBLIC.—The chief places of interest for the commercial traveler are the following: San Salvador, the capital; Santa Ana, the second city in population and importance; Sonsonate; and San Miguel. Other places not generally visited by salesmen are Ahuachapan, San Vicente, Chinameca, and Sensuntepeque.

Routes.—Most travelers enter by the port of Acajutla, as the entry from the Atlantic coast is through Guatemala by overland trail. The train travels from Acajutla to San Salvador, a distance of 65 miles (105 km.), in 5 hours and 45 minutes, including a 2-hour stop-over at the commercial city of Sonsonate. After canvassing San Salvador the traveler can make a trip to Santa Ana by rail, the distance being not more than 50 miles (80 km.).

The traveler who comes by way of La Union and is not too encumbered with baggage can easily reach San Miguel (population, 33,400), 38 miles (62 km.) distant. At Chinameca is a great sugar mill. At Divisadero, in the Department of Morazan, mining operations are carried on by the Butters Divisadero Co. In addition, other mining enterprises are in this vicinity. Roads run from Gotera to the mining district.

La Union to Amapala, Honduras.—A launch usually can be engaged at a day's notice for the trip to Amapala, Honduras. The cost is about \$8. This is a shorter trip than by steamer, as the launch can go through channels which would be too shallow for a steamer. The distance, about 20 miles, can be made in three hours. The early morning is the best time for the trip, as the water becomes rough later in the day. Salvador money is usually exchangeable at par in Honduras.

Classes of Buyers.—A considerable number of wholesale houses or importers, located principally in San Salvador and Santa Ana, act as distributors to the smaller towns. Many retailers making direct importations are to be found throughout the country, but particularly in the cities of San Salvador, Santa Ana, San Miguel, Sonsonate, and San Vicente.

Packing of Goods.—Be sure to obtain full instructions in regard to packing. Remember that freight is discharged into lighters and goods must be packed with this in mind. Consult your customers as to the character of packing. Weight makes a very great difference, and losses may be incurred if goods are not packed in accordance with customers' wishes.

Hotel Rates.—In San Salvador, San Vicente, and Sonsonate the best hotels charge from \$2.50 to \$4 per day, American plan. Those of the second class are somewhat cheaper. In the cities of lesser importance the rates vary from \$1.25 to \$2.50 per day, and the accommodations are correspondingly poorer. In San Salvador it is possible to obtain accommodations on the European plan.

Points of Interest.—The volcano of Izalco is located not very far from the capital. It is almost continuously active. With clocklike

regularity the mountain sends forth a dense column of smoke and flames. These eruptions occur at intervals of about five minutes. At night the mountain is visible from the sea, therefore it is called the Central American lighthouse.

Lake Ilopango, with remarkable volcanic formation, is reached by motor from San Salvador, a distance of about 10 miles (16 km.). A beautiful lake about 9 miles (14 km.) long and 3 miles (5 km.) wide.

Lake Guija, a very picturesque body of water 15 miles (25 km.) long and 5 miles (8 km.) wide, lies on the Guatemala border.

Lake Coatepeque is an attractive health and pleasure resort with automobile service from Santa Ana.

Ilobasco: The scenery of Ilobasco is among the most beautiful in Central America. It is well worth a visit.

Market place of San Salvador; very picturesque.

SUGGESTED ITINERARIES.—If arriving overland from Zacapa, Guatemala: From Zacapa, Guatemala, by cart road to Chiquimula, Guatemala, and thence to Metapan; by motor to Santa Ana and thence to Ahuachapan and Sonsonate; from Sonsonate by rail to San Salvador.

If arriving by the Pacific: From Acajutla, via Salvador Railway, to Sonsonate, and thence to San Salvador; to Santa Tecla by electric railway.

Motor trip from San Salvador: To Chalatenango and Ilobasco; to Sensuntepeque, to Cojutepeque, via Laguna de Ilopango, and thence to San Vicente. By railroad or motor from San Vicente to Zacatecaluca; by railroad to Usulután, and thence to San Miguel. Side trip by motor from San Miguel northward to Chinameca; also by motor to Gotera and by cart road to the mining district. From San Miguel by railway to La Unión.

Note.—Except in the rainy season, the roads of Salvador are good enough to permit comfortable travel.

Distances from San Salvador.—The following distances of principal cities from San Salvador are given in miles, with equivalent kilometers in parentheses: Acajutla, 65 (105); Ahuachapan, 72 (116); Cojutepeque, 17 (28); La Libertad, 25 (40); La Unión, 134 (215); Santa Ana, 48 (78); San Miguel, 107 (172); San Vicente, 40 (64); Sonsonate, 53 (85); Zacatecaluca, 63 (101).

Holidays in Salvador.—The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized, with the exception that in the smaller towns, particularly in the interior, these days are taken advantage of by the merchants for the transaction of business with the natives who visit the communities in large numbers. Other holidays observed are: January 1, New Year's Day; March 1, civic holiday; March 15, national holiday commemorating Gen. Morazan; August 29, national holiday commemorating Gen. Gerardo Barrios; September 15, Independence Day; October 12, Columbus Day.

POPULATION OF DEPARTMENTS AND CAPITAL CITIES.

Department.	Population.	Capital.	Population.
San Salvador.....	147,265	San Salvador.....	65,000
La Libertad.....	96,091	Nueva San Salvador.....	23,500
Sonsonate.....	88,491	Sonsonate.....	16,000
Ahuachapan.....	79,387	Ahuachapan.....	24,000
Santa Ana.....	142,691	Santa Ana.....	58,820
Chalatenango.....	80,722	Chalatenango.....	9,400
Cuscatlan.....	81,254	Cojutepeque.....	12,500
Cabanas.....	48,482	Sensuntepeque.....	17,000
San Vicente.....	72,950	San Vicente.....	25,900
La Paz.....	88,605	Zacatecoluca.....	26,600
Usulután.....	103,160	Usulután.....	15,400
San Miguel.....	106,700	San Miguel.....	38,520
Morazan.....	70,329	San Francisco.....	9,200
La Unión.....	61,461	La Unión.....	6,000

IMPORTANT COMMERCIAL CENTERS.

ACAJUTLA, Department of Sonsonate; population, 1,500; on Salvador Railroad. Port with open roadstead; landing very difficult; lighters are used to reach iron pier. Distant 12 miles (20 km.) from Sonsonate; 65 miles (105 km.) from San Salvador; 62 miles (100 km.) east of San Jose.

How Reached.—From United States by Pacific Mail steamers from San Francisco; from San Salvador and Sonsonate by Salvador Railroad. Information obtainable from Agencia Nacional Limitada. Steamship company agents: Compañía del Muelle; La Agencia Nacional Ltda. Lloyd's subagent, P. C. Arrazola.

Principal Hotels.—Occidental, Las Americas.

Note.—Landing is from steamer to boat by swing; thence to pier, where passengers are again carried up by swing. Accommodations are very poor here. Travelers should endeavor to make quick connections and leave promptly for the interior.

AHUACHAPAN, Department of Ahuachapan; population, 24,000; altitude, 2,620 feet. Distant 72 miles (116 km.) from San Salvador; 22 miles (36 km.) from Sonsonate. Climate, tropical but healthful. Principal products: Coffee, cereals, tobacco, sugar, rice, etc. Industries: Cattle raising; some mining.

How Reached.—From Sonsonate by motor car via Progreso; from Santa Ana by motor.

Principal Hotel.—The American.

Banks.—Banco Agricola Comercial (agency), Banco Occidental (agency), Banco Salvadoreño (agency), Banco Nacional del Salvador (agency).

Note.—This is an important distributing point for the southwestern part of Salvador. It is visited only by salesmen who canvass closely. From this point a road leads to Guatemala.

COJUTEPEQUE, Department of Cuscatlan; population, 12,500. Distant 17 miles (28 km.) from San Salvador; near Volcano Cojutepeque and Lake Ilopango. Climate, temperate. Principal products: Rice, coffee, indigo, sugar cane, etc. Manufactures: Chiefly

cigars, for which this place is very famous; one of the best candy factories in Salvador is also located here.

How Reached.—From San Salvador by motor. Roads lead from Cojutepeque to Ilobasco and Sensuntepeque. Numerous small villages are in the vicinity.

Principal Hotels.—America, Del Parque.

Annual Fair.—This town is well known for its annual fair, held on August 29, which is largely attended.

Note.—This place is very accessible from San Salvador. It is usually visited by salesmen who are accustomed to "work" the small towns. It has considerable transient trade.

LA LIBERTAD, Department of La Libertad; population, 3,000. Distant 25 miles (40 km.) from San Salvador. Principal products: Grain, coffee, cattle, sugar, rice, indigo. Lloyd's subagent, F. Fernandez.

How Reached.—From San Salvador by rough mountain road, two days' journey; from Acajutla by steamer; from San Vicente by motor via Zacatecoluca.

Note.—Steamers discharge by lighter. Landing at iron pier through the surf by swing. This is the second port of the Republic, but the business done here is not important. Other places reached from here are Santa Tecla and Quezaltepeque.

LA UNION, Department of La Union; population, 6,000; on International Railway of Central America; 137 miles (220 km.) from San Salvador and 37 miles (60 km.) from San Miguel. Products: Corn, coffee, rice, and beans.

How Reached.—From San Miguel by International Railway, which runs to San Vicente; from Amapala, Honduras, by steamer or motor boat across Bay of Fonseca.

Lloyd's subagent, O. Wickmann. Shipping agents, A. V. de Courtade, O. Wickman & Guerra.

Principal Hotels.—Central, Ferrocarril.

Banks.—Agencies of following: Banco Agricola Comercial, Banco Occidental, Banco Salvadoreno, Banco Nacional del Salvador.

Note.—This is the only protected port of any consequence in the country. The Pan American Railroad has a concrete wharf for its terminus, which is the best in Central America. Debarkation is from steamer to launch, launch to rowboat, to shore; or, from rowboat to dugout, and thence on a man's back to land through surf. La Union is the port of shipment for the products of San Miguel and other places of eastern Salvador.

SANTA ANA, Department of Santa Ana; population, 58,820; on the Salvador Railway; altitude, 2,100 feet. Distant (via Sitio del Niño) 48 miles (78 km.) from San Salvador and 66 miles (107 km.) from Acajutla. Climate, tropical; temperature from August to October, about 68° F. Products include cigars, textiles, coffee, sugar, cattle.

How Reached.—From San Salvador and Sonsonate by the Salvador Railway, via Sitio del Niño.

Steamship company agent, Pacific Mail, G. A. Gilpin. Lloyd's subagent, E. Belismelis.

Principal Hotels.—La Florida, Oriental, Columbia.

Roads Leading from Santa Ana.—A good carretera north to Metapan; south to Sonsonate and Acajutla. Connection overland with Chiquimula in Guatemala.

Banks.—Banco Agricola Comercial (agency); Banco Occidental (agency); Banco Salvadoreno (agency); Banco Nacional del Salvador (agency).

Note.—This is the second city of Salvador in size and is a very important business point. There are a number of substantial business houses here and a large volume of business is transacted. Santa Ana should be included in the itinerary of all salesmen. Some wholesale houses, as well as retail firms, import direct.

SAN MIGUEL, Department of San Miguel; population, 33,520, on International Railway of Central America, at foot of volcano of San Miguel (7,120 feet). Distant 107 miles (172 km.) from San Salvador; 37 miles (60 km.) from La Union; 63 miles (102 km.) from San Vicente. Products: Chiefly agricultural, coffee, cereals, and cattle. Manufactures: Shoes, harness, etc.

How Reached.—From San Salvador, by carretera to Zacatecoluca, thence by International Railway; from La Union by International Railway.

Steamship agents, Arguello & Son. Lloyd's subagent, John Goodall.

Roads Leading from San Miguel.—North to Gotera; northeast to the mining district via Jocoro and Santa Rosa; east to La Union. Chinameca and Ciudad Barrios are reached by trail overland.

Hotel.—Hispano Americano.

Banks.—Banco Agricola Comercial (agency); Banco Occidental (agency); Banco Salvadoreno (agency); Banco Nacional del Salvador (agency).

Note.—This is the capital of the Department, and there is considerable distributing trade.

SAN SALVADOR, Department of San Salvador; altitude, 2,115 feet; population, 65,000 to 70,000; on the Salvador Railway near foot of extinct volcano of San Salvador. Distant 65 miles (105 km.) from Acajutla; 25 miles (40 km.) from La Libertad; 137 miles (220 km.) from La Union. Climate, semitropical; temperature averages 76° F. Principal products: Coffee, beans, rice, sugar, and tobacco. Cotton cloth, soap, and cigarettes are manufactured here. American minister plenipotentiary, consul, and vice consul are located here.

How Reached.—From Acajutla, by the Salvador Railway; from La Union by International Railway to Zacatecaluca, and thence by motor.

Hotels.—Italia, Iberia, Nuevo Mundo, Occidental, Paris, Espana, Germania, Siglo XX, Victoria, Pinel, and Palais Royal.

Roads Leading From Salvador.—North to Chalatenango via Totnacatepeque; south to La Libertad via Santa Tecla.

Santa Tecla.—This is a town 10 miles from San Salvador. Altitude, 2,643 feet; population about 23,523. In this suburb many of the well-to-do Salvadoreans reside.

Volcano of Ilobasco.—For the traveler who has the time, the scenery in the vicinity of the Volcano of Ilobasco is exceedingly attractive and should be visited if possible.

Banks.—Banco Agricola Comercial, Banco Occidental, Banco Salvadoreno, Banco Nacional del Salvador.

Note.—San Salvador, the capital of the Republic, is the city of greatest commercial importance. Here are located many important

wholesale houses which supply the smaller communities. In addition, a large number of firms doing considerable retail business are in a position to import direct. This place should have the traveler's first attention. It is a good place for an agency.

SAN VICENTE, Department of San Vicente; population, 25,900; located on Ahuachapan River near the foot of the volcano of San Vicente (7,120 feet); 40 miles (64 km.) from San Salvador. Principal products: Corn, tobacco, indigo, coffee, fruits, sugar cane, salt. Industries: Sugar refining, manufacture of rebozos, shawls, hats, and cigars.

How Reached.—From San Salvador by motor; from La Union by International Railway.

Banks.—Banco Agricola Comercial (agency); Banco Occidental (agency); Banco Salvadoreno (agency); Banco Nacional del Salvador (agency).

Hotels.—Italia and others.

Note.—This is the capital of the Department and center of a considerable district devoted to produce. It has a large trade with the surrounding country. Chief feast day is November 1 (All Saints' Day), when an annual fair is held.

SENSUNTEPEQUE, Department de Cabanas; altitude, 2,310 feet; population, about 17,000. Distant 62 miles (100 km.) from San Salvador. Principal products: Sugar cane and cereals.

How Reached.—From San Salvador by automobile.

Note.—This city is chiefly dependent on the capital. It is visited by salesmen who canvass smaller places. Chief feast day is December 4 (Santa Barbara).

SONSONATE, Department of Sonsonate; population, 16,000. It is on the Salvador Railroad, 53 miles (85 km.) from San Salvador, and 12 miles (20 km.) from Acajutla. It is the center of a rich agricultural district. Products: Coffee, sugar, hides, dyewoods, tobacco, rice, corn, fruit, and Peru balsam. Manufactures: Coarse cotton cloth, mats, baskets, cigars.

How Reached.—From San Salvador, Acajutla, and Santa Ana by the Salvador Railroad. Steamship agents, Agencia Nacional (Ltda.) and Schwab, Dreyfus & Co. Lloyd's subagent, P. C. Arrazola (at Acajutla).

Principal Hotels.—Gran Hotel, Internacional Blanco y Negro.

Banks.—Banco Agricola Comercial (agency); Banco Occidental (agency); Banco Salvadoreno (agency); Banco Nacional del Salvador (agency).

Note.—While this city has a number of houses that import direct, most of the firms are branches of those established in San Salvador. Sonsonate has an important weekly market, held on Sundays. Trains from Acajutla to San Salvador remain at Sonsonate one hour. Time from San Salvador to Acajutla, two hours.

USULUTAN, Department of Usulután; population, about 15,415. Distant 60 miles (97 km.) from La Union and 87 miles (140 km.) from San Salvador. Principal products: Coffee, sugar cane, tobacco. Industry: Cigar making.

How Reached.—From San Salvador by motor to San Vicente, thence by International Railway; from La Union by International Railway.

Principal Hotel.—Gran.

Note.—This city is canvassed by salesmen who visit the smaller towns. It is chiefly dependent on the houses of the capital.

ZACATECOLUCA, Department of La Paz; population about 26,600. Distant 63 miles (101 km.) from San Salvador. Products: Coffee, tobacco, sugar cane, vanilla, cereals. Industries: Silk and cotton mills.

How Reached.—From San Salvador by motor to San Vicente, thence by railway to Zacatecoluca; from La Union by International Railway.

Note.—A brisk business of some importance is done here. The town is canvassed by many salesmen, especially those who visit the smaller places.

TOWNS OF LESS IMPORTANCE.

Below is a list of the less important places in Salvador. Some of these, however, are of interest to travelers who canvass their territory closely. It is suggested that inquiry regarding the business available in these places be made at the largest towns near them.

Apastepeque, Department of San Vicente; population, 8,600; on Ismalaco River and Laguna Apastepeque; $1\frac{1}{2}$ miles (2 km.) from San Vicente and 45 miles (72 km.) from San Salvador. Products: Sugar, coffee, corn, rice, beans.

Apopa, Department of San Salvador; population, 6,682; on Salvador Railway; 8 miles (13 km.) from San Salvador. Products: Coffee, cacao, sugar, tobacco, anil, rice, corn.

Armenia, Department of Sonsonate; population, 13,291; on Salvador Railway; 15 miles (24 km.) from Ysalco (reached by motor).

Ataco, Department of Ahuachapan; population, 8,631; 5 miles (8 km.) from Ahuachapan. Carretera to Ahuachapan and Sonsonate. Industry: Basket weaving; "Azogue" mines near by.

Atiquizaya, Department of Ahuachapan; population, 12,352. Located $7\frac{1}{2}$ miles (12 km.) from Ahuachapan, on road from Ahuachapan to Santa Ana. Products: Coffee, corn, bananas, rice, tobacco, coconuts, sugar. Industries: Manufacture of bricks, adobe, etc.

Chalatenango, Department of Chalatenango; population, 9,400. Located 45 miles (72 km.) from San Salvador. Products: Medicinal plants, quina, gold, silver, lead, copper. Industries: Pottery manufacture. Reached from San Salvador via Ilopango and Quezaltepeque.

Chalchuapa, Department of Santa Ana; population, 23,401; 10 miles (16 km.) from Santa Ana. Products: Coffee, sugar, cacao, rice, beans, tobacco, grapes, woods.

Chinameca, Department of San Miguel; population, 17,549; 15 miles (24 km.) from San Miguel. Carreteras to San Salvador, San Miguel, Usulután, Santiago, María, Tecapa. Some travelers find it advisable to visit this town.

Coatepeque, Department of Santa Ana; population, 17,281; 9 miles (15 km.) from Santa Ana and $\frac{1}{2}$ miles (7 km.) from Congo (nearest station). Products: Coffee, sugar, corn, rice, beans, panela.

El Triunfo, Department of Usulután; population, 3,000; 5 miles (8 km.) from Jucuapa and 20 miles (32 km.) from Usulután. Carretera from Usulután.

Gotera, Department of Morazan; population, 9,186; in agricultural and mining district. Carretera from San Miguel via Jocoro.

Ilobasco, Department of Cabanas; population, 14,401; 22 miles (36 km.) west of Sensuntepeque and 40 miles (64 km.) northeast of San Salvador. Industries: Cattle raising and manufacture of pottery. Products: Coffee, sugar. Annual fair, September 29.

Izalco, Department of Sonsonate; population, 14,035; 5 miles (8 km.) from Sonsonate (nearest station). Carretera to Sonsonate and Santa Ana. Products: Coffee, cacao, sugar, guayule rubber, bananas, woods.

Jucuapa, Department of Usulután; population, 13,319; 11 miles (18 km.) from Usulután; on Carretera Nacional. Products: Coffee, corn, beans, rice, tobacco, cacao. Annual fair, October 26 to 29.

Mejicanos, Department of San Salvador; population, 6,951; 2½ miles (4 km.) from San Salvador (nearest station). Products: Cereals.

Metapan, Department of Santa Ana; population, 16,217; 35 miles (56 km.) from Santa Ana (nearest station). Products: Cattle, sugar, calcium, lead, copper, coal.

Nahuizalco, Department of Sonsonate; population, 14,560; 5 miles (8 km.) from Sonsonate (nearest station); on carretera from Santa Ana to Ahuachapan. Products: Sugar, bananas, coffee, yucca, corn, beans.

Nueva San Salvador or Santa Tecla, Department of La Libertad; population, 23,523; 7½ miles (12 km.) from San Salvador, on Salvador Railway. Climate, cool. Products: Coffee, corn, beans, rice. Hotels: The Grand and others.

Opico, Department of La Libertad; population, 12,281; 17 miles (28 km.) from Nueva San Salvador and 2½ miles (4 km.) from Sitio del Niño (nearest station). Carretera to Santa Ana and Sonsonate. Products: Cattle, tobacco, coffee, indigo, rice, woods.

San Francisco, capital Department of Morazan; population, 9,186; 74½ miles (120 km.) from San Salvador, in mining district. Products: Gold, silver, copper, lead, corn.

Santa Rosa, Department of La Unión; population, 9,647; 35 miles (56 km.) from La Unión, in mining district. Products: Cereals, coffee, corn, rice, sugar, bananas, wood, silver, and gold. Chief feast days, August 30 and October 8. The Butters Salvador mines are located here.

San Pedro de Perulapan, Department of Cuscatlán; population, 11,685; 12 miles (20 km.) from San Salvador and 7 miles (11 km.) from Cojutepeque. Products: Corn, beans, rice, coffee, tobacco, and maguay.

Santa Tecla. See Nueva San Salvador.

Tacuba, Department of Ahuachapan; population, 8,033; 4 miles (7 km.) from Ahuachapan. Climate, cool. Products: Corn, beans, coffee, rice.

Tonacatepeque, Department of San Salvador; population, 9,079; 12 miles (20 km.) from San Salvador. Carreteras to San Salvador, Chalatenango, and Cuscatlán. Products: Coffee, tobacco, sugar, corn. Industries: Weaving mills.

NICARAGUA.

Maps Nos. 7 and 8.

Location.—Nicaragua is the largest of the Central American Republics. It is bounded on the north by Honduras, on the east by the Caribbean Sea, on the south by Costa Rica, and on the west by the Pacific Ocean.

Area and Population.—Area, about 49,200 square miles; population (estimated), about 690,000, or about 14 inhabitants per square mile. The coast line is 300 miles (480 km.) on the Atlantic and 200 miles (322 km.) on the Pacific.

Inhabitants.—About 75 per cent of the population lives in the western half of the country. The eastern and western sections of the country differ greatly, and there is little communication between them, the journey by trail and river being difficult. Travelers going from one coast to the other usually go by way of Costa Rica. In the western section the people are of mixed Spanish and Indian blood, although there are quite a number of Nicaraguans of pure Spanish descent. In the eastern half, in which are the banana plantations, there is a considerable representation of Negroes from the West Indies, also natives of mixed Negro and Indian blood. In this section are some Americans and Nicaraguans who have come from the western half.

Physical Features.—Nicaragua is traversed by two mountain ranges. There is a great diversity of climate, products, and soil. The plateaus and uplands are extremely healthful and fertile. Typical of these plateaus are those of Segovia and Chontales, 2,000 or 3,000 feet in height. The lowlands are hot and tropical. Several of the mountain peaks of Nicaragua are extinct volcanoes.

Chief Rivers and Lakes.—San Juan River, about 140 miles (225 km.) long, connects Lake Nicaragua with the Atlantic Ocean. Regular steamship service is maintained between Greytown (San Juan del Norte), at its mouth, and Granada. From Granada the railway extends to Managua, Leon, and Corinto. At Castillo Rapids cargoes must be unloaded and hauled around the obstruction on a short tramway and reloaded. Other rapids are the Machuca, the Balas, and the Toro. Bluefields River is navigable for about 65 miles (102 km.) from Bluefields to the city of Ranaa.

Lake Nicaragua is about 110 miles long and about 45 miles wide. It is navigable throughout for large vessels. On an island in the center is the volcano of Omatepe.

Lake Managua is but a short distance from Lake Nicaragua, with which it is connected by the Tipilapa River. It is about 38 miles long and from 10 to 16 miles in width. This lake is also navigable. On its shores are located the capital, Managua, and some smaller towns.

Climate.—The climate of the eastern and western sections of the country is quite different. In the eastern part rains are very frequent during practically the entire year, while in the western part there are distinct wet and dry seasons. The prevailing winds

are from the northeast. These are laden with moisture from the Atlantic. The "tierra templada" is encountered on the slopes of the volcanoes and over much of the sparsely settled regions in the center of the country. The "tierra fria" includes the volcanic peaks and the extreme heights of the interior, the latter being largely covered with pine and oak forests.

Seasons.—In the eastern section (Caribbean side) the seasons are not well defined; rail falls almost every day. In the western part (Pacific side) there is a wet season from May to November, and a dry season from December to April.

Products.—The products are chiefly agricultural. Among them are coffee, cacao, sugar cane, corn, beans, rice, and tobacco. Bananas are the chief item in the exports of the eastern section.

Industries.—Cattle raising is carried on extensively. Timber cutting and the extraction of dyes are important industries. There are some sugar mills in the western section, and also a number of electrical plants, ice factories, sawmills, shoe factories, etc.

Mining.—In the eastern section gold mining is an important industry. Mines are being rapidly developed, especially in Chontales and Nueva Segovia. Among the most important regions are those of Pis Pis, Tonkey, Mico, and Cuicuina.

Language.—Spanish.

Currency.—The present monetary system is the gold standard. The unit is the cordoba, divided into 100 centavos. Its value in terms of the United States currency is \$1. The circulation consists of silver coins and bank notes guaranteed to be payable in gold. The fractional coins are the half cent and cent, of copper, and 5, 10, 25, and 50 cent pieces, of silver.

Weights and Measures.—The official system is the metric, but for domestic trade local standards are in use; for example, the media, which equals a peck; the fanega (24 medias), which is spoken of as a "mule load," etc. These, however, are not used in foreign trade.

Postage.—Nicaragua is a member of the Postal Union, and has a parcel-post system. The letter rate between the United States and Nicaragua is 5 cents for the first ounce or fraction thereof and 3 cents for each additional ounce.

Telegraphs and Telephones.—The Government owns the telegraph and telephone lines and maintains connections with the neighboring Republics. The telegraph service is very good and the rates are reasonable. The local telephone service is also good, as is the long-distance service up to 40 miles.

Cable.—Cable connection is available over the lines of the Central & South American Telegraph Co., via San Juan del Sur, on the Pacific coast. The cable rate from New York City to San Juan del Sur is 50 cents per word and to all other places 55 cents.

Wireless.—There is wireless communication by a private station at Bluefields, on the Atlantic side.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

Southern Pacific Steamship Co. (Morgan Line).—Office, 366 Broadway. Sailings from Piers 48-49, North River (Eleventh Street). Departures Wednesdays and Saturdays for New Orleans; thence by

steamer of Bluefields Fruit & Steamship Co. to Bluefields and Cape Gracias, Nicaragua.

Panama Railroad Steamship Line.—Office, 24 State Street. Sailings from Pier 67, North River (West Twenty-seventh Street). Departures weekly (Thursdays) for Colon (Cristobal) and Panama City (Balboa) Panama; thence by steamer of Pacific Mail Steamship Co. to San Juan del Sur and Corinto.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling slip), and Pier 1 (Battery Place), North River. Departures twice per week for Colon (Cristobal) and Panama City (Balboa). Thence by Pacific Mail steamer to San Juan del Sur and Corinto.

LINE FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California Street, San Francisco. Departures semi-monthly for San Juan del Sur and Corinto. Fare, \$153.50. (See also p. 35.)

LINE FROM NEW ORLEANS.

Bluefields Fruit & Steamship Co.—Regular sailings every second week for Bluefields and Cape Gracias. Passenger service north-bound from the Tropics weekly.

Average Time of Trip.—New Orleans to Bluefields, 6 days; New Orleans to Cape Gracias, 5 days; San Francisco to Corinto (including stops), about 19 days; San Francisco to San Juan del Sur (including stops), about 20 days.

Distances.—New Orleans to Bluefields, 1,220 nautical miles; San Francisco to Corinto, 2,613 miles; Panama to Corinto, 653 miles; Panama to San Juan del Sur, 590 miles; Cristobal to Greytown, 245 miles; Greytown to Bluefields, 60 miles; Cristobal to Bluefields, 305 miles.

Fares (Subject to Change).—New Orleans to Bluefields, \$60; New Orleans to Cape Gracias, \$60; Cape Gracias to Bluefields, \$15; New York to Corinto, \$180; New York to San Juan del Sur, \$174; San Francisco to Corinto, \$153.50; San Francisco to San Juan del Sur, \$153.50; Cristobal to Corinto, \$69.10; Cristobal to San Juan del Sur, \$54.30; La Union (Salvador) to Corinto, \$20.90; Amapala (Honduras) to Corinto, \$14; Puntarenas (Costa Rica) to Corinto, \$28.50; Puntarenas to San Juan del Sur, \$20.90; Corinto to San Juan del Sur, \$14; Amapala (Honduras) to San Juan del Sur, \$27.80; La Union to San Juan del Sur, \$34.80.

Quarantine Regulations.—There is no quarantine for passengers from the United States or Panama. In case of suspicious illness passengers may be detained.

Special Note to Travelers.—It is not practicable to visit the interior of Nicaragua from the eastern coast. The traveling is very difficult, the roads or trails being practically impassable, and the expense far too heavy.

SALESMEN'S SAMPLES.—Samples which have no commercial value are exempt from import duty. Samples with a commercial value are allowed temporary free admission upon the furnishing of

bond for the amount of duty. If no bond is given, the corresponding amount of duty must be deposited pending the reexportation of samples. Bond is usually signed by some reliable local merchant.

Period Permitted.—Samples must be reexported within a period which varies from one to three months, depending on the localities visited. The time may be arranged with the collector of customs duties at the port of entry. In case of necessity arrangements can probably be made for an extension.

Reexportation.—Samples may be reexported within the prescribed time, provided there is no discrepancy between the quantity imported and that which is checked out. Bond is then canceled. Samples may be entered through one port and reexported through another if the necessary documents are presented. In case any samples are sold duty must be paid thereon.

Time Required for Clearance.—Samples can usually be cleared on the day they are disembarked. Samples carried as baggage are usually given the preference. When a large number of samples are carried a customhouse broker may be of assistance.

Best Visiting Time.—This is largely influenced by the conditions which prevail in the different lines of trade, the time required to manufacture goods, etc. Purchases are made for two chief seasons, Christmas and Easter. It is desired that goods arrive shortly in advance of those periods.

Excess Baggage Rates.—The chief railroad in Nicaragua connects Corinto and Managua. No special baggage rate is allowed to commercial travelers. Free baggage permitted is 30 kilos (66 pounds) on each first-class ticket.

Commercial Travelers' Tax.—There is no national license or municipal tax for travelers. No permit to transact business is necessary.

General Character of the Business.—The principal purchasers in the Atlantic ports conduct a trade by barter with smaller places in the interior. They also act as outfitters for the gold seekers, logging camps, etc. There are numerous banana plantations, and the supplies for these offer opportunities for salesmen. In the interior, reached from the Pacific side, are numerous large wholesale firms and many important retailers.

CANVASSING THE REPUBLIC.—For business purposes Nicaragua may be divided into two zones—the Atlantic coast and the interior. The latter is reached by way of Corinto, the Pacific port. There are no practical means for the commercial traveler to reach the interior from the Atlantic coast. On the Atlantic coast the chief business places are Cape Gracias, Pearl City, Bluefields, Prinzapolca, and Greytown (San Juan del Norte). In the interior the principal places are Managua, Granada, Leon, Masaya, Matagalpa, Rivas, and Chinandega.

Routes for Travelers.—*The Atlantic coast* is generally canvassed from New Orleans. The first town visited may be Cape Gracias, then Pearl City, Bluefields, Prinzapolca, and Greytown. Communication between these ports is usually by steamers or schooners.

The interior.—The traveler visits Nicaragua either on the trip northward from Panama or Costa Rica, or southward from Salvador. The port is Corinto. Here the traveler takes a train of the Pacific Railroad. His first visit is usually to the capital,

Managua. Some travelers prefer to visit en route the city of Leon, which is larger than Managua. Granada, on Lake Nicaragua, can be reached easily from Managua. Business establishments in Managua, Granada, and Leon supply practically all the rest of the interior. Matagalpa, 103 miles (165 km.) from Managua, is an important business place in the coffee region, where some direct importing is done. The trip is not easy and must be made chiefly on horseback. Masaya is reached by rail. Other towns are described and the methods of reaching them are stated in the following pages.

Suggestions for Canvassing Pacific Coast.—From Corinto to Chinandega, to Chichigalpa, to Leon, to Managua, to Masaya, to Jinotepe, Masatepe, and Diriamba, all reached by Pacific Railway. From Masaya, by Pacific Railway to Granada; by local steamer, to San Jorge; and by train and steamer to Rivas.

Interior.—From Managua, via Lake Managua and pack-mule train to Matagalpa; by pack-mule train to Jinotepe; by pack-mule train to Esteli.

Suggestions for Canvassing Atlantic Coast.—The traveler's movements depend largely upon the season of his arrival and the local transportation available. His movements are also influenced by point of arrival, whether Cape Gracias or Bluefields. The majority of travelers visit Bluefields first.

From Bluefields north.—By schooner to Pearl City; by schooner to Prinzapolca; by schooner to Cape Gracias. From Bluefields by launch to Rama.

From Bluefields south.—By launch or schooner to Monkey Point; by launch or schooner to Punta Gorda; by launch or schooner to Greytown (San Juan del Norte). If the San Juan River is navigable, trip can be made from Greytown to San Jorge and Granada on Lake Nicaragua.

Railroads.—The only railway line operating in the Republic is the Pacific Railroad of Nicaragua. It covers a small district in the western portion of the country. Including its several branches, it represents a total length of 171 miles (271 km.). From Corinto the line extends in a northwesterly direction to Chinandega, a distance of 12 miles (20 km.), and thence southeastwardly to Leon, Managua, Masaya, Granada, and Diriamba.

Pearl Lagoon Railway.—This line on the Atlantic coast is being constructed. About 15 miles are now in operation.

Steamship Service on Lake Nicaragua.—Steamer *Victoria* or *Progreso* leaves Granada at 8 a. m. on Thursday of each week. The lake steamer makes a trip to San Jorge one week and to San Carlos the next week. Subject to unusual circumstances, the steamer will connect at San Carlos with the San Juan River steamer. The steamer stops at intermediate ports. There is also steamer service between Managua and several small places on the east and north shores of Lake Managua.

Local Steamship Service on Caribbean Coast.—Prinzapolca can be reached from Bluefields by gasoline schooners which make trips once and sometimes twice a week. Fare, \$7; time of trip, one night. Each passenger is allowed to carry two trunks free of charge if not too heavy. Rates for excess baggage must be arranged with captain of schooner. The service to Greytown depends on the weather. The bar being rough, boats have to await wind and weather. Pearl

Lagoon can be reached by river, weekly service, but this is not very easy if salesman has many trunks. It can also be reached by way of the sea in sea-going launches on short notice.

In addition to the steamers from New Orleans, there is also a semimonthly service between Cape Gracias and Bluefields by coast-wise schooners. (The Creighton's Transportation Co.)

Distances Between Important Places.—Bluefields to Managua, 187 miles (300 km.); Bluefields to Cape Gracias, 185 miles (297 km.); Chinandega to Managua, 74 miles (118 km.); Corinto to Managua, 87 miles (139 km.); Corinto to Granada, 118 miles (188 km.); Granada to Managua, 36 miles (58 km.); Jinotega to Managua, 136 miles (220 km.); Leon to Managua, 52 miles (84 km.); Leon to Corinto, 35 miles (57 km.); Masaya to Corinto, 106 miles (170 km.); Matagalpa to Managua, 103 miles (165 km.); Prinzapolca to Bluefields, 90 miles (144 km.).

HINTS TO TRAVELERS.—The packing of goods for Nicaragua is very important. On account of the duty, it is essential that the packing be light and strong. For the interior, where the goods are transported by animals, this is particularly essential. Do not neglect to ask your customers just how the goods should be packed.

Overland Travel.—Before starting on a journey overland, be careful to ascertain in advance whether the roads are passable. During the rainy season they are often quagmires and can not be traveled.

Hotel Rates.—In Managua, Leon, and Bluefields the better hotels cost from \$3 to \$5 per day on the American plan, and on the European plan somewhat less. In the smaller towns there is not much choice, and the cost is from \$1.50 to \$3 per day, American plan.

Gold Mining.—Nicaragua is a country of great promise as regards mining. The principal mines in the west are the Santa Francisca, San Lucas, Amaya, San Cristobal, Quilali, and San Juan Tetelpaneca. Near Matagalpa is the Leoneas mine. On the Atlantic coast the gold mines are principally of the placer variety. Prinzapolca is the chief center. Near Segovia are gold-bearing reefs.

Holidays in Nicaragua.—The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally business is suspended on the holidays officially recognized, with the exception that in the smaller towns, particularly in the interior, the merchants take advantage of these days for the transaction of business with the natives, who visit the communities in large numbers. Other holidays are: January 1, New Year's Day; July 4, anniversary of independence of the United States; September 15, independence of Central America; October 12, Columbus or Discovery Day.

IMPORTANT COMMERCIAL CENTERS.

BLUEFIELDS, Department of Bluefields; principal port of entry on Atlantic coast, near mouth of Bluefields River, in Bluefields Lagoon; population, 4,000; 187 miles (300 km.) from Managua; 185 miles (297 km.) from Cape Gracias; 90 miles (148 km.) from Prinzapolca. Products: Bananas, rubber, cacao, coconuts, ebony, cedar, etc.

American consul and vice consul. Customhouse brokers, Felipe Le Frunk, A. Popl, and F. M. Beer. Lloyd's agent, T. W. Waters.

How Reached.—From New Orleans by steamers of Bluefields Fruit & Steamship Co.; from Cape Gracias by Creighton's Transportation Co., two schooners, which stop at intermediate points; cost, \$15 each way; three trunks allowed, without excess; from Port Limon, Costa Rica there is biweekly service.

Banks.—National Bank of Nicaragua, affiliated with Mercantile Bank of the Americas.

Principal Hotels.—Atlantico, El Tropical, Peterson.

Note.—From Bluefields small vessels carry on a coasting trade with other points on the east coast of Nicaragua. Each week a steamer runs up the Bluefields River to Rama, a trading port, a distance of 65 miles (102 km.). From this point transportation is also undertaken to the interior by canoes and small schooners. The actual port is El Bluff, 6 miles from the city.

Bluefields is a very good business port, and there are some important houses here. It is best reached direct from New Orleans. About 75 per cent of the import and export trade of the Atlantic coast is handled through this port, the chief item being bananas. Bluefields is reached from Port Limon, Costa Rica, in 12 to 14 hours.

CAPE GRACIAS, Department of Bluefields; population 500; 185 miles (297 km.) north of Bluefields.

How Reached.—From New Orleans by steamers of the Bluefields Fruit & Steamship Co.; from Bluefields the Nicaragua Commercial & Logging Co. runs a regular line of gasoline schooners to Rio Grande, Prinzapolca, Wawa sawmill, and Cape Gracias, biweekly service between Port Limon, Costa Rica, and Cape Gracias.

Landing.—Vessels lie about three-fourths of a mile offshore; small boats are used.

Note.—This is a port of entry situated at the mouth of the Wanks River, reached by small vessels from Bluefields. It is particularly important as a port of entry for the mining districts in northeastern Nicaragua, for which mining supplies and other merchandise are imported. Here are several important houses which do both a wholesale and retail trade.

CHINANDEGA, Department of Chinandega; population, 30,000; on the Pacific Railway; 13 miles (21 km.) from Corinto; 74 miles (118 km.) from Managua. Principal products: Sugar cane, corn, coffee, bananas, cotton, beans, wheat, fruit, etc. Manufactures: Coarse cloth, sugar refining. The largest sugar mill in Central America is located here. It is called the "San Antonio." There are also some ice factories and cotton gins.

How Reached.—From Corinto, or from Managua, by the Pacific Railway.

Principal Hotel.—La Union.

Note.—This is the center of a rich agricultural district, and a considerable volume of business is done. Many travelers will find it advantageous to canvass this city.

CORINTO, Department of Chinandega; population, 3,500; 13 miles (21 km.) from Chinandega; 87 miles (139 km.) from Managua. Exports coffee, hides, etc.

American consul. Lloyd's subagent, C. L. Hinckel. Steamship agents, E. Palazio & Co. and C. L. Hinckel. Customs brokers, C. L. Hinckel, E. Palazio & Co., Rodolfo d'Arbelles, May & Griffiths.

How Reached.—From all principal towns by the Pacific Railway. Train leaves Granada daily at 8 a. m., arriving at Corinto at 5 p. m.; fare, 2 cents per kilometer. Train for Granada leaves at 7 a. m.

Principal Hotels.—Hotel de Corinto, American, Boston.

Note.—About 65 per cent of the foreign commerce of the country passes through this port. There is a wharf at which steamers discharge and load. The Pacific Railway runs into the interior. The retail stores are not generally importers, but a few of the customs brokers do importing of staples.

GRANADA, Department of Granada, on shore of Lake Nicaragua; population, 30,000; altitude, about 100 feet; 36 miles (58 km.) from Managua; 118 miles (188 km.) from Corinto. Products: Sugar, coffee, cacao, fruit, alcohol, hides, cotton, indigo, etc. Steamship agent, A. Bernard.

How Reached.—From Corinto by Pacific Railway; train leaves Corinto daily at 7 a. m., arriving at Granada at 4 p. m.; from San Juan del Norte (Greytown) by steamers.

Principal Hotels.—Colon, De los Leones, Ascarate, La Alambra.

Steamer Service.—Weekly service between Granada and San Jorge (lake port for Rivas), San Carlos, San Miguelito, and San Ubaldo, on Lake Nicaragua.

Bank.—National Bank of Nicaragua, affiliated with the Mercantile Bank of the Americas.

Note.—This is the third largest city of the Republic and a distributing point for the Department of Chontales, a cattle and mining district on the other side of the lake. A large business is carried on here, and there are a number of banks. Some of the firms do a large wholesale business in addition to carrying on a retail trade. There are also a number of retailers who are in a position to make direct importations. Numerous small towns on the lake are supplied from Granada.

GREYTOWN (SAN JUAN DEL NORTE), Department of San Juan del Norte; occupies seaward side on San Juan River delta; population, 2,600; 120 miles (193 km.) from San Carlos, on Lake Nicaragua.

Landing.—Vessels lie about a mile offshore; lighters are used.

Principal Hotel.—Hotel Central.

Note.—Steamship service is maintained with Granada via the San Juan River and Lake Nicaragua. Greytown is a port of fair importance. There are a few houses that do a large business. A trip here is rather expensive.

JINOTEGA, Department of Jinotega; population, 13,900; 136 miles (220 km.) from Managua; 14 miles (22 km.) from Matagalpa. Altitude, 4,000 feet; climate, semitropical. Principal products: Coffee, cacao, sugar, manilla, rubber, tobacco, and tropical produce. Harvesting of the coffee crop usually begins in December, and it is almost entirely shipped by the following June.

How Reached.—From Matagalpa by trail.

Note.—This is a small town without rail or water connection. It acts as a distributing center for merchandise to the region north-east. Canvassed almost exclusively by the wholesale houses of Nicaragua.

LEON, Department of Leon; population, 62,600; on the Pacific Railway; 35 miles (57 km.) from Corinto; 52 miles (84 km.) from Managua. Products: Agricultural. Manufactures: Cotton and woolen fabrics, cigars, boots and shoes, etc.; there are some important tanneries.

How Reached.—From Corinto by rail to Granada via Managua; from Matagalpa by oxcart road, passable during dry season, December to April.

Principal Hotels.—Metropolitano, De Roma, Lupone.

Banks.—Banco Nacional de Nicaragua, affiliated with the Mercantile Bank of the Americas.

Note.—Leon is one of the most important cities of the Republic, and is located in a rich agricultural section. It is the principal distributing point for the Departments of Nueva Segovia, Esteli, Jinotega, and Matagalpa. Several important houses are located here. It should be visited by all salesmen.

MANAGUA, Department of Managua; population, 45,000; on southern shore of Lake Managua; 87 miles (139 km.) from Corinto; 187 miles (300 km.) from Bluefields; 52 miles (84 km.) from Leon. Principal products: Coffee, cattle, cacao, sugar, etc.

American minister and consul.

How Reached.—From Corinto, Leon, or Granada by Pacific Railway.

Hotels.—Lupone, Italia, America, Estrella, Gran.

Banks.—National Bank of Nicaragua; Anglo Central American; Commercial Bank of Spanish America.

Note.—This is the capital of the Republic and is a very important distributing place for points on or near the east shore of Lake Managua. Here are located a number of important wholesale firms, as well as retailers, who are in a position to import direct. This city requires the attention of every commercial traveler.

There is regular steamer service between Managua and points on the east and north shores of Lake Managua.

MASAYA, Department of Masaya; population, 13,023; 106 miles (170 km.) from Corinto; 13 miles from Granada. Products: Chiefly tobacco; also corn, rice, sugar, coffee, vegetables.

How Reached.—By the Pacific Railway from Managua, Leon, Chinandega, Corinto, Granada, San Marcos, Jinotega, and Diriamba. Telephone connection with Managua and Granada.

Principal Hotel.—Josefina Ascarate.

Note.—From this point there is a short railway line of 27 miles to the coffee district known as "The Pueblos." A rich district surrounds Masaya, devoted principally to agriculture. A number of concerns here import direct, and do both a wholesale and a retail business. Masaya deserves a visit from most commercial travelers. There is a large Indian population.

MATAGALPA, Department of Matagalpa; population, 15,749; 103 miles (165 km.) from Managua; 120 miles (192 km.) from Leon. Produces sugar cane, coffee, corn, wheat, cacao, rice, cattle, tobacco, cedar, and dyewood.

American consular agent.

How Reached.—From Leon by horse and mule back and oxcart; road passable during dry season (December to April); three and one-half days from Leon and three days from La Paz.

Principal Hotels.—Casino, Setentrional.

Note.—This is the center of an important coffee, cattle, and mining district. Some cacao is grown and rubber is collected. Coffee is the principal crop. Matagalpa has no water or rail connection. Travelers visit this place on mule or horse back. The ruins of San Ramon are 18 kilometers distant.

PEARL LAGOON, Department of Zelaya; population, 800; 22 miles (35 km.) north of Bluefields; 30 miles (48 km.) from Zelaya. Principal product: Bananas.

How Reached.—From Bluefields by gasoline launches via sea and also via river.

Note.—There are several important firms here who do an outfitting business and carry on a retail trade. Steamers from New Orleans make this a port of call. Chiefly noted for shipping of mahogany.

The Pearl Lagoon Railway is under construction and approximately 15 miles (24 km.) are in operation.

PRINZAPOLCA, Department of Prinzapolca; population, 600; 90 miles (143 km.) north of Bluefields; 103 miles (165 km.) from Zelaya.

How Reached.—The Nicaragua Commercial & Logging Co. runs a regular line of gasoline schooners between Bluefields, Rio Grande, Prinzapolca, Wawa sawmill, and Cape Gracias.

Note.—This place lies at the mouth of the Prinzapolca River and is the entrepôt for the mining district in the northeastern part of the Republic. Several important houses here do considerable business as outfitters for those who cut timber and work the mines.

The Pis Pis mining district is reached from Prinzapolca by canoes and mule back.

RIVAS, Department of Rivas; population, 10,000; 52 miles (83 km.) from Managua; 21 miles (34 km.) from San Juan del Sur.

How Reached.—From Managua by cart road; from San Juan del Sur by cart road.

Principal Hotels.—Hurtado, Moreno.

Note.—This is the center of an important agricultural region, cacao being the chief product. Cattle are also raised, while hides, wood, and rubber are exported. Rivas is connected with San Juan del Sur, the shipping point, by cart road. Rivas is also connected by train and steamer with San Jorge, 4 miles distant on Lake Nicaragua.

Because of the filling up of the harbor of San Juan del Sur and the infrequency of vessels, it may be necessary to travel overland by mule to Puntarenas, Costa Rica.

TOWNS OF LESS IMPORTANCE.

Below is a list of the less important places in Nicaragua. Some of these, however, are of interest to travelers who work their territory very closely. It is suggested that inquiry regarding the business available in these places be made at the largest towns nearest them.

Acoyopa, Department of Jerez; population of district, 6,000; (city 800); 27 miles (44 km.) from Juigalpa. Bridle path to Port San Ubaldo. Products: Corn, beans, silver, and gold.

Boaco, Department of Jerez; population, 4,000; 24 miles (55 km.) from Juigalpa; 105 miles (170 km.) from Sabana Grande (nearest station). Products: Cereals, cattle, gold, and silver.

Diriamba, Department of Carazo; population, 4,500; on Ferrocarril del Sur to Jinotepe and San Marcos; 132 miles (214 km.) from Corinto, reached by rail. Located in center of rich coffee and agricultural district.

Esteli, capital of Department of Estelí; population, 8,000; 93 miles (150 km.) from Managua; carretera to Leon. Products: Amil and corn. Mines of gold, silver, and copper unexploited. A rich and growing center.

Great Corn Island, Department of Bluefields; population, 1,000; an island off the coast; 40 miles (64 km.) northeast of Bluefields. Products: Coconuts, bananas, etc.

Jinotepe, Department of Carazo; population, 9,500; 29 miles (48 km.) from Managua; 130 miles (210 km.) from Corinto; on Ferrocarril del Sur from Diriamba to San Marcos. Products: Coffee, sugar, rice, beans, and maize. Hotel, Carazo.

Juigalpa, Department of Jerez; population, 7,000; 24 miles (40 km.) from station of San Ubaldo; 124 miles (200 km.) from Managua; on carretera to Granada. Hotel, Tablada. Products: Corn, balsam, coffee, cacao, and sugar; gold and silver mines; cattle.

Los Pueblos, Department of Carazo; population, 15,000. This consists of five towns—Concepcion, Diriamba, Jinotepe, Masatepe, and San Marcos. Chief products: Coffee, corn, and sugar.

Metapa, Department of Matagalpa; population, 12,000. Reached by carretera from Managua (nearest station). Products: Cereals, sugar, coffee, dyewoods. Gold, silver, and lead mines unexploited.

Rio Grande, Department of Bluefields; population, 500; 60 miles (97 km.) from Bluefields. Reached from latter point.

San Marcos, Department of Carazo; population, 3,500; 3 miles (5 km.) from Jinotepe; Ferrocarril del Sur, Jinotepe to San Marcos. Products: Coffee, rubber, sugar cane.

Wawa River, Department of Bluefields; population, 5,000; 120 miles (192 km.) north of Bluefields. Products: Corn, yucca, timber, bananas, etc. Gold mines.

COSTA RICA.

Maps Nos. 7 and 8.

Location.—Bounded on the north by Nicaragua; on the northeast by the Caribbean Sea; on the south and southeast by Panama; and on the west by the Pacific Ocean.

Area and Population.—Area estimated at 18,691 square miles. Population about 442,000, or about 23.4 per square mile. Coast line on the Atlantic or Caribbean side is about 181 miles (291 km.); on the Pacific side (greatly broken) about 360 miles (580 km.) in length.

Physical Features.—The country is traversed by a chain of mountains (cordilleras), running from northwest to southeast. There are numerous valleys which are extremely fertile; there are several high peaks, including the volcanoes of Poas, Irazu (11,500 feet), and Turrialba (11,350 feet).

Climate.—In the main the climate is very healthful. On the coast and up to the foothills to a height of 3,000 feet the heat is torrid, the temperature averaging 72° to 82° F. In the mountain regions, from 3,000 to 6,000 feet, the mean temperature ranges from 57° to 68° F. The extreme heights, 7,500 feet and above, are cool, and frosts are frequent.

Seasons.—There are two seasons—the winter or rainy season and the summer or dry season. The dry season extends from December to April and the wet season from May to November or December, or during the prevalence of the southwest monsoon. There is a fortnight of dry weather during the month of June. The coldest months are December, January, and February. In Cartago and San Jose the climate is very delightful. While it is warm near the coast, it is not unhealthful, and the rainfall is frequent throughout the year.

Products and Industries.—The wealth of Costa Rica is chiefly dependent upon agriculture. Its most important product is coffee. Of secondary importance is the banana industry, which has been chiefly developed by American interests in the Atlantic coast region. Sugar cane, cacao, rubber, corn, beans, and a few other products are grown. There is also considerable business in rosewood, cedar, and mahogany.

Manufactures.—Manufacturing has not reached a high stage of development. Numerous small plants supply local requirements. Shoe factories, some electric power plants, and flour mills are operated.

Mining.—In several very rich districts gold mining is carried on; these are the Abangares, Barranca, and Aguacate.

Inhabitants.—Most of the inhabitants, except in the case of the Limon district, are of European descent. The pure Spanish type is marked, many of the people or their antecedents having come from Galicia. The Limon district has quite a number of blacks, mostly of the West Indian origin.

Language.—Spanish. English is spoken by many of the educated classes.

Currency.—Gold is the legal standard. The monetary unit is the silver colon, whose value (\$0.465 at normal exchange, United States), fluctuates with the price of silver and the rate of exchange. Coins in circulation are: Gold coins of 2, 5, 10, and 20 colones; silver coins of 5, 10, 25, and 50 centavos, and 1 colon (colon=100 centavos). Paper money is emitted by two banks of issue, under Government supervision, the bills being protected by a reserve and other collateral. The paper is accepted on a parity with the silver coins, and the bills are of 1, 2, 5, 10, 20, 50, and 100 colones.

Weights and Measures.—The metric is the official system, and is in general use for commercial purposes.

Postage.—Costa Rica belongs to the Postal Union. Rate from the United States, 5 cents for the first ounce or fraction thereof and 3 cents for each additional ounce, with fines for short payment of postage. Parcel post is widely used.

Cable.—Rate from New York to Costa Rica, 55 cents per word.

Wireless Telegraph Messages.—Messages may be sent from Limon to Bocas del Toro, Panama; to Bluefields, Nicaragua; and to Colon, Panama.

Telephone.—There is an efficient telephone system.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

Southern Pacific Co. (Morgan Line).—Office, 366 Broadway. Sails from Piers 48-49, North River (Eleventh Street). Departures about twice a week to New Orleans; thence by steamer to Port Limon, Costa Rica. Time, 10 days; distance, 2,020 nautical miles.

Panama Railroad Steamship Co.—Office, 24 State Street. Sails from Pier 67, North River (West Twenty-seventh Street). Departures weekly for Cristobal, Panama; thence by Pacific Mail steamer (semimonthly service to Puntarenas, Costa Rica).

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling Slip), and Pier 1, North River (Battery Place). Departures weekly for Port Limon, Costa Rica. Time, 10 days, including stops. Fare, direct, \$120; via Cristobal, \$141 (meals and minimum stateroom accommodations included).

LINE FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—J. J. Kelleher, general freight agent, 626-630 Common Street, New Orleans, La. Sailings every Wednesday for Cristobal and Bocas del Toro, Panama, and Port Limon, Costa Rica. Distance, 1,380 nautical miles; time, 6 days, including stops; fare \$113, including meals and minimum stateroom accommodations.

LINE FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California Street, San Francisco, Calif. Departures semimonthly for Puntarenas, Costa Rica. Time, 21 days; approximate fare, \$167, including meals and minimum stateroom accommodations. (See also p. 35.)

OTHER LINES VISITING COSTA RICAN PORTS.

Compagnie Générale Transatlantique.—Two round trips per month. One service from St. Nazaire, France, to Guadeloupe, Martinique, West Indies; La Guaira and Puerto Cabello, Venezuela; Savanilla and Cartagena, Colombia; and Colon, Panama, and return. Alternate service: From Havre (Bordeaux), France, to Santander, Spain; Guadeloupe, Martinique; Trinidad; Carupano and La Guaira, Venezuela; Savanilla, Colombia; Port Limon, Costa Rica; and return.

Compañía Trasatlantica Barcelona.—One steamer per month; Genoa, Italy; Barcelona, Spain; San Juan, Porto Rico; Habana, Cuba; Port Limon, Costa Rica; Savanilla, Colombia; Curacao; Puerto Cabello and La Guaira, Venezuela; thence back to San Juan, Tenerife, and Spain. For information regarding sailings, inquire in Port Limon and San Jose.

Elder & Fyffes.—Weekly sailings from England via Jamaica.

La Veloce.—Italian Line; Colon and other ports.

Leyland Line.—English Line; Colon and other ports. For sailings, rates, etc., inquire at Port Limon and San Jose.

LOCAL STEAMSHIP SERVICE.

Empresa de Transportes Maritimos del Golfo de Nicoya.—Touches points in the Gulf of Nicoya. Inquire at San Jose, Puntarenas, and Nicoya.

Quarantine.—No quarantine for passengers from United States. In case of suspicious illness passengers may be detained.

SALESMEN'S SAMPLES.—Samples of no commercial value are dutiable at 5 centavos per kilo gross weight (\$1.05 per 100 pounds). Samples of value intended to be reexported are subject to the payment of duty. This will be returned if the following conditions are complied with: The traveling salesman or his agent shall enter the samples in exactly the same manner as would be followed in the case of any other merchandise, and shall make a deposit to cover the full amount of duty. The customs official designated to make the customs inspection shall make a very careful examination of the packages. The collector of customs shall give the salesman or his agent a certified copy of the entry (póliza), which must accompany the application for a permit to reexport the samples (pedimento de reembolso).

Reexportation of Samples.—Samples may be reexported through the customhouses of San Jose, Limon, or Puntarenas, and in the case of applications made at the central customhouse at San Jose (aduana central), the packages will be sealed, marked, and shipped with bill of lading to the collector of customs at port of departure. If on comparing the samples with the entry at the customhouses it is found that there is a discrepancy or that any of the samples are missing, the interested party shall forfeit the entire amount of duty paid.

Sale of Samples.—The commercial traveler, however, can dispose of all or part of his samples with permission of the collector of customs concerned and upon the previous payment of the corresponding duty.

Time Limit.—A period of 90 days is allowed to travelling salesmen to avail themselves of the privilege of the reexportation, and if at the end of this period the samples have not been reexported the duties paid will not be refunded. When the commercial traveler applies for the permit to reexport his samples, the amount deposited by him on entry will be refunded, less a charge of 5 centavos per kilo gross weight (\$1.05 per 100 pounds), provided the contents of the packages are the same as shown at the time of making entry.

Jewelry Samples.—The provisions in the foregoing do not apply to samples of jewelry and articles manufactured of gold and silver. Such samples require the payment of the full duty upon entry. No refund of duties is obtainable when they are reexported. However, samples of gilded or plated jewelry—that is, imitation jewelry—are not subject to this provision, and on these a refund of duties can be obtained.

Repacking Samples.—It is desirable, wherever possible, to repack trunks exactly as at the time of entry. This facilitates the clearance through customhouse at time of reexportation. The suggestion applies with equal force to all other countries.

Time Required for Clearing Samples.—This, as a rule, consumes only a few hours. It is dependent largely upon the ability of the salesman to give a satisfactory memorandum of the contents of his trunks.

DUTY ON ADVERTISING MATTER.—The rates of duty on advertising matter are as follows, the first figures in each instance being in colones per gross kilo, and those in parentheses representing dollars per pound: Printed or lithographed advertisements unframed, and common calendars, 0.05 (\$0.01); framed advertisements on paper or cardboard, 1 (\$0.21); advertisements without commercial value, on glass, 0.05 (\$0.01); advertisements on iron plate, 0.04 (\$0.008). There is a surtax of 5 per cent of the duty on imports intended for the Province of Limon and of 2 per cent on those destined for other parts of the country.

EXCESS BAGGAGE RATES.—There is no differentiation between samples and other baggage. Freight rates from Port Limon to San Jose, 2 colones (\$0.93) per 100 pounds. The rate for excess baggage (44 pounds allowed free with each ticket) is 4 colones (\$1.86) per 100 pounds.

COMMERCIAL TRAVELERS' TAX.—No Federal tax or license is required. In order to do business within the limits of the municipalities, separate licenses must be obtained. These are as follows: San Jose, 50 colones (\$23.26) for six months; Port Limon, 2 colones (93 cents) per day, or 8 colones (\$3.72) per week. Other towns requiring travelers' licenses are the following, the rates given being those charged for each visit: Puntarenas, \$6; San Ramon, \$2; Puriscal, \$2; Grecia, \$2; Turrialba, \$3.

CANVASSING THE REPUBLIC.—There are three places which practically all commercial travelers visit. These are Port Limon, on the Atlantic coast; San Jose, the capital, in the interior; and Puntarenas, a Pacific port. The most important business point is San Jose, but it is also possible to obtain good orders in Port Limon. Here the United Fruit Co. maintains a commissary and buying office. In Puntarenas are also a number of good-sized com-

mercial houses. Salesmen in certain lines find it necessary to visit the smaller places.

Method of Working.—The majority of travelers enter by way of Port Limon, which they may "make" from Colon via Bocas del Toro, or direct from New Orleans, or direct from New York.

Port Limon.—This city must be canvassed, particularly the offices of the United Fruit Co. The traveler leaves Port Limon for San Jose, 107 miles (172 km.) west, on the Northern Railway, the journey requiring about nine hours.

San Jose.—This is the capital of the Republic, and lies in a rich agricultural region. Here the majority of wholesale houses are located, as well as many retailers who are able to make direct importations. Ordinarily, San Jose is a very good place in which to transact business.

Puntarenas.—A train runs daily from San Jose to Puntarenas. This is an important distributing center. A number of good houses are located here.

Importing Retailers.—In Costa Rica are dealers who are accustomed to import direct from the United States. They do not depend upon the wholesale houses of Port Limon or San Jose, and, therefore, their business must be solicited by representatives of American houses.

Best Visiting Time.—This is governed almost invariably by the conditions prevailing in the different lines of trade. The most delightful period is the dry season, extending from November to April. The period of greatest prosperity is April, when coffee comes into bearing. Merchants in general prefer to have their goods arrive somewhat in advance of the two principal holidays, Christmas and Easter.

Suggested Route.—Arrival via Port Limon, Atlantic coast: From Port Limon, by Northern Railway to Cartago; thence to San Jose; to Heredia; to Alajuela; thence by Pacific Railway to Puntarenas. From Puntarenas by launch on Gulf of Nicoya and caminos de herradura to Liberia.

Note.—Salesmen should not fail to obtain from their customers full instructions for the packing of goods. Nothing should be left to the imagination.

RAILROADS.—Costa Rica has in operation, including branches and sidings, about 430 miles (693 km.) of railway. Of this the Government owns 83 miles (134 km.); 140 miles (225 km.) belong to the Northern Railway, and 207 miles (334 km.) to the Costa Rica Railway. The Costa Rica Railway is leased by the Northern Railway. The principal lines are: Northern Railway Co., Port Limon to San Jose, 103 miles (166 km.); and San Jose to Alajuela, 14 miles (23 km.); Pacific Railway, Puntarenas to San Jose, 69 miles (111 km.).

WATER TRANSPORTATION.—The San Juan River is the most important river of the Republic. It flows along the northern boundary, and connects with Lake Nicaragua, in the Republic of Nicaragua, which is navigable by large vessels. Several small steamers ply regularly between the inland ports and the coast. There is steamship service between Puntarenas and other local ports on the Gulf of Nicoya. These points can also be reached

overland from the southwestern portion of Nicaragua via carretera over which the two countries maintain postal service.

Points of Interest.—Road from Port Limon to San Jose: The scenery is very beautiful, being compared to Switzerland. The road to the Pacific coast is less beautiful, but nevertheless attractive.

San Jose: This city is one of the most charming of Latin America. The theater here is noted throughout the world for its beauty. Numerous points of scenic charm are easily accessible from the capital. Among these are the volcanoes of Poas and Irazu, Poas being in constant eruption.

HOTEL RATES.—In San Jose the best hotels charge from \$3.50 to \$5 per day on the American plan, and somewhat less for the European plan. American plan is almost universally used and is the best. Those of the second class charge from \$2 to \$3 per day, American plan. In the smaller communities the rates for first-class accommodations are somewhat less, running from \$2 to \$3 per day, American.

POPULATION OF PROVINCES AND CAPITAL CITIES.

(Latest estimates.)

Provinces.	Population.	Capital.	Population.
San Jose.....	134,283	San Jose.....	37,000
Alajuela.....	106,763	Alajuela.....	6,600
Cartago.....	65,840	Cartago.....	5,600
Heredia.....	47,100	Heredia.....	8,240
Guanacaste.....	41,381	Liberia.....	2,600
Limon.....	22,312	Limon.....	7,845
Puntarenas.....	23,632	Puntarenas.....	5,000

Distances to San Jose.—Alajuela, 13 miles (21 km.); Cartago, 12 miles (19 km.); Heredia, 5½ miles (9 km.); Limon, 107 miles (172 km.); Puntarenas, 62 miles (100 km.).

Holidays.—The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized, with the exception of the smaller towns. The following are legal holidays: January 1, New Year's Day; April 11, Battle of Rivas; May 1, Surrender of Gen. Walker; July 14, Fall of the Bastille; September 15, anniversary of Central American independence; October 12, Discovery of America; December 25, Christmas Day; December 29, 30, 31, bank holidays.

CITIES OF CHIEF COMMERCIAL IMPORTANCE.

ALAJUELA, Province of Alajuela; population, 6,600. On the Northern Railway (Central Division), at base of Poas Volcano; 13 miles (21 km.) west of San Jose. Climate, semitropical. Principal products: Coffee, sugar, rubber, and tropical produce. Industries: Cattle raising, timber, etc.

How Reached.—From San Jose by the Northern Railway; from Puntarenas by the Pacific Railway.

Hotels.—Ramon Aguilar, El Perea.

Note.—This enterprising, beautiful little city is easily reached from San Jose. It is the center of the sugar trade, and is visited by salesmen who canvass closely.

Places Visited from Alajuela.—Grecia (2,500) is only 7 miles (11 km.) from Alajuela and easily reached; San Ramon (3,400); San Pedro (1,300); Naranjo (2,800); Atenas (1,500); Palmares (1,400); San Mateo (1,300); Orotina (1,800). The gold mines of Aguacate are a little north of Atenas.

CARTAGO, Province of Cartago; altitude, 4,930 feet; population, 5,000. On Northern Railway of Costa Rica, at southern base of Volcano Irazu (11,200 feet); 12 miles (19 km.) east of San Jose; 92 miles (147 km.) west of Limon. Climate, subtropical (cool); temperature averages 68° F. Principal products: Coffee, cattle, fibers, vegetables, fruits.

How Reached.—From San Jose and from Port Limon via Northern Railway.

Hotels.—Canal, Frances, Lafayette.

Note.—This is a point of some importance, the center of one of the richest agricultural districts of Costa Rica. It has a number of suburbs, which makes its population about 17,000. A fair volume of business is done. There are hot springs at Bella Vista, 3 miles distant.

HEREDIA, Province of Heredia; population, 8,240. On the Pacific Railway, 6 miles (9 km.) west of San Jose. Climate, very delightful; average temperature, 72° F. Principal products: Coffee, sugar, beans, and fruits. Industries: Cattle raising.

How Reached.—From San Jose by the Northern Railway; from Puntarenas by Pacific Railway. A good automobile road also connects Heredia with San Jose.

Principal Hotels.—Central, Italiano.

Other Towns Near By.—San Joaquin (2,900); San Antonio de Belen (1,900); Barba (1,400); Santa Barbara (1,200); Santo Domingo (2,900).

Note.—This enterprising little city is located so near to San Jose that it is largely dependent upon it for supplies. Salesmen who canvass the small places will find it convenient to visit.

LIMON, Atlantic port, Province of Limon; population, 7,845. On the Northern Railway, 107 miles (172 km.) east of San Jose; 1,380 nautical miles from New Orleans. Landing, direct from ship to pier. Very active shipping point. Products: Bananas, coffee, coconuts, cocoa, rubber, pineapples, sugar, cattle. American consul and vice consul. Customhouse brokers: Felipe J. Alvarado & Co., R. E. Smith & Co. Information obtainable from United Fruit Co. or consul.

How Reached.—From New York and New Orleans by United Fruit Co. steamship service; from San Jose by Northern Railway.

Hotels.—The Lodge, Siglo XX, Grand, Park, Londres.

Banks.—Banco Commercial; Banco de Costa Rica; Banco Mercantil; Lindo Bros.; F. J. Alvarado & Co.; Royal Bank of Canada.

Steamship Service.—Steamers leave Colon, Panama, usually in the afternoon, arriving at Limon early the next morning. Regular

semimonthly service by Government vessels to Bocas del Toro, Panama, calling at Costa Rican ports of Cahuita, Puerto Viejo, and Gandoca.

Note.—This is the chief port of Costa Rica; very important because of the banana industry. The United Fruit Co. maintains a large commissary here.

Adjacent Towns.—Siquirres (2,700); growing rapidly; owes its wealth to the banana industry. Is 38 miles (61 km.) from Port Limon. Reached by the Northern Railway. Also Las Juntas (1,800) and Acosta (2,500).

PUNTARENAS, Province of Puntarenas; Pacific port on Gulf of Nicoya; population, 5,000. Steamers lie offshore; small boats carry passengers to iron pier. On Pacific Railway, 62 miles (100 km.) west of San Jose; about 249 miles (400 km.) from Panama City. Temperature averages 80° F. Products: Sugar, cattle, coconuts, mother-of-pearl, timber, dyewoods. American consular agent.

How Reached.—From San Jose via Pacific Railroad. Trains daily; journey requires six hours.

Steamship Agents.—Felipe J. Alvarado & Co.

Bank.—F. J. Alvarado & Co.

Hotels.—Hotel Europa, \$2 to \$3 per day; Londres, \$2 per day.

Note.—This is the only Pacific port of Costa Rica and therefore quite important. All who arrive by way of the Pacific must pass through it. A very fair volume of business is done, there being some excellent houses located here. The southwestern part of Costa Rica is canvassed from this point.

Adjacent Town.—Esparta, population about 2,000, can easily be reached from Puntarenas.

SAN JOSE.—Province of San Jose; capital of the Republic; population, 37,000; altitude, 3,850 feet; average temperature, 70° F. Located on Ferrocarril del Pacifico and Northern Railway; 107 miles (172 km.) west of Limon, and 62 miles (100 km.) east of Puntarenas. American minister, consul, and vice consul. Lloyd's agent, W. L. Lyon. Products, agricultural; coffee is chief source of wealth.

How Reached.—From Puntarenas via Ferrocarril del Pacifico; from Limon via Northern Railway; from Heredia by automobile road.

Hotels.—Washington, Frances, Europa, Imperial, San Jose.

Banks.—Anglo-Costarricense; International de Costa Rica; Mercantil de Costa Rica; Banco de Costa Rica; Royal Bank of Canada. These banks have agencies in the chief cities.

Note.—While in San Jose travelers can obtain information regarding vessels calling at either Puntarenas, on the Pacific, or Port Limon, on the Atlantic, by application to the steamship agents. San Jose is the most important city in Costa Rica. There are numerous wholesale houses which canvass the Republic thoroughly; also a number of important retail firms who are in a position to import directly. The traveler should give San Jose particular attention.

Adjacent Towns.—Villa de Desamparados (2,150); Villa de Santiago (2,800); San Marcos (2,000); Aserril (2,150).

TOWNS OF LESS IMPORTANCE.

Below is a list of the less important places in Costa Rica. Some of these, however, are of interest to travelers who canvass their territory closely. It is suggested that inquiry regarding the business available in these places be made at the largest towns near them.

Abangares, Province of Guanacaste; population, 800. Here are the famous Abangares gold mines.

Esparta, Province of Puntarenas; population, 2,000; 13 miles (22 km.) from Puntarenas, on Pacific Railway. Products: Sugar, corn, rice, beans, tobacco, gold, silver, copper.

Liberia, capital of the Province of Guanacaste; population, 2,600; climate, temperate. Reached from Puntarenas via steamer to El Behedero; thence by carretera. Products: Cacao, sugar, beans, rice, cattle, rubber, cotton, coconuts.

Nicoya, Province of Guanacaste; population, 1,900. Situated on Morote River. Reached from Puntarenas via Golfo de Nicoya, local steamship service. Products: Indigo, cacao, cattle, manganese.

Paraiso, Province of Cartago; population, 3,500; 4 miles (6½ km.) from Cartago, on Northern Railway. Products: Coffee, corn, beans, woods, tobacco, potatoes, fibers.

Santo Domingo, Province of Cartago; population, 2,900; in central Costa Rica. Reached by Northern Railroad from Port Limon and San Jose. Products: Coffee, corn, beans. This is an important coffee center.

San Ramon, Department of Alajuela; population, 3,500; reached from Alajuela by a very good road. Products: Tropical products, gold, silver, and lead. This is an important commercial center.

Turrialba, Province of Cartago; population, 1,800; on Northern Railway; reached from Port Limon. Products: Coffee, tropical produce. Cattle raising is an important industry in this district.

PANAMA.

Map No. 8.

Location.—Most northerly of the South American Republics. Generally considered a country of Central America. Bounded on the north by the Caribbean Sea; on the east by Colombia; on the south by the Pacific Ocean; and on the west by Costa Rica. It contains the Panama Canal Zone, the property of the United States.

Area and Population.—Area, 32,380 square miles. Population, about 425,000—about 13 inhabitants per square mile. Coast line, Atlantic side, 477 miles (768 km.); Pacific side, 767 miles (1,234 km.). Greatest length of Panama is 420 miles (676 km.); greatest width, 118 miles (190 km.)

Physical Features.—The chief characteristics are two mountain ranges, which traverse the Republic. They inclose a number of valleys and plains, which, being very fertile, afford excellent pasturage for cattle. All the products of the Tropical Zone can be raised in this country. The slopes of the mountains are covered with extensive forests. Along the Atlantic coast are numerous banana plantations.

Climate.—Tropical, with very heavy rainfall, which is heavier on the east coast than on the west. In the interior, where the altitudes are higher, the climate is far more agreeable, the average temperature being about 66° F. The mean temperature on the Atlantic and Pacific coasts is about 80° F. The variation is very slight from season to season.

Seasons.—The summer or dry season extends from January to April, the winter or rainy season during the greater part of the year. Heaviest rains occur during October and November. Average annual rainfall on the Atlantic coast is about 140 inches; on the Pacific coast, 60 inches; and in the interior, 93 inches. The hottest months are January, February, and March; they are, however, tempered somewhat by ocean breezes. During the dry season the winds are from the northeast.

Products.—Bananas, rubber, coconuts, cacao, ivory nuts, cocobola wood, hides and skins, mother-of-pearl, tortoise shell, hardwoods (including mahogany), dyewoods, cattle.

Minerals.—There is said to be considerable gold, copper, coal, and salt deposits, but up to the present they have not been exploited.

Industries.—These are of a very minor character and significance.

Inhabitants.—The people are chiefly of a mixed race, including elements of Spanish, Indian, and Negro blood. There are also many Negroes of British nationality, who have come from the West Indies. The number of pure whites is comparatively small.

Language.—Spanish and English, the latter being understood commercially by the majority of business men in Panama City and Colon.

Currency.—The monetary unit is the gold balboa, whose par value is \$1 United States currency, but no balboas are actually coined

and in circulation. The following silver coins are current: Peso, or half-balboa (\$0.50); 50-centavo, 20-centavo, 10-centavo, 5-centavo, and 2½-centavo pieces. No bills are in circulation. The total coinage of the country is about \$2,000,000 in silver, and the parity is maintained by a deposit of \$300,000 in gold with the United States Government, upon which Panama receives 6 per cent interest.

The silver half-balboa, or peso, represents exactly the same value as 50 cents in American money. In all other countries the peso consists of 100 cents, whether they are called "centavos," "centimos," or "centesimos." For this reason the misnamed Panama "peso" is divided into 100 imaginary cents, 2 of which must make up the value of 1 cent in gold. All legal prices are quoted in terms of the American gold dollar; these include railway tickets, hotel rates, postage stamps, etc. All commercial prices are quoted in the terms of the fictitious local dollar or peso. The legal charge for a carriage is 10 cents. The price stated by the "cochero" (driver) is always 20 cents. Sometimes he may add the word "plata" (silver) for the understanding of the stranger.

Weights and Measures.—The metric is the official system.

Postage.—Panama belongs to the Postal Union, and the domestic rates apply on mail matter from the United States. Parcels are subject to the eighth-zone rate, United States parcel post.

Cable.—The cable rate from New York City to Panama is 40 cents per word. There is cable service to North and South American ports.

Wireless.—The United Fruit Co. has a wireless station at Colon.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

Southern Pacific Co. (Morgan Line).—Office, 366 Broadway. Sailings from Piers 48–49, North River (West Eleventh Street). Departures on Wednesdays and Saturdays for New Orleans; thence by steamer to Colon (Cristobal) and Bocas del Toro. Distance, 2,040 nautical miles; time, 8 days.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling Slip), and Pier 1, North River (Battery Place). Departures weekly for Colon (Cristobal). Connects for all points on the Panama Railroad. Fortnightly sailings for Bocas del Toro. Time and distance as above; approximate fare, \$125, including meals and minimum stateroom accommodations.

Panama Railroad Steamship Line.—Office, 24 State Street. Sailings from Pier 67, North River (West Twenty-seventh Street). Departures weekly for Colon (Cristobal) and Panama City. Reaches all points on the Panama Railroad. Fare from New York to Cristobal, \$75. Time, 7 days.

United States & Pacific Line.—Office, 104 Pearl Street. Departures monthly for Colon (Cristobal) and Panama City (Balboa). Fare from New York to Cristobal, \$120. Time, 6 days.

LINE FROM NEW ORLEANS.

Most travelers prefer to make the trip to New Orleans by rail and embark there.

United Fruit Co. Steamship Service.—J. J. Kelleher, general freight agent, 626-630 Common Street, New Orleans, La. Sailings every Wednesday for Colon (Cristobal) and Bocas del Toro, Panama, and Port Limon, Costa Rica; every Saturday for Habana, Colon (Cristobal), and Bocas del Toro. Connects for all points on the Panama Railroad. Distance, 1,350 nautical miles; approximate fare, \$106, including meals and minimum stateroom accommodations; time to Colon, 6 days; to Bocas del Toro, 10 days, including stops.

LINE FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California Street. Departures semi-monthly for Panama City (Balboa). Distance to Balboa, 3,245 nautical miles; time, 24 days; fare, \$167, including meals and minimum stateroom accommodations. See page 35 for rates of fare between Balboa and Central American ports.

OTHER STEAMSHIP SERVICE.

Compagnie Transatlantique.—Sailings the 9th and 25th of each month from Europe; and 24th and 8th to Europe. One service from St. Nazaire, France, to Guadeloupe, Martinique, West Indies; La Guaira and Puerto Cabello, Venezuela; Savanilla and Cartagena, Colombia; and Colon, Panama; and return.

Miscellaneous Lines.—The Compañía Trasatlantica (Spanish), La Veloce (Italian), Leyland Line, and others have in the past had sailings to Colon. Inquiry should be made in Colon and Panama for dates of departure, rates, itineraries, etc.

TYPICAL ITINERARIES OF UNITED FRUIT CO. STEAMERS.—Leave Colon Sunday, arrive at Bocas del Toro Monday. Other steamers leave Colon Wednesday, arrive at Port Limon, Costa Rica, Thursday, and at Bocas del Toro Saturday; leave Bocas del Toro Saturday night, arrive at Colon Sunday morning.

Handling of Baggage.—After the quarantine inspection comes the customs examination by Government officials. This usually takes place on the dock. All that is necessary is to notify the customs officials that the baggage is ready for examination, and the inspection will be made at once. The next step is to have the baggage transferred to hotel or railroad station. The Isthmian Express Co. will transfer baggage to any point in Colon, Cristobal, Panama, or Ancon.

SALESMEN'S SAMPLES.—Samples that possess no commercial value are admitted free of duty. Others are admitted under bond or upon deposit of the amount of duty to which they would be subject. Bond is canceled or deposit refunded upon presentation of proof of reexportation. The traveler should not dispose of samples subject to duty without furnishing an exact record to the customs authorities at the port of entry, else he may incur a fine.

Reexportation.—Samples must be reexported through the original port of entry unless notification is given to the collector of customs.

The traveler may enter at Bocas del Toro and reexport his samples from Panama.

Time Required for Clearance.—When samples accompany the traveler and are plainly unsalable, very little time is required—usually five or six hours. If samples are subject to duty, more time may be needed to clear them.

Procedure at Ports.—The procedure is very simple, but the aid of customs brokers may be desirable, particularly in case of difficulties and when bond is necessary.

Duty on Advertising Matter.—Advertising matter carried by commercial travelers may be entered free of duty. It is necessary, however, to indicate in the clearance documents that it is of nominal value.

Excess Baggage.—The charge for excess baggage on the Panama Railroad between Colon and Panama is at the rate of 1 cent per pound. There is a special allowance to commercial travelers.

Best Visiting Time.—The most pleasant time to visit Panama is between December and March. Even though this is the wet season, the traveler can avoid the heavy rains. The temperature is the most agreeable at this time.

Commercial Travelers' Tax.—It is necessary for travelers to obtain a municipal license in the district in which they desire to do business. Following are the fees: Panama, 30 days, \$10; Colon, 6 months, \$12.50; Bocas del Toro, 6 months, \$10.

CANVASSING PANAMA.—The only important commercial centers in Panama are Bocas del Toro, Colon, and Panama City. David is a point which is growing in importance. Many commercial travelers confine their efforts to Colon and Panama. The chief wholesale houses are located in the latter city and serve the smaller local merchants as well as those at points adjacent. A great deal of importing is also done by the better class of retail stores in Colon as well as Panama. This is due to the fact that most travelers on their way to and from South America, east and west coast, stop at the Isthmus. If the traveler comes from the east he may as well stop at Colon, although not infrequently salesmen go through to Panama and return to Colon to solicit business. The cost of transportation is not heavy and some travelers prefer to stay at Panama. Bocas del Toro is usually made in connection with Colon, the traveler either visiting it on his way to Port Limon, Costa Rica, or on his journey to Colon from Costa Rica. Bocas del Toro is a thriving city and the headquarters of the United Fruit Co., where a large commissary is maintained. There are also a number of other important business establishments, including wholesalers who serve the dealers in the surrounding country. Bocas del Toro is canvassed regularly by the houses of New Orleans, St. Louis, Chicago, etc. Some of the retailers import direct. If the traveler wishes to reach David, the following is the route taken: National Navigation Co. from Panama to Pedregal; thence overland.

Suggested Routes.—From Colon, by United Fruit Co. steamer or gasoline launch to Bocas del Toro. (From Bocas del Toro one can also go by United Fruit Co. steamer to Port Limon, Costa Rica.) From Colon, by steamer or railroad to Panama City; by National Navigation Co. steamer to Puerto Mutis; by carretera or camino de

herradura to Santiago. From Panama City by National Navigation Co. steamer to Pedregal; by carretera to David.

Roads.—In the interior the roads are often impassable during the rainy season. Before undertaking a journey the traveler should ascertain the conditions that may confront him.

Places of Interest.—In addition to the canal, which is, of course, of great interest, the following may be specified:

Government and municipal buildings, Panama City: Very imposing structures. Cathedral at Panama City: On the Plaza Independencia; completed in 1760; one of the historical landmarks in the city. Ruins of tower of old Panama: About 6 miles southeast of Panama City. Ruins of Porto Bello: Here may be seen the ruins of the fortifications which were destroyed by Morgan, the buccaneer, in 1668.

Hotel Rates.—The best hotels in Colon and Panama charge from \$4 to \$7 per day, American plan, and somewhat less for European plan. Those of the second category range from \$2 to \$3 per day, American plan. In the smaller places the accommodations are restricted to about one class somewhat inferior, averaging in cost from \$2 to \$3 per day on the American plan.

Telegraph Rates.—For the interior, first 10 words, 10 cents; every additional 10 words, 5 cents; no charge for address and signature. From Panama to Colon, 5 cents per word is charged, including address and signature.

PRINCIPAL RAILROADS.—Panama Railroad, from Colon to Panama, 48 miles (77 km.); branch line from Panama to Balboa, 3 miles (5 km.). A private line radiates from Almirante, carrying both freight and passengers, 151 miles (243 km.).

Distances.—Bocas del Toro to Colon, 161 miles (259 km.); David to Panama City, 310 miles (500 km.); Panama City to Colon, 45 miles (72 km.); Santiago to Panama City, 155 miles (250 km.).

Holidays.—The State religion being Roman Catholic, the chief feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays which are officially recognized. In the smaller towns, however, the merchants frequently take advantage of these occasions to sell their wares. In addition to the church festivals, the following are legal holidays: January 1, New Year's Day; July 4, American Independence Day; July 24, birthday of Gen. Bolivar; October 12, Columbus Day; November 3, anniversary of separation from Colombia; November 27, Thanksgiving Day; December 25, Christmas Day.

CITIES OF CHIEF COMMERCIAL IMPORTANCE.

BOCAS DEL TORO, Province of Bocas del Toro; altitude, sea level; population, 4,500. Located on an island of same name in one of the entrances to Chiriqui Lagoon; 60 nautical miles from Limon, Costa Rica, and 140 nautical miles from Colon. Principal products: Bananas, cacao, coffee, coconuts, hides, rubber, tobacco.

How Reached.—From Colon or Limon, Costa Rica, by United Fruit Co. steamers and gasoline launches. Baggage allowance, 200 pounds; excess, 1½ cents per pound. Information obtainable from

resident American consular agent. Steamship company agents, United Fruit Co.

Principal Hotels.—Washington, Central.

Note.—This city depends almost exclusively on the banana industry, controlled by the United Fruit Co., which maintains a commissary here. In addition, there are a number of general merchandise stores, some of which do both a wholesale and retail business.

COLON, Province of Colon; population, 25,000. Landing: Vessels lie alongside docks. Located on Panama Railroad, 190 nautical miles from Port Limon, Costa Rica, and 45 miles (72 km.) from Panama City. Principal products: Bananas, pineapples, and other tropical fruits. American consul and vice consul. Lloyd's agent, Oswald Montagu Grimsey.

How Reached.—From Port Limon, Costa Rica, by United Fruit Co. steamers; from Panama City by Panama Railroad or steamers.

Banks.—International Banking Corporation; Panama Banking Co. (branch of Panama Banking Co., Panama); Canal Zone Bank; National Bank of the Republic of Panama; American Foreign Banking Corporation.

Hotels.—Washington (United States Government hotel), Aspinwall, Grand Hotel Imperial, Cosmopolitan, Park.

Note.—There are some wholesale houses here, but the principal business is retail, most of the merchants importing direct. Cristobal (Canal Zone) is practically a part of Colon.

DAVID, Province of Chiriqui; population, 13,500. Distant 310 miles (500 km.) from Panama City. Principal products: Sugar cane, corn, cacao, rubber, cattle. American vice consul.

Hotel.—Santiago Lombardi, \$1.50 per day.

How Reached.—A regular weekly steamship service is maintained between Panama and David. The trip takes from three to six days, depending on the number of stops on the way. There is also a fast service, the scheduled time being about 30 hours. This line extends to Puntarenas, Costa Rica.

Note.—This is the capital and the principal city of the Province of Chiriqui, one of the largest and richest of the Republic. It is located on the David River, about 5 miles from Pedregal, its port. A railroad is in course of construction.

PANAMA CITY, capital of the Republic; population, 65,000. Situated in Province of Panama, on Panama Railroad, 45 miles from Colon, 249 miles (400 km.) from Puntarenas, Costa Rica. Landing, Balboa, alongside docks. Products: Pineapples, bananas, and other tropical produce. American minister, consul, and vice consul in residence. Steamship company agents: United Fruit Co., Royal Mail Steam Packet Co., Pacific Mail Steamship Co., Panama Railroad Steamship Co. Lloyd's agent: E. S. Humber.

Hotels.—Tivoli (at Ancon, 1 mile from Panama, operated by United States Government), International, Metropole, Central, Continental, American, France, Europa.

How Reached.—From Colon via Panama Railroad; from Puntarenas, Costa Rica, via coastwise steamers.

Banks.—Banco Nacional; Commercial National Bank of Washington; Continental Bank & Trust Co.; International Banking Cor-

poration; Panama Banking Co.; Bank of the Canal Zone; American Foreign Banking Corporation.

Balboa.—In the Canal Zone, 3 miles west of Panama City; excellent wharves. Large transit trade.

Note.—A large wholesale as well as retail business is carried on here. Most of the retailers are able to import direct. The wholesale houses supply the merchants of the interior.

SANTIAGO, Province of Veragua; population, 5,000; 155 miles (250 km.) from Panama City. Products: Tropical produce.

How Reached.—By craft of the National Navigation Co. from Panama, via Puerto Mutis and Aguadulce; thence by cart road for 27 miles (44 km.).

Note.—Although difficult of access, Santiago is visited by those who "make" the smaller towns. The section tributary to it is considered one of the richest of Panama.

TOWNS OF LESS IMPORTANCE.

Below is a list of the less important places in Panama. Some of these, however, are of interest to travelers who canvass their territory closely. It is suggested that inquiry regarding the business available in these places be made at the largest towns near them.

Aguadulce, Province of Coclé; population, 8,200; seaport, situated 28 miles (45 km.) from Penonome and 113 miles (182 km.) from Panama. Reached by steamers of the National Navigation Co. Products: Sugar and cattle.

Chitre, capital of the Province de los Santos; population, 9,750. Products: Sugar, caoutchouc, rice, corn, aguardiente. Reached by steamers of the National Navigation Co.; also sailing vessels to Colombia.

Penonome, capital of the Province of Coclé. Population, 15,200. Distant, 106 miles (170 km.) from Panama and 15 miles (25 km.) from Puerto Gago. Products: Coffee, caoutchouc, cotton, woods, cattle. Industries: Manufacture of straw hats. Reached by steamers of National Navigation Co., via Aguadulce; thence by carretera.

Sona.—Province of Veragua; population, 10,000; 186 miles (300 km.) from Panama, 22 miles (35 km.) from Santiago. Carretera to Puerto Barranco Colorado. Products: Wheat, rice, beans, cacao, coffee, caoutchouc, medicinal plants.

WEST INDIES.

CUBA.

Maps Nos. 4 and 5.

Location.—Cuba is the largest and most important of all the West Indian islands. Its length is about 780 miles (1,255 km.); average width, 50 to 60 miles (80 to 96 km.); greatest width, 100 miles (161 km.); narrowest width, 35 miles (56 km.). At the point nearest the United States, Cuba is about 90 nautical miles from Key West, Fla. The island is 50 nautical miles west of Haiti and 85 miles from Jamaica.

Area and Population.—Area, about 44,215 square miles; population, 2,627,586, or about 59 inhabitants per square mile.

Physical Features.—Cuba is traversed by several irregular mountain chains that run in various directions, forming between them a number of fertile and healthful valleys and plateaus. Pico Turquino, in the Sierra Maestra Range, 8,320 feet above sea level, is the highest point on the island.

Rivers.—While Cuba has numerous rivers, most of them are too short or too swift for navigation. The largest river, the Cauto, is navigable for about 50 miles (80 km.), and the Sagua la Grande is navigable for about 20 miles (32 km.).

Climate.—The climate is tropical and insular; it varies materially, the tropical heat of the coast being modified by the altitude of the interior mountainous sections and plateaus, as well as by healthful sea breezes.

Seasons.—The hotter, or rainy, season begins in the middle of May and continues until the end of October, but even during this period the mornings are bright and clear. The average annual rainfall is 52 inches; the heaviest rains occur in June and the lightest in March. In the northeastern section of the island the average rainfall is about 100 inches; in Habana the average is about 50 inches.

In the coast cities the summer temperature is often very high, although as a rule it does not exceed 90° F. In the mountain regions the temperature sometimes falls to 50° or less.

Agricultural Products.—The chief dependence of Cuba is upon sugar and tobacco. The statistics will show to what extent sugar is accountable for the wealth of this island. Other agricultural products are pineapples, coconuts, limes, and many other kinds of tropical fruits.

Pastoral Wealth.—There is a considerable and growing interest in the cattle industry, and hides and skins are exported in increasing quantities.

Mineral Wealth.—The most important mining operations are for the production of iron. Other mineral deposits are gold, copper, asphalt, mercury, zinc, antimony, coal, asbestos, petroleum, and manganese.

Industries.—While Cuba is not a manufacturing country, the number of small factories is rapidly increasing. There are several important plants devoted to the manufacture of cigars, cigarettes, underwear, shoes, clothing, furniture, etc. There are also foundries, machine shops, automobile plants, soap and perfume factories, etc. Other works are devoted to stone and marble.

Inhabitants.—The native whites are the most important element of the population. Foreign-born whites are chiefly Spanish. There is also a large admixture of Negro blood.

Language.—Spanish.

Currency.—The unit of value is the gold peso, of the same weight and fineness as the American dollar. The coins are in denominations of \$5, \$10, and \$20 gold; 10, 20, 40 cents, and \$1 silver; and 1, 2, and 5 cents nickel.

Weights and Measures.—The metric system prevails in this country.

Postage.—Letter rate to and from the United States is 2 cents per ounce or fractional part thereof.

Telegraphs and Telephones.—The island is well supplied with telegraph and telephone systems, owned and operated by the Government. The rates for telegraph messages are 2 to 5 cents per word, depending on the distance.

Cable.—The International Cable Co. operates a cable between Habana and Punta Rassa, Fla. The Postal or Commercial Cable Co. has a direct line to New York. The Western Union also has connection with the mainland. A French company has a cable from Santiago to Haiti, Santo Domingo, and other important points in the West Indies. The rate per word to Habana from points in the United States east of the Mississippi River is 15 cents, and from points west of the river 20 cents. Address and signature are counted. To other points in Cuba the rates are 20 and 25 cents. There are lower rates for "deferred" messages (to be marked L. C. L.).

Wireless.—The United Fruit Co. has a wireless station at Cape San Antonio, communicating with Port Limon (Costa Rica), New Orleans, and Panama. The Cuban Government has a powerful apparatus at Morro Castle.

TRAVEL ROUTES FROM UNITED STATES.

LINES FROM NEW YORK.

New York & Cuba Mail Steamship Co. (Ward Line).—Office, foot of Wall Street, East River. Departures from Piers 13-14, East River (Wall and Pine Streets), and Piers 16-18, Brooklyn, for Habana every Thursday and Saturday; for Santiago de Cuba, Cienfuegos, Guantanamo, and Manzanillo about every 10 days. Fare to Habana, \$90; time of trip, about three days.

Munson Steamship Line.—Office, 82 Beaver Street, New York. Departures from Pier 9, East River (old slip), for Matanzas, Antilla, and Nuevitas every other Saturday; for Cardenas, Sagua La Grande and Caibarien, every other Wednesday; for Puerto Padre and Gibara every fourth Wednesday; for Banes, via Antilla, every fourth Saturday. Fare to Antilla, \$65 to \$175; time of trip, about four days.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Departures for Habana every Saturday, from Pier 16, East River (Burling slip). Departures for Santiago de Cuba weekly, alternately Thursday and Saturday, from Pier 1, North River (Battery Place). Fare to Habana, \$70. Time of trip to Habana, about three days; to Santiago, about five days. (See also p. 40.)

LINES FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—J. J. Kelleher, general freight agent, 626-630 Common Street, New Orleans. Departures every Saturday for Habana, Cuba, and Cristobal and Bocas del Toro, Panama. Fare to Habana, \$43; time of trip, about two days.

Southern Pacific Co.—Charles S. Fay, general freight agent, New Orleans. Departures weekly for Habana; connection made there with the Empresa Naviera de Cuba for other points in Cuba. Fare to Habana, \$41; time of trip, about two days.

LINE FROM FLORIDA.

Peninsular & Occidental Steamship Co.—Sailings for Habana daily, except Sundays, from Key West, and from Port Tampa on Sundays and Thursdays. Fare from Key West, \$15; from Port Tampa, \$30. Time of trip from Key West, about nine hours.

OTHER LINES VISITING CUBAN PORTS.

Compañía Trasatlantica.—Leaves Genoa on the 21st, Barcelona 25th-26th, Malaga 28th, Cadiz 30th, direct to New York, Habana, Vera Cruz, and Puerto Mexico; returning from Vera Cruz on the 27th and from Habana on the 30th of each month direct for New York, Cadiz, Barcelona, and Genoa. Fare from New York to Habana, \$70.

Compagnie Generale Transatlantique.—Monthly service.

Distances.—New York to Habana, 1,166 nautical miles; New Orleans to Habana, 601; Cristobal to Habana, 986; New York to Santiago, 1,346; New Orleans to Santiago, 1,102; New York to Matanzas, 1,136; New York to Manzanillo, 1,490; New Orleans to Matanzas, 629; New Orleans to Manzanillo, 1,040; Kingston (Jamaica) to Habana, 724; New York to Cienfuegos, 1,646; New Orleans to Cienfuegos, 845.

LOCAL STEAMSHIP SERVICE.

Isle of Pines Steamship Co.—Sailings from Batabano to Isle of Pines on Mondays, Wednesdays, and Fridays, on arrival of trains leaving new central station at Habana at 6.10 p. m. on these days. Sailings from Isle of Pines to Batabano on Tuesdays, Thursdays, and Sundays at 4 p. m. First-class fare, exclusive of meals and berth, \$6.

Empresa Naviera de Cuba.—Regular service from Habana to Nuevitas, Puerto Padre, Gibara, Banes, Mayari, Vita Sama, Sagua de Tanamo, Baracoa, Guantnamo (Caimanera), Santiago de Cuba, Cienfuegos, Casilda (Trinidad), Tunas, Jucaro, Santa Cruz, Man-

zanillo, Ensenada de Mora, Santiago, and San Pedro; also to Porto Rico and the Dominican Republic.

Cuban Steamship Line of Luiz Odriozola, S. en C.—Regular service from Habana to Cienfuegos, Casilda (Trinidad), Tomas, Jucaro, Santa Cruz, Manzanillo, Ensenada de Mora, and Santiago.

The yacht *Lucinda* maintains regular service between Kingston, Jamaica, and Santiago de Cuba. Time of trip, about 16 hours.

BAGGAGE.—Baggage consisting of wearing apparel, toilet necessities, etc., is not subject to duty. All baggage will be inspected on the dock.

Baggage Transfer.—The Cuban and Pan American Express Co. handles all baggage arriving on steamers of the Ward Line from New York and the Southern Pacific Line from New Orleans. The pursers on the steamers of the lines mentioned act as agents for the express company and will check baggage from wharf to railway station, hotel, etc. Passengers may leave baggage at the office of the express company, 70 Lamparilla Street, for two weeks without charge. A representative of the express company is stationed at the Machina Wharf during the day. There is also an agency of the transfer company at Mr. Foster's office, Prado and Central Park.

Passengers arriving from Florida by the Peninsular & Occidental Line will have their baggage checked on arrival at wharf.

There are other express companies whose representatives are at the wharf to meet steamers and with whom arrangements may be made for transfer of baggage.

SALESMEN'S SAMPLES.—Travelers must present to the customhouse at the port of entry an invoice for samples and merchandise carried, certified by a Cuban consular officer in the port from which departure was made. This invoice must list and clearly identify all articles at their market price at the place of exportation. It is important that all possible explanation as to prices be made, as many difficulties arise in Cuban customhouses on account of discrepancies in the matter of valuing imports.

Payment of Duty.—All samples of dutiable merchandise must pay full duty. The law provides, however, that when any lot of samples is valued at not more than \$500, and when the samples are to be reexported, 75 per cent of the duty paid will be refunded, after proper identification of the samples, and provided that the reexportation occurs within 90 days from date of entry. In case any of the samples have been sold, the refund of 75 per cent will apply to the remainder. In order to entitle the traveling salesman to a refund of duty, samples must be imported as part of the baggage. They must not be shipped separately as freight, or by express or mail.

Special Provision.—The following provisions are made by the customs tariff of Cuba for the free admission of certain samples: "Samples of felt, wall paper, and fabrics, under the following conditions: That they do not exceed 40 centimeters (15 $\frac{3}{4}$ inches) in length, measured in the warp or length of the piece, even when such samples take up the entire width of the piece. The width shall, for fabrics, be determined by the list, and for felts and wall papers by the narrow border which has not passed through

the press. Samples not having these indications shall be admitted free of duty only when they do not exceed 40 centimeters in any dimension. In order to avoid abuse, the samples declared for free entry must have cuts 20 centimeters (8 inches) apart in their width, so as to render them unfit for any other purpose. When samples of fabrics are presented without cuts 20 centimeters apart, this requirement may be fulfilled at the time of entry, in order that they may be admitted free of duty. Samples of hosiery must be rendered unfit for use by cuts 20 centimeters apart. Samples of trimmings in small pieces, of no commercial value or possible use otherwise than as samples, may be admitted free."

Refund of Duties.—The law provides that no other samples than those above mentioned are to be admitted free of duty. In order to obtain the refund of 75 per cen^t for reexportation within three months, it must be possible for the customs officials at port of reexportation to easily recognize the samples upon which duty has been paid. If the value of the samples exceeds \$500, full duty must be paid and there is no refund whatever upon reexportation. The preparation of samples should be carefully studied by the salesman before departure.

Reexportation Through Other Ports.—Samples may be reexported through a port other than that through which samples were entered. If the salesman wishes to reexport his samples within three months, he may forward them to the port of reexportation in bond after having sent them in bond to the port of entry for examination. For instance, if the salesman has brought his samples into Cuba by way of Habana, he would have to return them to that place for examination before they could be reexported from the port of Santiago.

Time Required for Clearance.—Practically the only time required for clearance is that necessary for the clerical work involved. The services of a customhouse broker will be found desirable and guard the traveler against difficulties.

Duties on Advertising Matter.—The Cuban law provides that advertising matter is dutiable in accordance with the character and manufacture of the article. This includes printed circulars, cards, pamphlets, calendars, catalogues, etc., which are carried by travelers for free distribution.

Commercial Travelers' Tax.—There is no tax of any kind imposed on commercial travelers, either by the Federal Government or municipalities.

Best Visiting Time.—The best time for selling goods in Cuba depends entirely on the circumstances surrounding each individual line. The most agreeable period for visiting Cuba is December to April.

Excess Baggage.—The Cuban railroads do not differentiate between the baggage carried by traveling salesmen and other travelers. The amount carried free is 50 kilos (110 pounds). A charge of \$2 per 100 kilos (220 pounds) is made on excess weight.

CANVASSING THE ISLAND.—It is practically impossible to lay down definite rules regarding canvassing Cuba. The method and route followed depend upon the character of the line, class of merchants visited, etc. If only large wholesale houses or distributors are to be visited, Habana, on the northern side of the island, and Santiago, on the southern side, are usually sufficient. In Habana

are located the principal jobbing houses which supply the retail houses in the rest of the island. Santiago is the second city in importance, and here also will be found a number of large distributors, although the city is, naturally, secondary in importance to Habana. The custom of direct importation by many of the retail houses throughout the island has made it desirable to solicit orders from responsible retail merchants in the other cities.

Agencies.—Except in cases of highly specialized articles which require particular subdivision, most of the agents are located in Habana. Subagents may be named for Santiago and the other cities, but agencies in these two cities can pretty thoroughly look after the entire island.

ROUTES.—Western Cuba: From Habana to Pinar del Rio and Guane. Central Cuba: Habana to Matanzas, Cardenas, Cienfuegos, Santa Clara, Caibarien, and Camaguey. Eastern Cuba: From Camaguey to Nuevitas, Marti, Bayamo, Manzanillo, and Santiago; thence to Guantanamo, Antilla, Holguin, Gibara, and Puerto Padre. If the traveler enters by way of Antilla in eastern Cuba, he can easily canvass that portion of the island first and then proceed on the line of the United Railways, visiting successively the cities that have been mentioned before.

Routes Generally Followed.—Travelers usually enter by way of Habana, which is the most important distributing point, and then decide which places to visit first. The traveler can get a much better idea of the conditions at this point and govern himself accordingly.

HOTEL RATES.—There is a wide difference in the prices charged in Cuban hotels. In Habana the rates for the best accommodations are comparatively high, but not excessive, averaging in the best hotels from \$3 to \$6, American plan; European plan necessarily lower. In the second-class hotels the rates are not quite so high, averaging \$2.50 to \$4 per day, American plan, and somewhat less for European plan. In the smaller towns most of the hotels are run on the American plan, and the rates are from \$2 to \$4 per day. In the very small places the accommodations are in accordance with the community, and the rates run from \$1 to \$3 per day. During the tourist season, December to March, rates are usually higher than at other times.

PRINCIPAL RAILWAYS OF CUBA.

United Railways of Habana.—This line forms the first section of the through route from Habana to Santiago. It extends as far as Santa Clara. It also has branch lines north and south, one of which runs to Batabano, where it connects with the regular steamship service to the Isle of Pines. Other ports reached by this system are Matanzas and Cardenas.

Cuba Railroad.—This line forms the eastern section of the Habana-Santiago route, running from Santa Clara to Santiago. It also has lines extending to Antilla and Manzanillo.

Cuban Central Railway.—This line runs from the ports of Concha and Caibarien on the north coast and connects these two ports with Cienfuegos on the south coast.

Western Railway.—This line extends from Habana through Pinar del Rio to Guane.

Guantanamo & Western Railroad.—Extends from Boqueron to San Justo, San Justo to La Maya, La Maya to San Luis, with branches. Total length, 83 miles (134 km.).

Guantanamo Railroad.—From Guantanamo Bay (port of Caimanera) to Jamaica, with branches from Jamaica to Guasco (6 miles) and from Cuatro to Siempre (7 miles). The main line is 19 miles (31 km.) in length.

Gibara & Holguin Railway.—Runs from Gibara to Cantimplora, Auras, Aguas-Claras, and Holguin, connecting with the Cuba Railroad.

Puerto Principe & Nuevitas Railroad.—From Camaguey to Nuevitas, a distance of 46 miles (74 km.), passing through Dios Marias, Minas, Aguada Josefina, and Lugareno. Connects with Cuba Railway at Camaguey.

Jucaro & San Fernando Railroad.—From Jucaro to Ciego de Avila (connection with Cuba Railroad) and San Fernando; total length, 43 miles (69 km.).

Habana Central Railroad (Electric).—One-way fares from Habana: Guines line.—To San Francisco, 15 cents; Cotorro, 20 cents; San Jose, 45 cents; Guines, 80 cents. Guanajay line.—To Punta Braca, 20 cents; Hoyo Colorado, 30 cents; Caimito, 40 cents; Guanajay, 55 cents.

Holidays in Cuba.—The following are the chief holidays of Cuba. The population of Cuba is largely Catholic, and, in addition to the holidays mentioned, many people observe those of the church: January 1, New Year's Day; February 24, Revolution of Baire; May 20, Independence Day; October 10, Revolution of Yara; December 7, Death of Maceo; December 25, Christmas Day.

IMPORTANT COMMERCIAL CENTERS.

ANTILLA (OR NIPE), Province of Oriente; population, 2,300; on Nipe Bay, north coast; landing, steamer direct to wharf; 517 miles (832 km.) from Habana; 80 miles (128 km.) from Santiago. Principal products: Bananas, sugar.

American vice consul. Lloyd's agent, George Bayliss.

How Reached.—From New York by Munson Line; from Habana by United Railways to Santa Clara, thence by Cuba Railroad; from Santiago by Cuba Railroad, one-hour trip.

Hotels.—Antilla, Miramar.

Banks.—Banco Espanol de la Isla de Cuba; Royal Bank of Canada.

Note.—Antilla is the north-coast terminus of the Cuba Railroad. It exports sugar, iron ore, hardwoods, etc. A large retail business is done, and many of the dealers import direct. In the vicinity are mines of the Spanish American Iron Co., which operates a store at Felton. Other small places near by are Ciega de Avila, Sagua de Tanamo, Omaja, Mayari, and Sancti Spiritus. Worthy of the attention of all who canvass small places.

BANES, Province of Oriente; population, 8,227; 33 miles (52 km.) from Gibara. Reached from New York by Munson Line and United Fruit Co. steamship service; from Habana by Empresa Naviera de Cuba. Products: Sugar cane, cotton, coffee, cacao.

Hotels.—Paris, Comercio, Estrella, Valensiana.

Note.—A port of some importance, in a fruit-growing district. The United Fruit Co. maintains a commissary here, and there are also several other stores.

BARACOA, Province of Oriente; port in extreme southeastern part of island; population, 8,000; 707 miles (1,138 km.) from Habana; 17 miles (27 km.) from Port Maisi; 90 miles (145 km.) from Santiago. Principal products: Bananas, coconuts, sugar cane. Industries: Manufacture of coconut oil.

How Reached.—From Antilla or Santiago, by steamers of Empresa Naviera de Cuba.

Hotels.—Siglo XX, La Mascota.

Banks.—A. R. Arguellas; J. Simon & Co.

Shipping agents, J. Simon & Co. Lloyd's agent, R. C. Arrue.

Note.—This is a prosperous town of growing importance. Considerable export of ore is made from this port. There is some direct importing. Canvassed by those who visit the smaller towns.

BAYAMO, Province of Oriente; population, 8,395; 81 miles (130 km.) from Santiago; 25 miles (40 km.) from Manzanillo; 456 miles (735 km.) from Habana. Principal products: Sugar, tobacco, cattle, horses, hogs.

How Reached.—From Santiago by Cuba Railroad, four-hour trip; from Manzanillo by Cuba Railroad; from Habana by United Railways to Santa Clara, thence by Cuba Railroad.

Banks.—Banco Espanol de la Isla de Cuba; Royal Bank of Canada; P. Causilla & Co.; National City Bank of New York.

Hotels.—Plaza, Revolucion, Paris.

Note.—Bayamo is on the road from Manzanillo to Santiago de Cuba. It is surrounded by a prosperous agricultural district, and a brisk retail business is done.

CAIBARIEN, Province of Santa Clara; population, 8,350; 55 miles (88 km.) east of Santa Clara. Industries: Sponge fisheries, sugar refining, etc.

American consular agent. Lloyd's agent, P. B. Anderson.

How Reached.—From Habana via United Railways and Cuba Central Railway; also by steamers of Empresa Naviera de Cuba.

Banks.—Banco Espanol de la Isla de Cuba; Royal Bank of Canada; National Bank of Cuba; National City Bank of New York.

Hotels.—Comercio, Union.

Note.—This city supplies a number of small towns in the vicinity. A large export business in sugar is carried on. May be visited advantageously by salesmen who canvass the retail trade.

CAMAGUEY, Province of Camaguey; population, 35,000; 338 miles (543 km.) from Habana; 200 miles (322 km.) from Santiago. Principal products: Cattle, sugar, molasses, honey, cedar wood, mahogany, licorice. Industries: Manufacture of perfumery, tobacco, etc.

How Reached.—From Habana by United Railways to Santa Clara, thence by Cuba Railroad, 15-hour trip; from Santiago by Cuba Railroad, 9½-hour trip.

Hotels.—Camaguey, Plaza, Inglaterra, Norman, Grand.

Banks.—Banco de las Isla de Cuba; National Bank of Cuba; Royal Bank of Canada; Banco Territorial de Cuba; Banco Agrícola Puerto Principe; Banco Industrial de Camaguey; National City Bank of New York.

Note.—An important city in the center of a large cattle-raising and agricultural district. Headquarters of the Cuba Railroad Co. A large business is transacted, and this place should be visited by all salesmen. Many reliable firms are located here, some of which import direct.

CARDENAS, Province of Matanzas; population, 26,321; port on Sagua la Grande River; 41 miles (66 km.) from Matanzas; 109 miles (172 km.) from Habana; 70 miles (112 km.) from Sagua la Grande. Principal products: Sugar cane. Industries: Sugar refineries, tanneries, distilleries, tobacco factories.

Lloyd's agent, Arthur Fitzgibbon. Customhouse brokers, Luria, Carragol y Cia. and Waldo Diaz.

How Reached.—From Matanzas by United Railways, 2½-hour trip, fare \$3.20; from Habana by United Railways.

Banks.—Banco Espanol de la Isla de Cuba; Royal Bank of Canada; Menendez Eceberria y Cia.; National Bank of Cuba; Banco Territorial de Cuba; National City Bank of New York.

Hotels.—Europa, Louvre, Isla de Cuba, Marina, Dominica, Varadero.

Note.—This place is easily reached by rail or steamer from Habana. It is a flourishing commercial port in the midst of an importing sugar-growing district. A large trade is carried on and the place is growing in importance. Usually visited by most salesmen.

CIENFUEGOS, Province of Santa Clara; on the south coast, on Bay of Jagua; steamers lie about a mile offshore; population, 40,000; 41 miles (65 km.) from Villa Clara; 195 miles (313 km.) from Habana. Principal products: Sugar cane, cacao, tobacco, molasses.

American consul and vice consul. Lloyd's agent, George R. Fowler. Customhouse brokers, Pablo E. Alcazar and Jose M. Guerrero.

How Reached.—From Santiago and Camaguey by Cuba Railroad; from Habana by United Railways to Santa Clara, thence by Cuba Central Railway or steamers of Empresa Naviera de Cuba.

Banks.—Banco Espanol de la Isla de Cuba; National Bank of Cuba; Royal Bank of Canada; Bank of Nova Scotia; National City Bank of New York.

Hotels.—Gran. Ciervo de Oro, Continental, La Suiza, Union.

Wireless station located here.

Note.—This is a very important port, said to be the second most important sugar port in the world. In the vicinity are numerous sugar refineries and "centrals," distilleries, etc. The cultivation of tobacco is also important. Lumber, coffee, honey, and wax are other important products. Should be visited by all salesmen.

GIBARA, Province of Oriente; port on the north coast; population, 10,000; 80 miles (132 km.) from Santiago. Customhouse brokers, Beola y Cia. and M. Cueros y Cia.

How Reached.—From Santiago and Camaguey by Cuba Railroad; from Habana by steamers of Empresa Naviera de Cuba.

Hotel.—Comercio.

Banks.—National Bank of Cuba.

Note.—An excellent port with a considerable volume of business. Canvassed by those who make the small towns.

GUANTANAMO, Province of Oriente; landing from steamer direct to wharf; population, 14,600; on southeastern end of island; 40

miles (64 km.) from Santiago de Cuba; 20 miles (32 km.) from bay. Principal products: Coffee, sugar, wax, honey, timber, rum.

How Reached.—From Santiago by Cuba Railroad and Guantanamo & Western Railroad, or steamers of Empresa Naviera de Cuba; from Habana by United Railways and Cuba Railroad, via Santa Clara, or steamers of Empresa Naviera de Cuba.

Banks.—Banco Espanol de la Isla de Cuba; National Bank of Cuba; Royal Bank of Canada; Banco Territorial de Cuba; National City Bank of New York.

Customhouse brokers, Brooks & Co.

Hotels.—Venus, Washington, Colon, Porvenir, Continental, El Cosmopolita.

Note.—An important and growing city in southeastern Cuba. Easily accessible from Santiago and from Guantanamo Bay. In the vicinity are important sugar plantations. Important products are coffee, wax, honey, rum, timber, etc. Visited by the majority of salesmen.

HABANA, capital of the Republic; altitude, 10 feet; landing, steamer to wharf (sometimes by launch); population, 360,000; 54 miles (87 km.) from Matanzas; 535 miles (862 km.) from Santiago; 324 nautical miles from Tampa, Fla.; 1,166 nautical miles from New York. Climate, good; temperature averages 76° F.; average rainfall, 43 inches; 106 rainy days. Principal products: Sugar and tobacco. Industries: Cigar making, breweries, bottle factories, cement works, foundries and machine shops, soap and perfume factories, marble and stone works, shoes, furniture, chocolate, and parasol factories.

How Reached.—From New York by Ward Line and United Fruit Co. Line; from Matanzas by United Railways, 2-hour trip, fare \$3.20; from Santiago by Cuba Railroad and United Railways via Santa Clara, 24-hour trip, fare \$24.11.

United States Legation.—Santa Catalina and Dominguez (Cerro); United States consulate, Room 505, National Bank of Cuba Building.

Banks and Bankers.—National City Bank of New York; American Foreign Banking Corporation; Banco Mercantil Americano de Cuba; Banco Nacional de Cuba, Galiano 84; Bolsa Privada, Amagura 3; Arguelles Hijos, de R., Mercaderes 36; Carlos Arnoldson & Co., Amagura 6; H. Astorqui & Co., Obrapia 5; J. Balcells y Cia., Amagura 34; J. A. Bancos & Co., Obispo 21; Banco Espanol de la Isla de Cuba, Aguiar 81; Banco de la Habana, Cuba 76-78; Banco Territorial de Cuba, Aguiar 81; Bank of Nova Scotia, O'Reilly 32-A; J. F. Berndes & Co., Cuba 64; Dussag & Co., Oficios 18; Marquette y Rocaberti, Aguiar 134; Mendez y Lenza, Segundo, Aguiar 102; National Bank of Cuba, Government depository, Produce Exchange; Romagosa & Co., Teniente Rey 16; Sampera & Co., Aguiar 106-108; Suero y Cia., Oficios 16; Royal Bank of Canada, Obrapia 33; Trust Co. of Cuba, Obispo 53; Zaldo & Co., Cuba 76; Compañia de Construcciones Reparaciones y Obras de Saneamiento de Cuba, O'Reilly 5; Compañia Nacional de Finanzas, Cuba esq. Obispo; Fidelity & Deposit Co. of Maryland, Cuba 58; Hispano Colonial de Barcelona, S. Ignacio 72; Banco de Fomento Agrario, Galiano 66; N. Gelats & Co.; Alvarez, Valdez & Co.; Pedro Gomez Mena.

Customhouse Brokers.—Oscar Alsina, Inquisidor 21; Leop. Autron, Lonja 505; Cuesto y Huo., Callejon Enna 4; E. Dardet & Co., Bara-

tillo 7; Molina Bros., Lonja 541; Rada & Corominas, Oficios 16; Nicolas Vizcaino, San Pedro 16-18.

R. G. Dun & Co., Banco Nacional 307; Bradstreet Co., Lonja 206. Lloyd's agent, Aquilino Ordonez.

Automobile Fares.—Automobile by the hour for business purposes, 2 passengers, 75 cents; 3 passengers, 90 cents; 4 passengers, 95 cents. Automobile by the hour for driving, 2 persons, \$1.25; 3 persons, \$1.50; 4 persons, \$1.75. There are also rates according to zones. From 11 p. m. to 6 a. m. fares are double.

Trolley Service.—There is trolley-car service to various parts of the city. Fare, 5 cents.

Hotels.—Inglaterra, Prado at Central Park; Plaza, corner Zulueta and Neptuno; Telegrafo, corner Prado and Neptuno; Florida, Obispo 28; Union, Cuba 55; America, Industria 160; Maison Royal, 55 Seventeenth Street (Vedado); Saratoga, Prado 121; Belvedere, Neptuno and Consulado; Pasaje, Prado 95; Manhattan, S. Lazaro 243; Trianon, Consulado 111; Luz, Oficios 35; Isle of Cuba, 45 Monte Street; Alcazar.

Note.—Habana is the most important city in Cuba. It is usually selected as the place for the establishment of a general agency for the whole island. There is a beautiful capacious harbor and the hotel accommodations are the very best. The business carried on is exceedingly large. Salesmen can make this place their base of operations for the entire island. Practically every kind of importing is carried on, and the chief wholesale houses of Cuba are located at this point.

HOLGUIN, Province of Oriente; population, 11,000; 88 miles (141 km.) northwest of Santiago; 468 miles (754 km.) from Habana. Products: Tobacco, sugar, etc. Minerals: Manganese, gold, etc.

How Reached.—From Santiago or Habana by Cuba Railroad.

Banks.—Banco Espanol de la Isla de Cuba; National Bank of Cuba.

Some Leading Hotels.—Holguin, Isla de Cuba.

Note.—Holguin is on the road from Gibara. It is sometimes visited by those who canvass the smaller towns.

ISLE OF PINES, Partido Judicial de; population, 4,550; 60 miles (97 km.) from Batabano. Climate, excellent; average temperature, 75° F.; nights cool and pleasant; rainy season, May 15 to October 15. Principal products: Grapefruits, limes, oranges, pineapples, tobacco, pine, mahogany, cedar, sulphur, pitch, turpentine. Industries: Cigar factories, sawmills.

How Reached.—From Batabano by Isle of Pines Steamship Co. Sailings from Batabano on Mondays, Wednesdays, and Fridays on arrival of trains leaving new central station, Habana, at 6.10 p. m. on these days; from Isle of Pines on Tuesdays, Thursdays, and Sundays at 4 p. m. Fare, one way, exclusive of meals and berth, \$6. Carreteras to Columbia, McKinley, and Santa Fe.

Hotels.—Burnside, Anderson, Casas, Union.

Banks.—Isle of Pines Bank, Nueva Gerona; National Bank of Cuba, Nueva Gerona.

Nueva Gerona.—This is the capital and chief business place. Other settlements are Media Villa, McKinley, Santa Fe, Santa Barbara, and Los Indios.

Note.—This is an island of some importance lying south of Pinar del Rio and Habana Provinces. Easily accessible. A brisk retail

trade is carried on. Visited by salesmen who canvass small places. An American consul is stationed at Nueva Gerona.

MANZANILLO, Province of Oriente; population, 18,000; on west coast; 487 miles (783 km.) from Habana; 25 miles (40 km.) from Bayamo; 157 miles (253 km.) from Oriente. Climate, hot and unhealthful. Principal products: Sugar and tobacco.

How Reached.—From Santiago by Cuba Railroad (fare \$4.46), or steamers of the Empresa Naviera de Cuba; from Bayamo by Cuba Railroad.

Banks.—National City Bank of New York; Banco Espanol de la Isla de Cuba; Royal Bank of Canada; F. T. Carbojosa y Cia.; National Bank of Cuba; Banco Territorial de Cuba; J. Chertudi y Cia. American consular agent. Lloyd's agent, Beattie & Co. Customhouse brokers, Godwall, Maceo & Co.

Hotels.—Eden, Inglaterra, Comercio, La Ferrolana.

Note.—One of the important cities of southeastern Cuba. A large business is carried on, the exports consisting principally of sugar, hides, etc. An important distributing point for the surrounding country. Well worthy of a visit by the majority of salesmen.

MATANZAS, capital of Province of Matanzas; altitude, 100 feet; population, 37,000; port on Matanzas Bay; landing, steamer to wharf; 54 miles (87 km.) from Habana; 472 miles (755 km.) from Santiago. Principal products: Sugar, molasses, coffee, honey, wax, fruit. Industries: Sisal fiber and cordage.

American vice consul. Lloyd's agent, Leoncio A. del Campo.

How Reached.—From Habana by United Railways, 2-hour trip, fare \$3.20.

Banks and Bankers.—Branch of Banco Nacional; National City Bank of New York; branch of Bank of Spain; branch of Royal Bank of Canada; Sobrino de Bea & Co., S. en C.; A. Luque, S. en C.; Arechavaleta Amezaga & Co., S. en C.

Hotels.—Louvre, Sevilla, Paris, Golfo de Mexico.

Note.—The capital of the Province. Easily reached from Habana. Considerable business is done with Habana, and many of the retailers carry on a large trade and import direct. The chief source of wealth is sugar, there being many "centrals" and refineries in this Province. Tobacco and other tropical products are also exported.

NUEVITAS, port in Department of Oriente; population, 11,000; 242 miles (387 km.) from Santiago; 54 miles (87 km.) from Puerto Principe; 50 miles (80 km.) north of Camaguey. Principal products: Sugar, cedar, mahogany, and citrus fruits.

American consul and vice consul.

How Reached.—From Camaguey by Puerto Principe & Nuevitas Railway; from Habana by steamers of Empresa Naviera de Cuba.

Banks.—Banco Español de la Isla de Cuba; Royal Bank of Canada.

Note.—This place is growing in importance and a large trade is carried on. It is worthy of the attention of most salesmen.

PINAR DEL RIO, capital of Province of Pinar del Rio; population, 20,000; 107 miles (173 km.) from Habana. Principal products: Tobacco (famous Vuelta Abajo district). Industries are unimportant.

How Reached.—From Habana by Western Railway, 4-hour trip; fare, \$5.16.

Banks.—Branch of Banco Nacional de Cuba; branch of Banco Español de la Isla de Cuba; branch of Royal Bank of Canada; agency of National City Bank of New York; agency of Bank of Nova Scotia.

Hotels.—Ricardo, Marina, Sevilla, Globo.

Note.—A town of considerable importance in the western part of Cuba; easily accessible from Habana. A large business is done with the surrounding country. The chief wealth is tropical agricultural products, especially tobacco. Canvassed by salesmen who visit the smaller places.

SAGUA LA GRANDE, Province of Santa Clara; population, 17,724; on Sagua la Grande River, navigable for 20 miles (32 km.); 16 miles (25 km.) from Isabella (port); 30 miles (48 km.) north of Santa Clara. Principal product: Sugar. Industries: Alcohol distilleries, railroad shops of Cuban Central Railway Co.

American consular agent. Lloyd's agent, J. F. Jova.

How Reached.—From Habana via United and Cuban Central Railways, time 6½ hours, fare \$8.53.

Banks and Bankers.—National City Bank of New York; Banco Español de la Isla de Cuba; National Bank of Cuba; Royal Bank of Canada; G. Izaguirre y Cia. (S. en C.); Carlos Alfert y Cia. (S. en C.).

Hotels.—Plaza, Telegrafo, El Paradero, Oscuro.

Note.—One of the chief ports of Cuba. In this vicinity are numerous important sugar plantations, also sugar "centrals" and refineries. There is frequent communication with Santa Clara, Cienfuegos, Caibarien, Cardenas, etc. Worthy of the attention of salesmen who canvass towns where a large retail trade is done.

SANTA CLARA, capital of Province of Santa Clara; population, 18,000; 179 miles (289 km.) from Habana; 41 miles (65 km.) from Cienfuegos. Climate, healthful. Principal products: Sugar and cattle. Mines: Copper, gold, graphite, asphalt, etc.

How Reached.—From Habana by United Railways, 7 to 7½ hour trip, fare \$8.53; from Cienfuegos by Cuban Central Railway.

Banks and Bankers.—National City Bank of New York; Banco Español de la Isla de Cuba; National Bank of Cuba; Royal Bank of Canada; A. García & Co.

Hotels.—Santa Clara, Plaza, Telegrafo, Union, Yoro.

Note.—Santa Clara is situated in an important sugar and tobacco district. It is worthy of a visit by all salesmen who visit the flourishing towns. Considerable direct importing business is done.

SANTIAGO DE CUBA, capital of Province of Oriente; on south coast; landing, steamer to wharf; population, 50,000; 535 miles (861 km.) from Habana; 40 miles (64 km.) from Guantanamo. Principal products: Iron, copper, manganese, sugar, rum, tobacco, cocoa, woods, honey, wax. Industries: Mining, agriculture, brewing, manufacture of bricks, ice, cigars, matches, candles, and soap; foundries, planing mills, and machine shops.

American consul and vice consul. Lloyd's agent, Brooks & Co. Customhouse brokers, Bravo & Co. and Desiderio Parreno.

How Reached.—From Habana by United Railways and Cuba Railway via Santa Clara (24-hour trip, fare \$24.11), or by steamers of Empresa Naviera de Cuba; from Batabano by steamers.

Banks.—Banco Español; Banco Nacional de Cuba; Royal Bank of Canada; National City Bank of New York.

Hotels.—Casa Grande, Venus, Imperial, American, Alba, Cosmopolitan, Palace, Luz, Sulza.

Public Carriage Rates.—Within city limits: One person, 20 cents; two persons, 30 cents; three persons, 40 cents; four persons, 50 cents. Hour's drive or more: Working days, \$1; holidays, first hour \$1.50, each succeeding hour \$1. After 11 p. m. above rates are doubled.

Note.—Next to Habana, this is the most important commercial city of Cuba and the principal seaport in the eastern part. It is the center of a rich mining district, in which iron predominates, though copper is also mined. The exports are very large, including copper and iron ore, hides, cedar and mahogany logs. A large business is done. Santiago is often selected as a base for a local agency, particularly if it does not seem advisable to depend upon Habana exclusively. Should be visited by all salesmen. At Daiquiri and Firmeza, near by, are great iron mines.

TRINIDAD, Province of Santa Clara; population, 12,000; 45 miles (73 km.) from Santa Clara. Products: Sugar, coffee, tobacco, cocoa, wax, honey.

How Reached.—From Santa Clara by Cuba Railway.

Some Leading Hotels.—Tulleries, Central, Union.

Banks.—National Bank of Cuba; Royal Bank of Canada.

Note.—Trinidad is in the south central part of Cuba. The surrounding district is very rich. Usually found worthy of the attention of salesmen who canvass the smaller places.

SOME TOWNS OF LESS IMPORTANCE.

Below is a list of the less important places in Cuba. Some of these, however, are of interest to travelers who canvass their territory closely. It is suggested that inquiry regarding the business available in these places be made in the largest towns near them.

Artemisa, Pinar del Rio; population, 5,000. Reached from Habana by Western Railway. Products: Pineapples. National City Bank of New York.

Batabano, Department of Habana; population, 7,000. Connected with Habana customs district; branch of Habana customhouse. Reached from Habana by United Railways. Banks: Banco Espanol de la Isla de Cuba; M. G. Valdes & Co. The business of the Isle of Pines passes through here. In the vicinity are many sponge fisheries. Canvassed by those who work the smaller places.

Bejucal, Province of Habana; population, 6,500; 15 miles (26 km.) from Habana; reached by United Railways. Products: Tobacco, tropical fruits, etc.

Bolondron, Province of Matanzas; population, about 5,000; 35 miles (53 km.) from Matanzas; reached by United Railways. Products: Sugar, cattle, etc.

Ciego de Avila, Province of Camaguey; population, 10,000; 280 miles (450 km.) from Habana; 260 miles (420 km.) from Santiago. Junction on Cuba Railway and Juvaro & San Fernando Railroad. Products: Sugar and cattle. Industry: Sawmills. Banks: Banco Espanol de la Isla de Cuba; National Bank of Cuba; Royal Bank of Canada; National City Bank of New York. Railway restaurant at this point. Hotels: Delicias, Sevilla.

Colon, Province of Matanzas; population, 8,500; 83 miles (135 km.) from Habana; 40 miles (64 km.) from Cardenas. Banks: Banco de la Isla de Cuba; National Bank of Cuba; National City Bank of New York. This is a great sugar center; chiefly dependent upon Habana. Reached from Habana by United Railways. Hotels: La Union, Lanare, Continental.

Consolacion del Sur, Pinar del Rio; population, 11,000; 12 miles (20 km.) from Pinar del Rio. Products: Tobacco, etc. Reached from Habana and Pinar del Rio by Western Railway. Bank: National Bank of Cuba. Hotel: Moderno. In this vicinity tobacco is the principal product.

Cruces, Province of Santa Clara; population, 5,000; on the road from Cienfuegos to Sagua la Grande, in the midst of a sugar district. Banks: Banco Espanol de Isla de Cuba; National Bank of Cuba; National City Bank of New York. Hotels: Reina Victoria, Ruiz.

Guanabacoa, Province of Habana; population, 14,000. Chief products: Sugar, coffee, etc. Reached from Habana by United Railways. Bank: National Bank of Cuba. A fair business is done here.

Guanajay, Province of Pinar del Rio; population, 7,000; 35 miles (57 km.) from Habana, reached by United Railways. Products: Tobacco, sugar, fruits. Hotel: Cuba. Bank: National Bank of Cuba.

Guines, Province of Habana; population, 10,360; 32 miles (50 km.) from Habana, reached by Western Railway. Bank: National Bank of Cuba. Canvassed from Habana by those who make the smaller towns. This is a railroad junction point. In the vicinity are many sugar mills.

Marianao, Province of Habana; population, 10,000; 10 miles (16 km.) from Habana, reached by United Railways. This is a suburban residential district, not of commercial importance.

Puerto Padre, Province of Oriente; population, 3,500; on the north coast; reached from Habana by steamers of Empresa Naviera de Cuba. Chief products: Coffee, sugar, fruits, honey, tobacco; also mines of copper, iron, and manganese. Hotel: Garcia. Bank: Royal Bank of Canada. This is a progressive town in which considerable business is done.

Remedios, Province of Santa Clara; population, 10,000; 5 miles (8 km.) south of Caibarien; 32 miles (51 km.) from Santa Clara. Products: Tobacco, sugar. Industries: Packing center; railroad town. Reached from Habana via United Railways and Cuban Central Railroad. Banks: National Bank of Cuba; National City Bank of New York. Hotels: Comercio, Mascotte.

San Antonio de Los Banos, Province of Habana; population, 13,500; 20 miles (34 km.) from Habana, reached by rail. Products: The famous Tumbadora tobacco and tropical fruits. Hotels: Cuba, La Dominica. This is a health resort.

Sancti Spiritus, Province of Santa Clara; population, 18,000; 240 miles (386 km.) from Habana, reached by United Railways and Cuba Railway via Santa Clara; 50 miles (80 km.) from Santa Clara, reached by Cuba Railway. Hotels: Perla, Central, Correo, Plaza, Tibidabo, Isla de Cuba. Banks: Banco Espanol de la Isla de Cuba; National Bank of Cuba; Royal Bank of Canada; National City Bank of New York.

JAMAICA.

Map No. 5.

Location.—Jamaica is an island in the Caribbean Sea, lying about 90 miles south of Cuba and 100 miles from Haiti. It is a British possession. Turks and Caicos Islands, Cayman Islands, Maront Cays, and Pedro Cays are dependencies of Jamaica.

Area and Population.—The area is about 4,207 square miles; population, about 900,000, or approximately 214 inhabitants per square mile. The greatest length of Jamaica is 144 miles, the greatest width 50 miles.

Population of Principal Towns.—Kingston, 57,379; Spanish Town, 7,500; Montego Bay, 6,600; Port Antonio, 8,000; Savanna la Mar, 3,500; St. Anns Bay, 2,500; Falmouth, 2,500.

Topography.—Nearly all of Jamaica is mountainous. Some of the peaks attain a height of 5,000 to 7,000 feet. The island is well watered by small streams. There are abundant fertile valleys, some of which are very picturesque. The most important chain of mountains is the Blue Mountains.

Climate.—At sea level the temperature ranges from 70° to 87° F.; at 1,000 feet, 68° to 82°; at 3,000 feet, 63° to 74°; at 7,000 feet, 49° to 64°. Near the coast it is humid and warm. The higher regions are dry, mild, and equable. There are two rainy seasons, May and October, but there is more or less rain during all of the year.

Commercial Interests.—This island is essentially agricultural. The most important crop is bananas. The raising of coffee and coconuts is also important. The sugar industry is developing very rapidly and is increasing in importance as a money crop. In the timber industry considerable advance has been made, especially in getting out logwood. Cattle raising, and the consequent export of hides and skins, has also been increasing.

Principal Products.—Sugar cane, coffee, bananas, oranges, grapefruit, limes, coconuts, hardwoods, honey, wax, pimento, Jamaica ginger, annatto, and cassava.

Minerals.—Copper, gold, iron, lead, cobalt, manganese, and others.

Industries.—Agriculture, match factories, ice plants, breweries, bottling works, cigar and cigarette factories, distilleries, planing mills, manufacture of jippi-jappa hats, and banana food products.

Language.—English.

Currency.—Same as in England, but United States money is accepted.

Weights and Measures.—Same as in England.

Postage.—First-class letter rate to and from the United States, 5 cents for the first ounce and 3 cents for each additional ounce or fractional part thereof.

Wireless and Cable.—Messages between ship and shore cost \$2.15 for not more than 10 words. Cable messages to points east of the Mississippi River, 36 cents per word; west of the river, 41 cents per word.

TRAVEL ROUTES.

LINES FROM NEW YORK.

United Fruit Co. Steamship Service.—Office, 17 Battery Place, Sailings from Pier 16, East River (Burling slip), and Pier 1, North River (Battery Place). Departures for Kingston every Wednesday and Saturday, and for Port Antonio every Saturday and alternate Thursday; for Morant, Alto Bay, Montego Bay, Savanna la Mar, every Saturday. Connection can be made at Kingston and Port Antonio with the Jamaica Government Railroad for interior points. Fares: New York to Kingston and Port Antonio, \$85; Cristobal (Panama) to Kingston, \$43; Santiago (Cuba) to Kingston and Port Antonio, \$17. Time of trip from New York, six to seven days.

Pacific Steam Navigation Co.—Office, 26 Broadway, New York. Sailings from Pier 42, North River (foot of Christopher St.). Departure monthly for Kingston, Jamaica. Fare, \$85. Time, 6 days.

OTHER LINES VISITING JAMAICA.

Plant Steamship Co.—Line from Jacksonville, Fla.

Leyland and Harrison Lines.—From England to Kingston, Port Antonio, and Montego Bay, then going on to Mexican ports.

Halifax & West India Steamship Co.—Fortnightly sailings from Halifax to Jamaica, calling at Bermuda and Turks Island.

Elders & Fyffes Line.—Two steamers a month from England to Kingston, then continuing to Port Limon, Costa Rica, and returning in about five or six days, after having gone either to Santa Marta, Colombia, or Colon, Panama.

Cuba Railroad Co.—Steamer *Prince Rupert* leaves Kingston and Port Antonio for Santiago, Cuba, on Tuesdays, Thursdays, and Saturdays, and returns on Mondays, Wednesdays, and Fridays. Time of trip: From Port Antonio, 7 to 8 hours; from Kingston, about 17 hours. Fares (including meals and berth): Port Antonio to Santiago, \$12; Kingston to Santiago, \$15.

Local Steamship Service.—A Government launch and other small vessels ply between Kingston and Port Royal. Fare, about 25 cents. The yacht *Lucinda* maintains regular service between Santiago de Cuba and Kingston, Jamaica. Time of trip, about 16 hours. There are several other steamers which make regular trips around the island. Inquire at steamship agencies in Kingston.

JAMAICA GOVERNMENT RAILWAY.

The railroad extends from Montego Bay to Spanish Town. At the latter point the line branches off in two directions—one to Kingston and the other to Port Antonio. Between Spanish Town and Port Antonio a line branches off to Ewarton.

Fares from and to Kingston.—Spanish Town, \$0.50; Port Antonio, \$3; Montpelier, \$4.15; Montego Bay, \$4.50; between Port Antonio and Spanish Town, \$2.70.

DISTANCES.—New York to Kingston, 1,457 nautical miles; New York to Port Antonio, 1,415 miles; Cristobal, Panama, to Kingston, 550 miles. Distances within Jamaica: Annotto Bay to Kingston, 50 miles (81 km.); Port Antonio to Kingston, 75 miles (120 km.);

St. Ann's Bay to Kingston, 70 miles (113 km.); Spanish Town to Kingston, 12 miles (19 km.); Falmouth to Port Antonio, 106 miles (171 km.); Falmouth to Montego Bay, 22 miles (35 km.).

Mail Coaches.—There is a regular mail-coach service between Montego Bay and Lucea, distance 25 miles (40 km.), time about 4 hours, fare \$2; between Savanna la Mar and Montpelier, 22 miles (34 km.), time about 4½ hours, fare \$1.50. In addition to the above, there is mail-coach service to all principal places not reached by railroad. Baggage limited to 20 pounds per passenger.

Automobiles.—In addition to the mail coaches, numerous automobiles are available for reaching points not on the railroad.

CANVASSING JAMAICA.

Commercial Center.—There is only one city of real importance, the capital, Kingston. Here are located the chief Government offices. The most important firms (particularly the wholesale houses) are located in Kingston. These supply the small firms throughout the island.

Importing Retailers.—It must be remembered that because of the accessibility of Jamaica, many retailers even in the smaller places import direct, especially from New York. There is also considerable business with Great Britain.

Routes for Travelers.—Almost all travelers begin at Kingston, finding it more satisfactory to feel the pulse of the trade there and then canvass the rest of the island. There is good service between Kingston and the places of less importance. Port Antonio, on the north side of the island, is reached by rail. The chief towns, method of reaching them, and the approximate time required are given in the following pages.

Agencies.—Agencies for Jamaica are almost always placed with firms in Kingston, who are expected to canvass the rest of the island. In the case of manufacturers who sell exclusively to wholesalers, the business is comparatively simple, because such houses are located exclusively in Kingston. Many wholesalers conduct a retail business in connection, and this makes differentiation between the two classes of trade less marked than elsewhere.

Commercial Travelers' License.—Under a law effective June 1, 1919, commercial travelers representing foreign business houses are required to register and pay an annual tax of £10 (\$48.66). Failure to do so involves heavy penalties, including imprisonment.

Taxes on Goods Sold.—If the commercial traveler sells his samples, or if stock is brought to the island to be sold, the traveler is required to take out a merchant's license, the cost of which is about \$61 per year.

Giving Bond.—Samples of value may be brought into Jamaica without the payment of duty, but an invoice must be deposited with the customs, the goods carefully checked, and a sufficient deposit left to cover duties thereon. When the traveler leaves the island the goods are again checked and the deposit returned.

Suggestions to Salesmen.—American exporters should bear in mind that English—not Spanish—is the language of Jamaica; that the average transit period is 5 to 6 days; that American currency may be used in price quotations; that the regular foreign postage

rates prevail and parcel-post facilities are available; and that the climate of Jamaica is subtropical.

Credit information may be obtained from the Bank of Nova Scotia and the Colonial Bank, both of which have branches throughout the island. Credit terms are 30 to 90 days with 2 per cent to 3 per cent off for cash, the average being 60 days or $2\frac{1}{2}$ per cent off for cash.

The general trade of Jamaica demands cheap merchandise—quantity rather than quality. The ordinary black Jamaican plans his purchases in pennies—not shillings.

Holidays in Jamaica.—The following are the chief holidays observed in Jamaica: January 1, New Year's Day; Ash Wednesday; Good Friday; Easter Monday; May 24, Empire Day; June 3, birthday of the King; August 1, abolition day of slavery in the British colonies; November 9, King Edward's Day; December 25, Christmas; December 26, Boxing Day.

CHIEF COMMERCIAL CENTERS.

FALMOUTH; population, 2,500; 106 miles (171 km.) from Port Antonio, 22 miles (35 km.) from Montego Bay. Principal products: Sugar, coffee, ginger, bananas, dyewoods, rum. Lloyd's agent, Walter Coke Kerr.

How Reached.—From St. Anns Bay by steamer; from Montego Bay by steamer, 3-hour journey.

Principal Hotel.—Falmouth.

Bank.—Colonial Bank (J. E. Kerr & Co., agents).

Note.—This is a port of entry for the north. A fair retail trade is carried on. Visited by those who canvass the smaller places.

KINGSTON, the capital of the island; population, 57,379; 50 miles (81 km.) from Annotto Bay; 75 miles (120 km.) from Port Antonio; 1,457 nautical miles from New York. Landing: From steamer to wharf. Temperature averages 78° F. Principal products: Bananas, coffee, pimento, ginger, logwood. Industries: Match and ice factories, breweries, cigar and cigarette factories.

American consul and vice consul. Lloyd's agent, R. S. Gamble & Son.

How Reached.—From New York, by United Fruit Co. steamers; from Port Antonio, by rail, time 4 to 5 hours, fare \$3; from Annotto Bay, by rail.

Conveyances.—Cab (locally called "bus") within city limits, 12 cents per person, 75 cents per hour; outside of city, \$1.10 per hour. Electric cars give good service at regular intervals to various parts of city and suburbs.

Hotels.—Myrtle Bank, Jamaica, Montague House, South Camp Road, Manor House, St. Andrew's Hotel.

Banks.—Bank of Nova Scotia; Colonial Bank; Royal Bank of Canada; National City Bank of New York.

Note.—Kingston is a port of call for many steamship lines trading with the West Indies, South America, and Europe. Many travelers stop off here for a visit between steamers. A considerable volume of trade, both wholesale and retail, is done in foodstuffs, hardware, estate stores, etc. In the vicinity are many sugar, coffee,

coconut, and banana plantations. This place is generally worthy of a visit from all salesmen.

MONTEGO BAY, Parish of St. James, on northwest end of island; population, 6,600; 22 miles (35 km.) from Falmouth; 10 miles (16 km.) from Montpelier; 113 miles (183 km.) from Kingston. Principal products: Sugar, coffee, bananas, dyewoods, rum. Industries: Ice factory, aerated-water works, native wines and cordials.

American consular agent. Lloyd's agent, Walter Coke Kerr.

How Reached.—From Savanna la Mar, by steamer, a 20-hour journey; from Kingston, by rail, fare \$4.50; from Falmouth, by steamer, 4-hour journey, or by road, 6½-hour trip; from St. Ann's Bay, by motor car (every Friday), fare \$6.50; from Port Antonio, by motor cars, about 8 hours.

Principal Hotels.—Spring Hill, Montego Bay, Caribee, Staffordshire.

Banks.—Bank of Nova Scotia; Colonial Bank.

Note.—This is the most important city of the parish and a very fair trade is carried on. Visited by those who canvass the smaller places.

PORT ANTONIO, Parish of Portland; population, 8,000; 75 miles (120 km.) from Kingston; 590 nautical miles from Cristobal, Panama. Landing: Vessels anchor offshore. Products: Bananas and other fruits. Industries: Ice factory, bottling works, tannery, cigar factory.

American consul and vice consul. Lloyd's agent, D. S. Gideon.

How Reached.—From Kingston, by rail, time 4 to 5 hours, fare \$3; from Montego Bay, by rail; from Cristobal, by United Fruit Co. steamers.

Banks.—Bank of Nova Scotia; Colonial Bank.

Principal Hotels.—Titchfield, Waverly.

Note.—The most important town of the parish. There is an excellent harbor with accommodations for all vessels. A very large retail trade is carried on. The United Fruit Co. has a commissary at this point and has done much to develop the surrounding district. During the winter many tourists from the United States use this place as a port of call.

ST. ANNS BAY, Parish of St. Ann; population, 2,500; 70 miles (113 km.) from Kingston. Landing: Vessels anchor offshore. Principal products: Fruits, pimento, coffee, dyewoods, coconuts. Industries: Manufacture of essential oils. Lloyd's agent, A. B. D. Rerrie.

How Reached.—From Falmouth, by steamer, 20-hour journey; from Annotto Bay, by steamer.

Principal Hotels.—Seville, Osborne, Moneague, Richmond, Hollymount.

Bank.—Bank of Nova Scotia.

Note.—A small town, but the most important one in the parish. A good retail business is carried on in general merchandise and estate stores.

SAVANNA LA MAR, Westmoreland, on Cabaritta River; population, 3,500; 21 miles (33 km.) from Montpelier. Landing: Steamers lie alongside wharf. Principal products: Sugar, coffee, dyewoods,

rum, ginger. Industries: Aerated water bottling works. Lloyd's agent, B. H. Segre.

How Reached.—From Kingston by coastal steamers which leave Kingston Monday evening and arrive at Savanna la Mar Tuesday at 3 p. m.; or by train via Montego Bay line, 7 hours.

Banks.—Bank of Nova Scotia; Colonial Bank (Leyden & Co., agents).

Note.—A fairly important commercial town with a good retail business in ordinary lines, estate stores, etc. One of the more important towns of Jamaica.

SPANISH TOWN, Parish of St. Catherine, on the Rio Cobre; population, 7,500; 12 miles (19 km.) from Kingston. Industries: Dye-wood extract factory.

How Reached.—From Kingston, by rail, 35 minutes, fare 50 cents; from Port Antonio, by rail; from Annotto Bay, by rail, time 3 hours.

Banks.—Bank of Nova Scotia; Colonial Bank.

Principal Hotels.—Rio Cobre, Marble.

Note.—This was formerly the capital of Jamaica. A fair volume of business is carried on in dry goods, estate stores, etc. Visited by those who canvass the smaller towns.

TOWNS OF LESS COMMERCIAL IMPORTANCE.

Below is a list of the less important places in Jamaica. Some of these, however, are of interest to travelers who canvass their territory closely. It is suggested that inquiry regarding the business available in these places be made in the largest towns near them.

Annotto Bay, on right bank of Wag Water River; 29 miles (47 km.) from Port Antonio, 50 miles (81 km.) from Kingston. Principal products: Bananas, coconuts, cocoa, coffee, kola, dyewoods. Railway communication with Kingston, Port Antonio, and Montego Bay.

Black River, Parish of St. Elizabeth; population, 1,300; situated at the mouth of the Black River. Chief exports are coffee, ginger, citrus fruits, sugar, etc. Bank: Bank of Nova Scotia.

Brownstown, largest town of the Parish of St. Ann; population, 1,100. Retail trade in general merchandise and estate stores.

Ewarton, altitude, 760 feet; 17 miles (27 km.) from Spanish Town, 29 miles (47 km.) from Kingston. Terminus of branch line from Port Antonio and Kingston. Hotels: Hollymount and Moneague.

Highgate, Parish of St. Mary; 8 miles (13 km.) from Port Maria. Products: Bananas, cocoa, coffee, dyewoods, oranges, coconuts. Reached by rail from Kingston and Port Antonio.

Lucea, chief town of Hanover Parish; population, 1,600. Products: Sugar, bananas, coconuts, rum, pimento, ginger, yams, arrow-root, etc.

Montpelier, situated in an agricultural district; 10 miles (16 km.) from Montego Bay; reached by rail. Railway connects also with Kingston and Port Antonio.

Old Harbour, inland town about 2 miles (3 km.) from Old Harbour Bay. Reached by rail from Kingston.

Ora Cabessa, Parish of St. Mary. Shipping port for fruit trade. Products: Bananas and citrus fruits.

Port Maria, chief town of Parish of Port Maria; population, 2,900. Products: Logwood, coffee, coconuts, oranges, bananas, pimento. Reached by coasting vessels from Port Antonio. Banks: Bank of Nova Scotia; Colonial Bank. The Wentworth plantation, largest coconut plantation in the world, is located in this parish.

Cayman Islands.—These islands form a part of the colony of Jamaica. Population, 5,570 (about half of population white).

Grand Cayman lies 178 miles (286 km.) from Jamaica; population, over 1,000. Products: Dyewoods, phosphate deposits, cattle, poultry. Towns: Georgetown (capital), West Bay, Prospect, East End, and Bodden Town. Lloyd's agent, W. M. Cochran.

Little Cayman is 58 miles (93 km.) northeast of Grand Cayman. Products: Coconuts. Lloyd's agent, William Hunter.

Cayman Brac is 58 miles (83 km.) northeast of Grand Cayman. Products: Coconuts.

The business of the islands is handled through Jamaica, and is comparatively small. Reached by schooner and small sailing vessels.

HAITI.

Maps Nos. 5 and 6.

Location.—The Republic of Haiti and the Dominican Republic occupy an island southeast of Cuba, lying between Cuba and Porto Rico. Cape St. Nicolas, Haiti, is about 130 miles distant from Point de Maisi, Cuba, via the Windward Passage.

Area and Population.—The area of Haiti is estimated at 10,204 square miles. The population is estimated at 2,500,000, or about 245 inhabitants per square mile. This makes it one of the most populous of the American Republics.

Inhabitants.—The inhabitants are Negroes, fully 90 per cent being black. There are also a considerable number of mulattoes, descendants of former French settlers, and about 5,000 foreigners, of whom about 10 per cent are white.

Topography.—Haiti is a land of forested mountains and fertile valleys, shaped like an immense U, the arms including the Gulf of Gonaives. It has the highest mountain in the West Indies, Loma Tina, over 10,000 feet. The average altitude of the Sierra del Cibao is 7,000 feet.

Rivers and Lakes.—Although Haiti has numerous rivers, the only navigable one is the Artibonite. It is the largest stream on the island and is navigable for about 100 miles. Other important rivers are the Grand Anse and the Trois Rivieres. The largest lake is Etang Sammantre, 16 miles long and 4 miles broad. It is navigable.

Climate.—Owing to the diversity of its topographical formation, there is a wide range of climate. This is influenced by the constant sea breezes. Because of the mountainous character of the country, the climate in many places is pleasant and healthful.

Seasons.—The seasons vary according to the section of the island and the altitude. In the mountains there is always a considerable amount of moisture, which forms mists and dew. The rainy season, generally speaking, lasts from the middle of April to the middle of October. During that time the temperature averages 94° F. The dry season, generally speaking, lasts from the middle of October to the middle of April; average temperature, 84°. The rainfall varies considerably. It is heaviest during the months of May and June, and ranges from 24 inches in some places to 144 inches in others. Port au Prince is one of the hottest points on the island. The average summer temperature there is 80° to 95°; winter temperature, 70° to 80°.

Agricultural Wealth.—Haiti is essentially an agricultural country. The most important crop is coffee. Next in importance are coconuts, while the raising of cacao, tropical fruits, cotton, tobacco, yucca, etc., is increasing.

Forest Wealth.—The timber resources of Haiti are as yet not fully developed, but the outlook is promising. The chief timber exported is logwood, next lignum-vitæ.

Cattle Industry.—The cattle-raising industry is developing, as there is a very considerable acreage suitable for grazing. Goat-skins and hides in general are exported.

Mineral Wealth.—Haiti has remarkable wealth in mineral resources, but they are yet undeveloped.

Manufacturing.—There are no industries of importance. There are a few sugar mills and the number is growing. A number of small factories supply local requirements for cigars, cigarettes, leather, etc.

Language.—French is the commercial language. Most of the people speak a dialect known as Creole French.

Currency.—The money of Haiti is based upon the gold gourde, which has a value of \$0.25. Paper, however, is the actual currency, which fluctuates in value. No gold coins have been minted. Owing to the fact that all export duties and the surtax of 25 per cent on imports, with an additional 15 per cent, are payable in United States gold, American coins are current in the Republic. Paper currency (irredeemable) consists of 5, 2, and 1 gourde bills.

Weights and Measures.—The metric system prevails; pounds, tons, and gallons are also used.

Postage.—Letters from the United States require 5 cents for the first ounce and 3 cents for each additional ounce or fractional part thereof.

Telegraph.—The principal towns are connected by a Government telegraph system.

Cable.—There are cable connections with Cuba, the Dominican Republic, the United States, and South America. Cable rate between Cape Haitien, Mole St. Nicolas, Port au Prince, and points in the United States east of the Mississippi, 80 cents per word; west of the river, 85 cents per word. To all other points in Haiti the rate is \$1.30 and \$1.35, respectively.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Royal Dutch West India Mail Line.—Funch, Edye & Co., agents, 10 Bridge Street, New York. Sailings from Pier 3, Bush Terminal, Forty-seventh Street, Brooklyn. Departures for Haiti about every two weeks. Fares from New York: To Cape Haitien, Port de Paix, Gonaives, St. Marc, Port au Prince, Petit Gouve, Miragoane, and Jeremie, \$90; to Aux Cayes and Jacmel, \$105. Time to Cape Haitien, about 6 days; to Port au Prince, about 10 days.

Panama Railroad Steamship Line.—Office, 24 State Street, New York. Sailings from Pier 67, West Twenty-seventh Street. Departures semimonthly for Port au Prince, Haiti, and Colon, Panama. Fares: New York to Port au Prince, \$75; Cristobal to Port au Prince, \$45. Time from New York to Port au Prince, about five days.

OTHER LINES VISITING HAITIAN PORTS.

Compagnie Générale Transatlantique.—Monthly service from Porto Rico and Martinique; semimonthly service from Dominican Republic and Virgin Islands.

Haitian Navigation Co.—Steamers *Griselle* and *Amazone* furnish coastwise service between Haitian ports.

RAILROADS IN HAITI.

Central Railroad of Haiti (also known as **Cul de Sac Railroad**).—From Port au Prince to the Dominican frontier, 35 miles (56 km.); from Port au Prince to Leoganes, 20 miles (32 km.).

National Railroad.—This road, when completed, will traverse almost the entire country from north to south. The following sections are now in operation: Cape Haitien to Grande Riviere, 14 miles (23 km.); Gonaives to Ennery, 20 miles (32 km.); Port au Prince to St. Marc, 64 miles (103 km.); Grande Riviere to Bahou, 10 miles (16 km.).

CANVASSING HAITI.

Salesmen's Samples.—Samples possessing no commercial value are admitted free of duty.

Giving Bond.—If samples have a commercial value, and it is desired to reexport them later, bond may be given. The details can be arranged through a customhouse broker.

Exportation of Samples Through Another Port.—Samples may be entered through one port and reexported from another. The traveler should obtain from the port of entry a document which will certify that bond has been given. If this is carefully preserved and presented at the port of reexportation there is no difficulty, provided no samples have been sold and that the contents of the trunks agree with the memorandum of importation.

Duties on Advertising Matter.—The laws of Haiti place no restrictions on advertising matter.

Travelers' Taxes.—There are no taxes of any kind assessed by either the National Government or municipalities. No license is required for commercial travelers.

Documents Required.—The Department of the Interior of Haiti requires a traveler who leaves a port of entry to obtain a permit before visiting other points in Haiti. This is issued free upon application. A passport is also required in the event a traveler wishes to leave for another country; application should be made to the American consul.

Important Centers.—The two important cities of Haiti are Cape Haitien and Port au Prince. Commercial travelers usually visit Port au Prince first and then, if conditions warrant, arrange to visit Cape Haitien. Travel is difficult and quite expensive. A number of houses located in the smaller places, such as Port de Paix, Gonaives, and Jeremie, import direct. Therefore it is to the traveler's interest to include them in his itinerary, provided his efforts are not confined to wholesalers.

Agencies.—Because of the difficulties of communication, agencies are often established in both Port au Prince and Cape Haitien. It should be borne in mind, however, that the trade of Haiti is limited, and in order to obtain a volume of business sufficient to make it of interest to a commercial representative, an agency for the entire country is often insisted upon. Care should be taken, if a representative is appointed in Port au Prince, to ascertain whether he visits the other city. This is very important, else dissatisfaction may result.

Best Visiting Time.—The most agreeable time to visit Haiti is from October to February. It should be borne in mind that merchants prefer to have a good stock for the two chief seasons, Christmas and Easter.

Obtaining Delivery of Goods.—Do not forget that Haiti is one of the countries in which the direct consignee of merchandise is entitled to delivery without the need of export documents. Explain this to your house. In the case of "documents to order," parties proving interest therein have been known to obtain delivery by depositing in trust the value of the goods.

Exchange.—For the purpose of saving your house the cost of exchange, drafts should read as follows: "Payable to ——— Bank, selling rate for Haiti, check on New York." This makes it possible for the bank to collect from the drawees at the selling rate, plus stamps, the remitting charges and collection fee being borne by the remitters.

Credit Conditions.—It is well to exercise extreme caution in granting credit. Careful investigation should be made, and when thoroughly reliable reports are not available, cash should be insisted upon.

Hotel Rates.—There is a vast difference in the hotel accommodations in Haiti. In Port au Prince the best hotels are very comfortable, the rates averaging from \$3.50 to \$5 per day on the American plan. In the smaller towns the rates are somewhat lower and the service is inferior.

Roads.—Haiti is lacking in means of transportation. Most of the towns are connected by roads which are hardly better than trails, but there is promise of improvement in this respect. A number of important highways are contemplated and will materially help the situation.

Holidays in Haiti.—The State religion being Roman Catholic, many of the feast days of the church are observed. Other days observed are New Year's Day, Agriculture Day (May 1), and Christmas Day.

CHIEF COMMERCIAL CENTERS.

AUX CAYES, capital of Department of the South; on southeastern coast of Peninsula Tiburon; population, 25,000. Landing: Steamers lie alongside wharf. Distant 1,487 nautical miles from New York, 92 miles (148 km.) southwest of Port au Prince. Products: Coffee, sugar, dyewoods, cotton. Industries: Distilleries. Lloyd's agents, Roberts, Dutton & Co. Customhouse brokers, Roberts, Dutton & Co. and F. Calisti.

How Reached.—From New York, by Royal Dutch West India Mail steamers; from Jacmel, by steamer.

Banks.—Banque Nationale de la Republique d'Haiti; John Jacobson; Roberts, Dutton & Co.

Hotel.—International.

Note.—This is the chief town of the district. Considerable direct importing is done and most of the buyers have relations with American export houses. Travelers who canvass Haiti should visit this place.

CAPE HAITIEN, capital of Department of the North; population, 19,000. Landing: Steamers anchor about one-half mile from town. Distant 34 nautical miles from Monte Christi, Dominican Republic; 40 nautical miles from Port de Paix, Haiti; 85 miles (137 km.) northeast of Port au Prince. Climate, pleasant; temperature averages 86° F. Principal products: Coffee, cacao, honey. American consul and vice consul. Lloyd's agent, Jules Deve. Customhouse broker, F. M. Altieri.

How Reached.—From Monte Christi and Port de Paix, by steamer.

Steamship Service.—Royal Dutch West India Mail from New York about every two weeks; Raporel Line, occasionally; Compagnie Générale Transatlantique, monthly.

Railroad.—The National Railroad runs from here to Grande Riviere, 14 miles (23 km.), and from Grande Riviere to Baha, 10 miles (16 km.).

Highway.—A national highway extends from Cape Haitien to Port au Prince, 180 miles (273 km.).

Banks.—American Foreign Banking Corporation; Banque Nationale de la Republique d'Haiti.

Note.—This is the chief city of the northern part of the Republic; growing in importance and worthy of the attention of all salesmen who visit Haiti. There is considerable direct importing.

GONAIVES, capital of Department of Artibonite; population, 14,000. Landing: Vessels anchor about one-fourth mile from shore. Principal products: Sugar cane, tobacco, cotton, mahogany. American consular agent. Lloyd's agent, James Muir McGuffie. Customhouse brokers, Lancelet & Co.

How Reached.—From Cape Haitien and Port au Prince, by carretera or steamer. Steamer leaves Cape Haitien Wednesday, arrives Port au Prince Friday; leaves Port au Prince Wednesday, arrives Gonaives Thursday.

Railroad.—National Railroad to Ennery, 20 miles (32 km.).

Banks.—Banque Nationale de la Republique d'Haiti; Simmonds Bros.

Hotels.—Boarding houses only; uncomfortable.

Note.—This town is in the western part of Haiti; growing in importance; considerable volume of exporting. There is some direct importing, and most of the houses here have agencies in New York City.

JACMEL, on southeastern coast of Tiburon Peninsula, on eastern side of Rio Grande; population, 12,000. Vessels anchor about one-half mile from shore. Distant 30 miles (48 km.) from Port au Prince; 1,489 nautical miles from New York. Products: Coffee, logwood, cotton, cottonseed, wax, and honey. American consular agent. Lloyd's agent, Jerome Poggi. Customhouse broker, Rene de la Jaible.

How Reached.—From New York, by Royal Dutch West India Mail steamers; from Port au Prince, by steamer.

Bank.—Banque Nationale de la Republique d'Haiti.

Note.—An important and growing city. A considerable volume of exports is shipped from this place, and there is also a good deal of direct importing. Many of the houses have agents in New York City.

JEREMIE, open port, on northern tip of Tiburon Peninsula; vessels anchor short distance from shore; 100 nautical miles from Port au Prince. Population, 15,000. Principal products: Coffee, sugar cane, cocoa, logwood, hides, mahogany. American consular agent. Customhouse brokers, Roberts, Dutton & Co. Lloyd's agent, G. Gaveau.

How Reached.—From New York, by Royal Dutch West India Mail steamers; from Port au Prince, by steamers.

Banks.—Banque Nationale de la Republique d'Haiti; Roberts, Dutton & Co.

Note.—A city of growing commercial importance with considerable export trade. There is some direct importing. Should be visited by most salesmen who canvass Haiti.

MIRAGOANE, on southern shore of Gulf of Port au Prince; population, 7,500; 70 miles (114 km.) from Port au Prince. Climate, pleasant and healthful. Products: Lignum-vite, logwood, coffee, cotton, honey, and wax. Customhouse broker, E. Guilliod.

Steamship Service.—Royal Dutch West India Mail, monthly; Compagnie Générale Transatlantique, monthly.

Note.—A place of growing importance; good volume of exporting is carried on in logwood, coffee, goatskins, etc.; some direct importing.

PORT AU PRINCE, capital of the Republic; in the Department of the West; on Port au Prince Bay; good harbor, pier; population, 90,000; 1,053 nautical miles from Trinidad, 1,372 miles from New York, 195 miles from Cape Haitien, 186 miles from Guantanamo Bay, Cuba. Climate, pleasant and healthful. American minister, consul, and vice consul. Lloyd's agent, G. A. Payne. Customhouse brokers, Roberts, Dutton & Co. and Georges Leon.

How Reached.—From New York, by Royal Dutch West India Mail steamers and Panama Railroad Steamship Line.

Steamship Service.—Royal Dutch West India Mail, about semi-monthly; Compagnie Générale Transatlantique, monthly; Panama Railroad Steamship Line, semimonthly.

Railroads.—National Railway to St. Marc, 64 miles (103 km.); Central Railway to the Dominican frontier, 35 miles (56 km.), and to Leoganes, 20 miles (32 km.).

National Highway.—A national highway extends from here to Cape Haitien, distance 180 miles (273 km.).

Banks and Bankers.—American Foreign Banking Corporation; Banque Nationale de la Republique d'Haiti; Banque de France; Roberts, Dutton & Co.; Richardson & Co.

Hotels.—American, Bellevue, France, and Montagne.

Note.—This is the chief commercial city of Haiti and the logical place in which to establish an agency. Other points in Haiti may be easily canvassed from here. There are local coasting service and railways to a number of towns. Salesmen who visit Haiti should pay most attention to Port au Prince and use it as their headquarters. There are a number of houses here who import direct.

PORT DE PAIX, capital of the Department of the Northwest; population, 10,000; 35 nautical miles from Cape Haitien, 140 nautical miles from Port au Prince. Climate, pleasant and healthful.

How Reached.—From New York, by Royal Dutch West India Mail steamers; from Cape Haitien, by steamer.

Note.—May be most easily canvassed from Port au Prince. A fair volume of business is carried on. There are numerous dealers, most of whom have New York connections. Worthy of attention by most travelers.

ST. MARC, situated at the head of St. Marc Bay; vessels lie alongside wharf; population, 8,000. Distant 64 miles (103 km.) from Port au Prince. Products: Logwood, coffee, cotton. Industries: Cottonseed-oil mill. American consular agent. Customhouse brokers, Lucas & Co.

How Reached.—From New York, by Royal Dutch West India Mail Line; from Port au Prince, by National Railroad.

Banks.—American Foreign Banking Corporation; Banque Nationale de la Republique d'Haiti.

Note.—On the west coast, south of Gonaives. A very fair volume of business is done here; there is also some direct importing. Rather important place for general business.

DOMINICAN REPUBLIC.

Map No. 6.

Location.—The Dominican Republic occupies the eastern and larger part of the island of Haiti.

Area and Population.—The area is about 18,045 square miles, twice the size of the Republic of Haiti, and more than five times the area of Porto Rico. The population is estimated at 708,000, or about 40 inhabitants per square mile.

Inhabitants.—The people are a mixed race, chiefly of European, African, and Indian blood. In the city of Santo Domingo there are a great many Turks and Syrians, who dominate the dry-goods trade. Merchants of these nationalities are also found in other parts of the island.

Topography.—The country is traversed by four nearly parallel mountain ranges. There are numerous fertile valleys, and the differences in altitude produce various climates. Some of the peaks are quite high.

Rivers.—The principal rivers are the Yaqui del Norte, about 250 miles (400 km.) long, navigable at certain seasons for flat-bottom boats for about 40 miles (64 km.); the Yaqui del Sur, about 130 miles (208 km.) long, navigable at certain times for light-draft boats for about 15 miles (24 km.); the Yuna, navigable for about 40 miles (64 km.); the Ozama, navigable for about 16 miles (25 km.).

Climate.—While the climate is tropical, it is pleasant and salubrious. Although it is very warm during the middle of the day, the temperature even in summer seldom reaches 90° F. The nights at all seasons are cool and pleasant. The climate is tempered by trade winds, which blow almost continuously during the day, and at night the land breeze is very refreshing. The average annual temperature of the coast towns is about 79° F. It is cooler inland, the temperature varying with the altitudes.

Seasons.—In the southern part of the island there is a marked distinction between the dry and rainy seasons. The dry season is during the months of September to March, while the rainy season extends from April to August. From early December until June there is very little rain. In the northern half of the island it rains more or less all the year, although the heaviest rainfall occurs from November to April.

Agricultural Products.—The chief crop is sugar. New mills are constantly being built and the production is increasing. Second in importance is cacao, which is rapidly developing into a large industry. Another important crop is tobacco. Other products are bananas, beeswax, coconuts, honey, vegetable fibers, etc.

Cattle Industry.—The raising of cattle is making steady progress. The export of hides, goatskins, etc., is also increasing.

Mineral Wealth.—The Republic is very rich in minerals, but up to the present they have not been exploited. There has been some shipment of copper.

Forest Wealth.—The forests are exceedingly important, and the outlook for the exploitation of these is promising. The chief woods are lignum-vitæ and mahogany.

Industries.—The Dominican Republic is not an industrial country, but the number of small plants for providing local requirements is increasing. These include cigar and cigarette factories, candle factories, planing mills, etc.

Language.—Spanish.

Currency.—The standard is the gold dollar, equivalent to the dollar of the United States. The Dominican peso is one-fifth of the gold dollar. This peso and its subdivisions are relatively stable at this rate of exchange. United States money circulates freely at its face value.

Weights and Measures.—The metric system prevails here.

Postage.—The first-class letter rate to and from the United States is 2 cents for each ounce or fractional part thereof.

Telegraph.—There is telegraph service between Santo Domingo, Puerto Plata, and Santiago, and from Santiago to Monte Christi; also along the railway from Sanchez to La Vega.

Cable.—There is cable communication between Puerto Plata and New York and between Santo Domingo and Porto Rico and Curacao. The rate for points in the United States east of the Mississippi River is \$1 per word, and for points west of the Mississippi \$1.05 per word.

Wireless.—Wireless stations are in operation at Santo Domingo and La Romana, having a communicating radius to Porto Rico. The Dominican Government controls the Servicio Radiográfico del Estado. It has a wireless station at Santo Domingo that works with one at San Pedro de Macoris; this station relays messages to the station at La Romana, owned by the Central Romana. From this point messages are relayed to Guanica, Porto Rico; from there to Ponce; thence to San Juan, from which point messages are sent to the United States. The rate is 80 cents per word for points east of the Mississippi and 85 cents for points west of the Mississippi.

TRAVEL ROUTES.

LINE FROM NEW YORK.

Clyde Steamship Co. (Santo Domingo Line).—Office, 11 Broadway, New York. Sailings from Pier 34, Atlantic Basin, Brooklyn. Departures, semimonthly for Turks Island, Puerto Plata, Samana, Sanchez, Monte Cristi, San Pedro de Macoris, and Santo Domingo City. Monthly for La Romana and Azua. Fares from New York: To Monte Cristi, \$50; Puerto Plata, \$55; Samana and Sanchez, \$65; San Pedro de Macoris and La Romana, \$75; Santo Domingo, \$80; Azua, \$85. Itinerary: Leave New York, first day; arrive Turks Island, fifth day; Monte Cristi, sixth day; Puerto Plata, seventh day; Sanchez, ninth day; San Pedro de Macoris, tenth day; Santo Domingo, eleventh day.

OTHER LINES VISITING DOMINICAN REPUBLIC.

Bull-Insular Line.—Steamer *Marina* between San Juan, Mayaguez, and Ponce, Porto Rico; and La Romana, San Pedro de Macoris,

Santo Domingo, Sanchez, Puerto Plata, and Azua. About two or three round trips per month. Monthly service contemplated to two ports in Haiti. Fare, Puerto Plata to Porto Rico, \$22.

Campaña Trasatlantica.—Monthly service from Spain to Porto Rico; Puerto Plata, Dominican Republic; Habana, Cuba; Port Limon, Costa Rica; Colon, Panama; Puerto Colombia, Colombia; Curacao; Puerto Cabello and La Guaira, Venezuela.

Compagnie Général Transatlantique.—Steamer from Martinique and Guadeloupe every 21 days; calls at Dominican, Haitian, and Porto Rican ports and at St. Thomas. Another steamer (from France) touches at Puerto Plata, and, returning, touches at Sanchez, and thence continues to Porto Rico and St. Thomas.

Herrera Line of Habana (Empresa Naviera).—Steamer from Habana and Santiago de Cuba about every 21 days, calling at Santo Domingo, San Pedro de Macoris, La Romana, and Porto Rican ports; returning in about 10 days. Fares: Habana to Santo Domingo, \$52; Habana to San Pedro de Macoris, \$54; Santiago de Cuba to Santo Domingo, \$40; Santiago to San Pedro de Macoris, \$41; Santo Domingo to San Pedro de Macoris, \$6; San Pedro de Macoris to San Juan, \$25; Mayaguez to San Pedro de Macoris, \$25; Mayaguez to Santo Domingo, \$26; Ponce to San Pedro de Macoris, \$22; Ponce to Santo Domingo, \$23.

Dominican Steamer "Mousquetaire."—Weekly sailings between Santo Domingo and San Juan, Porto Rico.

Dominican Steamer "Santo Domingo."—Weekly sailings for San Juan, Porto Rico, connecting with steamers of the New York & Porto Rico Steamship Co., which leave New York on Saturday and arrive at San Juan on Thursday; arrive at Santo Domingo on Friday.

French Steamers "Abd-el-Kader" and "Santiago de Cuba."—Sailings about every three weeks for Porto Rico.

From January to June, during the sugar-grinding season, daily service is maintained between La Romana and Guanica, Porto Rico.

Coastwise Service.—Coastwise service is maintained by several small vessels and the steamers of the Herrera Line.

Steamers of the *Compañía Anónima de Navegación* leave on Mondays from Santo Domingo for San Pedro de Macoris and La Romana, returning on Wednesdays; leave Thursdays for Azua.

RAILROADS IN THE DOMINICAN REPUBLIC.

Dominican Central Railway.—From Puerto Plata to Santiago, with an extension to Moca; total length, 60 miles (96 km.). Train leaves Puerto Plata daily except Sundays and holidays at 8 a. m.; arrives at Santiago at 1.30 p. m.; leaves Santiago at 2 p. m.; arrives at Moca at 3.55 p. m. Returning, train leaves Moca at 6.45 a. m.; arrives at Santiago at 8.20 a. m.; leaves Santiago at 8.45 a. m.; arrives at Puerto Plata at 2.10 p. m. Fares: Between Puerto Plata and Santiago, \$3.85; between Santiago and Moca, \$1.10. Free baggage allowance, 55 pounds (25 kilos); excess, 35 cents per 220 pounds (100 kilos), plus 25 per cent ad valorem.

Samana & Santiago Railway.—From Sanchez to La Vega, with a branch to Salcedo and another branch from Salcedo to Moca, con-

necting with the Dominican Central; total length, 80 miles (130 km.). Train leaves Sanchez daily except Sunday at 6.20 a. m.; arrives at Macoris at 9.48 a. m.; La Vega at 10.37 a. m.; Salcedo at 11 a. m.; Moca at 11.35 a. m. Returning, train leaves Moca at 12.15 p. m.; arrives at Sanchez at 5.30 p. m. Fares from Sanchez: To Macoris, \$3.50; La Vega, \$3.50; Salcedo, \$4.80.

CANVASSING THE DOMINICAN REPUBLIC.

Traveler's License.—Annual license for doing business costs \$10. There are no other taxes or restrictions.

Samples.—Under the laws of the Dominican Republic, commercial travelers can bring in, free of duty, unsalable samples or those having no commercial value. Samples not exceeding \$2,000 in value, imported by bona fide commercial travelers, may be admitted free of duty under bond, provided that they do not remain in the Republic for more than four months, although this period is sometimes extended. The privileges of temporary importation still hold good, even if some of the samples have been disposed of.

Clearance of Samples.—Samples can usually be cleared without difficulty or delay.

Advertising Matter.—Under the Dominican tariff law, there is free admission of chromos, cards, almanacs, and similar advertising matter without commercial value, if intended for free distribution.

Best Visiting Time.—This depends largely upon the particular line of goods it is sought to sell. Purchases are usually made in accordance with the requirements and conditions of the trade. As in most Latin-American countries, it is usually desirable to have good stocks on hand for the Christmas and Easter holidays. The coolest time of the year is November to March, which happens to come between two important crops of the island—cacao and tobacco.

Chief Distributing Centers.—Santo Domingo has two important cities—the capital, Santo Domingo, in the southern portion of the island, and Santiago in the north. The most important place of business is Santo Domingo, to which most travelers go first. Here they will find the principal wholesale houses which supply the small cities. Santiago is another important distributing center, which should have the attention of the visiting salesman. It may be stated that in the smaller places, such as Samana, Puerto Plata, San Pedro de Macoris, and Monte Cristi, are dealers who import direct, and those who canvass the island will find merchants in each of these places who are worthy of a visit.

Routes to Follow.—As a general rule, salesmen begin in Santo Domingo and then visit in order San Pedro de Macoris, Moca, Sanchez, Samana, and then Puerto Plata. From Puerto Plata they can easily reach Santiago by rail. They can also go from Puerto Plata to Monte Cristi. Some travelers who can arrange proper connections go from Cape Haitien, in Haiti, to Monte Cristi, thence to Puerto Plata and Santiago, and continue to Sanchez and the southern part of the island, including Santo Domingo. It is necessary for travelers to inform themselves regarding sailing of vessels and the possible connections to be made.

Roads.—During the dry season most of the roads, which are hardly more than bridle paths or trails, are passable. In the wet

season, however, it is practically impossible to use them, and for that reason they should be avoided.

Precautions.—During the hot season, July to October, the traveler should be careful to avoid contracting one of the fevers of the country. The danger from infection is greatest during that period.

Traveling Overland.—When traveling overland, provision should be made for the necessary supplies. The inns to be found en route are, as a rule, of the poorest character.

Hotel Rates.—The rates of the hotels in the Dominican Republic vary considerably. In Santo Domingo, Puerto Plata, and Santiago the usual custom is to engage rooms on the American plan. The rates in the best hotels range from \$3 to \$5 gold. Those of the second class are somewhat less. In the smaller towns, generally speaking, the hotel accommodations are poor. The charges run from \$1.50 to \$3.50 per day.

Bill of Lading Not Necessary to Obtain Goods.—Under the Dominican law it is not necessary for the importer to present the bill of lading at the customhouse in order to obtain the goods. The essential thing is a copy of the consular invoice. The law also provides that if the importer's copy of the consular invoice has been lost or delayed, he may, on proof that he has ordered the goods and is the real consignee, have a copy made from the one received at the customhouse, and on this copy he may clear the shipment. There is no real protection for the shipper and he should ascertain in advance that he is dealing with a reliable firm.

POPULATION OF PROVINCES AND CAPITAL CITIES.

Province.	Population.	Capital.	Population.
Santo Domingo.....	127,976	Santo Domingo.....	40,000
Seybo.....	68,135	Santa Cruz del Seybo.....	3,000
Azua.....	59,783	Azua.....	3,000
Santiago.....	123,972	Santiago de los Caballeros.....	15,000
Espailat.....	64,108	Moca.....	5,000
La Vega.....	105,001	La Vega.....	9,000
San Pedro Macoris.....	28,000	San Pedro Macoris.....	14,000
Barahona.....	17,891	Barahona.....	.....
Samana.....	12,675	Santa Barbara de Samana.....	5,000
Pacificador.....	90,569	San Francisco de Macoris.....	5,000
Puerto Plata.....	.....	San Felipe de Puerto Plata.....	7,000
Monte Cristi.....	41,459	San Fernando de Monte Cristi.....	3,820

Holidays in Santo Domingo.—The State religion being Roman Catholic, many of the feast days of the church are observed. Other holidays are: January 1, New Year's Day; February 27, founding of the Republic; July 7, Memorial Day; August 16, war for independence; September 24, Las Mercedes; October 12, discovery of America; and December 25, Christmas Day.

CHIEF COMMERCIAL CENTERS.

AZUA, capital of the Province of Azua, 3 miles (5 km.) from the south coast; population, 3,000; 55 miles (88 km.) from Santo Domingo City. Principal products: Sugar, coffee, cacao, apples, po-

tatoes. American consular agent. Lloyd's agent, Eugenio Choisne. Customhouse broker, Feites Hnos.

How Reached.—From Santo Domingo, by steamer *Marina* or Clyde Line. Plantation railway connects city with wharf.

Note.—This is the most important town in the southwestern part of the Republic. Quite a number of the merchants do a direct importing business. Worthy of a visit.

LA ROMANA, Province of Espaillat; population, 4,000; 23 miles (37 km.) east of San Pedro de Macoris, 12 miles (19 km.) from La Vega, 13 miles (20 km.) from Santiago, 74 miles (120 km.) from Santo Domingo. Climate, tropical, but pleasant. American consular agent. Principal products: Cotton, coffee, cacao, wax, hides, tobacco, sugar cane.

How Reached.—From San Juan and Ponce, Porto Rico, and from Santo Domingo and San Pedro de Macoris, by steamer *Marina*.

Hotel.—Europa.

Note.—This is the outlet for the Province of Seybo. There is considerable business in agriculture, particularly sugar. There is some direct importing. This place may be visited by those who canvass the small towns.

LA VEGA, capital of the Province of La Vega; population, 9,000; 12 miles (19 km.) from La Romana, 62 miles (100 km.) from Sanchez, 95 miles (152 km.) from Santo Domingo. Products: Cattle, tobacco, coffee, cocoa.

How Reached.—From Sanchez, by Samana & Santiago Railway; from Monte Cristi, via Moca and Santiago, about 100 miles (162 km.), regular auto service.

Hotels.—Giconda, Monalisa, Italia, La Delicias.

Note.—Being the capital of the Province, this town is naturally an important distributing point. Worthy of a visit from travelers, and can be easily reached from Santiago and Sanchez. There are some merchants who import direct.

MCCA, capital of the Province of Espaillat; midway between Macoris and Santiago; population, 5,000; 59 miles (96 km.) from Puerto Plata, 17 miles (28 km.) from Santiago, 12 miles (19 km.) from La Vega. Climate, tropical, but pleasant. Center of coffee-raising region.

How Reached.—From Puerto Plata, by Dominican Central Railway, 7½ hours; from Santiago, by Dominican Central Railway, 2 hours.

Bank.—Lara & Co.

Hotels.—Frances, Union, Mocano.

Note.—A distributing point of growing importance; easily reached from Puerto Plata. There are several houses here that import direct.

Monte Cristi. See San Fernando de Monte Cristi.

PUERTO PLATA, Province of Puerto Plata; population, 7,000; principal seaport on northern coast; vessels lie about one-fourth mile offshore; 150 miles (240 km.) from Samana, 42 miles (68 km.) from Santiago, 60 miles (96 km.) from Moca, 1,255 nautical miles from New York, 710 nautical miles from Habana. Principal products: Tobacco, bananas, hides, coffee, cocoa, mahogany.

American consul and vice consul. Lloyd's agent, John Poloney. Customhouse brokers: Jose Arzeno e Hijos; J. M. Battle & Co.; Divanna, Grisolia & Co.; Loinaz & Co.; Julio Simon & Co.

How Reached.—From Santiago, by Dominican Central Railway, 5 to 6 hours.

Banks.—Banco Nacional de Santo Domingo; Royal Bank of Canada; International Banking Corporation (Snes. to S. Michelena).

Principal Hotels.—Europa, Central, Espana, Puerto Rico, Ambos Mundos, Rainieri.

Note.—Being the capital of the Province and the port of entry for Santiago and Moca, it is the second city in importance of the Dominican Republic. It is also the terminus and headquarters of the Dominican Central Railway. There are a number of firms who carry on a large business and there is also considerable importing. This place, as well as Santo Domingo City and Santiago, is particularly worthy of the attention of travelers. It is a very enterprising, well-built, clean, modern city.

SANCHEZ, Province of Samana; on Bay of Samana; vessels lie about five cable lengths from shore; population, 3,000; 24 miles (40 km.) from Samana, 62 miles (100 km.) from La Vega. Principal product, cacao. American consular agent, Lloyd's agent, M. de Moya Hijo & Co. Customhouse brokers, Senior & Co. and M. de Moya Hijo & Co.

How Reached.—From Puerto Plata, by railway, via Salcedo and Moca; from San Pedro de Macoris, by steamer; from La Vega, by Samana & Santiago Railway, 4 hours.

Banks.—Banco Nacional de Santo Domingo; Royal Bank of Canada; International Banking Corporation.

Principal Hotel.—Hagen.

Note.—The second most important port in the famous Seybo district. It is the port of entry for La Vega, Salcedo, San Francisco de Macoris, and other towns on the Samana & Santiago Railway. The terminus and offices of the railway company are located here. There are several importing houses which should be canvassed by salesmen who visit the Dominican Republic.

SAN FERNANDO DE MONTE CRISTI, capital of the Province of Monte Cristi; population, 3,800. Landing: Vessels lie about a mile offshore. Distant 196 miles (318 km.) northwest of Santo Domingo City, 34 nautical miles from Cape Haitien, Haiti. Climate, tropical, but pleasant. Principal products: Cottonseed, logwood, wax, honey, woods. Lloyd's agents and customhouse brokers, Petit & Co.

How Reached.—From Santo Domingo City, by steamer; from La Vega, by regular automobile service; from Santiago, by automobile, 4 to 5 hours.

Principal Hotels.—American, Europa, Noroeste.

Note.—An important seaport and capital of the Province. Much cotton is grown in the vicinity. There is considerable exporting of hides and skins, coffee, etc. There is a very fair volume of imports, and the place is deserving of the attention of most salesmen. Easily reached from Santiago, Santo Domingo City, and La Vega.

SAN FRANCISCO DE MACORIS, Province of Pacificada; population, 5,000; 58 miles (95 km.) from Moca, 85 miles (133 km.) from Santo Domingo City. Products: Coffee, cacao, leather, wax, coal, brandy.

How Reached.—From Sanchez and La Vega, by Samana & Santiago Railway.

Hotels.—Hispano, Inglaterra, San Francisco, Macorizano.

Note.—This town is in the midst of a very rich agricultural district, the chief product of which is cacao. A number of houses do a direct importing business. Generally speaking, it is of interest to those who canvass the Dominican Republic.

SAN PEDRO DE MACORIS, capital of the Province of same name; population, 14,000. Landing: From steamer to lighter and thence to shore. Distant 45 miles (72 km.) from Santo Domingo. Climate, tropical, but pleasant; temperature averages 82° in daytime, 55° at night. Principal products: Sugar, molasses, wax, timber. American consular agent. Lloyd's agent, Juan Moll.

How Reached.—From Santo Domingo, by steamer or carretera. There is a wagon road under construction from this point to Santo Domingo.

Banks.—Banco Nacional de Santo Domingo; Royal Bank of Canada; International Banking Corporation.

Principal Hotels.—Las dos Americas, Hispano Americano, Inglaterra, Porto Rico.

Note.—This is the country's principal sugar port. A considerable volume of importing is done and there are several very good firms, besides sugar "ingenios," etc., worthy of the attention of travelers who visit the island.

SANTA BARBARA DE SAMANA, Province of Samana; population, 5,000; on Samana Bay; vessels anchor in bay; 80 miles (128 km.) from Santo Domingo, 150 miles (240 km.) from Puerto Plata. Climate, tropical, but pleasant; summer temperature averages 82°, winter temperature, 55° F.

Customhouse brokers: F. Lample and G. Beretta & Co.

How Reached.—From Santo Domingo, by road or steamer; from Puerto Plata, by steamer.

Principal Hotels.—Becky, Diluvio, Kaiser.

Note.—A considerable volume of exporting is carried on here, particularly in cacao, coconuts, and copra. There is considerable agricultural activity and a very fair volume of business is transacted. There are some excellent houses that import direct. Worthy of a visit from most salesmen.

SANTIAGO, capital of the Province of Santiago; on a high bluff of Yaque River; population, 15,000; 42 miles (68 km.) from Puerto Plata, 20 miles (32 km.) from La Vega, 114 miles (184 km.) from Santo Domingo. Principal products: Tobacco, coffee, cacao, wax, hides. Industries: Cigar and cigarette making.

How Reached.—From Puerto Plata, by Dominican Central Railway, about 6 hours; from Monte Cristi, by automobile, 4 to 5 hours.

Banks.—International Banking Corporation (Sucs. to S. Michellena); Banco Nacional de Santo Domingo; Royal Bank of Canada.

Hotels.—Garibaldi, Frances, Italian, Santiago.

Note.—This is the largest town in the northern part of the Republic and its chief commercial center. In the vicinity tobacco cultivation is carried on extensively. Many firms find it advantageous to divide the territory into two parts and establish one agency in Santo Domingo and the other in Santiago.

SANTO DOMINGO, capital of the Republic; population, 40,000; at the mouth of Ozama River; landing, steamer to wharf; 83 miles (134 km.) from Azua, 95 miles (152 km.) from La Vega, 231 nauti-

cal miles from San Juan, Porto Rico. Climate, tropical, but pleasant; maximum temperature, 92°, minimum, 66° F. Showers are frequent; nights decidedly cool. Most pleasant months, December to February. Principal products: Coffee, cotton, cocoa, wax, hides, skins. Industries: Sugar-cane cultivation.

American Minister and consul, Lloyd's agent, H. H. Gosling, Customhouse brokers, Sucs. to S. Michelena.

How Reached.—From San Pedro de Macoris, by steamer or carretera; from New York, by Clyde Line; from San Juan and Mayaguez, Porto Rico, by steamer *Marina*. A wagon road to San Pedro de Macoris is in course of construction.

Hotels.—Francis, Changay, America, Ambos Mundos, Gran Via, Asturia, Central, Cibao, Marina.

Banks.—Sociedad Anonima Bancaria; International Banking Corporation (Sucs. to S. Michelena); Royal Bank of Canada; Banco Nacional.

Note.—This is the chief city of the Republic and its capital. A large volume of importing and exporting is carried on. It should be canvassed by all salesmen who visit the Republic. The chief commercial houses are located in this city.

PORTO RICO.

Map No. 6.

Location.—Porto Rico is the most easterly of the four Greater Antilles, which include Cuba, Haiti, Jamaica, and Porto Rico. It is about 70 nautical miles east of Haiti and 40 west of St. Thomas (Virgin Islands). It is a United States Territory.

Area and Population.—Porto Rico is about 100 miles (160 km.) long and approximately 40 miles (62 km.) wide. Its area is about 3,606 square miles; population, about 1,118,000. There are approximately 310 inhabitants per square mile. Some small islands lie off the coast. The inhabitants are chiefly descendants of the Spaniards. There is a considerable Negro element.

Topography.—The island is traversed by a mountain range from east to west, the highest point of which (El Yuque) is about 3,700 feet above sea level.

Rivers.—There are over 1,200 streams, about 50 of which may be classified as rivers. The principal ones are Rio Loiza, Rio de la Plata, Rio Manati, and Rio Arecibo.

Climate.—The temperature of Porto Rico, on an average, is lower than that of any other island in the Tropics. The annual average temperature is 76° F.; average during the winter months, 73°; and during the summer, 79°. In the towns on the coastal plain the temperature runs from 75° in January to 81° in August. The temperature ranges between 67 and 76 in the higher altitudes. The nights are always pleasant and cool. There is constant high humidity.

Seasons.—There are no defined wet and dry seasons. February is the driest month. The rainfall increases from February to May. From May to November the difference in rainfall is small. The maximum rainfall along the east coast occurs in September, along the south coast in October, and along the north coast in November, while in the interior it occurs during one of the summer months and sometimes as early as May. Cool weather usually begins in November and lasts until early in March, and this is the best time to visit Porto Rico. The annual precipitation is about 60 inches.

Principal Products.—The chief products are tobacco, sugar, coffee, rice, corn, oranges, pineapples, bananas, cotton, cattle, coconuts, cacao, beans and peas, potatoes, ginger, divi-divi, patchouli, sansevieria, sisal, malva blanca, annatto, tumeric, hides and skins.

Mineral Deposits.—Gold, silver, copper, iron, lignite, salt, petroleum, marble, and limestone are found in small quantities.

Industries.—Coaling stations, shipyards, cigar and cigarette factories, ice plants, bottling works, breweries, machine shops, manufacture of hats, laces, embroidery, drawn work, etc.

Commercial Growth.—Porto Rico has had a remarkable development since 1896. The sugar industry has grown greatly, the exports of raw sugar for 1917 having reached a total of 48,689 tons, with a value of approximately \$54,000,000. The output of tobacco has likewise increased, the crops now being around 15,000,000 pounds.

In 1917 the exports of raw tobacco reached almost \$4,000,000. The finished product in the shape of cigars and cigarettes also has a large monetary value, being a little less than \$8,000,000 in 1917. Coffee, the raising of tropical fruit, including pineapples, grapefruit, oranges, etc., has had an amazing development. Shipments of these products total about \$3,000,000 annually.

Language.—Spanish in general. English is taught in the public schools.

Currency.—Same as in the United States.

Weights and Measures.—The metric system is official; English weights and measures are also used.

Postage.—The first-class letter rate to and from the United States is 2 cents per ounce or fractional part thereof.

Cable.—There is direct cable communication with the Dominican Republic, Curacao, Venezuela, and other South American countries via lines of the West India & Panama Telegraph Co. The French Telegraph-Cable Co. operates via Cape Haitien from San Juan to New York. The rate to New York City and points east of the Mississippi is 50 cents per word, while for points west of the Mississippi the rate is 55 cents per word.

Telegraphs and Telephones.—There is good telegraph and telephone service.

Wireless.—There is a wireless station at San Juan, owned by the United States Government, which can transmit messages within a radius of 300 miles in daytime and 1,000 miles at night. Messages can be relayed to points in Porto Rico or by cable to other countries. Inbound messages are charged at the rate of 6 cents per word, with a 10-word minimum; to this must be added the insular telegraph tariff of 20 cents for 10 words and 2 cents for each additional word.

TRAVEL ROUTES.

LINES FROM NEW YORK.

New York & Porto Rico Steamship Co.—V. K. Hull, agent, 11 Broadway. Sailings from Pier 35, Brooklyn. Departures for San Juan, Ponce, and Mayaguez every Saturday; for Arecibo, Aguadillo, and Arroyo about every two weeks. For Humacao, Fajardo, Jobos, Vieques (Puerto Mulas), and Guanica about once a month. Fare from New York to San Juan, \$65 and up, according to location of stateroom. Time of trip: Leave New York, first day; arrive San Juan, fifth day; leave San Juan, seventh day; arrive Ponce, seventh day; arrive Mayaguez, eighth day.

Red D Line.—Bliss, Dallet & Co., general agents, 82 Wall Street. Sailings from Pier 11, Brooklyn, foot of Montague Street, for San Juan and Mayaguez on alternate Wednesdays. Fares: New York to San Juan, \$45–\$60; New York to Mayaguez, \$55; San Juan to Curacao and La Guaira, \$25; San Juan to Puerto Cabello, \$30; Puerto Cabello to San Juan, \$25; Mayaguez to La Guaira and Curacao, \$25; Mayaguez to Maracaibo, \$40. Round-trip tickets are issued at a reduction of 10 per cent from regular rates, and are good for 12 months. Time of trip: Leave New York, first day; arrive San Juan, fifth day; leave New York, first day; arrive Mayaguez, seventh day.

OTHER LINES VISITING PORTO RICO.

Bull-Insular Line (Steamer "Marina").—Service between San Juan, Mayaguez, and Ponce, Porto Rico; La Romana, San Pedro de Macoris, Santo Domingo, Sanchez, Porto Plata, and Azua, Dominican Republic. About two round trips per month. Fare: Porto Plata (Dominican Republic) to Porto Rico, \$22.

Compañía Trasatlantica.—Monthly service from Spain to Porto Rico; Puerto Plata, Dominican Republic; Habana, Cuba; Port Limon, Costa Rica; Colon, Panama; Puerto Colombia, Colombia; Curacao; Puerto Cabello and La Guaira, Venezuela.

Compagnie Générale Transatlantique.—Semimonthly service from France, calling at Martinique, Guadeloupe, St. Thomas, Ponce, Mayaguez, Santo Domingo, Jacmel, Port au Prince; thence returning to Martinique via Petit Goave, Jeremie, Santiago de Cuba, Jacmel, St. Thomas, and Guadeloupe. Fare: St. Thomas to San Juan, \$20; time, seven to eight hours.

Empresa Naviera de Cuba.—Monthly service between principal ports of Porto Rico, Dominican Republic, and Cuba. Fares: Habana to San Juan, \$55; Santiago de Cuba to San Juan, \$50; Santo Domingo to San Juan, \$25. Fares from San Juan: San Pedro de Macoris, \$26; Santo Domingo, \$27; Santiago de Cuba, \$50; Habana, \$60. Fares from Mayaguez: San Pedro de Macoris, \$25; Santo Domingo, \$26; Santiago de Cuba, \$49; Habana, \$58. Fares from Ponce: San Pedro de Macoris, \$22; Santo Domingo, \$23; Santiago de Cuba, \$56.

Steamers "Oriole" and "Carmen."—Weekly sailings between St. Thomas and Fajardo; automobile service between Fajardo and San Juan. Fares: St. Thomas to Fajardo, \$10; St. Thomas to San Juan, \$15 one way, \$25 round trip. Time from St. Thomas to Fajardo, one night.

Steamer "Santo Domingo."—Weekly service between San Juan and Mayaguez to San Pedro de Macoris and Santo Domingo.

RAILROADS IN PORTO RICO.

American Railroad Co.—San Juan to Ponce, 167 miles (270 km.). Two trains daily, leaving San Juan at 7.20 a. m. and 8.45 p. m. First-class fare, 3 cents per kilometer. Free baggage allowance, 100 pounds; excess, 20 per cent of each first-class ticket for each 100 pounds excess.

San Juan to Carolina, 13 miles (22 km.): Trains leave San Juan at 5.30 p. m., Carolina at 7 a. m.

Ponce to Guayama: Trains leave Ponce at 3.52 p. m.; arrive Guayama at 6.14 p. m.; leave Guayama at 7.30 a. m.; arrive Ponce 9.48 a. m.

Línea Ferrea del Oeste.—Catano to Bayamon (ferryboat service between Catano and San Juan). Railroad service on half-hourly schedule; fare, 10 cents per trip. Ferryboat service every eight minutes; fare, 3 cents per trip. Passengers may carry two or three handbags free of charge.

Porto Rico Railway, Light & Power Co.—Rio Pedras to Caguas, 18 miles (29 km.). Trains leave Caguas at 8 a. m. and 4 p. m.; leave Rio Pedras at 9.30 a. m. and 6 p. m.; time of trip, one hour. Fare, 3 cents per kilometer.

Electric-Car Service.—San Juan to Rio Pedras, 7 miles (11 km.) ; San Juan to Borinquen Park, via Park line, 5 miles (8 km.) ; via Condado line, 4 miles (6 km.). Fare, San Juan to Rio Pedras, 10 cents. Operated by the Porto Rico Railway, Light & Power Co.

AUTOMOBILE TRANSPORTATION.

Atlas Line.—Office, San Juan, Allen 28; Ponce, Comercio 2. Touring car, Ponce to San Juan, via Aibonito, leaves daily at 7.30 a. m., both directions. Stops at Rio Pedras, Caguas, Cayey, Aibonito, Coamo, and Juana Diaz. Fare, Ponce to San Juan, \$6.50. Omnibus, Ponce to San Juan, via Aibonito, leaves daily at 12.30 p. m., both directions. Fare, \$4.50.

Touring car, Ponce to San Juan, via Guayama. Stops at Rio Pedras, Caguas, Cayey, Guayama, Salinas, and Santa Isabel. Fare, Ponce to San Juan, \$6.50. Omnibus, Ponce to San Juan, via Guayama, leaves daily at 7.30 a. m., both directions. Fare, \$4.50.

Porto Rico Transportation Co.—Daily passenger service between San Juan and Ponce, touching en route Caguas, Cayey, Guayama, and intermediate points. Autos leave San Juan plaza at 8 a. m. and 3.30 p. m. ; leave Ponce at 7.30 a. m. and 3 p. m. This company also maintains auto service between San Juan and Humacao.

CANVASSING PORTO RICO.

Salesmen's Samples.—Samples of any character carried from the United States to Porto Rico are admitted without any difficulties. It is not necessary to give bond or to take any of the steps which are obligatory in other Latin-American countries.

Advertising Matter.—There are no duties on advertising matter from the United States into Porto Rico. Salesmen who carry American-made goods and arrive from Cuba, Santo Domingo, Haiti, etc., are subject to no other regulations than those coming direct from the United States.

Taxes.—No taxes of any nature are levied either by the Territorial government of Porto Rico or by the municipalities.

Important Centers.—There are two important towns in Porto Rico, San Juan and Ponce. In both of these are located the chief importing firms, including those who do a wholesale business and act as jobbers and distributors to the smaller merchants.

General Character of the Trade.—It must be remembered that Porto Rico is a possession of the United States. The conditions are quite different from those prevailing in other Latin-American countries. Many of the retailers in Porto Rico import direct and do not depend upon the local wholesalers. This applies even to retailers in smaller places, such as Arecibo, Mayaguez, etc. Porto Rico, in proportion to its population, uses perhaps a greater quantity of so-called cheap goods than almost any other tropical country. While better grades of merchandise are imported, the volume of business is done in the cheaper lines. This is particularly true of wearing apparel. Almost anything that is low in price will find a sale, provided that the color and shape are such as to suit the local fancy. Retailers who import direct are scattered throughout the island.

Roads.—In the matter of roads, Porto Rico is more fortunate than the other West Indies. Road making has made a remarkable de-

velopment, and to-day there are over 1,100 miles of roads, besides 300 miles of railways. The most important railroad system is that of the American Railroad Co., which operates a line from San Juan to Ponce, also from San Juan to Carolina. The other important roads are outlined elsewhere. Many extensions to existing lines are contemplated, and a new line is also projected.

Routes to Follow.—It is practically impossible and unnecessary to lay out a definite route for the traveler to follow. Most commercial men arrive by way of San Juan, which they thoroughly canvass, and then go to Ponce, which is easily reached. The smaller places of importance are also easily reached, and the traveler can determine while on the ground the best manner in which to visit them.

Special Note.—Trips to Cuba, Haiti, the Dominican Republic, and Virgin Islands can be planned in connection with visits to Porto Rico.

Island of Vieques.—This island lies about 13 miles east of Porto Rico. It is about 21 miles long and 6 miles broad. Inhabitants number about 6,000. The chief industries are the growing of sugar cane, the raising of cattle, tropical fruits, etc. This island is very fertile and there is a brisk trade in a small way.

Hotel Rates.—The best hotel accommodations in Porto Rico are to be found in San Juan and Ponce. Here, for the leading establishments, the rates are from \$3 to \$6 for the American plan. The hotels of the second grade charge somewhat lower rates. Accommodations may also be had upon the European plan, as there are some good restaurants in both these places. For hotels in the smaller towns the rates range from \$2 to \$4 per day on the American plan, depending upon the character of the place. As a rule, the accommodations are much inferior to those in the larger towns, but occasionally there is an exception.

Holidays in Porto Rico.—The population being largely Roman Catholic, many of the feast days of the church are observed. Other days observed are New Year's Day, Lincoln's birthday, Washington's birthday, Emancipation Day (Mar. 13), Decoration Day, Independence Day (July 4), Occupation Day (July 25), Labor Day, Columbus Day, Thanksgiving Day, and Christmas.

CHIEF COMMERCIAL CENTERS.

AGUADILLA, Department of Aguadilla; population of town, 6,500, municipality, 23,000; port on northwestern coast; steamers anchor cable length from shore; 36 miles (58 km.) from Arecibo, 29 miles (47 km.) from Mayaguez, and 87 miles (139 km.) from San Juan (by rail). Climate, excellent. Principal products: Sugar, oranges, coffee, tobacco, pineapples. Industries: Manufacture of straw hats. Lloyd's agent, Thos. Boothby, jr.

How Reached.—From Arecibo, by railroad, time about 2½ hours; from Mayaguez, by railroad, time about 1¼ hours.

Banks.—Julio O. Abril; Sanders, Phillipi & Co., Sucs.; J. T. Silva & Co.

Hotels.—Borinquen, Puerto Rico, Universo.

Note.—This is a flourishing and growing city; chief dependence upon tropical agriculture. It deserves the attention of almost all salesmen who visit Porto Rico,

ANASCO, Department of Mayaguez, in western part of island; population of municipality, 15,400; town, 3,000; 23 miles (37 km.) from Aguadilla, 6 miles (10 km.) from Mayaguez, and 3 miles (5 km.) from the sea. Principal products: Sugar, tobacco, coffee, coconuts.

How Reached.—From Aguadilla, by American Railroad, time 1 hour and 10 minutes; from Mayaguez, by American Railroad, time about 15 minutes.

Note.—A small city of some commercial importance. Those who canvass small places will find it advantageous to visit Anasco.

ARECIBO, Department of Arecibo; population of municipality, 45,500; town, 10,000. Situated at mouth of Arecibo River; vessels anchor about a mile from shore; 53 miles (86 km.) from San Juan by rail; 36 miles (58 km.) from Aguadilla. Principal products: Sugar, coffee, tobacco. Lloyd's agents: Successors to Roses & Co.

How Reached.—From San Juan, by American Railroad, time about 3 hours; from Aguadilla, by American Railroad, time about 2½ hours.

Banks.—American Colonial Bank; Successors to de Roses & Co.; Sanders, Phillipi & Co., Sues.

Hotels.—Los Baleares, Inglaterra, Puerto Rico, Boston, Comercio.

Note.—Arecibo is a flourishing and growing city and deserves the attention of almost all salesmen.

ARROYO, Department of Guayama; population of municipality, 8,000; town, 3,500; seaport for Guayama district; vessels anchor about one-fourth mile from shore. Distant 4 miles (6 km.) from Guayama. Lloyd's agent, J. R. Nieves.

How Reached.—From Guayama and Fajardo, by carretera; from Humacao, via Ponce-Humacao road.

Hotel.—Alhambra.

Note.—There are some houses here which import direct.

BAYAMON, Department of San Juan; population of municipality, 27,750; town, 5,400; distant 12 miles (20 km.) from San Juan. Principal products: Sugar cane, coffee, fruits. Industry: Cigar factories.

How Reached.—From San Juan by American Railroad, hourly train service, ¾-hour trip; from Catana, by railroad, Linea Ferrea del Oeste.

Hotel.—Buena Vista.

Note.—This place is visited by many salesmen who work the smaller places. A fair volume of retail trade is carried on.

CAGUAS, Department of Humacao; population of municipality, 29,150; town, 11,500; 20 miles (36 km.) from San Juan, 60 miles (98 km.) from Ponce. Principal products: Sugar cane, coffee, tobacco, fruits. Industry: Agricultural.

How Reached.—From San Juan by automobile, fare \$1.75, or by trolley to Rio Piedras and thence by train. From Ponce by automobile, fare \$4.75. Autos leave daily at 7.30 a. m. and 12.30 p. m. from San Juan and Ponce.

Hotels.—America, Filo.

Note.—This town is located in one of the greatest tobacco-growing sections of Porto Rico. It is the terminus of the railway line from Rio Piedras. A good business is carried on, due to the wealth of the surrounding country.

CAROLINA, Department of San Juan; population of municipality, 16,451, town, 3,600; 13 miles (23 km.) from San Juan. Principal products: Sugar cane, coffee, coconuts, tobacco. Industries: Agriculture.

How Reached.—From San Juan, by branch of American Railroad, 1½-hour trip.

Note.—This is the terminus of the branch railway from San Juan. Although a small place, a good retail business is done. Usually visited by those who canvass the smaller places.

CAYEY, Department of Guayama; altitude, 2,300 feet; population of municipality, 19,000, town, 5,200; 37 miles (59 km.) from San Juan, 14 miles (23 km.) from Guayama. Products: Coffee, tobacco, sugar cane, and fruits. Rainfall averages about 68 inches annually.

How Reached.—From San Juan, by autobus, 3-hour trip, fare, \$2; from Ponce, by autobus, 4-hour trip, fare, \$2.50. Autos leave San Juan and Ponce daily at 7.30 a. m.

Hotels.—La Esperanza, Gloria, Inglaterra, Frances.

FAJARDO, Department of Humacao, a seaport on extreme north-eastern coast; population of municipality, 19,300, town, 6,600; situated 1½ miles (2 km.) from northern coast, 31 miles (50 km.) from Río Piedras (by carretera), 21 miles (35 km.) from Humacao (by carretera). Average annual rainfall, 70 inches.

How Reached.—From San Juan, by automobile service; from St. Thomas (Virgin Islands), by steamers *Oriole* and *Carmen*, weekly service.

Bankers.—Bird Leon e Hijos.

Hotels.—Fajardo, San Rafael.

Note.—This town is in the center of a sugar district of considerable importance. There is considerable direct importing. Easily reached from San Juan.

GUAYAMA, Department of Guayama, on southeastern coast; altitude, 200 feet; population of municipality, 18,300, town, 9,100; on Ponce-Humacao road, 37 miles (59 km.) east of Ponce; 14 miles (22 km.) from Cayey, 208 miles (337 km.) from San Juan. Principal products: Sugar, coffee, coconuts, and fruits.

How Reached.—From Humacao, by carretera; from Cayey, by carretera, automobile service, fare, \$0.75; from Ponce, by carretera, automobile service, fare, \$1.75; from San Juan, by carretera, automobile service, fare, \$2.75. Autos leave daily at 7.30 a. m. from San Juan and Ponce.

Bank.—Credito Ahorro Ponceño, Sucs.

Hotels.—Paris, Gloria, Inglaterra, Roma, Frances, Borinquen.

Note.—A place of growing importance and great agricultural wealth. A fair volume of business is done. Should be visited by practically all salesmen.

HUMACAO, Department of Humacao; seaport on eastern coast; vessels anchor about 2 miles from shore; population of municipality, 19,000, town, 6,400; 3 miles (5 km.) from eastern coast of island, 21 miles (35 km.) from Fajardo by carretera. Principal products: Sugar cane, coconuts, and fruits.

How Reached.—From San Juan and Ponce, by carretera; from Caguas, by autobus, time, 1½ hours. From Caguas there is autobus connection to San Juan, time, 1¼ hours, fare, \$1.50.

Bank.—Antonio Roig.

Hotels.—America, Maxim, Oriente, Paris.

Note.—A place of growing importance in the eastern part of the island. Worthy of attention and should be canvassed.

MAYAGUEZ, Department of Mayaguez, on extreme western coast of island; vessels anchor in bay; population of municipality, 42,500; town, 17,500; 29 miles (47 km.) from Aguadilla, 11 miles (18 km.) from San German, 117 miles (189 km.) from San Juan. Temperature rarely exceeds 80° F. in summer; rainfall about 80 inches annually. Principal products: Sugar, coffee, pineapples, coconuts, fruits, hides, etc. Lloyd's agent, Thomas Boothby, jr.

How Reached.—From Aguadilla, 1½ hours by rail; from San German, 45 minutes by rail; from San Juan, by American Railroad, 6½-hour trip; from Ponce, by American Railroad, 3-hour trip.

Hotels.—Inglaterra, Paris, Palmer, Pinar, Nacional, Cosmopolita, America, Porto Rico.

Banks.—National City Bank of New York (branch); American Colonial Bank; Banco de Puerto Rico; Royal Bank of Canada; Suc. de Blancs; Moral & Co.; Tomas Quinonez.

Note.—This is one of the most important cities of Porto Rico. It has an excellent port with good anchorage. Important export and import business done. Should be visited by all salesmen.

PONCE, Department of Ponce; second important port; vessels anchor 6 cable lengths from shore; population of municipality, 68,000; town, 37,000. Distant 22 miles (35 km.) from Yauco, 81 miles (130 km.) from San Juan via military road, 171 miles (274 km.) from San Juan via railroad, 37 miles (59 km.) from Guayama, 1,462 nautical miles from New York. Rainfall averages about 41 inches per year. Principal products: Sugar, molasses, coffee, tobacco, oranges, hides, cattle. Industries: Carriage, cigar, cigarette, hat, and lace factories, ice plant, rum distilleries, and soda-bottling works. Lloyd's agent, F. M. Foro.

How Reached.—From Yauco, by railroad, time 1 hour. From Guayama, by railroad, time 2 hours. From San Juan, by steamer; by railroad (fare \$10.50), time about 9½ hours; by automobile (fare \$4.50), via Guayama or Aibonito. From New York, by New York & Porto Rico Line.

Hotels.—Frances, Melia, Leon-Oro, Inglaterra, Hogar, America, Habana, Espanol, Antillano, Vesubio, Las Delicias.

Banks.—National City Bank of New York (branch); Banco de Puerto Rico; Credito y Ahorro Ponceno; Royal Bank of Canada; Carlos Armstrong e Hijos; Ramon Cortado & Suc.; Cosio & Primo; Mayol Hermanos & Co., Suc.

Note.—Second city in importance. Easily reached and well worthy of a visit.

RIO PIEDRAS, Department of San Juan; population of municipality, 16,968; town, 3,200; 7 miles (11 km.) from San Juan, 18 miles (29 km.) from Caguas. Products: Sugar cane, coffee, pineapples, and other fruits.

How Reached.—From San Juan, by trolley car every seven minutes; also by automobile (fare \$0.25). From Caguas, by Porto Rico Railway, two trains daily; also by automobile (fare \$1.25). From Ponce, by automobile service (fare \$4.25). Autos leave San Juan and Ponce daily at 7.30 a. m. and 12.30 p. m.

Hotel.—San Juan,

Note.—This place is the terminus of the Caguas-Rio Piedras Railway and of the trolley line from San Juan. It is worthy of a visit by those who canvass the smaller places.

SALINAS, Department of Guayama, on the southern coast; population of municipality, 12,340; town, 2,000; 12 miles (20 km.) from Guayama, 21 miles (35 km.) from Ponce. Principal products: Sugar cane, coffee, tobacco, and fruits. Industry: Agricultural.

How Reached.—By automobile service, from Guayama (fare \$0.75), from Ponce (fare \$1), from San Juan (fare \$3.50). Autos leave both San Juan and Ponce at 7.30 a. m.

Hotel.—Cosmopolita.

Note.—This town is located near the great Aguirre sugar-cane section. Considerable retail trade is done. Visited by those who "work" the smaller places.

SAN GERMAN, Department of Mayaguez; population of municipality, 23,767, town, 5,400; 37 miles (61 km.) from Ponce, 130 miles (209 km.) from San Juan. Principal products: Sugar cane, tobacco, coffee, and fruits.

How Reached.—From San Juan, by American Railroad, 6½-hour trip; from Ponce, by American Railroad, 2½-hour trip.

Banks.—Banco de Economias y Prestamos; Banco Popular de Ahorros y Prestamos.

Hotels.—Central, Frances. La Lucha.

Note.—This town is located in a rich sugar cane and coffee growing district. There is considerable prosperity and a brisk retail trade is transacted.

SAN JUAN, Department of San Juan, on northern coast; population, 60,000. Landing, steamer to pier. Distant 1,399 nautical miles from New York, 36 miles (58 km.) from Manati, 7 miles (11 km.) from Rio Piedras, 171 miles (274 km.) from Ponce by railroad, 81 miles (130 km.) from Ponce by carretera. Climate, healthful; rainfall, 64 inches; temperature averages 79° F., highest (noon), 92°. Principal products: Sugar cane, coffee, tobacco, pineapple, grapefruit. Industries: Shipyards, coaling stations, cigar and cigarette factories, brewery, machine shops, ice plants, soda bottling works. Lloyd's agent, T. G. T. Waymouth.

How Reached.—From Manati, by railroad, time, 48 minutes, fare, \$1; from Ponce, by railroad, fare \$10.50, time about 9½ hours; by auto, fare \$4.50.

Banks.—National City Bank of New York (branch); Americano Colonial Bank of Porto Rico; Banco Popular de Economias y Prestamos; Banco Territorial y Agricola de Porto Rico; Banco Comercial de Porto Rico; Bank of Nova Scotia; Royal Bank of Canada; Behn Bros.; Sobrinos de Ezquiaga; Sobrinos de Izquierdo & Co.; Sucs. de L. Villamil Marina; J. T. Silva & Co.

Hotels.—Eureka Miramar, Inglaterra, Comercio, Nava, Romia, America, Bella Napoli, Puerto Rico, Colonia, Plaza, Cosmopolita, Borinquen, Las Palmas, Mayflower, San Juan, Helvetia, Cataluna, France.

Note.—The most important city of Porto Rico. The logical place for an agency, as the chief commercial houses of the island are established at this point.

VIEQUES, ISLAND OF, short distance off eastern coast; population, 6,000; 13 miles (21 km.) east of Humacao. Principal prod-

ucts: Sugar cane, coffee, tropical fruits. Industries: Cattle raising and agriculture.

How Reached.—From Humacao and San Juan by local steamer.

Hotels.—Union, San Luis.

Note.—There are a number of houses here that import direct.

YAUCO, Department of Ponce; on southern coast of island; on road from Ponce to San German; population of municipality, 26,900, town, 7,500; 131 miles (212 km.) from San Juan, 21 miles (34 km.) from San German, 22 miles (35 km.) from Ponce, 7 miles (11 km.) from Guanica. Principal products: Sugar cane, coffee, tobacco, fruit.

How Reached.—From San German, by railroad, time, 1½ hours; from Guanica, by carretera; from Ponce, by railroad, time, 1 hour.

Bank.—Credito & Ahorro Popular de Yauco.

Hotels.—Maria, Pla, Victoria.

Note.—A place of growing importance and worthy of attention. Most salesmen who visit small places find it pays to canvass this place also.

TOWNS OF LESS IMPORTANCE.

Below is a list of the less important places in Porto Rico. Some of these, however, are of interest to travelers who canvass their territory closely. It is suggested that inquiry regarding the business available be made in the largest towns near them.

Adjuntas, Department of Ponce; population of municipality, 18,197; town, 1,600; 18 miles (29 km.) from Ponce by carretera, 31 miles (50 km.) from Arecibo by carretera. Products: Sugar cane, coffee, fruits. Hotels: Aparicio, Ibero Americano.

Aguado, Department of Aguadilla, on northwestern coast; population of municipality, 12,437; town, 1,200; 94 miles (157 km.) from San Juan. Products: Sugar cane, coffee, coconuts. Hotels: Inocencio, Charneco. Reached from San Juan and Ponce by American Railroad.

Aguas Buenas, Department of Humacao; population of municipality, 8,900; town, 1,300; 2 miles (3 km.) from western coast, 27 miles (44 km.) from San Juan, 9 miles (15 km.) from Cayey. Products: Coffee, tobacco. Carreteras to Caguas and to the great military road between San Juan and Ponce. Hotels: Juana Diaz, Jose Lopez.

Aibonito, Department of Guayama; highest point on the military road from San Juan to Ponce; population of municipality, 11,608; town, 2,250; 30 miles (47 km.) from Guayama by carretera. Products: Coffee, tobacco, and fruits. Hotel: Diego Becerra. Tobacco-growing center. Reached from Ponce by automobile service (fare \$1.75) and from San Juan (fare \$2.75).

Atalio, Department of Arecibo, on north central coast; 6 miles (10 km.) from Arecibo, 53 miles (88 km.) from San Juan.

Barceloneta, Department of Arecibo; population of municipality, 12,500; town, 800; 4 miles (6 km.) from Manati, 40 miles (65 km.) from San Juan. Products: Cane, coffee, pineapples, and other fruits. Industry: Cigar factories. Reached from San Juan, Ponce, and Manati by the American Railroad. Hotels: Jose Guerrero, J. Martinez & Co.

Barranquitas, in Department of Guayama, near center of the island; 10 miles (16 km.) from Barros; population of municipality, 11,273; town, 900. Principal products: Coffee, tobacco, fruits.

Barros, Department of Ponce, near center of island; population of municipality, 16,000; town, 1,200; 31 miles (50 km.) from Ponce by carretera. Rainfall averages 77 inches annually. Products: Coffee, tobacco, sugar cane, fruits. Only means of communication are narrow trails.

Cabo Rojo, Department of Mayaguez; population of municipality, 20,996; town, 4,200; near western coast; 10 miles (16 km.) south of Mayaguez by carretera. Industry: Manufacture of straw hats. Products: Sugar cane, pineapples, coconuts. Banks: Banco de Economías y Prestamos. Hotel: Fenix.

Camuy, Department of Arecibo, on northern coast; population of municipality, 12,174; town, 1,250; 9 miles (15 km.) from Arecibo, reached by American Railroad; 62 miles (100 km.) from San Juan, reached by American Railroad. Products: Sugar cane, coffee, fruits. Hotel: Turiano Rivera.

Catano, Department of San Juan; across the bay from San Juan, 28 miles (46 km.). Carretera to Aibonito; ferryboat every eight minutes to San Juan; fare, 3 cents. Reached from Bayamon by railroad.

Ceiba, Department of Humacao, in extreme northeastern part of island; population of municipality, 4,739, town, 1,050; 35 miles (58 km.) from Río Piedras, by carretera; 17 miles (27 km.) from Humacao, by carretera. Principal products: Sugar cane and fruits.

Ciales, Department of Arecibo, in north central part of island; population of municipality, 19,747, town, 1,800; 19 miles (33 km.) from Arecibo, by carretera; 8 miles (13 km.) from Manati, by carretera. Products: Coffee, sugar cane, fruits.

Cidra, Department of Guayama; population of municipality, 11,372, town, 1,700; near the Military Road, 10 miles (16 km.) from Guayama, 10 miles (16 km.) from Caguas, by carretera. Products: Tobacco, fruits, coffee, sugar cane. Hotels: F. Gonzalez, Wenseslao Segarra.

Coamo, Department of Ponce, in south central part of island; population of municipality, 18,100, town, 4,000; 60 miles (98 km.) from San Juan, by autos, fare, \$3.25; 80 miles (130 km.) from Ponce, by autos, fare, \$1.25. Products: Coffee and fruits. Hotels: Isabel Pico. Near here are the famous Coamo Springs.

Comerio, Department of San Juan; population of municipality, 12,000, town, 2,000; 17 miles (27 km.) from Bayamon, by carretera. Products: Tobacco, coffee, fruits. Connection with Las Cruces on Military Road; roads to Bayamon and Catana, where there is a ferry to San Juan. Hotels: Cirito Cruz, Levacadio Riviera.

Corozal, Department of San Juan; population of municipality, 13,930, town, 1,400; 15 miles (25 km.) southwest of Bayamon, reached by carretera. Products: Coffee, cane, fruits.

Culebra, small island off the east coast of Porto Rico; population, 1,411. Products: Fruits. Reached by small steamers.

Dorado, Department of San Juan; population of municipality, 5,243, town, 1,100; 21 miles (33 km.) west of San Juan. Products: Sugar cane, pineapples, and other fruits. Reached from San Juan by American Railroad.

Guanica, Department of Mayaguez, on southwestern coast; population of municipality, 6,909, town, 1,900; 8 miles (13 km.) from Ponce, reached by carretera. One of the greatest sugar centers of the world.

Guayanilla, Department of Ponce, in southwestern part of island; population of municipality, 11,113, town, 1,250; 14 miles (22 km.) from Ponce, reached by American Railroad. Products: Coffee, sugar cane, and fruits.

Gurabo, Department of Humacao, a few miles east of Caguas, reached by carretera; 13 miles (22 km.) from Humacao, reached by carretera; population of municipality, 11,956, town, 2,400. Rich tobacco section. Hotels: Marcial Maldonado, Jose Ramon Quinonez, Antonio Vazquez.

Hormigueros, Department of Mayaguez, in southwestern part of island; population of municipality, 4,172, town, 1,000; 124 miles (198 km.) from San Juan, reached by American Railroad; 6 miles (9 km.) from Mayaguez, reached by American Railroad. Products: Sugar cane, coffee, fruits.

Isabela, Department of Aguadilla, on extreme northwestern coast; population of municipality, 18,088; town, 1,400; 11 miles (18 km.) from Aguadilla, reached by American Railroad; 75 miles (122 km.) from San Juan, reached by American Railroad; 90 miles (147 km.) from Ponce, reached by American Railroad. Products: Sugar cane, coffee, fruits. Hotels: Parada, Estacion.

Jayuya, Department of Ponce; population of municipality, 11,033; town, 900; 12 miles (21 km.) from Coamo, reached by carretera. Products: Coffee, fruits, sugar cane.

Juana Diaz, Department of Ponce, on the military road, a few miles northwest of Ponce; population of municipality, 31,295; town, 2,200. Products: Coffee, sugar cane, and fruits. Hotels: Borinquen, Italia, Puerto Rico. Reached from San Juan by auto service; fare, \$4; from Ponce by auto service; fare, \$0.50. Autos leave San Juan and Ponce at 7.30 a. m. and 12.30 p. m.

Juncos, Department of Humacao, midway between Caguas and Humacao; about 9 miles (14 km.) from each; 36 miles (60 km.) from Guayama; population of municipality, 12,549; town, 4,400. Products: Sugar cane, tobacco, fruits. Hotel: Estela Bohonis.

Lajas, Department of Mayaguez; population of municipality, 11,883; town, 800; 6 miles (10 km.) from San German, reached by American Railroad; 136 miles (219 km.) from San Juan, reached by American Railroad. Products: Sugar cane, pineapples, tobacco, etc.

Lares, Department of Aguadilla; 22 miles (37 km.) from Aguadilla, reached by carretera; population of municipality, 24,311; town, 3,900. Products: Coffee, fruits, sugar cane. Carretera to Arecibo and Mayaguez; automobile service to Mayaguez. Bank: Banco Territorial Agricola. Hotels: America, Central, Roma.

Las Marias, Department of Mayaguez; population of municipality, 10,783; town, 400; 10 miles (16 km.) from Mayaguez, reached by carretera.

Las Piedras, Department of Humacao; population of municipality, 9,717; town, 500; near eastern coast; 14 miles (22 km.) from Caguas, reached by carretera; 4 miles (6 km.) from Humacao.

Loiza, Department of San Juan; population of municipality, 14,293; town, 1,200; on the northeastern coast; 18 miles (31 km.) east of San Juan, reached by carretera; 11 miles (17 km.) from Rio Piedras, reached by carretera. Products: Sugar cane, coconuts, etc.

Luquillo, Department of Humacao, near northeastern coast, in the Fajardo district: population of municipality, 6,659; town, 1,250; 25 miles (40 km.) from Rio Piedras, reached by carretera; 28 miles (45 km.) from Humacao, reached by carretera.

Manati, Department of Arecibo, near northern coast; population of municipality, 18,500; town, 4,600; 36 miles (58 km.) from San Juan, two-hour trip by American Railroad; 17 miles (27 km.) from Arecibo, one-hour trip by American Railroad; 3 miles (5 km.) from ocean. Products: Sugar cane, rice, tobacco, coffee, fruits. Market place for Ciales and Morovia. Hotels: Central, Comercio, Coney Island, Puerto Rico.

Maricao, Department of Mayaguez, on carretera from Mayaguez to Laz Marias; population of municipality, 7,683, town, 900; 10 miles (16 km.) east of Mayaguez. Hotel: P. Cordero.

Maunabo, Department of Humacao, in extreme southeastern corner of island; population of municipality, 7,627; town, 1,100; 55 miles (90 km.) from Ponce, reached by carretera; 14 miles (25 km.) from Arroyo, reached by carretera. Products: Coffee, sugar cane, coconuts.

Moca, Department of Aguadilla; population of municipality, 16,460, town, 1,650; 5 miles (8 km.) southeast of Aguadilla, reached by carretera. Products: Coffee, sugar cane, and fruits. Hotels: Josefa Cotto Vda. de Perez; Aurora Gonzalez de Miranda.

Morovis, Department of Arecibo; 15 miles (24 km.) from Manati, reached by carretera; 31 miles (50 km.) from Arecibo, reached by carretera; population of municipality, 13,359, town, 1,200. Products: Coffee, fruits, sugar cane.

Naguabo, Department of Humacao, in central part of eastern coast; population of municipality, 15,418, town, 4,000; 14 miles (25 km.) from Humacao, reached by carretera; 18 miles (30 km.) from Fajardo, reached by carretera.

Naranjito, Department of San Juan; population of municipality, 9,527, town, 900; 15 miles (24 km.) from San Juan, reached by carretera. Products: Coffee, fruits.

Patillas, Department of Guayama, near southeastern coast; 10 miles (16 km.) from Guayama, reached by carretera; 44 miles (72 km.) from Ponce, reached by carretera. Population of municipality, 15,507, town, 2,400. Products: Sugar cane, coffee, fruits. Hotels: Jesus M. Marquez, Raf del Ortiz.

Penuelas, Department of Ponce; population of municipality, 12,870, town, 1,200; 10 miles (16 km.) west of Ponce, reached by carretera; 7 miles (12 km.) from Guayanilla, reached by carretera. Products: Coffee, fruits, sugar cane.

Quebradillas, Department of Arecibo, on northwestern coast; 68 miles (111 km.) from San Juan, reached by American Railroad; 98 miles (159 km.) from Ponce, reached by American Railroad; 18 miles (30 km.) from Aguadilla, reached by carretera or railroad. Population of municipality, 8,750; town, 1,300. Products: Sugar cane, coffee, fruits.

Rincon, Department of Agundilla, most westerly town of Porto Rico; population of municipality, 7,808, town, 1,700; 37 miles (62 km.) from Arecibo, reached by American Railroad; 101 miles (164 km.) from San Juan, reached by American Railroad. Products: Coconuts, sugar cane, coffee.

Rio Grande, Department of San Juan, on northeastern coast; population of municipality, 12,394, town, 2,000; 9 miles (15 km.) from San Juan, by carretera. Products: Sugar cane, coffee, coconuts. Hotels: Adelina Quimonez, Saturino Reyes.

Sabana Grande, Department of Mayaguez; population of municipality, 12,369, town, 2,800; 6 miles (10 km.) from Coamo, reached by carretera; 15 miles (24 km.) southeast of Mayaguez, reached by carretera; 10 miles (16 km.) from Yauco, reached by carretera. Products: Sugar cane, coffee, tobacco. Hotels: Magdalena Acosta, Juana Rodriguez.

San Lorenzo, Department of Humacao, in the eastern section of the island, a few miles northwest of Humacao, reached by carretera; population of municipality, 15,325; town, 2,500. Products: Sugar cane, coffee, fruits. Hotel: Teresa Machin.

San Sebastian, Department of Aguadilla, 13 miles (23 km.) southeast of Aguadilla, reached by carretera; population of municipality, 20,290; town, 2,100. Products: Coffee, sugar cane, fruits. Hotel: Julia.

Santa Isabel, Department of Ponce, near the southern central coast; population of municipality, 7,469; town, 1,400; 3 miles (5 km.) from Coamo, reached by carretera; 13 miles (23 km.) from Ponce, reached by auto service, fare \$0.75. Reached by automobile service from Guayama, fare \$1.

Santurce, Department of San Juan, a residential suburb of San Juan; 3 miles (5 km.) from San Juan, reached by electric railway. Hotels: Nava, Eureka Miramar.

Toa Alta, Department of San Juan; 15 miles (25 km.) from San Juan, reached by carretera; 9 miles (14 km.) from Corozal, reached by carretera; population of municipality, 9,796; town, 1,100. Products: Sugar cane and citrus fruits. Reached via Bayamon.

Toa Baja, Department of San Juan; 19 miles (32 km.) from San Juan, reached by American Railroad; population of municipality, 6,713; town, 1,900. Great sugar-cane district.

Trujillo Alto, Department of San Juan; 3 miles (5 km.) southwest of San Juan, reached by electric railway; population of municipality, 6,810; town, 800. Products: Sugar cane, pineapples, and other fruits.

Utado, Department of Arecibo, in central western part, south of Arecibo; 31 miles (50 km.) from Ponce, reached by carretera; 54 miles (90 km.) from San Juan, reached by carretera; population of municipality, 33,032; town, 3,500. Products: Coffee, sugar cane, tobacco, fruits. Banks: Artau & Casellas; J. Ginard & Co.; Mestres Hnos.; Sucs. de Roses & Co. Hotels: La Bruja, Juan Gilves, Hotel Univerco.

Vega Alta, Department of San Juan, in Bayamon district; population of municipality, 8,730; town, 1,900; 21 miles (35 km.) from San Juan, reached by carretera; 15 miles (25 km.) from Bayamon, reached by carretera. Products: Sugar cane, coffee, fruits. Hotel: Jose Escalera.

Vega Baja, Department of San Juan, midway between San Juan and Arecibo; 29 miles (46 km.) from San Juan, reached by American railroad; 25 miles (40 km.) from Catano, reached by carretera; population of municipality, 13,772; town, 3,409. Products: Sugar cane, pineapples, and other fruits. Hotel: Victoria.

Yabucoa, Department of Humacao, in extreme southeastern part of island; 10 miles (16 km.) from Humacao, reached by carretera; population of municipality, 18,609; town, 3,000. Products: Sugar cane, coconuts, fruits. Carretera to Humacao and Guayama. Hotels; Jose Borrego, Francisco Lanarse, Isais Medina.

BERMUDA ISLANDS.

Location.—This group of islands is not properly a part of the West Indies. The islands number about 360 and lie off the coast of the United States, about 518 miles east of Cape Hatteras and 668 miles from New York. Only 18 or 20 of the islands are inhabited, while only 5 are of any importance. These are Bermuda (chief island), Somerset, Ireland, St. Georges, and St. David.

Population.—The population of the islands is about 21,000. Among the inhabitants there is a large percentage of Negroes.

Climate.—The climate is most delightful, and during the winter Hamilton is a Mecca of tourists. The temperature averages between 60° and 70° F. The rainfall is between 55 and 60 inches annually. There are always very pleasant breezes.

Chief Products.—Bermuda is justly famous for the onions bearing its name. Besides onions, Bermuda also produces potatoes, tomatoes, arrowroot, lily bulbs, etc. Much of the prosperity of Bermuda is dependent upon the hotel industry and the numerous tourists, who come here at all seasons, but especially during the winter.

Language.—English.

Currency.—English; but American money is accepted.

Weights and Measures.—Same as in England.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

Cable Rates.—There are two cable companies—the Halifax & Bermuda Cable Co. and the Direct West India Cable Co. Rate to United States, about 35 cents per word.

TRAVEL ROUTES.

LINE FROM NEW YORK.

Quebec Steamship Co.—Office 32 Broadway, New York. Sailings from Pier 47, West Tenth Street, New York. Departures, semi-weekly for Hamilton, Bermuda. First-class passenger fare, New York to Bermuda, round trip, \$75. Time of trip, about 40 hours. Distance, 668 nautical miles.

OTHER LINES VISITING BERMUDA.

Royal Mail Steam Packet Co.—Canada-West Indies steamers. Fortnightly service from St. John and Halifax to Bermuda and other British West Indies. Fares from Bermuda: To St. Kitts, \$62.50; Antigua, \$62.50; Montserrat, \$65; Dominica, \$70; St. Lucia, \$70; Barbados, \$75; St. Vincent, \$80; Grenada, \$80; Trinidad, \$85; Demerara, \$95.

Local Service.—Service between the principal islands is maintained by the Island Steam Service, at low rates. There are also available numerous motor boats.

CANVASSING BERMUDA.

Commercial Traveler's License.—No license is required for commercial travelers.

Samples.—Samples may be imported and cleared without difficulty. Samples without commercial value are admitted free; other samples may be covered by bond, which is canceled upon reexportation. Samples may be reexported from either Hamilton or St. Georges. There is no time limit.

Holidays in Bermuda.—The following are the holidays of Bermuda. This being a British possession, the holidays are those usually observed in Great Britain: January 1, New Year's Day; Good Friday; May 24, Empire Day; June 3, King's birthday; August 5, bank holiday; December 25, Christmas.

CHIEF COMMERCIAL CENTERS.

HAMILTON, the capital and principal town of Bermuda; population, 6,500; located on the coast of the mainland. Landing: Steamer to wharf; harbor is entered through a long passage. Distant 663 nautical miles from New York. Industries: Negligible; some manufacturing of soda water and ice. The island is largely dependent on the tourists, and there are many visitors, particularly during the winter.

American consul and vice consul.

How Reached.—From New York, by Quebec Steamship Co.; time, 40 hours.

Conveyances.—Carriages, \$3 to \$4 per day, or according to distance traversed.

Banks.—Bank of Bermuda; N. T. Butterfield & Son (Ltd.).

Hotels.—Hamilton House, Pension, Princess, American House, Belmont, Allenhurst, Kenwood, Imperial, Point Pleasant, New Windsor, Frascati, Grasmere.

Customhouse Brokers.—John S. & James Dell; H. S. Conyers & Co.; W. T. James & Co.; Thompson, Roberts & Co.; Bermuda Transportation Co.

Note.—This is largely a retail market, and the amount of business transacted, while of a very fair volume per capita, is not large in the aggregate. The merchants are practically all retailers, while one or two do a little wholesaling with the islands of St. Georges, Somerset, etc.

ST. GEORGES, a small town, about 12 miles (19 km.) from Hamilton. Coaling station. Considerable tourist traffic. American consular agent.

Principal Hotels.—St. George, Globe.

SOMERSET, 9 miles (15 km.) from Hamilton. A small town, chiefly a resort for tourists. Hotel: Somerset.

BAHAMA ISLANDS.

Map No. 5.

Location.—The Bahamas are a group of islands belonging to Great Britain, lying east of Florida and northeast of Cuba. There are over 3,000 islets, cays, etc., but only a few are inhabited.

Principal Islands.—New Providence, population, 13,554; Abaco, 4,463; Harbour Island, 1,031; Grand Bahama, 1,824; San Salvador, 5,072; Long Island, 4,150; Eleuthera, 6,533; Andros Island, 7,545; Caicos Islands, and Grand Turk Island.

Area and Population.—The total area is approximately 4,404 square miles; population of entire group, about 56,000.

Climate.—Generally fine, but hurricanes and long droughts occur. Temperature, November to May, 60° to 75° F.; balance of year 75° to 85° F. Rainfall averages 49 inches annually. During the winter months there is little rain.

Products.—Sponges, sisal, hemp, cotton, fruits, hides and skins, tomatoes, lumber.

Language.—English.

Currency, Weights, and Measures.—English.

Postage.—First-class letter rate to and from the United States, 2 cents per ounce or fractional part thereof.

Telegraph and Telephone.—Nassau has telegraphic communication with the outside world by means of wireless. There is a telephone system with 359 stations.

TRAVEL ROUTES.

LINES FROM NEW YORK.

New York & Cuba Mail Steamship Co. (Ward Line).—Offices foot of Wall Street, East River, New York. Departures from Piers 13 and 14, Wall and Pine Streets. Sailings weekly for Nassau, Bahamas, during December, January, February, and March; fortnightly during the other months of the year. Fares: New York to Nassau, \$71; Habana to Nassau, \$33. Time of trip, New York to Nassau, 3 days.

Clyde Line (Santo Domingo Line).—Office, 11 Broadway, New York. Sailings from Pier 34, Atlantic Basin, Brooklyn. Departures, semimonthly for Turks Island and ports in Dominican Republic. Fare, New York to Turks Island, \$40; time of trip, 5 days.

OTHER LINES VISITING THE BAHAMAS.

Ward Line.—From Jacksonville and Miami, Fla., to Nassau.

The Pickford & Black Line.—Monthly service from Halifax, Nova Scotia.

Outer islands are reached by schooners from Nassau. The *Admiral Dewey*, an American steamer, maintains service between Wilson City, Abaco Island, and Nassau.

CANVASSING THE BAHAMAS.

Commercial Travelers' License.—Commercial travelers are not required to take out any license.

Samples.—Samples having no value are admitted free of duty. Samples having a commercial value must be covered by a deposit equal to the amount of duty thereon. This amount is refunded when samples are reexported.

Trading in General.—The chief exports of the Bahamas are lumber, sisal, and sponges. At Wilson City, Abaco, there is a great production of yellow pine. Fruits are also grown, including grapefruit, pineapples, tomatoes, etc. The requirements of the smaller places, such as Governors Harbor, Island of Eleuthera, Grand Bahama, Nicolls Town, etc., are usually supplied from Nassau.

Holidays in the Bahama Islands.—The following are the chief holidays of the Bahamas. It will be noticed that these are the holidays usually observed in Great Britain: January 1, New Year's Day; Good Friday; May 24, Empire Day; June 3, King's birthday; June 23, Prince of Wales' birthday; August 4, bank holiday; December 25, Christmas Day.

CHIEF COMMERCIAL CENTERS.

NASSAU, capital and chief town of the Bahamas; altitude, 100 feet; population, 12,554; on the island of New Providence. Landing: Steamers lie alongside pier. Climate: Equable and healthy; temperature averages 77° F. Distant 145 nautical miles from Miami, Fla; 960 nautical miles from New York; 116 nautical miles from Abaco. Industry: Canning of pineapples.

American consul and vice consul. Lloyd's agents, R. H. Curry & Co.

How Reached.—From Miami, triweekly steamer, one-night trip; from New York, Ward Line, three-day trip.

Principal Hotels.—Colonial, Royal Victoria, Clifton.

Bank.—Royal Bank of Canada.

Note.—This place owes its chief importance to the fact that it is a great pleasure resort, with a delightful climate. The chief sources of wealth are fibers, sisal, hemp, sponges, pineapples, limes, etc. The business is chiefly retail and the volume is fair.

ABACO ISLAND; population, 4,463; 116 nautical miles from Nassau. Settlements consist of New Plymouth, Hopetown, Cherokee Sound, Marsh Harbor, Green Turtle Cay, and Wilson City. Port of entry, Green Turtle Cay, on northeastern shore. Industries: Fishing, turtle catching, agriculture.

How Reached.—Steamer *Admiral Dewey* makes weekly trips between Nassau and Wilson City.

Note.—A small island with a correspondingly small volume of trade. A number of retail merchants in dry goods, supplies, etc., are located here.

ANDROS ISLAND; population, 7,545; 20 nautical miles from New Providence. Reached by schooners from Nassau. Products: Coconuts and sisal.

CAICOS ISLANDS, southeast end of Bahamas; consist of North, South, East, West, and Grand Caicos; population, about 3,000

(about 100 whites). Products: Sponges, pink pearls, salt. Reached by schooners from Nassau.

ELEUTHERA ISLAND, east of Nassau. Products: Tomatoes and pineapples. Reached by schooners from Nassau.

GRAND BAHAMA, off east coast of Florida; population, 1,824. Products: Timber, fish, turtles, grapefruit, sugar cane, molasses. Reached by schooners from Nassau.

GRAND TURK ISLAND, 500 nautical miles from Kingston, Jamaica. Landing: Vessels anchor at coral reef one-half mile from shore. Climate, hot, but healthful. Chief product: Salt.

How Reached.—From New York and from Santo Domingo by Clyde Line.

SAN SALVADOR ISLAND; population, 5,072. Products: Sisal, cattle, horses, corn, sheep, pigs, poultry, eggs. Monthly mail schooner from Nassau. Small schooners ply between Nassau and San Salvador.

INAGUA ISLAND, one of the largest of the Bahama Islands, about 560 square miles; 60 nautical miles north of Haiti; 50 nautical miles northeast of Cape Maisi, Cuba. Products: Salt, coconuts, lignum-vitæ, satinwood. Lloyd's agent, Arthur L. Symonett. Chief settlement is Matthewtown. Reached from Nassau by schooners.

VIRGIN ISLANDS OF THE UNITED STATES.

Map No. 6.

Location.—The Virgin Islands comprise a group of over 50 islands in the Caribbean Sea, 40 miles east of Porto Rico. These were formerly known as the Danish West Indies. Only three islands in the group have any importance—St. Thomas, St. Croix, and St. John.

Area and Population.—The area is 138 square miles; population, about 27,000. Fully 93 per cent of the inhabitants are Negroes. The purchasing power is small.

Topography.—The islands are of volcanic origin. St. Thomas (28 square miles) has a range of hills running east and west, which slope down to the sea. St. Croix (84 square miles) likewise has a range of hills, which are parallel to the coast at the western end. The highest point is Blue Mountain. St. John has 20 square miles.

Climate.—The climate is good and particularly enjoyable during the winter months.

Seasons.—There are no marked seasons, but August, September, and October are the hottest months, although the temperature seldom goes over 91°. In January, February, and March the temperature is occasionally as low as 65°. St. Croix is slightly warmer than either St. Thomas or St. John. The average rainfall is about 31 inches annually.

Products.—The products are chiefly agricultural. They include sugar, bay rum, bay leaves, tropical fruits, limes, cotton, lime juice, molasses, etc.

Industries.—There is raising of small animals, such as goats, sheep, hogs, and donkeys. The export of hides and skins is increasing. There are some sugar factories, bay-rum distilleries, machine shops, shipyards, and a floating dock.

Language.—Principally English.

Currency.—Same as in the United States.

Weights and Measures.—Same as in the United States.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

Cable, Telegraph, and Telephone.—St. Thomas is the headquarters of the West India & Panama Telegraph Co., which maintains service to all the West Indies and the west coast of South America, connecting at Jamaica with cables from Europe and the United States. The rate from New York to St. Thomas or St. Croix is 50 cents a word. Between St. Thomas and St. Croix the rate is 4 cents a word. St. Thomas and St. Croix have also good telephone service.

TRAVEL ROUTES.

LINE FROM NEW YORK.

Quebec Mail Steamship Co.—Furness, Withy & Co., agents, 32 Broadway, New York. British steamers. Sailings from Pier 47,

North River (West Tenth Street). Departures for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, and Demerara (British Guiana) every 10 days. Time of trip: New York to St. Thomas, 6 days; to St. Croix, 7 days.

OTHER LINES VISITING ST. THOMAS.

Bull-Insular Line.—Steamer *Marina*. Monthly service between San Juan (Porto Rico), St. Croix, and St. Thomas.

Compagnie Générale Transatlantique.—Steamer *Abd-el-Kader*. Monthly service to Porto Rico, Cuba, Haiti, Santo Domingo, and ports in the Lesser Antilles. Fare from San Juan to St. Thomas, \$20; time, 7 to 8 hours.

Steamers "Oriole" and "Carmen."—Weekly sailings between St. Thomas and Fajardo (Porto Rico). Fare, Fajardo to St. Thomas, \$10; San Juan to St. Thomas (automobile between Fajardo and San Juan), \$15 one way, \$25 round trip. At San Juan it is possible to make connections with steamers for the United States, Cuba, Dominican Republic, and South America.

Lines Which Visited St. Thomas Prior to the War.—The East Asiatic Co., with monthly service from Copenhagen, Rotterdam, and England to St. Thomas, Antigua, Dominica, St. Lucia, Barbados, Trinidad, Demerara, and Paramaribo; Royal Dutch West India Mail; La Veloce; Leyland Line; Herrera Line, from Cuba and Porto Rico.

Local Steamer Service.—Local sailing sloops ply between the islands; fare, one way, \$3. Sloop *Mizpah* leaves St. Thomas Mondays and Fridays at noon for St. Croix; average time of trip, about six hours. Mail boat leaves St. Thomas for St. John on Tuesdays and Fridays. Motor boats, sloops, and other small vessels make irregular trips between St. Thomas, St. John, and the neighboring islands of Porto Rico, Tortola, etc.

CHIEF COMMERCIAL CENTERS.

ST. CROIX, 40 nautical miles southeast of St. Thomas; area, about 84 square miles; population, 15,500; comparatively few whites. Climate: Healthful; somewhat warmer than St. Thomas; hottest period, latter part of August to middle of September; coolest period, January; average annual rainfall, about 31 inches; rainy season, August to December. Principal products: Sugar, cattle, and tropical fruits. Industries: Agriculture, distilling of rum, soda-water works, ice plant. Reached from New York by Quebec Steamship Co; from Porto Rico by Bull-Insular Line; from St. Thomas by motor schooner, semiweekly service.

Principal Towns.—Christianssted, or Bassin, on the north shore; population, 4,600; 30 miles (48 km.) from Frederiksted; reached by automobile from Frederiksted, fare \$6. Bank: National Bank of the Danish West Indies. Customhouse brokers, R. L. Merwin & Co. Those who visit St. Thomas may find it desirable to make the short journey to this place and Frederiksted. The business is necessarily of a retail character.

Frederiksted, or Westend, at western end of island. Landing: Open roadstead; ships anchor about one-fourth mile offshore. Population, 3,000. There are about 100 miles of good roads. Automobiles can be hired; fare, 20 cents per mile. Bank: National Bank of the Danish West Indies. Customhouse brokers, R. L. Merwin & Co. Eighty per cent of the imports are handled through this port. Travelers who canvass St. Thomas may find it desirable to visit Frederiksted.

ST. JOHN, about 4 miles east of St. Thomas; area, about 21 square miles; population, 950. Climate, similar to St. Thomas. Principal products: Bay leaves, bay rum, and limes. Industries: Agriculture, soda-water works, and ice factory. Reached from St. Thomas by mail boats, semiweekly service. Numerous motor boats, sloops, and sailing vessels make trips between St. Thomas and St. John; also to the neighboring islands. Horseback is the only means of interior transportation; roads not suitable for carriages or automobiles. Horses can be hired for \$3 per day.

Principal Town.—Cruz Bay; population, 50.

ST. THOMAS, 40 nautical miles east of Porto Rico, 150 nautical miles northwest of St. Kitts, 1,400 nautical miles from New York, 1,020 nautical miles from Colon, 480 nautical miles from La Guaira. Area, about 13 miles long and 2 miles wide; population, 10,700. Climate: Healthful; enjoyable in winter; August, September, and October are the hottest months, January, February, and March the coolest; maximum temperature, 91° F., minimum, 64° F. Principal products: Sugar, bay rum, tropical fruits. Industries: Floating dock, shipyards, machine shops, bay-rum distilleries, soda-water works, and ice factory. Reached from New York by Quebec Steamship Line; from Porto Rico by Bull-Insular Line and steamers *Oriole* and *Carmen*; from St. Croix by sailing vessels. There are about 15 miles of good road; carriages and automobiles are available.

Principal Town.—Charlotte Amalie; population, 8,250. Landing from steamer to pier. Lloyd's agent, Charles Bertram Stewart. Customhouse brokers, National Bank of Danish West Indies. Hotels: Commercial, Grand, Italia. Bank, National Bank of Danish West Indies. This is the most important town of the Virgin Islands and a place of growing importance. There is some wholesale business, but the principal trade is necessarily of a retail character. This place may be visited to advantage by those who sell machinery and other goods for the industries given above.

LEEWARD ISLANDS.

Maps Nos. 6 and 9.

MONTSERRAT.

Location.—A British possession in the Leeward Group, 27 nautical miles southwest of Antigua and about 35 from Nevis.

Area and Population.—Area, about 33 square miles; population, 15,000, or about 455 inhabitants per square mile.

Topography.—The island is of volcanic origin and has three groups of mountains. Soufriere, 12,200 feet above sea level, is the highest point. The cultivated land is chiefly on the western and southeastern sides. There are numerous small streams.

Climate.—The climate is comparatively cool and healthy. The southern part is rather dry, while the north has an abundance of water. The annual temperature averages 78° F. The average annual rainfall is 40 to 80 inches.

Principal Products.—Cotton, sugar, lime juice, cattle, cotton seed.

Language.—English.

Currency.—British.

Weights and Measures.—Same as in the United States and England.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

Cable, Telegraph, and Telephone.—Montserrat has no direct cable communication; there is, however, a cable station at Antigua, to which point messages can be sent by flashlight. There is local telephone service.

STEAMSHIP LINE FROM NEW YORK.

Quebec Steamship Co.—Furness Withy & Co., agents, 32 Broadway. Sailings from Pier 47, North River (West Tenth Street). Departures for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, and Barbados every 10 days. Transshipment by sloop at St. Kitts or Antigua. Fare from New York to St. Kitts or Antigua, \$60 to \$75.

OTHER LINES VISITING MONTSERRAT.

Royal Mail Steam Packet Co. (Canadian Line).—Fortnightly service from St. John (New Brunswick) and Halifax, for Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, St. Vincent, Barbados, Grenada, and Trinidad. Fares from Montserrat: To St. Kitts, \$6.25; Dominica, \$9.50; St. Lucia, \$12.50; Barbados, \$17.50; St. Vincent, \$25; Trinidad, \$27.50.

Direct Line of Steamers (Scrutton, Sons & Co.).—Fortnightly sailings from London for Barbados, Grenada, Trinidad, and Demerara. Transshipment at Barbados for Montserrat.

CANVASSING MONTSERRAT.

Commercial Travelers' License.—No license is required for commercial travelers. No tax is levied on any sales effected.

Samples.—Samples of no value are admitted free. With samples of value the usual custom is for the officials to check the samples on arrival and departure of traveler. If any samples are sold, duty is charged at the usual rates. There is no time limit for reexportation.

Foreign Trade.—The total foreign trade of Montserrat for 1914 was \$324,392, imports amounting to \$164,639 and exports to \$159,753. Of the imports, 35 per cent came from the United Kingdom, 24 per cent from British North America, 20.5 per cent from the United States, and 20.5 per cent from other places. Of the exports, 70.5 per cent went to the United Kingdom, 2.5 per cent to British North America, 3 per cent to the United States, and 24 per cent to other places. In 1915 the imports totaled \$144,452 and the exports \$179,355.

PLYMOUTH, the principal town of Montserrat; population, 1,550. Landing: By shore boats. Climate, healthful.

How Reached.—From Antigua and from St. Kitts there is weekly service by a Government sloop.

Hotel.—Coconut House.

Note.—Montserrat is a small island depending almost exclusively upon the cultivation of limes, sea-island cotton, and sugar for its wealth. The trade is small. Visited by those who canvass the smaller places.

ST. KITTS.

Location.—An English possession in the Leeward Group, about 45 nautical miles from Guadeloupe. St. Kitts, with Nevis and Anguilla Islands, forms one presidency.

Area and Population.—Area about 65 square miles; population, about 30,000, or about 454 inhabitants per square mile. The population is very largely Negro, with a few Englishmen and native-born whites.

Topography.—The island is very mountainous. The central part is occupied by a mountain range, running northwest to southeast. The highest point is Mount Misery, 4,300 feet above sea level.

Climate.—The climate is healthful. The temperature averages between 66° and 88° F. The annual rainfall is between 50 and 90 inches. The eastern side of the island is the coolest, owing to the trade winds. The island is sometimes visited by hurricanes, usually in March, August, or September.

Principal Products.—Sugar, sea-island cotton, and rum.

Language.—English in general. The lower classes speak a West Indian patois called "Creole."

Currency.—Pounds, shillings, and pence are in circulation. Two branch banks issue \$5 bills. Canadian and American bills also circulate. The usual rate of exchange is \$4.92 to the pound sterling.

Weights and Measures.—Same as in England and the United States.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

Cable, Telegraph, and Telephone.—Cable communication is had with the outside world via St. Thomas. The rate from points east of the Mississippi River is 36 cents per word, and for points west of the river 4¢ cents per word. There is local telegraph and telephone service.

STEAMSHIP LINE FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. British steamers. Sailings from Pier 47, North River (West Tenth Street). Departures for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, and Demerara (British Guiana) every 10 days. Fare to St. Kitts, \$95; time, 7 days.

OTHER LINES VISITING ST. KITTS.

Royal Mail Steam Packet Co. (Canadian Line).—Fortnightly sailings from St. John (New Brunswick) and Halifax for Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, St. Vincent, Barbados, Grenada, and Trinidad. Fares from St. Kitts: To Montserrat, \$6.25; Dominica, \$9.50; St. Lucia, \$12.50; Barbados, \$17.50; Grenada, \$25; Trinidad, \$27.50.

Direct Line of Steamers (Scrutton, Sons & Co.).—Monthly sailings from England for Antigua, St. Kitts, Montserrat, Dominica, St. Lucia, and St. Vincent.

CANVASSING ST. KITTS.

Foreign Trade.—During the year 1915 the total imports of the presidency of St. Kitts-Nevis amounted to \$814,477 and the total exports to \$742,574. Sugar and cotton formed the principal articles of exportation, 8,246 tons of the former product being shipped abroad, while 736,471 pounds of cotton were sent to foreign countries. In 1914 the imports totaled \$973,183 and the exports \$817,606.

Kind of Goods Bought.—The trade of St. Kitts may be said, in general, to be about the same as that of the other West Indian islands. There are some modifications, however, such, for instance, as the fact that flour is desired in sacks rather than barrels, while other goods should come in smaller packages adapted to the purchases of a population that is not able to buy in larger quantities at one time. Flour, corn meal, potatoes, butter and cheese, condensed milk, plain and fancy biscuits, sugar, peas, beans, lentils, salt pork, salt beef, bacon, ham, lard, tinned meats of various kinds, fish, dry salted, smoked, and canned (such as salmon and cheap sardines), cooking oil, apples, dried fruit, jams, jellies, and preserves are the principal foodstuffs bought.

In textiles, cotton goods are, of course, the principal item; that is, aside from sacks for sugar and burlap for cotton bales, most of which are brought from England. American prints and colored cottons are the favorites, as well as sheetings, drills, domestic, and the like, but in the finer grades of cottons, in white goods, the English product is considered superior and given the preference.

Shoes were coming into more general use in St. Kitts-Nevis before war-time conditions put the prices beyond the reach of the average wage earner. The sizes generally bought are quite large, adapted to

feet that have not previously been accustomed to confinement. Shoes are still considered an adjunct of festive occasions and mainly for Sunday wear.

With the wages of the average laborer not exceeding 60 cents per day, it can be seen that his purchasing power is limited. But, on the other hand, his expenses are slight. Much of his food consists of plantains, yucca, yams, bananas, and similar provisions. His house rent often costs nothing, a laborer being given space for his shack on the estate where he is employed. Fuel may be had for the picking up or charcoal be bought cheaply in the small quantities needed for the ordinary culinary purposes of the average family. Usually his clothes on week days consist of a pair of overalls, sometimes a shirt, and a denim jacket.

BASSE TERRE, capital and principal town of the island, located at southwestern end; population, 10,000; about 59 nautical miles from Antigua; about 98 nautical miles from Montserrat. Landing: Open roadstead; tenders are used.

How Reached.—From New York, by vessels of Quebec Steamship Co.

Banks.—Royal Bank of Canada; Colonial Bank.

Conveyances.—Buggy, 2 passengers, 30 cents per mile, \$1 per hour; phaeton, 4 passengers, 60 cents per mile, \$2 per hour.

Hotels.—Seaside, Newstead.

Note.—Basse Terre is the main trading point for Nevis and Anguilla Islands. St. Kitts is one of the smaller Leeward Islands. The chief dependence is upon tropical products, especially sugar. The business is of a small volume and principally of a retail nature, including foodstuffs and estate stores. Those who canvass the Leeward Islands may find this place worthy of a visit.

NEVIS ISLAND.

Location.—An English possession in the Leeward group, 2 miles from St. Kitts, with which it forms one Presidency.

Area and Population.—Area about 50 square miles; population about 13,000, or about 260 inhabitants per square mile.

Topography.—The island is of volcanic origin and nearly circular in shape. It rises steadily from the sea edge toward the center, the highest point being Nevis Peak, 3,596 feet above sea level. There are several other high peaks, ranging from 1,400 to 2,350 feet in height.

Climate.—The climate is similar to St. Kitts, although the rainfall is less, the average annual rainfall being 50 inches. The temperature averages between 70° and 85° F. the greater part of the year.

Principal Products.—Sugar, sea-island cotton, corn, etc.

Language.—English.

Currency.—British.

Weights and Measures.—Same as in England and the United States.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

How Reached.—There is no direct steamer communication with Nevis Island from the United States. The island is reached from St. Kitts by sloop.

CHARLESTOWN, principal town of the island; population, 1,500; 13 miles (21 km.) from Basse Terre (St. Kitts). Landing: By shore boat.

How Reached.—Daily from St. Kitts by sloops, schooners, and motor boats.

ISLAND OF ANGUILLA, British possession; most northerly of the Leeward Islands, about 60 miles (98 km.) northwest of St. Kitts. Area, 35 square miles; population, 4,400, or about 127 per square mile. Industries: Cotton growing and raising of live stock.

How Reached: From St. Kitts and United States Virgin Islands by sailing vessels.

Crocus Bay, the principal town, has a few hundred inhabitants. No foreign steamers call at this port. It is a small place with a correspondingly small trade.

BRITISH VIRGIN ISLANDS.

Location.—About 60 miles east of Porto Rico and close to the United States Virgin Islands. The principal islands are Tortola, Virgin Gorda, Anegada, Jost van Dyke, Peters, and Salt.

Area and Population.—Total area, about 58 square miles; population, 5,600, or about 96 inhabitants per square mile.

Topography.—Tortola Island is hilly, the highest point being Mount Sage, 1,780 feet above sea level. Jost van Dyke is rugged and mountainous. Virgin Gorda is almost square in shape, with two arms, one extending to the northeast and the other to the southwest. The southwest is rather level, while the rest of the island is mountainous. Virgin Gorda peak being 1,370 feet above the level of the sea. Anegada is very low; in fact, so low that sometimes the sea breaks over it.

Climate.—The climate of the Virgin Islands is better than that of any other West Indian islands. The thermometer seldom goes above 90° F., and at night is often as low as 65° F. The average rainfall is about 55 inches. Hurricanes sometimes occur.

Products.—Cotton, limes, sugar, coconuts, onions.

Language.—English.

Currency, Weights, and Measures.—British.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

How Reached.—From St. Thomas, United States Virgin Islands, by motor boat.

Commercial Travelers' License.—Commercial travelers are not subject to any license or other special requirements.

Samples.—Samples may be admitted and reexported without difficulty. Samples of no value are admitted free. There are no special rules in force regarding other samples.

Tortola Island, separated from Virgin Gorda by Sir Francis Drake Channel; about 18 miles long and 7 miles wide; population, 4,250. Principal town: Roadtown, seat of administration; population, 410.

Virgin Gorda Island, situated northeast of Tortola; population, 420. Believed to be rich in mineral resources, including copper and gold. Reached by motor launch from Tortola Island.

Anegada Island.—Population, 460. Said to be rich in mineral resources. Reached from Tortola Island by motor launch.

Note.—The other islands are of no commercial importance.

DOMINICA.

Location.—A British possession in the Leeward group, about 30 nautical miles from Guadeloupe and the same distance from Martinique.

Area and Population.—Area, about 291 square miles; population, 37,000 (about 1 per cent white); about 128 inhabitants per square mile.

Topography.—The island is of volcanic formation and rather mountainous. A range of hills runs north and south, with spurs branching off to the sea. Morne Diablotin, the highest point, is over 5,000 feet above sea level. There are numerous small rivers.

Climate.—The climate is healthful. From the end of October until the beginning of June is the most pleasant period. The temperature along the coast averages between 70° and 90° F. In the hills, however, it sometimes falls as low as 60° F. The rainfall varies in different sections of the island from 80 to 250 inches annually. During the winter months there is a constant sea breeze and the nights are always cool.

Principal Products.—Limes, cacao, coffee, oranges, starch, spices, coconuts, sugar, and rubber.

Language.—English.

Currency.—British.

Weights and Measures.—Same as in the United States and England.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

Cable, Telegraph, and Telephone.—Dominica has cable connections with the outside world via Antigua. The rate from points east of the Mississippi River is 36 cents per word and for points west of the river 41 cents per word. There is no communication by telegraph with either Montserrat or the British Virgin Islands. Messages, however, can be sent to Montserrat by flashlight via Antigua. There is telephone service with Montserrat and Antigua.

STEAMSHIP LINE FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. British steamers. Sailings from Pier 47, North River (West Tenth Street). Departures every 10 days for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, and Demerara (British Guiana). Average time to Dominica, including stops, 9 days. Fare, \$85–\$95.

OTHER LINES VISITING DOMINICA.

Compagnie Générale Transatlantique.—Intercolonial service between Guadeloupe and Cayenne (French Guiana), touching at Dominica, Martinique, St. Lucia, and Barbados.

Royal Mail Steam Packet Co. (Canadian Line).—Fortnightly sailings from St. John and Halifax for Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, St. Vincent, Barbados, Grenada, and Trinidad. Fares from Dominica: To St. Kitts, \$9.50; Antigua, \$9.50; Montserrat, \$9.50; St. Lucia, \$6.25; Barbados, \$6.25; St. Vincent, \$18.75; Grenada, \$18.75; Trinidad, \$20.

Direct Line of Steamers (Scrutton, Sons & Co.).—Monthly sailings for Antigua, St. Kitts, Montserrat, Dominica, St. Lucia, and St. Vincent.

East Asiatic Co.—Monthly sailings from Copenhagen, Rotterdam, and London to St. Thomas, Antigua, Dominica, St. Lucia, Barbados, Trinidad, Demerara, and Paramaribo.

Distances from Dominica.—Montserrat, 97 nautical miles; St. Lucia, 82 miles; St. Kitts, 195 miles; Barbados, 202 miles; St. Vincent, 302 miles; Grenada, 377 miles; Trinidad, 473 miles; Demerara, 815 miles.

CANVASSING DOMINICA.

Commercial Traveler's License.—No license is required by commercial travelers, regardless of number of firms represented.

Samples.—Samples of no commercial value are admitted free. A deposit must be made to cover duty on samples which are salable. A list is made of the samples at time of importation. When samples are reexported, they must be packed under the supervision of the customs officials. If the samples check with the list made when goods were admitted, the deposit is refunded. If any of the samples have been disposed of, duty is charged thereon. Commercial travelers who dispose of samples are regarded as peddlers and must obtain a trade license. The cost of this license depends upon the value of the goods. This fee seldom exceeds \$5. Samples may be reexported any time within 12 months after importation.

ROSEAU, capital of Dominica; on southeast coast, at mouth of River Roseau; population, 6,000. Landing: By shore boats.

American consular agent. Lloyd's agent, Charles Hilton Grell.

How Reached.—From New York, by Quebec Steamship Line; from Guadeloupe, by intercolonial service.

Hotels and Boarding Houses.—Woodstone, Mrs. Musgrave's boarding house, Miss Shew's boarding house, Miss Jolly's boarding house, Hotel de Paz.

Note.—Considering its population, a very fair volume of trade is carried on, chiefly of a retail nature. The main sources of wealth are limes, lime juice, citrons, oil, etc. Visited by those who make the smaller places.

ANTIGUA.

Location.—Antigua is the governmental headquarters of the Leeward Islands. It is located about 40 nautical miles east of Nevis, 27 northeast of Montserrat, and 40 north of Guadeloupe.

Area and Population.—Area, about 108 square miles; population, about 35,000 (80 per cent Negroes); about 324 inhabitants per square mile.

Topography.—Antigua is comparatively level, with few hills, no mountains, and few forests. It has no river of any importance.

Climate.—Dry and pleasant. Hurricanes sometimes occur during the summer. Annual rainfall averages 46 inches.

Language.—English.

Currency.—British.

Weights and Measures.—Same as in the United States and England.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

Cable, Telegraph, and Telephone.—Antigua has cable communication with Dominica and the outside world. The rate for points east of the Mississippi River is 36 cents per word and for points west of the river 41 cents per word. There is no telegraph communication with Montserrat or the British Virgin Islands. However, messages can be sent to Montserrat by flashlight. Antigua has telephone service to Montserrat and Dominica.

Principal Products.—Sugar, molasses, rum, cotton, pineapples.

STEAMSHIP LINE FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. British steamers. Sailings from Pier 47 North River (West Tenth Street). Departures for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, and Demerara (British Guiana). Time to Antigua, including stops, about seven days. Fare, \$85–\$95.

OTHER LINES VISITING ANTIGUA.

Royal Mail Steam Packet Co. (Canadian Line).—Fortnightly sailings from St. John and Halifax. Furnishes interisland service.

Direct Line of Steamers (Scrutton, Sons & Co.).—Monthly sailings for Antigua, St. Kitts, Montserrat, Dominica, St. Lucia, and St. Vincent.

East Asiatic Co.—Monthly sailings from Copenhagen, Rotterdam, and London for St. Thomas, Antigua, Dominica, St. Lucia, Barbados, etc.

Distances from Antigua.—St. Kitts, 59 nautical miles; Montserrat, 27 miles; Barbados, 338 miles; St. Vincent, 438 miles, Grenada, 513 miles; Trinidad, 609 miles.

CANVASSING ANTIGUA.

Commercial Traveler's License.—No license fee is required for commercial travelers.

Samples.—Samples are admitted free of duty, but a deposit sufficient to cover the duty on such samples is required. When samples are exported the deposit is returned. Should any of the samples be sold duty is charged only on such goods as are disposed of.

ST. JOHN, capital of the island; population, 15,000; 39 nautical miles from Montserrat, 59 miles from St. Kitts, 338 miles from Barbados. Landing: Steamer to tender, tender to shore. Lloyd's agent, Robert Bryson.

How Reached.—From New York, by Quebec Steamship Co.; from Barbuda, by small sailing sloops, 5 to 6 hours.

Conveyances.—Buggy for two, 25 cents per mile; for four, 40 cents per mile.

Bank.—Royal Bank of Canada.

Hotels.—The Globe Hotel, Esperanza House.

Note to Travelers.—Antigua is one of the smaller islands. Chief source of wealth is sugar and its by-products, including rum. A very high grade of cotton is exported, while the raising of pineapples, limes, onions, etc., is increasing. Those who make the smaller towns

will find it desirable to visit St. John, where a fair volume of retail trade is done.

BARBUDA ISLAND, 25 miles (40 km.) north of Antigua, of which it is a dependency. Area, 75 square miles. Landing: Open roadstead; dangerous from November to May on account of high breakers. Industries: Sea cotton treated in local ginnery; broom and basket making. Products: Corn, beans, potatoes, turtles, turtle shell, dried fish. Reached from Antigua by small sailing sloops, five to six hours.

Holidays in the Leeward Islands.—The chief holidays observed in the Leeward Islands are those usually observed in Great Britain: January 1, New Year's Day; Easter Monday; Whit Monday; May 24, Victoria Day; June 3, birthday of the King; June 23, birthday of Prince of Wales; August 4, bank holiday; December 25, Christmas Day; December 26, Boxing Day.

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GUADELOUPE.

Map. No. 6.

Location.—Guadeloupe is one of the Lesser Antilles, about 80 miles from Martinique. It lies between Montserrat and Dominica. It consists of two islands separated by a narrow channel. The one on the west is called Basse Terre, and the one on the east Grande Terre. The stream dividing these islands is Riviere Salee.

Area and Population.—The area of Guadeloupe is about 619 square miles; population, about 212,430, or about 343 inhabitants per square mile. Fully 75 per cent of the inhabitants are Negroes. There are some foreigners, of whom 35 per cent were born in France.

Climate.—Temperature averages between 81° and 94° F. Rainy season, July to November; cool season, December to March; dry season, April to June.

Topography.—The island is volcanic; the highest peak is La Soufriere, 4,900 feet above sea level. The eastern half (Grande Terre) is flat, while the western half (Basse Terre) is mountainous.

Principal Products.—The most important product of Guadeloupe is sugar. The by-products, rum and molasses, especially the former, are very important. Other important crops are cacao and coffee. There is also a small growth of cotton, cassava, yams, potatoes, etc.

Industries.—The chief industry is sugar refining and the distilling of the by-product, rum.

Language.—French and a patois.

Currency.—French.

Weights and Measures.—Metric system.

Postage.—First-class letter rate to and from the United States, 5 cents for the first ounce and 3 cents for each additional ounce or fractional part thereof.

Cable.—Cable service is maintained by the French Cable Co. between Grande Terre, Basse Terre, and the outlying dependencies. Messages may be sent cheaply between the islands of the French West Indies. The rate for points east of the Mississippi River is 95 cents per word, and for points west of the river \$1 per word.

TRAVEL ROUTES.

LINE FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. British steamers. Sailings from Pier 47, North River (West Tenth Street). Departures for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, and Demerara (British Guiana) about every 10 days. Fare to Guadeloupe, \$85-\$95; time, 8 days.

OTHER LINES VISITING GUADELOUPE.

Compagnie Générale Transatlantique.—Steamer every 28 days from St. Nazaire, Havre, Bordeaux, and Santander. Intercolonial service

between Guadeloupe and Cayenne (French Guiana), touching at Dominica, Martinique, St. Lucia, and Barbados. Between the islands there is mail-boat service; schooner service between Guadeloupe and Martinique.

CANVASSING GUADELOUPE.

Character of Business.—Most of the business houses of Guadeloupe are either branches of French concerns or controlled by them. The goods are bought in France and shipped to the branch houses. There are very few jobbing firms such as one finds in the United States. The smaller firms purchase goods from the larger houses. The latter very often act as distributing agents. Latterly there has been a marked increase in business with the United States, and many of the more important firms have established relations with American exporters.

Holidays in French West Indies.—Following are the chief holidays of the French West Indies (Guadeloupe and Martinique). In the French West Indies the holidays of the Catholic church are widely observed: January 1, New Year's Day; Lundi Gras and Mardi Gras carnival; Good Friday; Holy Saturday; Easter Monday; The Ascension; Whit Monday; July 14, Fete Nationale (fall of the Bastille); August 15, Assumption; November 1, All Saints' Day; December 25, Christmas Day. If a holiday falls on Friday or Tuesday the banks are closed on Saturday or Monday, respectively.

BASSE TERRE, capital and seat of government; on southwest side of island; population, 8,500. Landing: Ships anchor in front of town; lighters are used. Distant 41 miles (65 km.) by road from Pointe a Pitre.

How Reached.—From Pointe a Pitre, by diligence and ferryboat; also by small coastal steamers. (See Pointe a Pitre for itinerary.)

Hotels.—Colombon, Celaline.

Banks.—Banque de la Guadeloupe; Banque du Commerce.

Note.—This place owes its importance to the fact that it is the capital of the colony and a port of call for some of the large steamship lines. It is the center of a rich agricultural region, the products including coffee, cacao, vanilla, bay oil, bay leaves, etc. A considerable volume of trade is carried on, principally of a retail nature. Those who sell machinery, fertilizer, and agricultural implements will find it important.

POINTE A PITRE, the chief town of Guadeloupe, near southern mouth of Riviera Salee; population, 23,000. Landing: Vessels lie alongside quays. Distant 41 miles (65 km.) by road from Basse Terre; 65 miles (105 km.) by steamer from Basse Terre. American consul.

How Reached.—From Martinique, by mail boat. From Basse Terre, by auto diligence; leaves Basse Terre daily at 6 a. m., arrives at Petit Bourg at 1.30 p. m., thence ferry across Cul de Sac, arriving at Pointe a Pitre at 2.30 p. m. Can also be reached from Basse Terre by coasting steamer, leaving Basse Terre Tuesdays and Fridays and returning on Mondays and Thursdays. Fare, either way, including dinner, \$3.

Banks.—Banque de la Guadeloupe; Banque du Commerce.

Principal Hotels.—Paris, Moderne, Germain.

Note.—The harbor of Pointe a Pitre is said to be the finest in the West Indies. This is the chief commercial city of the colony. The chief wealth of the colony is tropical agriculture. The cultivation of tobacco, sugar, etc., is carried on. There are a number of sugar mills, with distilleries, which produce the famous rum of this region. Those who canvass the smaller places will find it worthy of a visit.

LE MONTE, a port on the north coast; population, 15,000. Automobile service to and from Pointe a Pitre. Bank: Banque de la Guadeloupe.

DEPENDENCIES OF GUADELOUPE.

Desirade, 6 miles (10 km.) off northeast coast of Grande Terre; population, 1,600. Products: Sugar cane, vegetables. Industries: Stock raising on very small scale. Reached from mainland by mail boat and small sailboats. Trade chiefly with Pointe a Pitre.

Iles des Saintes, a few miles off Basse Terre; area, 6 square miles; population, 1,900. Industries: Fishing, agriculture, and stock raising. Trades chiefly with Basse Terre. Communication, irregular; reached by sailboats only.

Island of Marie Galante, 16 miles (26 km.) southeast of Basse Terre; area, 65 square miles; population, 20,000 (few whites). Products: Chiefly agricultural. Industries: Distilling of rum and sugar refining. Mail boat from Guadeloupe calls weekly; sailboats make irregular calls.

St. Barthelemy Island, 108 miles (177 km.) northwest of Guadeloupe; South of Anguilla; population, 2,600; area, 5 square miles. Products: Bananas, tamarinds, and cassia. Chief town, Gustavia. Reached by schooner.

St. Martin Island (northern half), situated between Anguilla and St. Barthelemy; total area of island, 41 square miles; total population, 6,000. Southern half of island belongs to Netherlands. Capital of French section is Marigot. Products: Salt, cotton, cattle. Communication by sloops and schooners.

MARTINIQUE.

Map. No. 9.

Location.—A French possession between the Islands of Dominica and St. Lucia.

Area and Population.—Area, about 380 square miles; population in 1916, 193,087. The inhabitants are descendants of French. There are also many Negroes.

Climate.—Tropical, but in the main very pleasant. March to June most delightful; November to February, a period of trade winds, when temperature falls as low as 75° F. in the towns of the coast and to 66° in the higher altitudes; July to November the temperature is high. The annual rainfall averages 87 inches. The greatest precipitation is during August, lightest in March.

Topography.—The island is very mountainous. The highest point is Mount Pelee, 4,500 feet. There are numerous rivers, some of which are of considerable size.

Agricultural Products.—The chief products are sugar cane and cacao. By-products are rum, molasses, etc. The production of cacao is increasing. Other products are coffee, pineapples, vanilla, etc.

Industries.—The most important industry is sugar refining and distilleries. There are 45 sugar works and 95 distilleries of rum. There is some raising of live stock, but the industry is not important.

Roads.—The transportation requirements are provided by motor cars and mail coaches, the latter being subsidized by the Government. There is also transportation by steamers.

Language.—French. A patois of debased French is spoken by most people. Business correspondence must be in French, as very few understand Spanish.

Currency.—French.

Weights and Measures.—Metric system.

Postage.—First-class letter rate to and from the United States, 5 cents for the first ounce and 3 cents for each additional ounce or fractional part thereof.

Cable.—Rates to and from the United States; Points east of the Mississippi River, 95 cents per word; west of the river, \$1.

TRAVEL ROUTES.

LINE FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. British steamers. Sailings from Pier 47, North River (West Tenth Street). Departures for Martinique, St. Lucia, Barbados, and intermediate islands every 10 days. Fare to Martinique, \$85-\$95; time, 10 days.

OTHER LINES VISITING MARTINIQUE.

Compagnie Générale Transatlantique.—Intercolonial service between Martinique, St. Lucia, Trinidad, and the Guianas. Service about fortnightly.

Houston Line.—Before the war this line had regular service from England to Martinique, calling at Boston and New York. Service now irregular.

Note.—St. Lucia, which is only 40 miles from Martinique, has better steamship service, and communication is facilitated by transshipment by sloop from that port.

Distances from Fort de France, Martinique.—New York, 1,787 nautical miles; Bridgetown, Barbados, 130 miles; Kingstown, St. Vincent, 89 miles; Port Castries, St. Lucia, 37 miles; Roseau, Dominica, 50 miles.

CANVASSING MARTINIQUE.

Commercial Conditions.—This being a French possession, it is influenced largely by the French customs, tariff, etc. On account of the European war, purchases from the United States have increased considerably. It is practically necessary to speak French in order to do business satisfactorily. The chief place is Fort de France, where the majority of business is transacted and the most important houses are located.

Agencies.—Should an agency be needed, it must be established in Fort de France.

Merchants Import Direct.—In Martinique there are few wholesale or jobbing houses. Most of the principal firms make direct importations. The smaller concerns usually order goods from the importing houses, as the cost of securing the same class of goods is much less than when ordering direct from American exporters, particularly when the order is not a large one. This is due to the cost of handling freight, etc. Since the war the outlook for American goods is brighter.

Carriage Fares, etc.—The traveler will find that carriage fares in Fort de France are high. As a matter of fact, the traveler is subjected to heavy charges for almost any kind of service. The natives are usually disinclined to do more than they have contracted to do, but once shown the proper manner in which to do a thing they will do it fairly well.

FORT DE FRANCE, capital of Martinique; population, 30,000; 37 nautical miles from Castries (St. Lucia), 1,787 nautical miles from New York. Landing: Vessels anchor offshore; small boats take passengers ashore. American consul.

How Reached.—From New York, by Quebec Steamship Line; from St. Lucia, Trinidad, and Demerara, by intercolonial steamer service.

Bank.—Banque de la Martinique, 32 Rue la Martine.

Hotels.—Europe, Grand, France, Famille, Bains.

Local Steamer Service.—Every Tuesday a boat goes north to Carbet, St. Pierre, Precheur, Grand Riviere, Macouba, Vasse Pointe, Lorrain, Marigot, Santa Marie, Trinite, Robert, Francois, and Vauclin; fare, 4 francs (about 80 cents). Every Wednesday a boat goes

south to Anses d'Arlet, Diamant, St. Luce, Riviere Pilote, Santa Anne, and Marin; fare, 4 francs. Boat for St. Pierre makes two trips daily; fare, 3 francs.

Motor-car Service.—Motor cars leave daily at 2.30 p. m. Fares, northbound: St. Joseph, 2 francs; Gros-Morne, 4 francs; Trinite, 8 francs; Ste. Marie, 8 francs; Marigot, 8 francs; Lorrain, 10 francs. Fares, southbound: Lamentin, 2 francs; Ducos, 2.50 francs; Petit Bourg, 3.50 francs; St. Esprit, 4 francs; Francois, 6 francs; Riviere Pilote, 5 francs; Vauclin, 6 francs; Marin, 8 francs.

Note to Travelers.—Practically all of the import business is done through Fort de France. Although some of the dealers in the interior import, the shipments are usually handled by agents in Fort de France.

The most convenient way to cover the island is by automobile, as there is no difficulty in obtaining them. Automobiles may be hired by the day or by the number of kilometers covered, with additional charge for stopping. The average charge is about 100 francs a day, or 2 francs per kilometer, return included. There are no established rates for auto hire, and it is best to make inquiries of a number of owners. It will be found difficult to make use of the local steamship lines in transacting business with outside points. Most of these places can be reached by autobus lines, which carry the mail, but the most satisfactory way is to engage an automobile by the day.

This place owes its importance to the fact that it is a coaling station as well as the headquarters of the Compagnie Générale Transatlantique in the West Indies. It has one of the best harbors, with a large dry dock and other facilities. The chief sources of wealth are sugar, cacao, and rum; there are also other important tropical products. Some very important sugar estates are here. Some wholesaling is done, but in general the trade is retail. Martinique is worthy of the attention of all who visit the West Indies, as some very good firms are located here.

BARBADOS.

Map. No. 9.

Location.—The island of Barbados is a British possession lying to the east of the Windward Islands, about 97 miles east of St. Vincent.

Area and Population.—The area is about 166 square miles; population, about 200,000, or 1,200 per square mile. The inhabitants are chiefly blacks. There are some Europeans, most of them English.

Topography.—There is a deep valley which divides the island into two parts, the northern part being the larger. Near the center of the northern half is Mount Hillaby, 1,104 feet, which is the highest point. There are numerous valleys, some of which are picturesque and fertile. There are a number of small streams, none of which are navigable.

Climate.—Healthful. The temperature averages about 63° F. during the winter months; from 75° to 96° in summer. The island is swept by cool northeast trade winds. The rainfall varies from 50 to 70 inches. The rainy season occurs from June to October. January to February are usually dry, while March and April are the driest months. The rainy season sometimes begins toward the end of May, and the climate is rather oppressive until the middle of October, when the trade winds begin to freshen. The hurricane season is from June to October.

Products and Industries.—The chief products of Barbados are sugar and sea-island cotton. The sugar works number about 320 and the rum distilleries about 4. Other products are bananas, molasses, tropical fruits, etc. There is also some export of manjack and skins, also balata.

Language.—English.

Currency.—British, but American and Canadian money are accepted, and there is consequently a mixed monetary system of dollars, shillings, and pence. The English penny is reckoned as 2 cents American, the shilling as 24 cents American, and the pound as \$4.80. Canadian and American notes are converted at \$4.92. Business statements are rendered in pounds, shillings, and pence, but dollars and cents are understood, and statements may be made in those terms if desired.

Weights and Measures.—Same as in the United States and England.

Postage.—First-class letter rate to and from the United States is 2 cents an ounce or fractional part thereof.

Cable.—The cable rate from points in the United States east of the Mississippi River is 36 cents per word, and from points west of the river 41 cents per word.

Telegraph and Telephone.—There is no telegraph in the interior, but there is an adequate telephone system.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway, New York. British steamers. Sailings from Pier 47, North River (West Tenth Street). Departures about every 10 days for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, St. Vincent, Barbados, and Demerara (British Guiana). Fare, New York to Barbados, \$95. Time of trip, including stops, about 13 days.

Royal Dutch West India Mail Line.—Funch, Edye & Co., agents, 10 Bridge Street, New York. Dutch steamers. Departures from Pier 3, Bush Terminal, Forty-seventh Street, Brooklyn, for Barbados, via Haiti, about every two weeks. Passengers transship at Port au Prince, Haiti, for Barbados.

Lamport & Holt Line.—Office, 42 Broadway, New York. Sailings from Pier 8, Brooklyn. Departures monthly for Barbados. Fare, New York to Barbados, \$110. Time of trip (direct), about six days.

The Booth Line.—Regular sailings for Barbados and ports on the east coast of South America. Fare, New York to Barbados, \$90. Steamers leave Pier 6, Bush Terminal, foot of Forty-third Street, Brooklyn.

Lloyd Brasileiro.—Sailings semimonthly for Barbados and ports in Brazil. Fare, New York to Barbados, \$110.

OTHER LINES VISITING BARBADOS.

Royal Mail Steam Packet Co.—Fortnightly sailings from St. John, New Brunswick, and Halifax, Nova Scotia, to Leeward Islands and Windward Islands. Furnishes interisland service.

The Leyland Line.—From England.

The Harrison Line.—From England.

The Direct Line of Steamers (Scrutton, Sons & Co.).—Fortnightly sailings from London to Barbados, Grenada, Trinidad, and Demerara.

Distances from Bridgetown, Barbados.—New York, 2,060 nautical miles; Port of Spain, Trinidad, 203; Fort de France, Martinique, 130; Georgetown, British Guiana, 389; Maracaibo, Venezuela, 1,333; Port au Prince, Haiti, 1,070; Port Castries, St. Lucia, 110; St. Thomas, Virgin Islands, 442; San Juan, Porto Rico, 517.

CANVASSING BARBADOS.

Business Conditions.—In Bridgetown are located the principal importers. Here also the functions of the retailer and wholesaler overlap. There are some very responsible firms who are able to make good purchases. In general, however, the orders are not large, and the buyers prefer to make frequent importations in preference to stocking up for a long period; nor is the custom of buying far in advance a prevalent one.

Agencies.—An agency can well be established in Bridgetown, which is the strategical point for doing business. Some houses expect the representative in Bridgetown to canvass the Windward

Islands of St. Vincent, St. Lucia, and Grenada, although these more often fall to the lot of the representative at Port of Spain, Trinidad, who may likewise be expected to take care of Barbados.

Commercial Traveler's License.—Commercial travelers are not subject to any tax or license fee.

Samples.—Samples without commercial value are admitted duty free. Samples having a commercial value are subject to the ordinary rates of customs duties, but money is refunded on exportation, provided the identity of the samples is proven to the satisfaction of the customs officials. There is no fixed time limit for reexportation.

Traveler's Baggage Allowance.—Commercial travelers are accorded no special privileges by the railway, which is a private company.

Railroad.—The Barbados Light Railway extends from Bridgetown to St. Andrews, a distance of 24 miles (40 km.). This road suspended operation in June, 1916, owing to a lack of supplies.

Holidays in Barbados.—The following are the principal holidays. As Barbados is an English colony, the holidays are those of Great Britain: January 1, New Year's Day; Good Friday; Easter Monday; Whit Monday; May 24, Victoria Day; June 3, birthday of the King; August 5 and October 6, bank holidays; November 9, Edward the Peacemaker's Day; December 25, Christmas; December 26, Boxing Day. August 11 or some other day of that month is usually set apart for general thanksgiving.

CHIEF COMMERCIAL CENTER.

BRIDGETOWN; capital of the island; population, 30,000; climate, hot; 2,060 nautical miles from New York, 203 miles from Port of Spain, Trinidad, 130 miles from Fort de France, Martinique. Landing, by shore boat.

American consul and vice consul. Lloyd's agent, Harold B. Gardiner Austin.

How Reached.—From New York, by Lamport & Holt Line and Quebec Steamship Co.

Banks.—Royal Bank of Canada; Colonial Bank.

Railroad.—Daily rail service to Bathsheba; time, 1½ hours. Mule-car service to near-by towns every half hour. Motor cars can be hired at rate of \$5 per hour.

Principal Hotels.—Marine Hotel (at Hastings, 2 miles distant), Balmoral (at Hastings, 2 miles distant), Ice House (Bridgetown), Seaview, St. Lawrence (at St. Lawrence, 4 miles distant), Beachmount (at Bathsheba), Crane (at Crane), Atlantis (at Bathsheba).

Note.—A considerable volume of trade is carried on here, as Bridgetown is a port of call for many steamers. There is some wholesale business, but in the main the trade is of a retail character and consists of general merchandise, estate stores, etc. Salesmen who sell these goods will find it desirable to visit this place; also those who sell tools and implements for the agricultural industry.

WINDWARD ISLANDS.

Map No. 9.

GRENADA.

Location.—Southernmost of the Windward Islands, 90 nautical miles north of Trinidad and 65 nautical miles southwest of St. Vincent.

Area and Population.—Area, 120 square miles; population, 71,500; about 596 inhabitants per square mile.

Dependencies of Grenada.—Carricou (20 miles north), Diamond Island, Islet Ronda, Les Tantes, Little Martinique, Isle de Caille, Levere, Little Tobago, Green Island, Bird Island, Conference, Marquis, Bacolet, Adam, Caliving, Hog, and other smaller islands. They are of no consequence commercially except in the aggregate.

Cable.—Cable connection with the United States is maintained by the West India & Panama Cable Co. The rate from points east of the Mississippi River is 36 cents per word, and from points west of the river 41 cents per word.

Climate.—The rainy season extends from July to December; heaviest rainfall during September and November. On the coast the average rainfall is 80 inches per annum, but in the interior, where the mountains intercept the clouds, the precipitation is heavier. At sea level the mean maximum temperature is 90° F., but in the higher altitudes, due to the breezes, the temperature is lower and the nights are usually pleasant.

Products.—Cacao, sugar, lime, coconuts, rum.

Language.—English and a patois.

Currency.—In the main, that of England.

Weights and Measures.—Same as in England and the United States.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

STEAMSHIP LINE FROM NEW YORK.

Trinidad Line.—Trinidad Shipping & Trading Co., 29 Broadway. Departures from Pier 24, Robinson Stores, Brooklyn, every two weeks for Grenada, Trinidad, and Demerara (British Guiana). Fares: New York to Grenada, \$80; Trinidad to Grenada, \$5. Time, New York to Grenada, about seven days; distance, 1,828 nautical miles.

OTHER LINES VISITING GRENADA.

Royal Mail Steam Packet Co. (Canadian Line).—Sailings every two weeks from St. John and Halifax, Canada, ships calling at this port on return trip from British Guiana.

Direct Line of Steamers (Scrutton, Sons & Co.).—Fortnightly sailings from England to Grenada, Barbados, Trinidad, and Demerara.

CANVASSING GRENADA.

Commercial Traveler's License.—Commercial travelers are not required to take out any license.

Samples.—Samples without commercial value are admitted free. Those having a commercial value are checked by customs officials and a deposit made to cover the duty. This deposit is returned after goods have been rechecked in customhouse at time of reexportation. If any of the samples have been disposed of duty must be paid for such portion. Samples may be reexported from any port in the colony, and there is no time limit for such reexportation.

Holidays in Grenada.—The following are the chief holidays observed in Grenada. It will be noticed that these are the holidays usually observed in Great Britain: January 1, New Year's Day; January 2, day after New Year's; Good Friday; Easter Monday; Whit Monday; May 24, Victoria Day; Corpus Christi; June 3, birthday of the King; first Monday in August, bank holiday; December 25, Christmas; December 26, Boxing Day. The day appointed as Thanksgiving Day, usually in August, is also a holiday.

Foreign Trade.—The total value of imports in 1916 was \$1,671,335; exports, \$2,599,845. Imports from the United Kingdom were valued at \$588,262; from the United States, \$627,204.

ST. GEORGE, capital and principal port of the island, on southwestern coast; population, 6,000 (mostly black); 90 nautical miles from Trinidad, 65 nautical miles from St. Vincent, 100 nautical miles from Barbados. Landing: From steamer to wharf.

American consular agent. Lloyd's agent, A. Hubbard & Co.

How Reached.—From New York, by Trinidad Line. Daily mail coach service between St. George and Grenville, via St. David's Court; fare, each way, \$1.25.

Principal Hotels.—Douglas, Grand Etang, Home.

Banks.—Royal Bank of Canada; Colonial Bank.

Note.—Although one of the smaller West Indies, Grenada is of importance. Tropical products, especially cacao, nutmegs, and maize, are the chief sources of wealth. Usually visited by those salesmen who make the smaller islands. There is not much wholesaling, but St. George will be found worthy of a visit.

GRENVILLE, population, 3,000. Landing: Vessels lie alongside jetty. Reached from St. George by mail coach, daily service, or by steamer.

GOUYAVE, population, 1,200. Reached from St. George by steamer; time, 1½ hours.

ST. VINCENT.

Location.—A British possession in the Windward Group, about 97 nautical miles west of Barbados and about 30 miles southwest of St. Lucia.

Area and Population.—Area, 140 square miles; population, about 50,000; about 357 inhabitants per square mile.

Dependencies of St. Vincent.—Bequia, Mustique, Cannouan, Carriacou, and Union Island.

Climate.—Healthful, except during rainy season, August to November, when it is generally hot and damp. The average annual

rainfall is about 100 inches. The temperature averages between 60° and 88° F. The nights are always cool. The island is sometimes visited by hurricanes.

Topography.—The island is volcanic, with irregular wooded ridges running its entire length. The Volcano Soufriere, 3,500 feet high, is at the northern end. There are numerous small streams, none of which is navigable.

Products.—Cacao, arrowroot, spices, sugar, rum, sea-land cotton, peas, beans, maize, etc.

Language.—English.

Currency.—Same as England. Five-dollar bills are issued by branches of the Royal Bank of Canada and the Colonial Bank of England.

Weights and Measures.—Same as United States and England.

Postage.—First-class letter rate to and from the United States, 2 cents per ounce or fractional part thereof.

Cable, Telegraph, and Telephone.—Cable service is maintained by the West India & Panama Cable Co., the rate for points east of the Mississippi River being 36 cents per word and for points west of the river 41 cents per word. The telegraph and telephone systems are under Government control.

STEAMSHIP LINE FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. British steamers. Sailings from Pier 47, North River (West Tenth Street). Departures for St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, and Demerara (British Guiana) about every 10 days. Fare to St. Vincent, \$85-95; time, 12 days.

OTHER LINES VISITING ST. VINCENT.

Royal Mail Steam Packet Co. (Canadian Line).—Sailings every 14 days from St. John and Halifax, touching at St. Vincent.

Direct Line of Steamers (Scrutton, Sons & Co.)—Monthly sailings from England for St. Vincent, and fortnightly sailings for Barbados, where a smaller vessel can be taken to St. Vincent.

CANVASSING ST. VINCENT.

Commercial Traveler's License.—Commercial travelers are not subject to any license or taxes.

Samples.—Samples are admitted free of duty. If any part of the samples are disposed of, the regular import duty is assessed on the portion sold. A deposit equal to the amount of duty must be deposited, which is returned upon reexportation of samples. As an alternative, the traveler may have the samples checked on his arrival in the presence of a customs officer, and checked and re-packed in the presence of a customs officer before he departs, duty to be paid if any of the samples have been disposed of. Samples not required for local trade may be left in the custody of the customs during the traveler's stay in St. Vincent.

Holidays in St. Vincent.—January 1 and 2, New Year's holidays; Good Friday; Easter Monday; Whit Monday; May 24, Victoria

Day; Corpus Christi; June 3, birthday of the King; first Monday in August, bank holiday; December 25 and 26, Christmas holidays. The day appointed as Thanksgiving Day is also a holiday.

KINGSTOWN, the capital, located on southwest coast; population, 5,000; about 1,876 nautical miles from New York; 89 nautical miles from Fort de France, Martinique. Landing: By shore boat; ships anchor about one-fourth mile offshore. American consular agent. Lloyd's agents, John H. Hazell's Sons & Co.

How Reached.—From New York, by Quebec Steamship Line.

Principal Hotels.—Linley, Crichton.

Banks.—Colonial Bank; Royal Bank of Canada.

Note.—The chief wealth of St. Vincent is due to cassava, cotton, cacao, sugar, etc. There is a fair volume of trade, and Kingstown is visited by those salesmen who canvass the smaller towns. Those who supply machines and implements for agricultural purposes will find it worthy of a visit.

ST. LUCIA.

Location.—A British possession most northerly of the Windward Group; about 25 nautical miles south of Martinique and 30 nautical miles northeast of St. Vincent.

Area and Population.—Area, about 238 square miles; population, 54,600; about 230 inhabitants per square mile.

Climate.—Mild and pleasant. Temperature averages 80° to 90° F. Annual rainfall about 84 inches. The rainy season extends from June to November. The coolest month is February and the hottest July. Nights are usually cool at elevations over 500 feet.

Topography.—The island is very mountainous. The main range of mountains runs north and south, the average height being 1,500 feet, and gradually slopes down to the sea on either side. The Canaries Mountain, 3,140 feet, near the center of the island, is the highest point.

Rivers.—St. Lucia has several rivers, the principal ones being the Cul de Sac and the Roseau on the leeward side, and the Dennery, Troumassee, and Canelles on the windward side.

Language.—English.

Currency.—In the main, as in England. Five-dollar bills are issued by branches of the Colonial Bank of England and the Royal Bank of Canada.

Weights and Measures.—Same as in England and the United States.

Postage.—First-class letter rate to and from the United States, 2 cents per ounce or fractional part thereof.

Products.—Sugar, rum, lime juice, cacao, vanilla beans, nutmegs, bay seeds, cloves, logwood.

Cable, Telegraph, and Telephone.—Cable service with the United States is maintained by the West India & Panama Cable Co., the rate from points east of the Mississippi River being 36 cents per word, and from points west of the river 41 cents per word. The telegraph and telephone systems are under Government control.

STEAMSHIP LINE FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. British steamers. Sailings from Pier 47, North River (West Tenth Street). Departures for Martinique, St. Lucia, St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Barbados, and Demerara (British Guiana) about every 10 days; for St. Martin and St. Vincent at irregular intervals. Fare to St. Lucia, \$85–\$95; time, 12 days.

OTHER LINES VISITING ST. LUCIA.

Compagnie Générale Transatlantique.—Intercolonial steamer leaves Fort de France, Martinique, on arrival of French steamers.

Royal Mail Steam Packet Co. (Canadian Line).—Sailings from St. John and Halifax every 14 days to Leeward Islands and Windward Islands.

Direct Line of Steamers (Scrutton, Sons & Co.).—In normal times this line had monthly steamers from England for St. Lucia, St. Kitts, St. Vincent, Montserrat, and Dominica.

East Asiatic Co.—In normal times this line had monthly sailings from Copenhagen, Rotterdam, and England to St. Lucia and St. Thomas.

CANVASSING ST. LUCIA.

Commercial Travelers' License.—Commercial travelers are not subject to any license or taxes.

Samples.—Samples of no commercial value are admitted free. In the case of samples having a commercial value the usual practice is to check the samples on arrival and departure of traveler. If any samples have been disposed of, duty is charged at the regular rates.

Holidays in St. Lucia.—The chief holidays are the same as those of Grenada and St. Vincent.

CASTRIES, chief town of the island; population, 17,250; 1,747 nautical miles from New York, 37 nautical miles from Fort de France, Martinique; 110 nautical miles from Bridgetown, Barbados; 57 nautical miles from Kingstown, St. Vincent. Landing: Steamers lie alongside dock and discharge passengers direct to wharf. Lloyd's agent, Minville & Chastant.

How Reached.—From New York, by Quebec Steamship Line; from Fort de France, Martinique, by intercolonial steamer; from Trinidad, by steamer; fortnightly service between Martinique, Demerara, Cayenne, and Trinidad; steamer touches at St. Lucia.

Hotels and Boarding Houses.—La Felicite; Mrs. Rogers; Mrs. Dupigny.

Banks.—Colonial Bank; Royal Bank of Canada.

Note.—St. Lucia is one of the more important islands in the West Indies, owing to the fact that there is an excellent harbor with splendid docking facilities. The cultivation of sugar, limes, and other tropical products is carried on. The trade is of a very fair extent. In planning a trip to the West Indies this port should be included in the itinerary.

TRINIDAD.

Map No. 9.

Location.—Most southerly of the British West Indies, about 16 miles from the coast of Venezuela, immediately north of the mouth of the Orinoco River.

Area and Population.—Area, about 1,860 square miles; population, 365,000, or about 200 per square mile.

Topography.—The island is somewhat mountainous, having three ranges of hills running east and west. The highest points are Cerro de Aripo and El Tucuche, each about 3,000 feet high. There are numerous rivers, but none suitable for navigation.

Inhabitants.—About one-third of the inhabitants are East Indians and their descendants. The remaining two-thirds are mostly of mixed African and European blood, the oldest European element being French and Spanish.

Climate.—Humid and hot. The temperature averages 79° F. The rainfall is about 62 inches annually. The rainy season usually lasts from May until December, with a break in September; dry season, the rest of the year. During January to March the temperature at night is sometimes as low as 65° F.

Products.—Trinidad, in proportion to population, is one of the wealthiest of the West Indies. The chief agricultural export is cacao, next sugar. Other important crops are coconuts, copra, limes, vanilla beans, etc. There is great wealth in the island's timber. Among the items exported are logwood, divi-divi, mangrove bark, etc.

Asphalt and Petroleum Industries.—These are exceedingly important, and the chief source of wealth. Oil refineries are conducted at various places, and the products are of a very high quality. The potential wealth in petroleum is exceedingly great.

Language.—In the main, English. The laboring classes use a mixture of English and a local dialect called "Creole," but the majority speak and understand English.

Currency.—The official currency is in English terms. There is a colonial \$1 bill and \$5 bills are issued by two banks in Trinidad. The fractional currency is English.

Weights and Measures.—Same as in the United States and England.

Postage.—First-class letter rate to and from the United States, 2 cents an ounce or fractional part thereof.

Cable Rates.—From points east of the Mississippi River, 36 cents per word; from points west of the river, 41 cents per word.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Trinidad Line.—Trinidad Shipping & Trading Co., 29 Broadway. Departures from Pier 24, Robinson Stores, Brooklyn, every two

weeks for St. George (Grenada), Port of Spain (Trinidad), and Demerara (British Guiana). Fare, New York to Port of Spain, \$80. Time of trip, about eight days.

Royal Dutch West India Mail Line.—Funch, Edye & Co., agents, 10 Bridge Street. Dutch steamers. Departures from Pier 3, Bush Terminal, Forty-seventh Street, Brooklyn, for Port of Spain, Trinidad, via Haitian ports, about every two weeks. Time, including stops, about 22 days.

OTHER LINES VISITING TRINIDAD.

Lampport & Holt Line.—Steamers northbound from South America call at Port of Spain.

Navigazione Generale Italiana.—Fortnightly service via Barbados, Trinidad, and Surinam.

Compagnie Générale Transatlantique.—Intercolonial service (fortnightly) between Port of Spain and St. Lucia, Fort de France, Demerara, Paramaribo, and Cayenne.

Leyland and Harrison Lines.—Monthly sailings from England for Trinidad, Barbados, Demerara, Curacao, and Venezuelan ports.

Direct Line of Steamers (Scrutton, Sons & Co.).—Fortnightly sailings from England for Trinidad, Barbados, Demerara, and Grenada.

East Asiatic Co.—Monthly sailings from Copenhagen, Rotterdam, and England for Trinidad, Demerara, Paramaribo, and Windward Islands.

Royal Mail Steam Packet Co. (Canadian Line).—Fortnightly sailings from St. John and Halifax for Trinidad, Barbados, St. Vincent, Grenada, etc.

Compañía Anónima Venezolana de Navegación.—Steamer *Delta*, between Port of Spain and Ciudad Bolivar (Venezuela), leaves Port of Spain on alternate Thursdays, arriving at Ciudad Bolivar the following Monday. Leaves Ciudad Bolivar on alternate Saturdays, arriving at Port of Spain following Monday. Fare, about \$15.

Local Steamship Service.—Steamers connect with trains at San Fernando, proceeding to Cedros and Icaos, four times a week, calling at La Brea, Brighton, Guapo, Cap de Ville, Irois, and Granville Bay. Other steamers leave weekly, touching at ports around the island and connecting with Tobago Island.

RAILROAD SERVICE.

Trinidad Government Railway.—Extends from Port of Spain to San Fernando and Princes Town. From Cunupia, on the San Fernando line, there is a branch to Tabaquite and Rio Claro. From San Fernando there is also an extension to Sipara, passing through the principal sugar-raising districts. Another branch serves the cacao-growing districts, running through Arima and Sangre Grande. Total length of road is about 123 miles (198 km.). First-class fares: Port of Spain to San Fernando, \$1.86; Port of Spain to Princes Town, \$2.15.

CANVASSING TRINIDAD.

Business Conditions.—A very fair business is done in Trinidad. The chief town is Port of Spain, having a population of about 75,000. Here are located the chief importing houses, who supply the retail buyers as well as the country merchants. Many of the firms also do a considerable retail business. Most firms prefer to make smaller purchases at frequent intervals rather than incur obligations for large purchases. It may be found desirable, in case the representative speaks Spanish, to canvass that part of Venezuela which can not be easily reached from Caracas. This refers particularly to the eastern portion, including Ciudad Bolivar. Connection between Ciudad Bolivar and Port of Spain is frequent and not excessive in cost. Many merchants from Venezuela visit Port of Spain en route to or from their homes. This is a point for transshipment.

Agencies.—An agency for Trinidad should properly be established in Port of Spain. From this place the agent may also canvass Grenada, St. Vincent, and St. Lucia, and even Barbados. The distance from Port of Spain to St. Lucia is 303 miles. Agents are frequently expected to canvass the Orinoco region of Venezuela also.

Commercial Traveler's License.—Commercial travelers are not subject to any special regulations, license, or taxes.

Samples.—Only samples having a commercial value are subject to duty. A deposit to cover the duty can be made, which is refunded if samples are reexported within two months. This period may be extended upon application. Samples may be reexported through a port other than that through which they were admitted.

Importance of Market.—In proportion to its size and population, Trinidad is undoubtedly by far the richest and most prosperous of the British West Indian Islands, and is an important market for imported goods, not only for local consumption, but for reexport or in transit to neighboring islands, the near-by Venezuelan coast towns, and also the valley of the Orinoco River, which is much easier to reach from Trinidad than from La Guaira, the chief port of Venezuela. There is an important trade between Trinidad and Ciudad Bolivar, the chief town on the Orinoco River and the center of the llano cattle district of Venezuela, by weekly steamer service.

Holidays in Trinidad.—The holidays are those usually observed in Great Britain: January 1, New Year's Day; Good Friday; Easter Monday; May 24, Empire Day; Corpus Christi; June 3, birthday of the King; December 25, Christmas Day.

CHIEF COMMERCIAL CENTERS.

PORT OF SPAIN, capital of the colony, on western side of island, on Gulf of Paria; population, 65,044; 43 miles (69 km.) from Princes Town, 35 miles (56 km.) from San Fernando, 38 miles (61 km.) from La Brea (Pitch Lake). Landing: Small boats carry passengers from steamer to shore.

American consul and vice consul. Lloyd's agents, Geo. F. Huggins & Co.

How Reached.—From New York, by Trinidad Line and Royal Dutch West India Mail; from San Fernando, by rail, fare \$1.86;

from Princes Town, by rail, fare \$2.15; from Ciudad Bolivar, by weekly steamer, making points on Orinoco River.

Conveyances.—Cabs, one person, 25 cents per mile; half fare for each additional person; or \$1 per hour. Trolley-car service every 15 minutes.

Principal Hotels.—Queen's Park, Standard, Icehouse, Paris, Miranda.

Banks.—Colonial Bank; Gordon, Grant & Co. (Ltd.); Royal Bank of Canada; Government Savings Bank; National City Bank of New York.

Note.—Port of Spain is a very important point in the West Indies and a port of call for many steamship lines. It is also the entrepôt for the llano district of Venezuela, by way of the Orinoco River and Ciudad Bolivar. Much trade is carried on with that country and a great many products from that region are shipped from Port of Spain to Europe. A large volume of business is done, both wholesale and retail. There are numerous sugar and cacao estates, while the raising of coconuts and the exporting of asphalt and oil contribute to the wealth of the community. This place should be visited by all salesmen. Those who sell machinery, tools, and other implements useful in the industries mentioned will also find this a strategic point.

Claxtons Bay.—At this point, about 17 miles (27 km.) from Port of Spain, the Trinidad Oil & Transport Co. has a large refinery. Other refineries are in operation at Brighton, Point Fortin, and Tabaquite. Trinidad is the chief source of supply for the General Asphalt Co., of Philadelphia, which operates the New Trinidad Lake Asphalt Co. (Ltd.).

SAN FERNANDO, on the west coast; population, 9,500; 35 miles (56 km.) from Port of Spain, 15 miles (25 km.) from Pitch Lake, 20 miles (32 km.) from Tobago. Products: Sugar cane.

Note.—San Fernando is easily reached from Port of Spain. Those who canvass small places sometimes find it worth while to visit this place. Most of the business is transacted with Port of Spain.

Princes Town; 8 miles (13 km.) from San Fernando, reached by railroad; 43 miles (69 km.) from Port of Spain, reached by railroad.

TOBAGO.

Location.—An island lying about 20 nautical miles northeast of Trinidad and 75 miles from Grenada. Area, about 115 square miles; population, 20,762, or about 180 inhabitants per square mile.

Topography.—A main ridge of hills, about 18 miles long (29 km.), runs down the center of the northern half of the island, the highest point, Pigeon Peak, being about 2,000 feet above the level of the sea. The range is cut by deep valleys which are quite fertile. There are numerous small streams. The central part of the island is rolling, with small valleys and hills, while the south is almost level. The latter is the principal area of cultivation.

Climate.—The climate is pleasant. The temperature averages about 80° F., but the heat is tempered by sea breezes, particularly during the dry season, which extends from December to June. The

heat is somewhat oppressive during the wet season, especially during the months of August and September. In the southern portion the annual rainfall is about 60 inches and in the central region from 85 to 95 inches. In some parts of the northern district it exceeds 100 inches.

Products.—Sugar, cacao, coconuts, coffee, nutmegs, limes, tobacco.

Weights and Measures.—Same as in United States and England.

Postage.—First-class letter rate to and from the United States 2 cents per ounce or fraction thereof.

SCARBOROUGH, capital of Tobago; population, 2,500; 70 nautical miles from Port of Spain, Trinidad. Landing: Vessels anchor off-shore. Reached from Trinidad by coasting steamers; fare, round trip, \$10. Coastal service around island; fare, \$2.40. Boarding houses: The Fairfield, Peru Cottage.

Port of Spain is the business point with which most of the business is carried on. The chief source of wealth in this region is tropical agricultural products. There are a number of cacao, sugar, and rubber estates, which obtain their supplies from Scarborough or Port of Spain. Sometimes visited by salesmen, but the merchants are chiefly dependent on Port of Spain.

Plymouth, population, 1,200, is 5 miles (8 km.) from Scarborough.

CURAÇAO.

Map No. 9.

Location.—The Dutch West Indies consists of the following islands: Curaçao, 210 square miles, population 34,168; Bonaire, 95 square miles, population 6,714; Aruba, 69 square miles, population 9,481; St. Martin, 17 square miles, population 3,369; St. Eustatius, 7 square miles, population 1,410; Saba, 5 square miles, population 2,239; total area, 403 square miles; total population, 57,381. The most important is Curaçao, which, with Bonaire and Aruba, lie about 60 miles north of the coast of Venezuela. The other three are in the Leeward Group, about 500 miles from Curaçao.

Inhabitants.—The population, as given above, consists of a mixture of races, but there is a large percentage of Negroes.

Topography.—Curaçao is an elongated ridge of coral rock and volcanic formation. This is characteristic of the other islands.

Climate.—The Island of Curaçao lies in the path of the trade winds, and the tropical climate is relieved by continual breezes. Curaçao, Bonaire, and Aruba have a short uncertain rainy season. In Curaçao the rains occur usually from October to January and from February to May. There is practically no rain during the rest of the year.

Products.—These are chiefly agricultural. They include coffee, aloes, oranges, and other tropical fruits. The raising of cattle for the skins is increasing. The chief export is goatskins. Some skins of sheep, deer, etc., are also exported. In forest wealth there is a considerable production of hardwoods, mangrove bark, etc. Divi-divi is one of the chief exports.

Industries.—The most important export is straw hats. There is some petroleum refining, ostrich raising, etc. The most important industrial activity is the refining of oil at the plant of the Curaçao Petroleum Co., Wilhelmstad. There is considerable trade with Venezuela, to which there is much transshipment. The wants of the people are small.

Language.—Spanish is the language most commonly used, but Dutch and English are understood by most business men. The Negroes and lower classes speak a patois known as "papiamente."

Currency.—The money is similar to that of the Netherlands. The guilder (\$0.40) is the unit of value and is divided into 100 cents. The fractional coins are silver 25-cent and 10-cent pieces, a 5-cent piece, and copper 2½-cent, 1-cent, and half-cent pieces. American money is accepted at a discount of 2 per cent.

Weights and Measures.—Metric system.

Postage.—The first-class letter rate between Curaçao and the United States is 2 cents an ounce or fractional part thereof.

Cable and Wireless.—The French Cable Co. has one of its principal stations on Curaçao. For points east of the Mississippi River the rate is \$1.38 per word and for points west \$1.43 per word. There is a Government-owned wireless station, which can not be used for commercial purposes other than to send to and receive messages from vessels at sea.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Red D Line.—Bliss, Ballett & Co., agents, 82 Wall Street. Sailings from Pier 11, Brooklyn, foot of Montague Street. Departures weekly for San Juan, Porto Rico; Curaçao; La Guaira and Puerto Cabello, Venezuela. Service between Maracaibo, Venezuela, and Curaçao about every five days. Fare, New York to Curaçao, \$70-\$85. Itinerary: Leave New York, first day; arrive San Juan, fifth day; arrive Curaçao, seventh day.

Royal Dutch West India Mail Co.—Funch, Edge & Co., agents, 10 Bridge Street. Dutch steamers. Sailings from Pier 3, Bush Terminal, Brooklyn, foot of Forty-seventh Street. Departures for Haitian ports, Curaçao, Venezuelan ports, Trinidad, British Guiana, and Dutch Guiana about every two weeks. Fare to Curaçao, \$90; time, including stops, about 16 days.

OTHER LINES VISITING CURAÇAO.

Compañía Trasatlantica Barcelona.—Monthly service. Leave Barcelona 10th, Valencia 11th, Malaga 13th, Cadiz 15th of each month direct for Las Palmas, Santa Cruz de Teneriffe, Santa Cruz de la Palma, Porto Rico, Santo Domingo, Habana, Port Limon, and Colon. Steamers leave Colon 12th of each month for Savanella, Colombia; Curaçao; La Guaira and Puerto Cabello, Venezuela.

Leyland and Harrison Lines.—Weekly service from Liverpool.

La Veloce.—Steamer leaves European ports monthly, arriving at Curaçao about the 22d of the month from Venezuelan and about the 1st from Colombian ports.

Service to Venezuela.—Red D Line steamers *Caracas* and *Philadelphía* give fortnightly service to La Guaira; time, about 12 hours. Steamers *Maracaibo* and *Zulia* have fortnightly service to La Guaira and Maracaibo; time to Maracaibo, about 19 hours.

Distances from Curaçao.—New York, 1,769 nautical miles; Maracaibo, Venezuela, 232 miles; Puerto Cabello, Venezuela, 113 miles; La Guaira, Venezuela, 149 miles; San Juan, Porto Rico, 482 miles; Ponce, Porto Rico, 390 miles; Santo Domingo City, 395 miles; Kingston, Jamaica, 580 miles; Fort de France, Martinique, 496 miles; St. Thomas, 452 miles; Port of Spain, Trinidad, 500 miles.

CANVASSING CURAÇAO.

Curaçao is generally visited by travelers on their way to Maracaibo or Puerto Cabello in Venezuela. Sometimes it is included on the return trip. The trade is limited and the wholesale houses are found in the chief port, Willemstad. Some business is done with Venezuela, and agents who are appointed for Curaçao frequently are authorized to make sales to the merchants who arrive at Curaçao from Maracaibo and Puerto Cabello. During the course of a year the business done with Venezuelan merchants reaches a substantial sum. Other agents are definitely authorized to canvass northwestern Venezuela, including the departments of Falcon and Maracaibo, which are more accessible to Curaçao, by reason of the

frequent steamship connections, than to Caracas. The islands of Aruba and Bonaire are very small and are dependent upon Curaçao. The average traveler will not find it worth while to visit them. This also applies to the other small islands.

Holidays in Curaçao.—Following are the chief holidays officially recognized in Curaçao: January 1, New Year's Day; Good Friday; Easter Monday; The Ascension; Whit Monday; August 31, Queen's birthday; December 25 and 26, Christmas holidays.

WILLEMSTAD, situated on south side of island; vessels lie along-side quays; population, 11,000 (about 2,000 whites); 113 nautical miles from Puerto Cabello, Venezuela; 1,769 nautical miles from New York. The city is divided by a deep channel, which is spanned by a bridge. The charge for crossing is 1 cent in Dutch currency.

How Reached.—From New York, by Red D Line and Royal Dutch West India Mail Line; from Puerto Cabello, Venezuela, by Red D Line.

Banks and Bankers.—Curaçao Trading Co.; Curaçao Bank; S. E. L. Maduro & Sons; Curaçao Mortgage Bank; Rivas, Fensohn & Co.; Spaarsen Beleenbank van Curaçao; Colonial Postal Savings Bank. Lloyd's agents, J. & D. Jesurun.

Principal Hotel.—Hotel del Comercio (in Otrabauda, Hotel Americano).

Note.—This is the capital of the island and the seat of the government of the colony. There are a number of houses here that do a fairly large business, both in a wholesale and retail way. There is considerable trade with Venezuela, and some American firms maintain offices here which canvass that portion of Venezuela most readily accessible from Curaçao.

BONAIRE AND ARUBA ISLANDS; population of Bonaire, 7,000; Aruba, 10,000. Distant 30 miles from Curaçao. Products: Divi-divi, aloe, salt, goats, sheep, gold, wool, etc. Reached from Curaçao by Dutch intercolonial steamer, weekly service.

Note.—These islands are very small. While there is considerable business with Willemstad, some of the firms make direct importations. Travelers who canvass the small towns may find some business here.

SABA ISLAND, about 500 nautical miles from Curaçao; population, 2,500; area, about 8 square miles. Chief product: Sulphur. Industries: Cattle raising and agriculture. Reached by small vessels from Willemstad, monthly service.

ST. EUSTATIUS ISLAND, about 500 nautical miles from Curaçao; population, 1,500; area, about 8 square miles. Chief product: Cotton. American whaling vessels are outfitted here. Reached from Willemstad by small vessel, monthly service.

ST. MARTIN ISLAND (southern half), about 500 nautical miles from Curaçao; area, 17 square miles; population, 3,400. Products: Sea-island cotton, salt, cattle. The northern half of this island belongs to France.

NORTH COAST OF SOUTH AMERICA.

COLOMBIA.

Maps Nos. 8, 10, and 11.

Location.—Most northerly of the South American Republics, adjacent to Panama, which was formerly one of its territories. It is bounded on the north by the Caribbean Sea; on the east by Venezuela and Brazil; on the south by Peru and Ecuador; and on the west by the Pacific Ocean and Panama.

Coast Line.—Caribbean side, 641 miles (1,036 km.); Pacific side, 468 miles (753 km.).

Topography.—Colombia is a country of great extremes. In the main it is very mountainous. The chief features are the three great mountain ranges—the northern extremities of the Andes. These contain some famous passes, such as the Quindío, and numerous valleys of great fertility. Colombia is famous for its beautiful scenery.

Rivers.—The chief river is the Magdalena, the commercial artery of the country. It is 1,020 miles (1,642 km.) in length, and navigable for about 932 miles (1,500 km.). The Magdalena consists of two parts, the upper and the lower, divided by the rapids of Honda. The Lower Magdalena is navigable by large river steamers from Barranquilla to Honda; the Upper Magdalena is navigable by steamers of shallow draft between Honda and Neiva. Through the Meta River the Magdalena is connected with the Orinoco.

Of secondary importance are the Sinu and Atrato Rivers. The former empties into the Gulf of Morrosquillo and the latter into the Gulf of Uraba. These rivers carry a considerable traffic.

Next in importance commercially is the Cauca River, which empties into the Pacific Ocean and is navigable for some distance. Other important streams of Colombia, navigable to a greater or lesser extent, are the Patía, San Juan, Zulia, Guaviare, Sogomoso, Lebrija, Nechí, San Jorge, Putumayo, the Caqueta, and the Orinoco.

Climate.—Colombia has a variety of climates, the temperature ranging from 102° F. in the plains to very low temperatures recorded in the regions of perpetual snow. Generally speaking, the country is very healthful. Care must be exercised by the traveler, both in the regions of extreme heat and in the mountain districts, which are subject to great extremes of temperature between noon and midnight.

Seasons.—It is impossible to state definitely the exact seasons owing to the many modifications in various sections as caused by altitude, mountain ranges, and other influences. In a general way the seasons are as follows:

First dry season, or summer, from mid-December to mid-April. This is the real dry season in many sections. The temperature is mild and the sun strong. First rainy season, from mid-April to mid-June. During April and May the rains are frequent. In June

they diminish to a drizzle, half rain and half mist, called the "paramos." Second dry season, July to October. Coolest month in the year, July. Second rainy season, October to mid-December. This is the period of incessant rains, especially in October and November, but the temperature is not quite as cold as in July. During this season the mountain roads are often practically impassable.

AREA AND POPULATION.

Divisions (capital cities).	Area.	Population in 1912.	Density per square mile.
DEPARTMENTS.			
	<i>Square miles.</i>		
Antioquia (Medellin).....	22,752	739,444	32
Atlantico (Barranquilla).....	1,008	114,887	114
Bolivar (Cartagena).....	22,320	420,730	19
Boyaca (Tunja).....	16,460	586,499	35
Caldas (Manizales).....	7,380	341,198	45
Cauca (Popayan).....	20,403	211,756	10
Cundinamarca (Bogota).....	8,046	713,968	88
Huila (Neiva).....	8,100	158,191	19
Magdalena (Santa Marta).....	19,080	143,547	7
Narino (Pasto).....	9,360	292,535	31
Santander Norte (Cucuta).....	6,255	201,381	32
Santander Sur (Bucaramanga).....	17,865	400,084	22
Tolima (Ibague).....	10,080	282,426	28
Valle (Cali).....	3,897	217,159	55
INTENDENCIAS.			
Choco (Quibdo).....		68,127	
Meta (Villavicencio).....		29,309	
COMMISSARIES.			
Arauca (Arauca).....		4,922	
Caqueta (Florencia).....		25,534	
Goagira (Puerto Estrella).....		53,013	
Jurado (Pizarro).....		8,207	
Putumayo (Mocao).....		31,380	
Urabá (Acandí).....		6,476	
Vaupés (Calamar).....		5,545	
Total area of intendencias and commissaries.....	270,372		
Prison population.....		6,793	
Total.....	435,278	5,072,101	11.6

NOTE.—The present population may be conservatively estimated at 6,000,000.

Chief Products.—Colombia has great agricultural resources, although but a small portion of the country is now cultivated. The differences in latitude make possible crops ranging from those of the Tropics to those of the Temperate Zone. The chief crop of Colombia is coffee. Other important tropical products are cacao, tobacco, bananas, rubber, sugar cane, vanilla, and ivory nuts. In the temperate regions vegetables, grains, castor beans, and wheat are raised. The timber industry is important; dyewoods, medicinal plants, tolu, balsam, quebracho, cedar, and hardwoods are important contributions to the wealth of the country. Many cattle are raised on the llanos of eastern Colombia.

Minerals.—Colombia is especially rich in minerals. Gold has been found in practically all parts of the country, some of the more important points being Cauca, Antioquia, Narino, Tolima, and Bolivar. Copper, lead, cinnabar, mercury, manganese, and coal are also mined. The famous Muzo emerald mines produce almost all the emeralds of the world. These mines are near Boyaca. Salt mining is carried on near Zipaquira and Nemocon. The principal silver mines are in the Cauca and Tolima region. Platinum is also of great importance, being usually mined in connection with gold in the Atrato, San Juan, and other regions. One of the richest platinum deposits in the world exists here. Iron is found in the Department of Cundinamarca. Asphalt has been discovered in the Upper Magdalena River district. Petroleum and lime also exist, but their exploitation has not as yet assumed commercial importance.

Manufacturing Industries.—While these are largely of a minor character, there are some important plants especially devoted to the manufacture of textiles, shoes, etc. There are also iron foundries, breweries, flour mills, cement factories, mineral-water works, cigar and cigarette factories. Other items of manufacture are Panama hats, glassware, drugs, and lace. There are 40 industrial plants in Bogota, 18 in Medellin, 12 in Cartagena. Sincerin has a large sugar central. The following list, while not complete, gives some idea of the number of manufacturing plants in the country: Textiles and thread, 21; sugar, 1; oil refining, 1; electric light and power, 5; flour, 6; matches, 5; chocolate, 8; cigars and cigarettes, 8; cement and artificial stone, 3; beer and ice, 5; soap and candles, 18; shoes, 6; tanning extract, 1; glass, 3; iron foundries, 3; carbonated beverages, 7; distilled liquors, 1; perfumery, 1; all others, 18; total, 121.

Inhabitants.—A large number of the people are mestizos (mixed white and Indian). There is also considerable Negro blood, this being especially marked on the Atlantic coast, due to immigration from the West Indies. The percentage of pure whites is small, and most of these people live in the interior.

Language.—Spanish.

Currency.—The monetary standard is gold, the unit being the peso, equivalent to about \$0.973. The multiple of the gold peso is the pound (\$5). There are silver coins of 10, 20, and 50 centavos, and nickel coins of 1, 2, and 5 centavos. The ordinary medium of exchange is the paper peso, which is greatly depreciated.

Weights and Measures.—Metric system.

Postage.—Colombia is a member of the Postal Union. First-class letter postage to and from the United States, 5 cents for the first ounce or fraction thereof and 3 cents for each additional ounce or fraction thereof.

Cable Rates.—To United States and Canada, 68 to 77 cents per word, depending on destination.

Wireless.—Colombia has several wireless stations, including Santa Marta, Cartagena, and the station at the Island of San Andres.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Southern Pacific Co. (Morgan Line).—Office, 366 Broadway. Sails from Piers 48-49, North River (West Eleventh Street), to New

Orleans. Departures on Wednesdays and Saturdays; thence by steamers of United Fruit Co.

Panama Railroad Steamship Co.—Office, 24 State Street. Sails from Pier 67, North River (West Twenty-seventh Street). Departures for Colon (Cristobal), Balboa, and Panama City about six times per month. At Colon travelers can take vessels of other lines to Cartagena, Puerto Colombia, and Santa Marta, Colombia. At Balboa passengers can take connecting lines (Pacific Steam Navigation Co. and Peruvian Steamship Co.) for Buenaventura and Tumaco.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling slip), and Pier 1, North River (Battery Place). Departures for Cartagena, Puerto Colombia (Savanilla), and Santa Marta every Wednesday; for Colon, to make connections with steamer for Buenaventura and Tumaco, every Wednesday and Saturday.

LINES FROM NEW ORLEANS.

See sailings for Panama on page 167.

LINE FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California street. Departures semimonthly for Balboa. Transshipment for ports on west coast of South America.

FARES.—United Fruit Co. steamers: New York to Cartagena, \$141; New York to Puerto Colombia, \$141; New York to Santa Marta, \$141; Kingston, Jamaica, to Cartagena, \$63; Kingston, Jamaica, to Puerto Colombia, \$78; Kingston, Jamaica, to Santa Marta, \$85; Cartagena to Puerto Colombia, \$17; Cartagena to Santa Marta, \$28; Cartagena to Cristobal, Canal Zone, via Santa Marta, \$50; Cartagena to Kingston, Jamaica, via Santa Marta, \$85; Puerto Colombia to Santa Marta, \$17; Puerto Colombia to Cristobal, Canal Zone, via Santa Marta, \$50; Cristobal, Canal Zone, to Cartagena, \$21.

Pacific Mail Steamship Co. steamers: San Francisco to Balboa, \$167; Balboa to Buenaventura, \$35; Balboa to Tumaco, \$45.

Typical Itinerary of United Fruit Co. Steamers.—Arrive at Cartagena, May 4; at Puerto Colombia, May 5; at Santa Marta, May 6-7; return to Cartagena, May 8; thence to Colon, Panama, and New York.

AVERAGE TIME OF TRIPS.—New York to Buenaventura, 10 days; New York to Cartagena, 11 days; New York to Puerto Colombia, 9 days; Cristobal to Cartagena, 1 day; Cristobal to Puerto Colombia, 3 days; Cristobal to Santa Marta, 4 days.

OTHER LINES VISITING PORTS IN COLOMBIA.

Harrison and Leyland Lines.—Service from Liverpool every 10 days. Steamers leave Liverpool for Barbados, Trinidad; La Guaira and Puerto Cabello, Venezuela; Curaçao; Cartagena, Colombia; thence to a United States Gulf port, and return to Europe, by way of Venezuela.

Compagnie Transatlantique.—Sailings the 9th and 25th of each month from Europe; and 24th and 8th to Europe. One service from St. Nazaire, France, to Guadeloupe, Martinique, West Indies; La Guaira and Puerto Cabello, Venezuela; Puerto Colombia, and Cartagena, Colombia; and Colon, Panama; and return. Alternate service from Havre (Bordeaux), France, to Santander, Spain, Guadeloupe, Martinique; Trinidad; Carupano and La Guaira, Venezuela; Puerto Colombia, Colombia; Port Limon, Costa Rica; and return.

Compañía Transatlántica Barcelona.—One steamer per month: Genoa, Italy; Barcelona, Spain; San Juan, Porto Rico; Habana, Cuba; Port Limon, Costa Rica; Puerto Colombia, Colombia; Curaçao; Puerto Cabello and La Guaira, Venezuela; thence back to San Juan, Tenerife, and Spain.

La Veloce.—Steamers bimonthly from Genoa, Italy.

Caletero Line.—Service between Balboa, Panama, and Guayaquil, Ecuador, stopping at Buenaventura, Tumaco, Esmeraldas, Bahia, Manta, Cayo, Machalilla, Manglar Alto, Ballenita, Puerto Bolivar.

GOVERNMENT TAX.—Steamship tickets issued in Colombia for values from \$50 to \$100 are subject to a tax of \$2; values over \$100 pay a tax of \$4.

LOCAL STEAMSHIP SERVICE.

Magdalena River.—In Colombia transportation is chiefly dependent upon rivers. Of greatest importance is the Magdalena. Below are some of the more important steamship lines which operate on that waterway. It should be noted that at certain times of the year delays and difficulties may be expected on account of the uncertain stages of the water. Not infrequently both mail and freight are considerably delayed.

Sinu and Atrato Rivers.—At Cartagena the traveler may ascertain about the service on these rivers. The Atrato is 350 miles (563 km.) in length and is navigable for about 234 miles, or as far as Quibdo, an important place for the outfitting of placer-mining companies. The Sinu also leads to a rich placer-mining district. Monteria is the chief commercial point. Lorica is another district reached from Cartagena.

Cauca River.—This important river in the western part of Colombia is navigable from a point a little above Cali to and beyond Cartago.

Patia River.—Small vessels to Barbacoas.

Zulia River.—Service operated in connection with railroad to Cucuta.

Miscellaneous Service.—Details of other service on less important rivers can be had by application to the steamship agents in the larger cities, such as Cartagena, Barranquilla, Medellin, and Bogota.

LOCAL STEAMSHIP COMPANIES.—*Empresa Nacional de Los Rios Sinu y Atrato.*—Fortnightly service to the Sinu and Atrato Rivers. Also service from Cartagena to Monteria every other day by way of small gasoline craft on the Sinu River.

Cia. de Navegacion del Rio Atrato.—Monthly service between Cartagena and Quibdo.

Cia. de Navegacion del Rio Cauca.—Service between Cali and Cartago.

Colombia Railway & Navigation Co.—Service between Barranquilla, Cartagena, and La Dorada; and Beltran to Girardot.

Empresas Aliadas.—Service between Barranquilla and La Dorada, and up the Cauca River; also between Beltran and Girardot.

Compañía Antioqueña de Transportes.—Barranquilla to La Dorada.

Anglo-Colombia Navigation Co.—Buenaventura to San Pablo.

Empresa Hanséatica.—Barranquilla to La Dorada.

Empresa de Navegación P. A. Scharberg.—Steamer service on Sinu and Atrato Rivers: Every 6 days between Cartagena and Monteria; every 12 days between Cartagena and Quibdo. Service on Sinu and Santiago Rivers by steamer *Buffalo*.

RAILROADS.—Colombia to-day has not more than 700 miles of operated railways. Of the 16 lines in existence the longest is only 149 miles. There is not a single trunk line in the Republic. The existing systems simply act as a means of communication between various centers of population, to some river or sea port, or around river bars or rapids. The principal lines, together with their approximate mileage, are as follows: Cartagena Railway, Cartagena to Calamar, 65 miles (105 km.); Sabana Railway, Bogota to Facatativa, 25 (40 km.); Northern Railway, Bogota to Nemocón, 39 (62 km.); Southern Railway, Bogota to Clarquito, 18 (29 km.); Girardot Railway, Girardot to Facatativa, 82 (132 km.); Espinal Railway, Girardot to Espinal, 16 (25 km.); Dorada Railway, Dorada to Anibalema, 74 (119 km.); Antioquia Railway, Medellin to Puerto Berrio, 108 (174 km.); Pacific Railway, Buenaventura (through Cauca Valley) to Palmira, 145 (233 km.); Cucuta Railway, Cucuta to Puerto Villamizar, 44 (71 km.); Santa Marta Railway, Santa Marta to Fundacion, 60 (96 km.); Barranquilla Railway, Barranquilla to Puerto Colombia, 17 (27 km.); Great Northern Central Railway, Puerto Wilches toward Bucaramanga, 12 (20 km.); Amaga Railway, Medellin to Amaga, 23 (37 km.).

SALESMEN'S SAMPLES.—Travelers must be able to present to the customs officials at the port of arrival a consular invoice, written in Spanish, covering samples and fully describing them. This must be certified by the Colombian consul at the port of embarkation. The customs authorities at Colombian ports require the entrant to have a manifest, made in quadruplicate, bearing stamps to the value of \$2.80. This manifest must be filed at the customhouse with the consular invoice. When samples are cleared the customs officials return to the traveler one copy of the manifest. Samples of no commercial value may be imported free of duty, and no bond or security need be given. Samples which have a commercial value may be imported for temporary display upon payment of the full duty, with a refund of 75 per cent of the duty upon their reexportation. Instead of actually paying the duties the matter may be arranged by giving bond. The preparation of papers for the bond should be made by experienced customs brokers. This will save time and inconvenience.

Reexportation of Samples.—Samples may be reexported through any port. The refund of the duties paid, however, can only be obtained at the customhouse of the original port of entry upon presentation of the manifest and due notification of the customhouse through which the samples were reexported. If the traveler enters by way of Barranquilla and departs by way of Buenaventura, he

should send a copy of the manifest of reexportation, which he receives from the customhouse, to some agent or friend at the port of importation for the collection of the refund. In order to be entitled to a refund of duty, the samples must be reexported within one year from date of entry.

Time Required for Clearance.—There is no unusual delay in the clearance of traveler's baggage, particularly if he is alert. If samples have no value the matter is particularly easy. When samples are dutiable the traveler may find it advantageous to arrange with some reliable house to give a bond covering the payment of the duties, as this operation might take several days.

Special Restriction on Samples.—There are certain definite restrictions placed on samples subject to free admission: Samples of cloth, felt, and colored papers must not exceed 40 centimeters (about 16 inches) in length, measured in the direction of the warp, although they may have the full width of the piece. Larger samples of such material must be mutilated by cuts 20 centimeters (about 8 inches) apart. Samples of oilcloth must not exceed 30 centimeters (about 12 inches) in either dimension. Samples of rope, metal threads, or wooden moldings must not exceed 8 centimeters (about 3 inches) in length. Samples of wine, liquors, and similar beverages must come in containers of a capacity not exceeding half a liter (0.52 quart). Jewelry and plate of any metal must be mutilated.

Duties on Advertising Matter.—Advertising matter is subject to the following rates of duty per kilo (2.2046 pounds) gross weight: Advertisements on paper or cardboard, with or without oleographs, and with or without cardboard frames, 2.04 cents; calendars in pamphlet form or for walls, 1.02 cents; calendars in sheets, 2.04 cents; advertisements on tin plate, 17.34 cents; on enameled iron, 20.4 cents; on copper, bronze, brass, or similar metals, 51 cents. Catalogues are admitted free of duty.

Commercial Traveler's Tax.—While there is no Government tax, a municipal tax is assessed in certain cities. The following are some of the taxes: Cartagena and Medellin, \$10 to \$20 for the calendar year, payable into the municipal treasury. License is issued by the alcalde, or mayor, on presentation of the treasurer's receipt. Bogota: Some time ago a tax of \$25 per month was fixed for each house represented by a commercial traveler. Matter was contested.

Passports.—No traveler should visit Colombia without a passport from the United States Government. This should be taken to the consular representative of Colombia at the port of departure for visé, authorizing the traveler's entry into Colombia. For a traveler who is not an American citizen, application should be made to the Colombian consul for a Colombian passport. A photograph of the traveler should invariably appear on the passport.

Best Visiting Time.—The most agreeable time in general for a traveler in Colombia, particularly in the uplands, is from December to April or May. The rainy season begins the latter part of May or June and lasts until November. As in most South American countries, merchants like to be prepared with good stocks for the Christmas holidays and for Easter. In addition, celebrations such as the Mardi Gras festival and Independence Day (Nov. 11)

are good times for business. For traveling in the interior, July and August are the most inclement and disagreeable months. This is the season of the "paramos." These are the gray fogs caused by the damp air from the plains being carried over the sierras. The effect of the "paramos" is extremely chilling and penetrating, often causing severe illness, including rheumatism and other complaints. The dry or summer season, beginning about November 20 and lasting until the middle of February, is the most pleasant time. The roads are then in the best condition, while during the rainy season, already described, they are practically impassable.

TRANSPORTATION DIFFICULTIES.—The number of railroads in Colombia is limited. With the exception of steamship service on the Magdalena and a few other rivers, dependence must be placed on horses and mules. For the transportation of trunks, samples, and baggage to many of the interior places pack mules are utilized.

Tambos.—Travelers who must go by horse or mule back will find it necessary to stop at "tambos." These are primitive so-called inns. The accommodations are, as a rule, very poor and the food scarce. They are, however, the best accommodations that can be obtained. It is under such conditions that the traveling outfit described on page 26 is most needed.

River Navigation.—There is a wide difference in the steamers which ply between the coast and La Dorada. When conditions are unfavorable, as in times of low water, the delays are many. Ordinarily the time between Barranquilla and La Dorada, 543 miles (874 km.), is from 7 to 9 days.

Caution.—When traveling by river it is desirable to take all the precautions outlined on page 26. Unless this is done **great discomfort** may result.

Pack Trains.—This is a method of transportation known in practically all Latin-American countries where no railroads exist. The owners of pack trains usually cover a certain district which they know thoroughly, having definite starting points and places at which they stop. The traveler will find it advantageous to consult with merchants in the places from which the trip is to be made to ascertain the name of the most reliable owner of mules. The sizes of pack trains vary. There are usually not less than 6 or 7 mules, and sometimes as many as 20 to 24. Each pack train is usually directed by the owner, who is assisted by one or two "arrieros," who are his helpers.

Cost of Pack Trains.—The cost is determined by the distance to be covered, the number of animals that are needed to transport the baggage or merchandise, and the size of the loads. Generally the price at first fixed is subject to reduction by shrewd bargaining. Travelers who have to use pack trains will find it advantageous to telegraph ahead before undertaking a journey along roads over which there is not much trading, else they may not succeed in finding pack trains at all points.

Packing.—Pay strict attention to instructions of merchants and transmit them carefully to the home office. Take pains to explain why it is necessary to make small, strong packages, as light as possible, consistent with mule-back transportation, which obtains in so many places. If customers are located in Cartagena or Barranquilla they may still wish the goods packed in bales, as they transact business with the interior.

Terms.—Have the question of terms fully understood. If goods are sold with documents attached to drafts which must be paid or accepted before goods are released, the customer living in the interior will suffer, since it often takes from two or three weeks for the transmission of mail from the coast to the interior. In the meantime the goods may have arrived at the port. No "to order" shipments are allowed in Colombia. Merchandise thus shipped is liable to seizure.

Hotel Rates.—In the larger cities, such as Barranquilla, Cartagena, Medellin, and Bogota, the best hotels (American plan) charge from \$2.25 to \$5 per day, American gold. The rates at second-class hotels are somewhat less. In the smaller towns accommodations can be had for \$1.50 to \$2.50 per day, American gold. They are necessarily inferior. In Bogota one can obtain rates on the European plan also, as there are good restaurants. Generally speaking, the American plan is most acceptable to the majority of travelers.

Sales Agencies.—In order to cover Colombia properly, the territory, which is of vast extent, should be subdivided. Agencies granted to firms in Bogota for the entire Republic are not generally successful. An agent may be appointed either in Cartagena or Barranquilla to work the territory from Rio Hacha to Cartagena, and up the Sinu and Atrato Rivers. Other agencies may be established at Medellin, Bogota, Manizales, Cali, and Cucuta for the country surrounding these towns. The Venezuelan Andes, sometimes worked from Maracaibo, Venezuela, may be included in the Cucuta territory.

General Remarks.—The difficulties of transportation make it impossible for the average traveler to canvass the Republic as thoroughly as he may wish. The majority of commercial travelers content themselves with visiting Cartagena, Barranquilla, and Santa Marta, on the Atlantic coast. They then continue the trip to Medellin, and go on to Bogota, the capital. The facilities for reaching the west coast are very limited, hence the majority of travelers return to the Atlantic coast. Some prefer to visit Barranquilla on their way into the interior, and depart from Colombia by way of Cartagena; others do the reverse. However, many go from Bogota to southern Colombia. The important cities of Bucaramanga and Cucuta could be canvassed by the traveler for Venezuela.

Pacific Coast.—On the Pacific coast travelers who are on their way to Ecuador and Chile sometimes find it desirable to stop off at Buenaventura and take the train for Cali; they then return to the coast and proceed southward. The other cities are usually left to the local wholesalers to canvass.

PUBLIC HIGHWAYS.—The roads and trails of Colombia are divided into three groups—national, departmental, and municipal. The national highways are those uniting the capital with the frontier and strategical points. The principal highways are as follows:

Central Northern Highway.—From Bogota to Cucuta, via Tunja, Tequia, Malaga, Chinacota, and Pamplona; 170 miles (273 km.) in service.

Highway from Cucuta to the Magdalena.—Partly under construction and partly under survey.

The Southwestern Road.—This will unite Bogota with the extreme southern part of the country, passing through Ibague, Calarca,

Tulua, Popayan, and Pasto; some sections in service and some under construction.

Road from Pasto to Puerto Asis.—Passes through San Francisco and Mocoa; two-thirds constructed.

The Northeastern Road.—From Bogota to Gamarra, above the Magdalena River, passing through Chlquinquirá, El Socorro, and Bucaramanga. Some parts are cart roads, which it is planned to improve.

The Sarare Road.—Between Pamplona and Tame, destined to unite the northern part of the Department of Santander with the plains of Casanare. Partly constructed and partly under survey.

The Eastern Road.—This will unite Bogota with Calamar on the Unilla River, passing by Villavicencio and San Martín. Road in service to Villavicencio, and in survey from there on.

The Quibdo Road.—Along the Atrato in the Intendency of Chocó to the city of Bolívar in the Department of Antioquia.

The Guadalupe Road.—In the Department of Huila to a point on the Ortegúasa River, via Florencia; all in service.

The Yarumal Road.—From Yarumal, Department of Antioquia, to Montería, Department of Bolívar (projected).

Carretera de Cambao.—From Bogota to port of Cambao on Magdalena River.

ROUTES USUALLY FOLLOWED.

TRIP TO BOGOTA, NO. 1.—Barranquilla (via Puerto Colombia) to Cartagena (some travelers prefer entering by Cartagena, then visiting Barranquilla and Santa Marta); Calamar; Mompos; Banco; Puerto Wilches; side trip if desired to Bucaramanga; Puerto Berrio; by Antioquia Railway to Medellín; side trips if desired to Antioquia and Sonson and to Manizales and Pereira. Return to Puerto Berrio; by steamer of Colombia Navigation & Railway Co. to La Dorada; by Dorada Railway to Ambalema or Beltrán, via Honda. At Honda trains stop overnight, causing trip to take about 20 hours. There is an express train direct from La Dorada to Beltrán, but only for the mail boats. From Ambalema or Beltrán by steamer to Girardot (16 to 20 hours); by Girardot Railway to Facatativa; by Sabana Railway to Bogota. (Time from Girardot to Bogota, 8 to 10 hours.)

En Route.—Side trips by small launches and steamers:

From Nare.—For Ocana by mule back from Gamarra or Loma de Corredor on the Lebrija River.

From Bodega Central.—For Rio Lebrija.

From Banco.—To River Cesar and Valle de Upar.

Note.—This is the route generally followed and permits the traveler to visit the most important cities of Colombia with the exception of Cali, on the west coast, which is accessible only with extreme difficulty from the interior.

TRIP TO BOGOTA, NO. 2.—From Barranquilla to La Dorada. (This is the head of navigation on the lower river; when water is high boats go to Bodega de Bogota, on right bank, 3 miles from Honda, below rapids.) Thence by Dorada Railway to Honda or Arrancaplumas, 22 miles (35 km.). Arrancaplumas is a trifle be-

yond Honda. From Honda there are several routes to Bogota: Mule road or trail via Guaduas; steamer (taken at Arrancaplunas) to Girardot, and thence by rail, via Facatativa; steamer to Cambao, whence there is the Cambao carretera to Bogota.

Average Time of Trip.—Barranquilla to La Dorada, about 6 days; La Dorada to Beltran (railroad), 4 hours; Beltran to Girardot, 14 hours; Girardot to Facatativa, 8 hours; Facatativa to Bogota, about 3 hours. Average time from the Atlantic coast to Bogota, 9 days; cost, about \$60.

SOUTHWARD IN THE INTERIOR.—Bogota to Facatativa, Girardot, Neiva, Paramo de Guanacos, La Plata, Popayan, Almaguer, Pasto, Tuquerres, Ipiales, Barbacoas, and Tumaco.

Note.—A hard, difficult trip is the one here outlined, but it permits the traveler to visit some places at which considerable business is done, including Popayan, Pasto, and Barbacoas. The traveler can leave by way of Tumaco.

NORTHWARD FROM BOGOTA.—Bogota to Zipaquira, Tunja, Velez, Socorro, Bucaramanga, Pamplona, and Cucuta.

Note.—These towns north of Bogota are usually worked by salesmen who "make" the smaller places. This trip also is a hard one. These places are generally left to the wholesale dealers of Bogota or Medellin to canvass.

FROM CARTAGENA.—To Puerto Cesar; thence via the Atrato to Quibdo. Also from Cartagena via the Sinu River, to Loricá, Montería, and Cereté.

Note.—These places are usually left to the houses of Cartagena and Barranquilla. Occasionally the traveler who works "very close" visits them.

FROM THE PACIFIC SIDE.—1. Tumaco (port) to Barbacoas, Pasto, Tuquerres, and Ipiales. Some steamers stop at Tumaco and permit the visiting of these towns, which are described elsewhere. The nature of the traveler's line should determine whether these towns should be visited. 2. Buenaventura (port) to Caldas and Cali; thence (a) northward to Palmira, Buga, and Cartago; side trip, if desired, to Manizales and Sonson; or (b) southward to Popayan. The traveler who is going down the west coast via the Pacific Steam Navigation Co. can stop at Buenaventura. Not all steamship lines visit this port. From Buenaventura, Caldas, Cali, and Cartago can easily be reached.

EXTREME WESTERN PART.—Enter from Venezuela, via Lake Maracaibo and Zulia River, to Puerto Villamizar; thence to Cucuta, Pamplona, Bucaramanga, and Puerto Wilches. Also Cucuta to Bodega Central.

Note.—Cucuta, as a rule, is canvassed from Lake Maracaibo. It can only be reached with difficulty from the interior via Bucaramanga.

DISTANCES FROM BOGOTA.—The following distances are in miles, with kilometer equivalents in parentheses: Ambalema, 74 (120 km.); Antioquia, 355 (572 km.); Barbacoas, 624 (1,005 km.); Barranquilla, 745 (1,200 km.); Bucaramanga, 227 (365 km.); Buenaventura, 343 (552 km.); Buga, 252 (405 km.); Cali, 298 (480 km.); Cartagena, 714 (1,150 km.); Cartago, 196 (315 km.); Chiquinquirá, 82 (132 km.); Corozal, 612 (985 km.); Facatativa, 25 (40 km.); Girardot, 76 (122 km.); Honda, 81 (130 km.); Ibagué,

112 (180 km.); La Dorada, 202 (326 km.); Manizales, 155 (250 km.); Medellin, 332 (535 km.); Mompos, 513 (825 km.); Neiva, 172 (277 km.); Ocaña, 438 (705 km.); Palmira, 289 (465 km.); Pamplona, 211 (340 km.); Pasto, 510 (820 km.); Popayan, 354 (570 km.); Puerto Berrio, 208 (335 km.); Quibdo, 270 (435 km.); Rio Hacha, 891 (1,435 km.); Cucuta, 304 (490 km.); Socorro, 162 (260 km.); Sonson, 183 (295 km.); Tumaco, 531 (855 km.); Tunja, 99 (160 km.); Zipaquirá, 34 (55 km.).

Time of Trips Into Interior.—From Bogota to Neiva, shortest route, 162 miles (261 km.), 9 days; Neiva to Popayan, 7 to 9 days; Popayan to Pasto, 7 to 9 days; Popayan to the Pacific, via Cali, 4 days; Pasto to Ipiales, 3 days; Pasto to Barbaças, 9 days; Neiva to Ibagué, 7 days; Ibagué to Manizales, 6 days; Ibagué to Cartago, 3 days; Popayan to Buga, 8 days; Buga to Manizales, via Cartago, 3 days; Buga to Cali, 3 days; Bogota to Ambalema, 3 days; Bogota to Honda, 3 days; Ambalema to Manizales, 4 days.

Points of Interest.—Colombia offers the traveler wonderful sight-seeing opportunities, including glorious mountains, fertile valleys, ancient Spanish colonial architecture, and picturesque methods of transportation. Only a few of the chief items of interest are specified below.

Cartagena: An extraordinary ancient walled city; very picturesque type of Spanish colonial architecture; easily accessible. **Santa Marta:** Just outside is San Pedro Alejandrino, the house in which the patriot Bolivar passed away; his monument is also near by; Santa Marta was founded in 1525. **Banana plantations:** Near Santa Marta are the great banana plantations of the United Fruit Co.; also coffee plantations in the Sierra Nevada. **Magdalena River:** One of the three most important rivers of South America, with numerous methods of transportation. **Emerald mines:** Near Muzo. **Quindío Pass:** One of the most wonderful passes through the entire Andes. **Cauca Valley:** A very fertile and beautiful valley; this is the region made famous by Jorge Isaacs in his novel "Maria." **Bogota:** Impressive Government buildings; statutes, and attractive mountainous environment. **Popayan, Pamplona, and Tuquerres:** Picturesque, delightful cities which were founded by the Spanish in colonial times. **Snow mountains:** Santa Marta, Huila, Tolima, and El Quindío. **Tequendema Falls:** Near Bogota.

Holidays.—The State religion being Roman Catholic, the chief feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays which are officially recognized. In addition to the church festivals, the following holidays are officially observed: January 1, New Year's Day; July 20, Independence Day; July 24, birthday of Bolivar (not universally observed); August 6, founding of Bogota (at Bogota only); August 7, anniversary of the Battle of Boyaca; October 12, discovery of America; November 11, independence of Cartagena; December 25, Christmas Day.

CHIEF COMMERCIAL CENTERS.

AMBALEMA, Department of Tolima; altitude, 1,056 feet; population, 8,000. An excellent port, located at the junction of the Recló and Magdalena Rivers. Temperature averages 80° F. Principal

products: Tobacco, sugar cane, corn. Industry: Cigar making. Distant 74 miles (120 km.) from Bogota, three days' journey by cart road; 44 miles (70 km.) from Ibague; 20 miles (32 km.) from Honda; 56 miles (90 km.) from La Dorada.

How Reached.—From La Dorada, by Dorada Railway.

Note.—This place is famous chiefly for its tobacco market. It is easily reached from La Dorada by railroad, and may be canvassed by travelers on their way to Bogota or on the way out.

ANTIOQUIA, Province of Occidente, Department of Antioquia; altitude, 1,880 feet; population, 9,000. At junction of Cauca and Tonusco Rivers; 355 miles (572 km.) from Bogota; 279 miles (450 km.) from Cartagena. Climate, unhealthy. Rain from March or April to June; also September to November. Principal products: Vanilla, resin, coffee, beans, corn, fruits, and medicinal herbs. Industries: Chiefly cattle raising, placer mining, manufacture of hats.

How Reached.—From Medellin by Antioquia Railway, from which point it is best worked; from Puerto Berrio by Antioquia Railway.

Hotels.—El Atrato, Occidente.

Note.—This is an important trading center of its kind; it is somewhat difficult of access, but worthy of a visit from those who canvass the Antioquia Department. Some of the principal gold-bearing mines are in this Department, including the Choco, Pato, and Frontina Bolivia.

BARBACOAS, Department of Cauca; at junction of Guaqui and Telembi Rivers; population, 8,750. Distant 100 miles (162 km.) from Pacific Ocean; 624 miles (1,005 km.) from Bogota; 140 miles (226 km.) from Quito, Ecuador; 99 miles (162 km.) from Tuquerres. Climate, cool. Temperature averages 59° F. Principal product: Gold.

How Reached.—From Tumaco by steamer, via Patia, Guaqui, and Telembi Rivers; from Tuquerres by mule trail; from Pasto by road. Good roads connect this place with Pasto, Tuquerres, and Ipiales.

Note.—A good outfitting business is done with the neighboring Provinces. The mineral wealth surrounding Barbacoas is very great. The town is visited by salesmen who canvass the smaller cities. Considerable business is done with Tumaco, Tuquerres, Pasto, and other towns.

BARRANQUILLA, capital of the Department of Atlantico; population, 49,000. On western bank of Magdalena River, near the Caribbean Sea; distant 745 miles (1,200 km.) from Bogota, 543 miles (874 km.) from La Dorada, 62 miles (99 km.) from Cartagena, 17 miles (27 km.) from Puerto Colombia, 6 miles (9 km.) from Boca de Ceniza (Boca del Magdalena). American consul in residence. Lloyd's agent, John Gillies. Principal products: Coffee, timber, ivory nuts, gold, silver, rubber, tobacco, and castor beans. Chief industries: Manufacturing of soap, perfumeries, candles, bricks, tile, boots and shoes; cotton ginning and weaving; breweries, flour mills, dry docks and foundries for river steamers and small craft.

How Reached.—From Bogota, via La Dorada, regular steamer service; from Puerto Colombia, by railway; from Colon, Panama, by steamer, 24-hour trip; from Cartagena, by ocean steamer, in 5 to 6 hours; or by rail to Calamar and thence by river steamer, one day and night.

Banks.—Banco Comercial de Barranquilla; Banco Mercantil Americano de Colombia; Credito Mercantil; V. Dugand e Hijo;

Pineda Lopez & Co.; Banco de Bogota; Banco Central; Banco de Colombia; Banco de Credito; Alzamora, Palacio & Co.; National City Bank of New York.

Hotels.—Gran Suiza, Pension Inglesa, La Marina, Caracas, St. German, Americano, Imperial, Gran.

Note.—The chief customhouse of Colombia is located here and most of the imports pass through it. An agency may be established here to take care of the business along the coast. This city should be thoroughly canvassed. There is daily service to Santa Marta by way of Cienaga, via the delta of the Magdalena; time of trip to Cienaga, in small launches, 8 hours; to Santa Marta, by rail, 2 hours.

BOGOTA, Department of Cundinamarca; capital of the Republic; population, 138,000; altitude, 8,680 feet; 745 miles (1,200 km.) from Barranquilla and 332 miles (535 km.) from Medellin; climate, springlike and cool; temperature averages 58° F.; heavy rains, March to May; frequent rains, September to November. Principal products: Those of the Temperate and sub-Tropical Zones. Principal industries: Chocolate, cigarette, shoe, and soap factories; glass and porcelain works; distilleries; flour mills; furniture factories; blanket weaving; breweries. American legation. Lloyd's agent, George E. Child. New York Marine Underwriters' agent, Alexander Koppel & Co.

How Reached.—From Barranquilla, combined rail and water route (see p. 273); average time, 8 to 9 days; cost, about \$60. From Medellin, combined rail and water route via Calamar.

Railways.—To Zipaquira, 39 miles (62 km.), Northern Railway; to Facativata, 25 miles (40 km.), Sabana Railway; to Sibate, 18 miles (29 km.), Ferrocarril del Sur. Baggage allowance, 50 kilos.

Roads.—Gran Carretera Central del Norte, northward for about 214 miles (344 km.) through the Departments of Boyaca and Cundinamarca. Over this road motor-bus service is operated for a part of the distance. This is one of the best roads in Colombia.

Carretera de Cambao to the port of Cambao on the Magdalena River. Distance, 130 miles (208 km.).

Hotels.—Europa, Alemana, Froeser, Blume, Bogota. Bolivar, Central, Cundinamarca, Metropolitano.

Banks.—Banco de Bogota; Banco Central; Banco de Colombia; Banco Hipotecario de Colombia; Fould, Freres & Co.; Banco Mercantil Americano de Colombia; Banco de Exportadores; Caja de Arrendadores; National City Bank of New York.

Note.—This, the capital, is the most important city of Colombia. Numerous wholesale houses are located here. It is one of the best places in which to establish an agency.

BUCARAMANGA, Department of Santander del Sur; altitude, 3,150 feet; population, 25,000; temperature averages 75°; on Lebrija River, 227 miles (365 km.) from Bogota. Lloyd's subagent. Principal products: Cacao, coffee, tobacco, cotton. Industries: Chocolate, cigar, fiber, and sandal factories; breweries.

How Reached.—From Florida, by a good road; from Ocana, by horse or mule back, several days' ride; from Puerto Wilches, on the Magdalena. Freight from Bucaramanga is carried to the Magdalena River via the Rivers Lebrija and Sogamoso. The Lebrija is navigable by large boats as far as Estacion Santander, from which place steamers of light draft carry freight to Bodega Central, where connection can be made with the Magdalena River boats.

Banks.—Banco de Mutualidad; Banco de San Gil; Banco de Santander; Banco Mercantil Americano de Colombia.

Hotels.—Bogota, Bolivar, Central, Continental.

Note.—Bucaramanga is an important commercial center in the midst of a very rich district. A large business is done in coffee and other tropical products. It is not difficult of access, as there is a good road from La Florida.

BUENAVENTURA, Department of Valle; altitude, 26 feet; population, 6,500; on Dagua River, 2½ miles from mouth; also on Pacific Railway; 348 miles (560 km.) from Panama City, Panama; 343 miles (552 km.) from Bogota; 71 miles (115 km.) from Cali. Temperature averages 80°. Heavy rainfall in this vicinity. Principal products: Coffee, cacao, lumber, rubber, hides. Lloyd's agent, A. Pagnamenta & Co. American consular agent in residence.

How Reached.—From Balboa by Pacific Mail Steamship Co.; from Cali or Caldas by Pacific Railway.

Banks.—B. Lopez & Co.; Pagnamenta & Co.

Note.—Buenaventura is the most important Colombian port on the Pacific and the entrepôt for the rich Cauca Valley. This port is easily reached from Panama. Accommodations are poor and travelers usually leave promptly for Cali, which is the most important business center in western Colombia. They also generally stop at Caldas, where a number of good firms are located.

BUGA, Department of Valle; altitude, 3,280 feet; population, 12,500; on the north bank of the Guadalajara, an affluent of the Cauca River, 252 miles (405 km.) from Bogota and 22 miles (35 km.) from Palmira; temperature averages 80°. Principal products: Coffee, cacao, sugar cane, and cattle.

How Reached.—From Bogota, via rail to Girardot; via Ibague and mule trail to Buga; from Cali, via Cauca River and mule trail; from Palmira, by carretera.

Bank.—Banco Comercial.

Hotels.—Hotel de Cauca, Hotel Moreno.

Note.—This town is located in the famous Cauca Valley and is canvassed by those who work closely. It is growing in importance.

CALI, Department of Valle; altitude, 3,400 feet; population, 35,000; on the west bank of Cali River, near its junction with the Cauca, and on the Pacific Railway. Distant 198 miles (318 km.) from Medellin; 84 miles (135 km.) from Popayan; 298 miles (480 km.) from Bogota; 106 miles (170 km.) from Buenaventura; 208 miles (335 km.) from Cartago. Climate, subtropical; temperature averages 71° F.

How Reached.—From Buenaventura, by Pacific Railway; from Cartago, by steamers, via Cauca River (discontinued in dry season); from Bogota, by rail to Chicoral, then mule back through Quindío trail to Cartago, thence by boat to Cali; from Popayan, by mule trail.

Banks.—V. Lopez & Co.; Eder & Co.; Banco Comercial; Giralda & Garces; Banco Mercantil Americano de Colombia; American Foreign Banking Corporation.

Hotels.—Europa, Central, Imperial, Gran, International, America, Club de Cali.

Note.—Located in the heart of the Cauca Valley, this is a very important distributing point for the western part of Colombia.

Some good-sized towns are in this vicinity. Nearest port is Buenaventura. On the way is Caldas, where travelers may stop. Cali is a good place in which to establish an agency for this part of Colombia.

Route from Cali to Bogota.—Cali via Cauca River to La Fresnada, the port of Cartago, and 3 miles (5 km.) distant from it; from Cartago to Ibaguè, 75 miles (120 km.), three to four days' journey, via the Quindio trail; towns en route—La Balsa, Finlandia, Salento; from Ibaguè to Girardot to Bogota. The seasons of the Cordillera del Quindio are as follows: Rain during April, May, and June; short summer in July; rain during August, September, and October; long summer (dry weather), November to March. The best time to cross the Quindio trail is during January and February. July is also a very good time.

CARTAGENA, capital of Department of Bolivar; population, 36,600. Landing: Vessels lie alongside wharf. Distant 55 miles (89 km.) southwest from delta of Magdalena River; 62 miles (99 km.) from Barranquilla; 1,021 miles (1,643 km.) from Port of Spain, Trinidad; 714 miles (1,150 km.) from Bogota; 65 miles (105 km.) from Calamar. Temperature averages 80° F; lightest rainfall, January to April. Principal products: Balsam, rubber, coffee, cacao, cedar, and other woods; tobacco, ipecac, ivory nuts, and resin. Manufactures are of minor importance. American consul and vice consul in residence.

How Reached.—From Calamar, by Ferrocarril de Cartagena, daily train; time, six hours; baggage allowance, 33 pounds; from Barranquilla via steamers on Caribbean or river steamer to Calamar, and thence by rail; from Bogota, combine rail and water route (see p. 273).

Local Steamship Service.—Steamers of Empresa Nacional de los Rios Sinu y Atrato: Fortnightly service to Rivers Sinu and Atrato: daily service to River Sinu by launches. Steamers of Cia. de Navegacion del Rio Atrato: Monthly service between Cartagena and Quibdo, at head of Atrato River.

Atrato and Sinu River Trade.—From this point travelers start out for the Atrato and Sinu River towns. This is an important and growing trade.

Customhouse Brokers.—Enrique Mendez, Jose Maria Lozano, Fernando Benedetti.

Banks.—Banco Mercantil Americano de Colombia (Mercantile Bank of the Americas); Banco de Bolivar; Banco de Cartagena; Banco Union; Pombo Hermanos.

Hotels.—Americano, Victoria, Walters, Velez. Cartagena, New York.

Note.—Travelers may start here for Bogota via Calamar. Arrangements should be made for close connections, as accommodations at Calamar are primitive. A very important business is done at Cartagena and this town should receive the careful attention of every traveler. Near here is the "Sincerin," the largest sugar mill in Colombia.

CARTAGO, Department of Cauca; altitude, 3,165 feet; population, 19,000. On west bank of Vieja River (affluent of the Cauca), 99 miles (160 km.) southeast of Medellin, 196 miles (315 km.) from Bogota, 208 miles (335 km.) from Cali. Principal products: Coffee, cacao, sugar cane, tobacco, gold, cattle.

How Reached.—From Tolima, horseback by Quindío trail; from Cali, via steamers on Cauca River (Compañía de Navegación del Río Cauca; going up, 38½ hours; going down, 22 hours; navigation discontinued during dry season); from Pereira, by carretera.

Note.—This is a city of growing commercial importance. There is a considerable steamer traffic on the Cauca from Cali. Bogota is accessible by way of the Quindío Pass, Ibaguè, and Girardot. This is a meeting place for roads to Caldas, Antioquia, Tolima, the Choco, and Buenaventura.

CHIQUINQUIRA, Department of Boyaca; altitude, 8,365 feet; population, 18,000; temperature averages 60°. On west bank of Suarez River, 20 miles (32 km.) from Tunja, 82 miles (132 km.) from Bogota. Principal products: Cacao, coffee, sugar, gold, and salt. Industries: Brick and tile works, distilleries, breweries, soap and candle factories, sheep pasturing.

How Reached.—From Bogota, by rail to Nemocon; thence by horseback, via Ubatè; good road.

Hotels.—Casas, Escobar, Continental.

Bank.—R. Calderon.

Note.—This is an important commercial center and the headquarters of an important cattle country. In the neighborhood are also mines of various kinds, among them the famous "Muzo" emerald mines. Chiquinquirá is a distributing center for the Departments of Boyaca, Santander, and Cundinamarca. Weekly markets of considerable importance are held.

COROZAL, Department of Bolivar; altitude, 510 feet; population, 11,000. 245 miles (392 km.) from Cartagena and 612 miles (985 km.) from Bogota. Principal products: Corn, tobacco, yucca (cassava), rice. Industries: Agricultural; grazing; textiles; cotton embroideries; hammock weaving.

How Reached.—From Magangue, by camino de herradura; also from Sincelejo.

Note.—Corozal is the center of an important agricultural district and is visited by those who canvass closely.

CUCUTA, Department of Santander Norte, Province of Cucuta; population, 21,000; altitude, 1,050 feet; mean annual temperature, 84° F. Situated on the Zulia River, at its confluence with the Pamplonita; 34 miles (55 km.) from Puerto Villamizar, 10 miles (16 km.) from San Antonio (Venezuelan frontier), and 304 miles (490 km.) from Bogota. Principal products: Coffee, cacao, tobacco, quinine, cinchona bark.

How Reached.—From Venezuela, via Lake Maracaibo and Zulia River to Puerto Villamizar; thence by railroad. From Bucaramanga, via mule trail; five days' trip; very hard journey. From Bogota, via Central Northern highway.

Hotels.—Central, International, Europa, Continental, Colombia.

Bank.—Banco Mercantil Americano de Colombia.

Note.—This is a very important commercial community. The transportation companies on the Zulia River are controlled by houses in Maracaibo, which also have branch stores in Cucuta.

FACATATIVA, Department of Cundinamarca; altitude, 8,275 feet; population, 11,000; climate, cool; temperature averages 52°. On the Cambao cart road, 25 miles (40 km.) from Bogota, 82 miles (132 km.) from Girardot. Principal products: Lumber, wheat, corn, barley. Industry: Iron foundry.

How Reached.—From Bogota, by Sabana Railway and also by carretera; from Girardot, by Girardot Railway.

Hotels.—Central, Bolívar.

Note.—This place is of some importance, being on the road between Girardot and Bogota. As a trading center it is of secondary interest.

GIRARDOT, Department of Cundinamarca; altitude, 993 feet; population, 11,000; heavy rainfall; temperature averages 88°. On east bank of Magdalena River, near mouth of Bogota River; 25 miles (40 km.) from Juntas de Apulo; 75 miles (122 km.) from Bogota. Principal products: Tropical produce.

How Reached.—From Juntas de Apulo, by rail; from Neiva, by river steamer; from Cali, via Central Cordillera to the Quindio Pass and the Cauca Valley; from Ibague, by horseback to Chicoral, thence by rail.

Railways.—Ferrocarril de Tolima (the Espinal Railway) to Chicoral, 15 miles (25 km.); service irregular. Ferrocarril de Girardot (Colombia National Railway, Ltd.) to Facatativa, 82 miles (132 km.).

Bank.—Banco Mercantil Americano de Colombia.

Hotel.—San German.

Note.—Girardot owes its importance to the fact that it is the terminus of the railroad and an entrepôt to the famous Quindio Pass, through which travelers go to the Cauca Valley via Ibague. It is a busy center for coffee buying and shipping.

HONDA, Department of Tolima; altitude, 672 feet; population, 9,000; temperature averages 85° F.; on Guali River, at its junction with Magdalena River, 21 miles (33 km.) from La Dorada, and 81 miles (130 km.) from Bogota. Principal products: Coffee, cacao, indigo, cinchona, and gold. Industries: Breweries, distilleries, and soap factories. Lloyd's subagent.

How Reached.—From La Dorada, by rail; from Arrancaplumas, by rail. Arrancaplumas is 1½ miles farther up, the terminal port of the Upper Magdalena. Above Honda the rapids in the Magdalena prevent navigation. Above Arrancaplumas for 92 miles (148 km.) to Girardot the river is again navigable. Honda is a station on the La Dorada-Ambalema Railway. It is two hours from La Dorada to Honda by rail.

Hotels.—America, Santander.

Banks.—Banco Mercantil Americano de Colombia; Pineda Lopez & Co.; Palacio & Martinez Aparicio.

Note.—This is an important transshipping place for trade between Barranquilla, Bogota, and the interior of Colombia, due to its location at the head of the navigation of the Lower Magdalena. It is the distributing center for the towns of the cordillera.

IBAGUE, capital of Department of Tolima; altitude, 4,280 feet; population, 25,000. Located in the valley of the Combeima, 37 miles (59 km.) from Girardot and 112 miles (180 km.) from Bogota. Climate, cool; temperature averages 60° F. Principal products: Coffee, rubber, tobacco, hides, vegetables, sugar. Industry: Cattle raising.

How Reached.—From Girardot, by rail; from Cartago, via the Quindio Pass, 11,000 feet high; from Bogota, by way of Girardot. Ibague to Cartago, 3 days' journey; Ibague to Manizales, 6 days' journey; Neiva to Ibague, 7 days' journey.

Note.—This is an active commercial center. Ibague acts as a distributing point for the valleys of the Cauca and Magdalena Rivers. A road is now being built to connect Ibague with Espinal and a port on Magdalena River.

LA DORADA, on Magdalena River, 477 miles (768 km.) above Calamar; 543 miles (874 km.) from Barranquilla.

How Reached.—From Ambalema, by Dorada Railway; from Barranquilla, by steamers of Colombia Railway & Navigation Co.; time of trip, about 8 days; return trip, about 5 days; baggage allowance, 150 kilos.

Note.—This is the terminus of the Dorada Railway, which runs from La Dorada to Ambalema, 70 miles (113 km.). This line was built to get around the rapids of the Magdalena. Any importance the town possesses is due to its railway connections.

LORICA, Department of Bolivar; population, 20,000. Located 84 miles (135 km.) from Cartagena, on Sinu River, about 20 miles from its mouth. Mining and agricultural district; also oil; some cattle.

How Reached.—From Cartagena, by Sinu River.

Note.—Lorica owes its importance to the fact that it is the distributing point for the neighboring district and the Sinu Valley. It is canvassed from Cartagena. The development of the country around it is rapidly progressing. Considerable timber is cut in this vicinity. The town is well worth a visit from those who canvass closely.

MANIZALES, capital of Department of Caldas; altitude, 7,000 feet; population, 35,000. At junction of two well-traveled routes over Central Cordillera; 155 miles (250 km.) from Bogota. Climate, cool; temperature averages 60°. Principal products: Coffee, cacao, gold, silver, and copper. Industries, chiefly agricultural. Lloyd's agent, Alejandro Gutierrez.

How Reached.—From Bogota, Medellin, Ibague, or Ambalema, by mule trail. Two roads start here for Tolima, one to the northern and another to the southern part of the Department.

Hotels.—Colombia, Manizales.

Banks.—Banco Mercantil Americano de Colombia; Banco de Caldas; Banco de Deposito; Banco de Manizales; Banco del Ruiz; Banco Credito Antioqueno; Banco Industrial.

Note.—This is a very important place which, although somewhat difficult of access, is visited by many traveling salesmen. It may be canvassed with good results. There are a number of houses here which can import directly. An aerial cable is to connect Manizales with Mariquita. Eventually the Caldas Railway will connect the Department of Manizales with the Department of El Valle.

MEDELLIN, capital of Department of Antioquia; altitude, 4,860 feet; population, 72,000. On east bank of Porce River, 117 miles (188 km.) from Puerto Berrio; 332 miles (535 km.) northwest of Bogota. Climate, temperate; temperature averages 70° F. Principal industries: Manufacture of cotton goods, Panama hats, chemicals; powder works; copper foundries. Principal products: Coffee, hides, gold, silver. American consular agent in residence. Lloyd's agent, William Gordon.

How Reached.—From Barranquilla, by steamers of Colombia Navigation & Railways Co. to Puerto Berrio; thence Antioquia & Puerto

Berrio Railway to Medellin. Time, 5 days; cost, about \$60. Baggage allowance, 110 pounds. From Cartagena, by rail to Calmar; thence steamer of Colombia Navigation & Railways Co. to Puerto Berrio; Antioquia & Puerto Berrio Railway to Medellin. From Manizales, by mule trail, 5-days' journey. From Puerto Berrio, by Antioquia & Puerto Berrio Railway; time, 1 day; cost, about \$20. From Caldas, by Amaga Railway.

Hotels.—Europa, America, Marin, Lusitania, Central, Pension de Familia.

Banks.—Banco de la Republica, Ayacucho 106; Restrepo & Co.; Banco de Sucre, Colombia 189; Vasquez Canca & Co.; Commercial Bank of Spanish America (Ltd.); National City Bank of New York; Banco Mercantil Americano de Colombia (Mercantile Bank of the Americas).

Note.—Medellin, the second city of Colombia in population, is a very important distributing center in a wealthy community. In the vicinity are numerous mines. This place should be visited by all salesmen. It is a good location for an agency.

MOMPES. Department of Bolivar; altitude, 128 feet; population, 14,000. On west bank of Magdalena River; 110 miles (176 km.) southeast of Cartagena; 513 miles (825 km.) from Bogota. Principal products: Cattle, tobacco. Industries: Soap and candle factories; foundries.

How Reached.—From Cartagena, by Cartagena Railway to Calamar, and thence by river steamer; from Barranquilla, by river steamer, transferring at Magangué.

Note.—This is an important distributing point in the Department of Bolivar. A considerable volume of trade is carried on with the neighborhood. Travelers who canvass closely may find it advantageous to call here. Baggage carriers can make arrangements for furnished rooms and for meals.

NEIVA. Department of Neiva; altitude, 1,515 feet; population, 22,000; temperature averages 83°. Located on right shore of the Magdalena at its confluence with the Neiva River; 172 miles (277 km.) from Bogota; 73 miles (123 km.) from Girardot. Principal products: Cocoa, cattle. Industries: Panama hats; fiber hammocks, etc.

How Reached.—From Bogota: Sabana Railway to Facatativa; thence Girardot Railway to Girardot; thence (9 days' journey) by mule trail to Neiva. During the rainy season the journey is made by river steamer.

Banks.—Pineda, Lopez & Co.; Banco de Neiva.

Hotels.—Calderon, Reyes, Trujillo.

Note.—There is an important trade route from Neiva to Popayan through Guanacos Pass. The city is increasing in prominence.

OCANA. Department of Santander; altitude, 3,820 feet; population, 17,000; temperature averages 70° F. On the Tavia River, an affluent of the Catatumbo, 219 miles (352 km.) southeast from Cartagena, 41 miles (66 km.) from Magdalena River, and 438 miles (705 km.) from Bogota. Principal products: Coffee, cacao, ivory nuts, indigo, vanilla, corn. Industries: Soap and candle factories, distilleries.

How Reached.—From Magdalena River, by mule trail from Gamarra or Loma de Corredor; from Bodega Central, by mule trail.

Bank.—Jacome Niz & Co.

Hotel.—Central.

Note.—This place is fairly important as the surrounding country is quite rich. Travelers often stop at Gamarra or Bodega Central, and go overland to Ocana.

PALMIRA, Department of Valle; altitude, 3,053 feet; population, 25,000; temperature averages 80° F. Situated on a plain called Llanos de Malajana; 144 miles (233 km.) from Buenaventura; 20 miles (32 km.) from Cali; 288 miles (465 km.) from Bogota; and 85 miles (136 km.) northeast of Popayan (Cauca River Valley). Principal products: Tobacco, for which it is famous; also coffee, cacao, rice, sugar cane, grain. Industries: Sugar refineries, cigar making.

How Reached.—From Bogota, via Girardot Railway to Girardot; thence by rail to Chicoral; then mule back through Quindio trail to Cartago; thence steamer. From Cali or Buenaventura, by Pacific Railway.

Principal Hotels.—Americano, Cauca.

Bank.—Banco de Cauca.

Note.—This place is located in the center of the rich Cauca Valley. It may be worked to advantage, although somewhat difficult of access, from Bogota. Those who are not afraid of hard journeys will probably find it advantageous to visit Palmira. Near by is the sugar-cane plantation "La Manuelita," belonging to an American citizen.

PAMPLONA, Department of Santander del Norte; altitude, 7,200 feet; population, 16,000. Situated on west bank of Tachira River, 79 miles (127 km.) from Bucaramanga, 211 miles (340 km.) northeast of Bogota. Climate, cool; temperature averages 60° F. Principal products: Dyewoods, resin, gums, coal, gold, mica, coffee, cacao. Industries: Distilleries and breweries.

How Reached.—From Bucaramanga, by mule trail; from Bogota or Cucuta, by Central Northern highway.

Bank.—Banco de Pamplona.

Note.—A considerable volume of business is done in this place.

PASTO, Department of Narino; altitude, 8,442 feet; population, 28,000; climate, very cool; temperature averages 65° F. Situated at the foot of Pasto Volcano, 220 miles (354 km.) from Tumaco (nearest port), 510 miles (820 km.) from Bogota, and 50 miles (81 km.) from Tuquerres. Principal products: Coffee, vanilla, cacao, rice. Industries: Cotton and woolen weaving, mining.

How Reached.—From Tumaco, via local steamers, to Barba-coas; thence mule trail (hard trip; time of journey, 6 to 7 days); from Tuquerres, by mule trail; from Popayan, 9 days' journey; difficult trip.

Banks.—Banco del Sur; J. Alexander & Co.; Zaroma & Astor-quiza.

Hotels.—Central, Concordia, Victoria.

Note.—This city is located on a high plateau, with a cold climate. Population consists chiefly of Indians. Many home industries are conducted here. A considerable volume of business is transacted, much merchandise being brought in from Quito, Ecuador, via Tulcan.

POPAYAN, capital of Province of Popayan, Department of Cauca; population, 20,000; altitude, 5,740 feet. Situated on a tributary of

the Cauca River; 84 miles (135 km.) from Cali, and 354 miles (570 km.) from Bogota; has no railroad connection. Climate, cool; temperature averages 65°. Principal products: Gold, silver, platinum, copper, and other minerals. Industries: Brick works, tanneries, shoe factories, woolen mills. Lloyd's subagent, Pardo & Hurtado.

How Reached.—From Pasto, by mule trail; a difficult trip of a week's duration; from Cali, by mule trail, 3 days' journey.

Routes from Popayan to Bogota.—Direct over the Paramo de Guanacas to La Plata, and thence to Neiva; from Cartago to Ibague via Quindio Pass; by Manizales and passes leading to Ambalema or Honda.

Hotel.—Colon.

Banks.—Banco del Estado; Banco de Popayan.

Note.—An old-fashioned community with numerous traditions. Frequent local storms, sometimes very severe, occur in this vicinity. Some business is transacted here, but it is not as good a point as Tuquerres or Pasto. Most of the trading here is done with Cali. There is not much intercourse with Pasto, which is between seven and eight days distant.

PUERTO BERRIO, Department of Antioquia; altitude, 542 feet; population, 4,600. Situated on west bank of the Magdalena River; 496 miles (798 km.) from Barranquilla, 42 miles (67 km.) from Caracoli, 208 miles (335 km.) from Bogota.

How Reached.—From Barranquilla, by steamers of Colombia Railway & Navigation Co., 4 days' journey; from Calamar, by steamers of Colombia Railway & Navigation Co.; from Medellin, by rail to Botero, thence by road over crest of hill 12 miles (20 km.), and thence again by rail to Puerto Berrio; time of trip, about one day.

Note.—This place owes its importance to the fact that most of the trade of Medellin passes through it. A large business is done here.

QUIBDO, Department of Choco; altitude, 140 feet; population, 16,000. Situated on the east bank of the Atrato River, 220 miles (354 km.) above its mouth; 270 miles (435 km.) from Bogota, 90 miles (145 km.) from Medellin. Temperature averages 82° to 88°; annual rainfall, about 200 inches; wet season, March to December. Principal products: Gold, rubber, vegetables, vegetable ivory, coconuts, lumber. Industries: Platinum and gold placer mining.

How Reached.—From Cartagena, steamers for Atrato River points leave Cartagena about once every three weeks, Quibdo being the terminus of the service. (See Cartagena.)

Quibdo Road.—This road leads to Bolivar, Department of Antioquia.

Character of Merchants.—The merchants are chiefly of Turkish nationality, although there are also some Colombian houses.

Note.—This place is worked from Cartagena by steamer. It is an important place for outfitting and much barter is carried on. The Atrato River is rich in placers. Quibdo is somewhat difficult of access on account of the time required to reach it. It is canvassed chiefly by houses in Cartagena and Barranquilla.

RIO HACHA, Department of Magdalena; population, 9,500. Situated at the mouth of the Rio Hacha. Landing: Vessels lie offshore.

Distant 890 miles (1,435 km.) from Bogota, 39 miles (64 km.) from Santa Marta. Temperature averages 85°. Principal products: Cattle, horses, rubber, vegetables, gold dust, hides, and timber.

How Reached.—From Barranquilla by local steamers and small trading schooners. No regular service.

Note.—This is a very busy trading center for the portion of Colombia in which it is located. Considerable pearl fishing is done in the neighborhood.

SANTA MARTA, capital of the Department of Magdalena; population, 8,500; Caribbean port, at mouth of Manzanares; landing, from steamer to wharf; 48 miles (77 km.) east of mouth of Magdalena, 110 miles (176 km.) northeast of Cartagena: on the Santa Marta Railway. Temperature averages 86° F. Principal products: Bananas, coffee, cinchona. Industries: About 20 sugar mills; also sawmills and distilleries. American vice consul in residence. Samples cleared by American consul. Lloyd's agent, C. H. C. Bowden.

How Reached.—From Cartagena, by Santa Marta Railway, via Calamar; from Barranquilla, by regular steamer service (principally United Fruit Co.).

Hotels.—International, Oriente, Flores, Central, Gran, Santa Marta.

Note.—This place has a well-protected harbor, with channel having a depth of 36 feet at mean low water. Railway extends to quay. Santa Marta is becoming increasingly important because of the development of the surrounding country by the United Fruit Co., which operates a commissary here. Near by is the famous San Pedro Alejandrino, where the liberator, Bolivar, died.

SOCORRO, Province of Socorro, Department of Santander; population, 12,000; altitude, 4,120 feet; on the Suarez River, 162 miles (260 km.) from Bogota. Temperature averages 83° F. Principal products: Coffee, cacao, rice, cotton, indigo, and hides. Industries: Sugar mills, candle and soap factories, breweries, weaving of coarse cloth, and manufacture of straw hats.

How Reached.—From Bucaramanga, by mule trail; from Bogota, by mule trail (hard trip).

Bank.—Banco de Socorro.

Note.—Socorro is growing in prominence. A considerable volume of business is done in the neighborhood. Salesmen who canvass closely may make this place with advantage.

SONSON, Department of Antioquia; altitude, 8,258 feet; population, 30,000; climate, cool; temperature averages 65° F. On east bank of Sonson River; 75 miles (120 km.) from Medellin, 80 miles (128 km.) from Sofia (nearest railway station), and 183 miles (295 km.) from Bogota. Principal products: Coffee, corn, beans, cereals. Industries: Flour mills; cotton and woolen weaving mills; cattle raising; gold, silver, and salt mining.

How Reached.—From La Dorada, Medellin, or Manizales, by mule trail.

Note.—Sonson is visited by those who canvass the smaller towns.

TUMACO, capital of Province of Nunez, Department of Narino; population, 12,000; situated on an island; ships anchor immediately in front of town; distances, 201 miles (324 km.) from Buenaventura and 531 miles (855 km.) from Bogota. Climate, unhealthful; tem-

perature averages 78°. Principal products: Coffee, cacao, tobacco, and vegetables. Lloyd's subagent, William Jarvia.

Steamship Connections.—With Buenaventura and Panama to the north and with Guayaquil, Ecuador, and Chilean and Peruvian ports to the south. Launch service via the Patie Telembie to Barbacoas; thence mule trail to the interior.

Note.—Tunaco is the most southerly port of Colombia on the Pacific. To reach the southeastern portion of Colombia, this port offers the proper starting point. It is growing in importance.

TUNJA, Department of Boyaca; altitude, 9,200 feet; population, 9,500. Distant 99 miles (160 km.) from Bogota. Climate, cool; temperature averages 58°. The principal products are agricultural and mineral; coal mining is one of the chief industries.

How Reached.—From Zipaquirá, on road to Santa Rosa; from Bogota or Cucuta via Central Northern Highway.

Banks.—Banco Boyaca, Banco Occidente.

Hotels.—Boyaca, Republicano.

Note.—This is the center of a very extensive agricultural and commercial district. Coal is also mined in the vicinity. Certain important fairs are held here which are largely attended. The place is easily reached from Bogota.

ZIPAQUIRÁ, Department of Cundinamarca; altitude, 8,410 feet; population, 9,600; distant 34 miles (55 km.) from Bogota. Climate, cold; temperature averages 55°. Principal products: Salt, coal, iron, sulphur, lead. Mining is the chief industry.

How Reached.—From Bogota, by Ferrocarril del Norte.

Hotels.—Pedraza, Villareal.

Note.—This place is famous for its salt mines. Coal is also mined. It is visited by salesmen who canvass the smaller towns.

TOWNS OF LESS IMPORTANCE.

Occasionally direct importations are made by firms or companies located in certain of the following places. It is advisable to inquire in the nearest large town as to trade possibilities.

Abejorral, Department of Antioquia; population, 17,508; altitude, about 7,000 feet. Situated near a tributary of Cauca River; 62 miles (100 km.) from Manizales; 88 miles (144 km.) from Puerto Berrio, on Magdalena River (nearest station). Reached from Medellin by camino de herradura. Products: Salt, agricultural produce, gold, sugar, and coffee.

Aguadas, Department of Caldas; population, 26,400; altitude, 7,255 feet; reached from Medellin and Manizales by camino de herradura. Products: Sugar cane, coffee, gold, silver. Industry: Manufacture of Panama hats.

Aipe, Department of Huila; population, 6,600; altitude, 1,214 feet; on Magdalena River, between Purificacion and Neiva. This is a cattle-raising and agricultural center.

Almaguer, Department of Cauca; population, 10,900; altitude, 7,434 feet; reached from Popayan and Pasto by camino de herradura. Agricultural and mining center.

Amalfi, Department of Antioquia; population, 10,400; altitude, about 6,000 feet; distant 75 miles (120 km.) from Medellin and 81 miles (130 km.) from Paras (nearest station). Reached from Baranquilla by boat to Puerto Berrio; thence train to Estacion Sofia;

then mule train. Climate, pleasant. Agricultural and gold-mining district.

Andes, Department of Antioquia; population, 18,400; on San Juan River; reached from Medellin by camino de herradura. Chief industries: Cattle breeding, gold and salt mining.

Angostura, Department of Antioquia; population, 8,200; altitude, 5,313 feet; on west bank of Nechi River; reached from Medellin by camino de herradura.

Anolaima, Department of Cundinamarca; population, 14,400; altitude, 4,650 feet; on railroad from Girardot to Facatativa and Bogota. Products: Sugar, lead, limestone.

Apia, Department of Caldas; population, 3,000; altitude, 6,100 feet; near carretera to Rio Sucio. Products: Coffee and tobacco.

Aranzazu, Department of Caldas; population, 4,350; altitude, 5,165 feet. Reached from Manizales by carretera. Products: Coffee, cattle, etc.

Arauca, Territorio Nacional del Meta; population, 3,000; altitude, 640 feet; on Arauca River, opposite Venezuelan town Amparo; 12 miles (20 km.) from Guadualito, Venezuela (reached by camino de herradura). Products: Corn, cocoa, sugar, rice, and cattle.

Arbelaez, Department of Cundinamarca; population, 5,900. Reached from Bogota via Sibate. Situated in an agricultural district. Coffee and corn are the chief products.

Arboledas, Department of Santander del Norte; population, 9,700; altitude, 2,994 feet; 40 miles (65 km.) from Cucuta. Products: Coffee, cocoa, corn, rice, sugar.

Arjona, Department of Bolivar; population, 10,200; altitude, 344 feet; on railroad from Cartagena to Calamar. Situated in an agricultural and cattle-breeding district.

Armenia, Department of Cauca; population, 3,000. Carretera to Cartago, via El Roble. Products: Coffee and tobacco. Bank, Banco Mercantil Americano de Colombia.

Banco, Department of Magdalena; population, 5,200; port on Magdalena River; reached by river steamers. This is a commercial and agricultural center. Products: Rum, dried fish, mangrove, and the mats called "esteros de Chingale" or "petates."

Baranoa, Department of Atlantico; population, 5,324; reached from Barranquilla. Products: Cotton and yucca. Industry: Cotton weaving.

Barbosa, Department of Antioquia; population, 10,960; altitude, 4,247 feet; $2\frac{1}{2}$ miles (4 km.) from Medellin, on railroad between Medellin and Puerto Berrio. Products: Gold, sugar, and salt. Industries: Cattle breeding and mining.

Barichara, Department of Santander; population, 11,336; altitude, 5,200 feet; reached from Bucaramanga by camino de herradura. Products: Tobacco, cotton, henequen. Industry: Manufacture of straw hats.

Baudo, Department of Choco; population, 7,000; on the Baudo River, a short distance from Pizarro (at its mouth), and 124 miles (200 km.) southeast of Medellin. Alluvial gold industry. Sugar, tobacco, and corn are the chief products. Baudo is four hours' travel from the coast.

Belen, Department of Boyaca; population, 6,164; altitude, 8,860 feet; reached from Bogota via camino de herradura. Cattle-breeding district.

Bituima, Department of Cundinamarca; population, 5,000; altitude, 3,756 feet. Agricultural and mining center.

Bolivar, Department of Santander; population, 12,410; altitude, 6,435 feet; distant 7 miles (12 km.) from Velez; reached from Bucaramanga by camino de herradura. Products: Coffee, preserves, amethysts. Center of agricultural region.

Caceres, Department of Antioquia; population, 2,210; altitude, about 650 feet; on left bank of the Cauca River, 403 miles (650 km.) from Bogota. Camino de herradura to Yarumal. Reached from Barranquilla, via Cauca and Nechi Rivers, to Zaragosa; thence mule trail. Industries: Gold dredging, coal mining.

Calamar, Department of Bolivar; population, 6,350; situated on west bank of the Magdalena. This is the terminus of the Cartagena Railway, and is also connected by canal with Cartagena. Products: Cotton, tobacco, balsam, divi-divi, lumber.

Campo Alegre, Department of Huila; population, 5,138; altitude, 1,800 feet; carretera to Neiva. Products: Sugar cane, maize, bananas, cocoa. Industry: Gold mining.

Canasgordas, Department of Antioquia; population, 8,100; near headwaters of Sucre River; reached by camino de herradura from Antioquia or Medellin.

Candelaria, Department of Valle; population, 8,900; altitude, 3,152 feet. Camino de herradura from Buga. Products: Maize, bananas, sugar cane, cocoa.

Caqueza, Department of Cundinamarca; population, 10,000; altitude, 5,785 feet; located midway between Sabane de Bogota and Llanos de Meta; carretera to Forneque; distant 25 miles (40 km.) from Bogota (nearest station). This is a commercial and agricultural center. Coffee, corn, honey, wax, and textiles are its chief products.

Carmen, Department of Bolivar; population, 16,350; altitude, 492 feet; on a small tributary of Magdalena River, 59 miles (96 km.) from Cartagena. Products: Tobacco, corn, coffee, rice, plantains, yucca.

Carmen, Department of Choco; population, 8,315; altitude, 6,916 feet. Reached from Medellin by camino de herradura. Agricultural center.

Carmen de Caru, Department of Cundinamarca; population, 7,650; altitude, 9,745 feet; located 60 miles (98 km.) from Bogota, in a coal-mining and agricultural district.

Cerete, Department of Bolivar; population, 4,265; situated 180 miles (290 km.) from Cartagena, at a point where Sinu River separates in two branches. Carretera to Loricá and Sincelejo. This is a commercial district. Products: Cattle, hides, and balsam.

Cerrito, Department of Valle; population, 6,300; altitude, 3,063 feet; on Cerrito River. Carreteras to Buga and to Candelaria. Agricultural center; sugar cane and cattle are chief products.

Chaparral, Department of Tolima; population, 7,266; situated on Magdalena River, 43 miles (70 km.) from El Guano (nearest station). Carretera to Ataco, which is on Saldana River. Products: Coffee, cereals, rice, caoutchouc. Mines of gold, silver, and copper; asphalt deposits.

Charala, Department of Santander; population, 9,900; altitude, 4,751 feet; on a tributary of Suarez River. Carretera to Bucara-

manga and Zapatoca. Products: Cacao, sugar, cotton, and cattle. Industries: Tanneries, blanket manufacturing.

Chinacota, Department of Santander del Norte; population, 8,213; altitude, 6,320 feet; situated on east bank of Tachira River, 10 miles (16 km.) southeast of Bochalema, which is on carretera to Cucuta. It is also on Central Northern highway from Bogota to Cucuta. Agricultural center.

Chinu, Department of Bolivar; population, 12,000; reached from Mangangue, via Sincelejo; also by camino de herradura from Loricá. Products: Cattle, yucca, corn, and rice.

Chiriguana, Department of Magdalena; population, 6,500; situated near Cesar River, 25 miles (40 km.) east of Cartagena. Reached from El Benico, on Magdalena, by camino de herradura via Chiquinquira and Boyaca; from Bogota, via Zipaquira, by camino de herradura from latter place. Products: Cattle, cocoa.

Choconta, Department of Cundinamarca; population, 9,900; altitude, 8,732 feet; 48 miles (78 km.) from Zipaquira and 62 miles (100 km.) from Bogota. Roads to Tunja, Suesca, Nemocon, and Bogota. Products: Cereals, asphalt. Industry: Harness making.

Cienaga, Department of Magdalena; population, 14,600; situated on east shore of Cienaga de Santa Marta. Reached from Santa Marta by railroad; from Puerto Viejo by steamers; coasting trade. Products: Cotton, tobacco, bananas, cocoa.

Cienaga de Oro, Department of Bolivar; population, 9,750; situated on Martinez River; reached from Monteria, on Sinu River, by camino de herradura. Resources: Agricultural products, alluvial gold mines, cattle.

Concordia, Department of Antioquia; population, 10,000; altitude, 3,000 feet; situated on Cauca River. Reached from Medellin by camino de herradura. Products: Corn, tobacco, coffee, sugar, cattle.

Convencion, Department of Santander del Norte; population, 8,250; distant 802 miles (1,294 km.) from Bogota and 22 miles (36 km.) from Cucuta. Carretera de Ocana to Puerto de la Gloria, on Magdalena River. Products: Coffee, cacao, caoutchouc, corn.

Coyaima, Department of Tolima; population, 5,500; altitude, about 1,100 feet; on right bank of Saldana River, near El Suamo. Products: Cattle, yucca, and plantains.

Cumbal, Department of Narino; population, 5,300; altitude, 12,297 feet; halfway between Ipiales and Tulcan, Ecuador, in an agricultural region.

Duitama, Department of Boyaca; population, 10,000; altitude, 8,239 feet; carreteras to Belen and to Ramiquiri, via Tunja. Resources: Orchards; manufacture of esparto matting.

Evejico, Department of Antioquia; population, 4,802; altitude, about 2,200 feet; located near Sopetran.

Envigado, Department of Antioquia; population, 8,900; a river port; on Amaga Railway; 6 miles (10 km.) from Medellin by carretera. Coffee is the chief source of wealth.

Espinal, Department of Tolima; population, 16,300; altitude, 1,085 feet; on Espinal railroad to Girardot; 3 miles (5 km.) from west bank of Magdalena River. Reached from Girardot and Ibague. Chief product: Tobacco. Pottery is made here.

Fomeque, Department of Cundinamarca; population, 6,700; altitude, 6,467 feet; on the road to the Territorio de Meta, 21 miles (35 km.) from Bogota; agricultural center. Fruits and vegetables are among the products of the region.

Fredonia, Department of Antioquia; population, 18,176; altitude, 6,060 feet; on railroad, 28 miles (45 km.) from Medellin, 68 miles (110 km.) from Providencia. Products: Sugar, coffee, coal.

Frontino, Department of Antioquia; population, 4,000; altitude, 5,100 feet. Located 42 miles (67 km.) from Bogota, on an affluent of Sucho River, not far from the carretera to Antioquia. Products: Ivory nuts, rubber, woods, gold, coffee, and sugar. This is an important commercial center.

Gacheta, Department of Cundinamarca; population, 12,500; altitude, 5,643 feet. Distant 31 miles (50 km.) from Zipaquirá and 37 miles (60 km.) from Bogota. Carretera to Bogota, via Guasca. Products: Agricultural, cattle, sulphur, and salt.

Garagoa, Department of Boyaca; population, 7,950; altitude, 5,200 feet. Products: Cacao, cattle, asphalt. Industry: Blanket weaving.

Garzon, Department of Huila; population, 10,800; on east bank of Magdalena River. Carretera to Gigante, Campo Alegre, and Neiva. Products: Cacao, caoutchouc, etc.

Girardota, Department of Antioquia; population, 8,110; altitude, 4,590 feet; on railway, 2 miles (3 km.) from Medellin. This is a port on Medellin River. Products: Sugar, bananas, and gold.

Guaca, Department of Santander; population, 5,000; altitude, 8,400 feet; southeast of Bucaramanga, 10 miles (16 km.) from San Andres, which is reached by carretera. Industry: Manufacture of woolen fabrics.

Guaduas, Department of Cundinamarca; population, 10,650; altitude, 3,368 feet; near the Magdalena River, on the route from Bogota to Honda. Carretera to Facatativa. Products: Coffee, sugar cane, tobacco, indigo, cotton, coal, asphalt. Industries: Sugar mills and cigar factories.

Guamo, Department of Tolima; population, 15,350; altitude, 1,094 feet; near junction of Magdalena and Saldana Rivers, 11 miles (18 km.) from Ibagué; accessible by railway via Espinal. Products: Yucca, corn, rice, and aniseed. Industry: Manufacture of aguardiente (brandy).

Ipiales, Department of Narino; population, 14,615; altitude, 3,081 feet; situated near south bank of Male River. Carretera to Pasto. This is an industrial center, having tanneries and cabinetmaking establishments. A customhouse is located here, and the town has commerce with Ecuador.

Istimina, Department of Choco; population, 11,100; reached from Buenaventura or Quibdó. This is one of the chief markets for platinum from Rivers Condoto, Iro, and others.

Ituango, Department of Antioquia; population, 4,530; northwest of Yarumal and west of Cauca River; on carretera. Agricultural center.

Jamundi, Department of Valle; population, 3,250; altitude, 3,365 feet. Railroad to Cali, 12 miles (20 km.) north. Products: Maize, bananas, cocoa.

Jardin, Department of Antioquia; population, 7,850. Carretera north to Jerico. Products: Gold, silver, coffee, bananas, and sugar.

Jenezano, Department of Boyaca; population, 7,560; altitude, 7,107 feet; situated on Jenezano River, 3 miles (5 km.) from Ramiriqui, with which it communicates by carretera. Reached from Bogota via Nemocon. Fruit-growing and cattle-raising district.

Jerico, Department of Antioquia; population, 15,191; altitude, 6,790 feet. Distant 43 miles (69 km.) from Medellin by camino de herradura; 100 miles (160 km.) from Pavas (nearest station). Products: Coffee, cattle. Industries: Weaving mills, breweries.

Jesus Maria, Department of Santander; population, 13,230; altitude, 6,326 feet. Located in an agricultural district, near Puente Nacional, which is on carretera to Chiquinquirá.

Junin, Department of Cundinamarca; population, 11,758; altitude, 5,975 feet. Carretera to Chipaque and Bogota. Agricultural district.

La Ceja, Department of Antioquia; population, 3,870; altitude, 2,200 feet. Carrateras to Sonson and La Aguada.

La Cruz, Department of Santander; population, 8,000; altitude, 1,405 feet; southeast of Ocana. Carretera to Ocana, San Pedro, and Bucaramanga, via Cachira.

La Cruz, Department of Narino; population, 3,600; altitude, 7,889 feet. Carreteras to La Union and to Almagner, via Bolivar de Cauca. Products of cold zones grow here.

La Mesa, Department of Cundinamarca; population, 20,250; altitude, 4,205 feet; on north bank of Bogota River, 34 miles (55 km.) from Bogota. This town is reached from Bogota via Facatativa by railway, and is on road from Bogota to upper Magdalena. Products: Cereals, coffee, cacao, salt. Distributing center for agricultural produce, straw hats, etc.

La Palma, Department of Cundinamarca; population, 6,000; altitude, 4,781 feet. Carretera to Pacho and Facatativa. Agricultural district.

Magangue, Department of Bolivar; population, 7,534; altitude, 175 feet; on left bank of Cauca River, near its confluence with Magdalena. Carretera to Since, Sincelejo, and Loricá. Trade is conducted with Cartagena and Barranquilla. Textile mills are located here. Fairs are held in February, June, and September. Bank, Banco Central.

Malaga, Department of Santander; population, 7,630; altitude, 7,262 feet; distant 62 miles (100 km.) from Bucaramanga and 93 miles (150 km.) from Puerto Villamizar; on Central Northern highway running from Bogota to Cucuta. Products: Corn, wheat, copper, lead, mercury.

Manta, Department of Cundinamarca; population, 10,000; altitude, 1,870 feet; located 53 miles (85 km.) from Bogota, near Machenta and Choconta.

Manzanares, Department of Tolima; population, 1,423; mining and agricultural center; on railway to Honda; carretera to Mariquita.

Marmato, Department of Caldas; population, 2,800; altitude, about 4,000 feet; reached from Puerto Berrio by rail to Sofia, thence by mule train. This is a rich gold-mining center; mines are leased to Colombian Mining & Exploration Co. of London.

Miraflores, Department of Boyaca; population, 16,150; altitude, 4,340 feet; reached from Bogota; camino de herradura to Zipaquirá.

Mogotes, Department of Santander; population, 8,314; altitude, 5,582 feet. Carreteras to Charula and Soata, and to Bucaramanga via Zapatoca. Industries: Coal mining and preserving of fruits.

Moniquira, Department of Boyaca; population, 10,764; altitude, 5,797 feet; on bank of Moniquira River, 34 miles (55 km.) from Tunja. Products: Sugar cane, cotton, fruits, copper mines. Industries: Fruit preserving.

Monteria, Department of Bolivar; population, 8,000; on the Sinu River, near Ciénaga of Betanci, which is navigable. Carreteras to Loricá, via Cereté, and to Ciénaga. Communication by steamboat and gasoline craft with Cartagena. Products: Ivory nuts, lumber, cattle, gold, and rice.

Natagaima, Department of Tolima; population, 6,823; altitude, about 1,650 feet. Products: Bananas, yucca, rice, sugar, gold, and copper. Industries: Manufacture of hammocks and blankets.

Neiva, Department of Caldas; population, 8,060; altitude, about 5,200 feet. Carreteras to Manizales in the south and to Salamina in the north. This is a cattle-raising center.

Onzaga, Department of Santander; population, 7,450; distant 87 miles (140 km.) from Bucaramanga. Products: Cotton, cacao, wheat, bananas, sugar, timber. Sulphurous springs are found here.

Ortega, Department of Tolima; population, 7,659; located 17 miles (28 km.) west of Guamo and 20 miles (32 km.) southwest of Espinal. Resources: Cattle raising, yucca.

Pacho, Department of Cundinamarca; population, 13,750; altitude, 6,076 feet; near the source of Rio Negro, 15 miles (25 km.) from Zipaquirá. Carretera to Facatativa. Sources of wealth: Iron and coal mining, iron foundries; also agricultural products.

Pacora, Department of Caldas; population, 6,612; altitude, 5,475 feet. Carretera to Aguadas and to Salamina. Products: Cattle, gold, and silver.

Paez, Department of Cauca; population, 7,744. Distant 261 miles (420 km.) from Bogota.

Paipa, Department of Boyaca; population, 8,877; altitude, 7,869 feet; near Suarez River; 31 miles (50 km.) from Santa Rosa. Nearest station, Zipaquirá; thence by camino de herradura to Paipa. Carretera to Sotaquirá and Tunja. Cotton and woolen weaving are the chief industries.

Pensilvania, Department of Antioquia; population, 4,409; on La Miel River, over 30 miles (48 km.) southeast of Sonsón. Agricultural and mining center.

Pereira, Department of Caldas; population, 633; altitude, 4,765 feet; situated on Ostun River. Carreteras to Santa Rosa de Cabal and Cartago. This is a cattle market. Semiannual fairs are held here.

Pesca, Department of Boyaca; population, 10,702; altitude, 8,735 feet; on Pesca River. Carreteras to Tola and Miraflores. Pesca is a market for wool and cereals.

Piedecuesta, Department of Santander; population, 11,950; altitude, 3,312 feet; on Rio de Oro, 12 miles (20 km.) from Bucaramanga, which is reached by carretera; also reached from Zapatoca by carretera, via Lebrija. Products: Cocoa, coffee, cotton, tobacco, fruit. Industries: Straw hats, cigars, preserves, leather.

Pitalito, Department of Huila; population, 4,800; altitude, about 4,100 feet: on an affluent of the Magdalena. Carreteras to Garzon and to Ceja and San Augustin.

Puebloviejo, Department of Boyaca; population, 9,000. Carreteras to Tota and Pesca, and to Miraflores via Chameza. Agricultural district.

Puerto Colombia, Department of Atlantico; population, 2,500; near mouth of Magdalena River; seaport of Barranquilla, 17 miles (27 km.) up the river. Railway to Barranquilla, two trains daily except Sunday. Landing: Steamers lie alongside pier.

Puerto Wilches, Department of Santander; a port on Magdalena River; terminus of Puerto Wilches Railway to Bucaramanga.

Purificacion, Department of Tolima; population, 8,758; altitude, 2,650 feet. Situated near Magdalena River, about 10 miles (16 km.) southeast of Guamo.

Ramiriqui, Department of Boyaca; population, 6,485; altitude, 2,270 feet; distant 87 miles (140 km.) from Bogota. Carreteras to Tunja and to Jenezano. Industries: Coal mining, manufacture of blankets and cloaks, cattle raising, etc.

Ricaurte, Department of Cundinamarca; population, 5,950; altitude, 1,093 feet; distant 3 miles (5 km.) from Girardot (nearest station). Products: Tobacco, cattle. Industry: Cigar manufacturing.

Rio Negro, Department of Antioquia; population, 11,800; altitude, 1,250 feet; on west bank of Pantanilla River, 27 miles (44 km.) from Marinilla. Carretera to Medellin (northwest). Industry: Tanning.

Rio Negro, Department of Santander; population, 17,600; altitude, 3,175 feet; on Lebrija River, which is navigable; 12 miles (20 km.) from Bucaramanga. Products: Coffee, caoutchouc, gold, and asphalt.

Rio Sucio, Department of Caldas; population, 5,689; altitude, 5,942 feet; distant 32 miles (52 km.) from Manizales. Principal product, coffee, which is exported from Buenaventura. Industries: Gold, silver, and coal mining.

Roldanillo, Department of Valle; population, 9,200; altitude, 3,152 feet; distant 155 miles (250 km.) from Cordoba (nearest station). Carretera to Buga via Tulua. Products: Cacao, sugar, hides, fiber cloth.

Sabanalarga, Department of Atlantico; population, 10,230; altitude, about 350 feet. Carretera to Barranquilla. Products: Cattle, coffee, sugar, tobacco, cotton, corn, beans.

Saboya, Department of Boyaca; population, 6,937; altitude, 9,194 feet; near Suarez River. Carretera to Puerto Nacional and Bolivar de Santander; also to Chiquinquirá and Facatativa. Agricultural district.

Sahagun, Department of Bolivar; population, 10,000; altitude, 406 feet. Reached by camino de herradura from Magangué via Sincelajo; also by camino de herradura from Monteria via Rio Sinu. Agricultural and cattle-raising district.

Salamina, Department of Caldas; population, 9,116; altitude, 1,812 feet; distant 31 miles (50 km.) from Manizales. Carreteras to Pacora and to Arazanú and Manizales. Agricultural and cattle-raising district.

Salazar, Department of Santander del Norte; population, 11,070; altitude, 2,797 feet; on Salazar River, southwest of Cucuta. Products: Coal, coffee. An annual fair is held.

Samaniego, Department of Marino; population, 2,758; altitude, 4,560 feet. Carretera to Tuquerres. Gold and quartz are mined.

San Andres, Department of Santander; population, 16,000; altitude, 6,808 feet; on Guaca River, near Lago Ortices. Carretera to Guaca. Agricultural center. Coconuts constitute an important product.

San Andres Island; population, 2,244; located 51 miles (83 km.) south of Providencia.

Sandona, Department of Narino; population, 3,000; near Pasto.

San Francisco, Department of Caldas; population, 971; distant 6 miles (10 km.) from Manizales, from which it is reached by carretera. Agricultural and cattle-breeding district.

San Gil, Department of Santander; population, 10,000; altitude, 3,628 feet; on San Gil River, 290 miles (466 km.) from Bogota. Carretera to Barichara and Zapatoa. Products: Tobacco, cotton. Industries: Manufacture of cotton sheeting, blankets, and hats.

San Juan, Department of Bolivar; population, 3,814. Carretera to Calamar (railway station) and to Carmen. Agricultural district.

San Onofre, Department of Bolivar; population, 11,293; near Tolu, on Gulf of Morrosquillo (Tolu is reached from Cartagena).

San Pablo, Department of Narino; population, 1,759; altitude, about 3,500 feet. Carretera to Barbaeos (on the northwest).

San Roque, Department of Antioquia; population, 3,000; distant 53 miles (85 km.) from Medellin. Carretera to Medellin via Marinilla. Route: Barranquilla to Puerto Berrio; thence by railroad to Sofia; thence mule train.

Santa Ana, Department of Tolima; population, 2,641; altitude, 3,000 feet; near Honda.

Santander, Department of Cauca; population, 8,869; altitude, about 3,500 feet; distant 50 miles (80 km.) from Popayan and 77 miles (125 km.) from Buenaventura. Products: Cacao, coffee, hides, gold. Distributing center.

Santa Barbara, Department of Antioquia; population, 6,034; altitude, about 4,950 feet; east of Abejorral and Sonson. Products: Tobacco, coffee, coal, salt, limestone.

Santa Rosa de Cobal, Department of Caldas; population, 4,000; altitude, 5,576 feet; located 42 miles (68 km.) from Bogota (nearest station). Carretera to Pereira and Manizales. Mines of iron, silver, and cinnabar are found here. Other industries: Weaving of blankets and manufacture of Panama hats.

Santa Rosa de Osos, Department of Antioquia; population, 10,060; altitude, 5,800 feet; between Medellin and Puerto Berrio, 40 miles of Nechi River; 31 miles (50 km.) from Medellin, 93 miles (150 km.) from Cacoli (nearest station), and 6 miles (9 km.) from Valdivia (port on Cauca River). Resources: Alluvial gold, copper, iron, precious stones. Best reached by steamers from Barranquilla to Puerto Berrio; thence train to Sofia; thence mule train to Yarunito and Santa Rosa.

Santo Domingo, Department of Antioquia; population, 9,000; altitude, 5,800 feet; between Medellin and Puerto Berrio, 40 miles (65 km.) from Medellin; carretera to Medellin. Mining and agricul-

tural center. Route: Steamers from Barranquilla to Puerto Berrio; thence railroad to Estacion Sofia; then mule train.

Santuario, Department of Caldas; population, 5,000; altitude, 6,894 feet; near Marmato. Agricultural and cattle-raising district.

San Vicente, Department of Antioquia; population, 5,728; altitude, 2,123 feet. Carreteras to Santo Domingo and to Marinilla and Medellin via Rio Negro.

San Vicente, Department of Santander; population, 3,000; altitude, about 1,550 feet. Distant 10 miles (16 km.) west of Zapatoca, in an agricultural district.

Silvia, Department of Cauca; population, 6,043; altitude, 8,275 feet; distant 22 miles (35 km.) from Popayan; carreteras to Quilichao and to Popayan. Products: Cattle, cereals, etc.

Since, Department of Bolivar; population, 16,300; reached from Magangue by camino de herradura. Products: Coffee, sugar, rice, corn, cereals, and fiber manufactures. This is a center of trade.

Sincelejo, Department of Bolivar; population, 14,000; altitude, 722 feet; on tributary of San Jorge River. Good roads to Tolu, on Gulf of Morrosquillo, and to Magangue, on the Magdalena. Reached by steamer from Cartagena to Tolu, on Bahía de Aspata; thence by camino de herradura. Distances: To Corozal, 15 miles (25 km.); to Cartagena, 261 miles (420 km.). Products: Sugar, honey, cattle. Industry: Distilleries. Bank: Arturo Garcia e Hijos.

Soacha, Department of Cundinamarca; population, 3,590; altitude, 8,436 feet; distant 10 miles (16 km.) from Bogota, on Southern Railway.

Soata, Department of Boyaca; population, 13,650; altitude, 6,710 feet. Carretera to Pamplona and Mogotes via San Andres. Products: Sugar, dates, etc. This is a commercial town.

Sogamoso, Department of Boyaca; population, 14,647; altitude, 8,320 feet; commercial town on Sogamoso River. Products: Hides, cereals, copper, silver, mercury, coal. Carretera to Pesca and Miraflores.

Sopetran, Department of Antioquia; population, 7,865; altitude, about 2,250 feet; located near Cauca River. Carretera to Antioquia and Medellin. Products: Gold, coal, and agricultural produce. Industry: Manufacture of straw hats. This is the trade center of an agricultural and grazing district.

Sucre, Department of Bolivar; population, 8,058; on Mogana River; reached from Magangue.

Tambo, Department of Cauca; population, 4,471; altitude, about 5,560 feet. Mining and agricultural district. Carreteras to Popayan, and to Cali via Jamundi.

Tamesis, Department of Antioquia; population, 5,460; altitude, 4,820 feet; southeast of Jerico, near Valparaiso. Carretera to Santa Barbara and La Ceja. Products: Gold, silver, coffee, cattle.

Tibana, Department of Boyaca; population, 9,073; altitude, 8,256 feet; near Jenezano. Carretera to Ramiriqui and Tunja. Manufacturing and agricultural district.

Timbio, Department of Cauca; population, 4,471; altitude, about 5,400 feet. Carretera to Popayan, about 10 miles (16 km.) northeast. Agricultural and mining district.

Timbiquí, Department of Cauca; population, 1,441; altitude, about 20 feet; on Timbiquí River (near the Pacific Ocean). Gold mines are located here.

Titibi, Department of Antioquia; population, 13,725; altitude, 5,187 feet; reached from Medellín by camino de herradura. Industries: Gold, silver, coal, and iron mines with good output; also iron foundries. Important mines near by: Zanzudo, Segovia, Frontino.

Tocaima, Department of Cundinamarca; population, 5,783; altitude, 1,416 feet; northwest of Girardot, on railway, 56 miles (90 km.) from Bogotá; near the road to Ricaurte, Agua de Dios, and Vloca. Sulphur springs are found here.

Tulua, Department of Valle; population, 4,256; altitude, 3,320 feet; on Tulua River. Carretera to Buga and to Cali, via Palmira. Products: Cocoa and cattle. Reached from Bogotá and Cucuta by the Central Northern Railway.

Tuquerres, Department of Narino; population, 7,195; altitude, 3,150 feet; carreteras to Pasto and to Barbaçoas; climate, cold. Products: Gold and salt; also sulphur. Industrial and agricultural center. Distances: From Tumaco, 120 miles (194 km.); from Bogotá, 350 miles (562 km.).

Turbo, Department of Antioquia; population, 916; near west coast of Uraba Gulf; carretera to Antioquia via Canasgordas. Platinum is found here.

Ubate, Department of Cundinamarca; population, 9,597; altitude, 8,469 feet; carretera to Zipaquirá; agricultural and cattle-raising district.

Urao, Department of Antioquia; population, 6,330; altitude, 6,326 feet; on Penderisco River, 20 miles (32 km.) from Antioquia.

Valle de Upar, Department of Magdalena; population, 7,301; altitude, 436 feet; on Guatapuri River. Products: Silver, copper, lead.

Velez, Department of Santander; population, 9,481; altitude, 7,190 feet; carretera to Bolívar de Santander and Puerto Nacional. Products: Coffee and guava preserves. Weekly ferias (bazaars) are held.

Yarumal, Department of Antioquia; population, 21,250; altitude, 7,372 feet; distant 28 miles (45 km.) from Medellín; communicates with ports of Valdivia and Randal (on Cauca River), and is reached from these points by mule trail. Products: Coffee, corn, beans, cattle, gold, and silver. This is a commercial and mining center.

Yolombo, Department of Antioquia; population, 2,618; altitude, 4,823 feet. Carretera to Santo Domingo, Marinilla, and Medellín. Route: Steamers from Barranquilla to Puerto Berrio; thence railroad to Estación Sofá; then mule train.

Zapatoca, Department of Santander; population, 10,600; altitude, 8,700 feet; on west bank of Sogomoso River, 217 miles (350 km.) from Bogotá. Products: Coffee, sugar cane, caoutchouc, indigo, rice, tobacco, corn, lead. Industry: Manufacture of Jipijapa hats. Camino de herradura to Puerto de Bananca-Bermeja on Magdalena River; carretera to Piedecuesta and to Socorro. About 50 miles (80 km.) distant are several oil wells operated by the Tropical Oil Co.

VENEZUELA.

Maps Nos. 8, 9, and 11.

Location.—A Republic of northern South America, lying wholly within the Tropics. Bounded on the north by the Caribbean Sea, on the east by British Guiana and Brazil, on the south by Brazil, and on the west by Colombia.

Area and Population.—The area is officially estimated at 394,000 square miles. The coast line is about 2,000 miles in length. According to the official estimate of population, December 31, 1916, there were about 7 inhabitants per square mile. Detailed statistics by States are as follows:

State.	Population.	Capitals.	Population.
Apure.....	29,252	San Fernando de Apure.....	7,000
Aragua.....	113,333	La Victoria.....	7,800
Anzoategui.....	161,958	Barcelona.....	16,000
Bolivar.....	69,312	Ciudad Bolivar.....	18,000
Carabobo.....	198,396	Valencia.....	54,000
Cojedes.....	104,262	San Carlos.....	10,700
Falcon.....	169,393	Coro.....	14,000
Guarico.....	220,644	Calabozo.....	4,000
Lara.....	231,189	Barquisimeto.....	35,000
Monagas.....	90,415	Maturin.....	5,000
Merida.....	113,400	Merida.....	13,000
Miranda.....	172,874	Ocumare del Tuy.....	10,000
Nueva Esparta.....	51,121	La Asuncion.....	3,300
Portuguesa.....	114,559	Guanare.....	5,000
Sucre.....	116,142	Cumana.....	15,000
Tachira.....	132,020	San Cristobal.....	16,000
Trajillo.....	183,481	Trajillo.....	11,000
Yaracuy.....	102,280	San Felipe.....	7,000
Zamora.....	75,493	Barinas.....	6,000
Zulia.....	185,320	Maracaibo.....	60,000
Territorio Amazonas.....	45,097	San Fernando de Atabapo.....	5,500
Delta Amacuro.....	9,213	Tucupita.....	3,000
Federal District.....	100,000	Caracas.....	100,000
Total.....	2,789,154		

Topography.—The country may be roughly divided into four sections: First, the Guiana highlands, covering the territory south and east of the Orinoco River; second, the great central plains and river valleys of the Orinoco Basin, known as the llanos; third, the north-eastern chain of the great Andean cordillera, forming the north-western portion of the Republic and bounding the llanos on the northwest; fourth, the dry, healthful tablelands or plateaus of the north and northwest, bordering on Lake Maracaibo.

The llanos of the Orinoco cover about 108,000 square miles. The population other than Indian tribes is very sparse, and much of the territory is almost unknown.

The northwestern Andean section covers about 42,000 square miles. Here are many high peaks, including La Columna (26,350 feet) and six other peaks whose altitude exceeds 13,600 feet.

The Lake Maracaibo region covers about 28,000 square miles.

Rivers and Lakes.—The chief river is the Orinoco, which, with its affluents, provides a great system of waterways. Other important rivers are the Aroa, Tocuyo, Zulia, Escalante, Palmar, Mitare, Unare, Apure, Portuguesa, and Yaracuy. The principal lake is Maracaibo, which covers an area of about 8,000 square miles and is navigable in its entirety. It is connected with the Gulf of Venezuela and the Caribbean Sea by a strait 34 miles (59 km.) in length and 5 to 9 miles (8 to 15 km.) in width. Lake Valencia is between Valencia and Caracas and is navigable by small steamers.

Climate.—The climate varies from the tropical heat of the lowlands and llanos to the mild temperatures of the plateaus and mountain section. There are in reality three zones: The coast, or warm lands, up to 2,000 feet, which is the altitude limit of cacao and coconuts; second, the temperate zone, ranging from 2,500 to 6,500 feet above sea level; third, the tierra fria, or cold region, above 6,500 feet.

Seasons.—The rainy or winter season on the llanos lasts from April to October; the dry or summer season from November to March. In the temperate regions the climate is exceedingly delightful and healthful. The seasons here are rainy and dry, as in the lowlands, but not so definitely marked. The temperature averages between 50° and 77° F.

Principal Products.—Venezuela is very important from an agricultural standpoint. The chief crops are coffee, cacao, and sugar; others are tobacco, cotton, maize, and rubber.

Stock Raising.—The cattle and meat industries are of the utmost importance. The national herd numbers about 3,500,000 head. Hides, refrigerated beef, etc., are important items of commerce.

Forest Resources.—Venezuela has forest resources which are practically unlimited. Probably 50 per cent of the entire area of Venezuela is under timber. Hardwoods of many varieties abound.

Manufacturing.—Much of the manufacturing, with the exception of the cotton textile industry, is of a minor character. There are tanning plants, shoe factories, breweries, flour mills, sugar refineries, soap and candle factories, and cigar and cigarette factories.

Mineral Wealth.—Venezuela is very rich in minerals. Copper, silver, iron, coal, gold, oil, and magnesite are mined. Salt is now mined by the Government in various places. The mines at Aroa are important. There are large deposits of asphalt in the Maracaibo region; also petroleum.

Inhabitants.—The racial elements are completely intermixed. There are a few pure whites, but a very large percentage of the population is mestizo—mixed Spanish and Indian. There is also a considerable amount of Negro blood.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Red D Line.—Bliss, Dallett & Co., agents, 82 Wall Street. Sailings from Pier 11, Montague Street, Brooklyn. Departures for La

Guaira and Maracaibo weekly; for Puerto Cabello fortnightly; for La Vela de Coro every alternate week—transshipment at Curacao, Dutch West Indies. Fare from New York to La Guaira, \$70-\$85; New York to Puerto Cabello, \$75-\$90; La Guaira to New York, \$80-\$95; Puerto Cabello to New York, \$70-\$85; Curacao to La Guaira, \$11.

Trinidad Line.—Trinidad Shipping & Trading Co., 29 Broadway. Sailings from Pier 24, Robinson Stores, Brooklyn. Departures fortnightly for Trinidad, Windward Islands, thence by connecting steamer for Ciudad Bolivar (Angostura).

Compagnie Générale Transatlantique.—Fortnightly sailings.

AVERAGE TIME OF TRIPS.—New York to La Guaira, 8 days; New York to Puerto Cabello, 11 days; Curacao to La Guaira, 1 day; Curacao to Maracaibo, 1 day; San Juan, Porto Rico, to La Guaira, 4 days; San Juan, Porto Rico, to Puerto Cabello, 6 days; La Guaira to Maracaibo, 2 days; La Guaira to Puerto Cabello, 1 day; Port of Spain, Trinidad, to Ciudad Bolivar, 2 to 3 days.

OTHER LINES VISITING VENEZUELAN PORTS.

Harrison and Leyland Lines.—Monthly service from Liverpool. Steamers leave Liverpool for Barbados, Trinidad, La Guaira, Puerto Cabello, Curacao, and Cartagena; thence to a United States Gulf port, and return to Europe.

Compañía Trasatlantica de Barcelona.—One steamer per month; Cuba; Italy; Barcelona, Spain; San Juan, Porto Rico; Habana, Cuba; Port Limon, Costa Rica; Puerto Colombia, Colombia; Curacao; Puerto Cabello and La Guaira, Venezuela; thence back to San Juan, Teneriffe, and Spain.

Compagnie Générale Transatlantique.—Monthly sailings from St. Nazaire, France, to Guadeloupe, Martinique, West Indies; La Guaira and Puerto Cabello, Venezuela; Puerto Colombia and Cartagena, Colombia; and Colon, Panama; and return. Also monthly sailings from Havre (Bordeaux), France, to Santander, Spain; Guadeloupe; Martinique; Trinidad; Carupano and La Guaira, Venezuela; Colombia, Colombia; Port Limon, Costa Rica; and return. These services alternate fortnightly.

La Veloce.—Monthly steamers to Colon, via Port Limon, Costa Rica, and to Italy via Trinidad and Barbados.

Royal Mail Steam Packet Co.—Fortnightly service from Halifax to British West Indies and Demerara, British Guiana. Connecting steamers at Port of Spain, Trinidad, for ports in Venezuela.

NOTE.—Travelers should make careful inquiry of steamship agents regarding prospective arrivals and departures of European and American vessels. By being on the alert it is often possible to take advantage of an unscheduled sailing and thereby gain a day or two.

COASTWISE SERVICE.

Red "D" Line.—Steamers *Caracas* and *Philadelphia* leave La Guaira every fortnight alternately on Saturday at 6 p. m., arriving at Curacao, D. W. I., Sunday, 6 a. m. To go to Maracaibo it is necessary to transfer to the steamer *Merida*, which arrives at Maracaibo Monday afternoon. Steamers *Maracaibo* and *Zulia* leave

La Guaira every fortnight alternately on Friday at 6 p. m., touching at Curacao on Saturday morning and arriving at Maracaibo on Sunday, 1 p. m.

Government Steamship Service.—Between Maracaibo and Ciudad Bolivar—steamers *Manzanares* and *Venezuela*—touching en route at La Vela, Cumarebo, Tucacas, Porlamar, Carupano, Rio Caribe, Colon, Tucupita, Barrancas, and San Felix. Fares from Maracaibo: To Puerto Cabello, \$14; to La Guaira, \$18; to Cumana, \$26; to Colon, \$36; to Ciudad Bolivar, \$45. Baggage allowance: First-class passengers are allowed 50 kilos (110 pounds) free. Excess baggage charges are made at the rate of \$2 per 100 kilos (220 pounds).

Compañía Anónima Venezolana de Navegación.—Steamer *Delta* leaves Ciudad Bolivar on alternate Saturdays, arriving at Port of Spain, Trinidad, the following Monday; leaves Port of Spain alternate Thursdays, arriving at Ciudad Bolivar the following Saturday.

Compañía Anónima de Navegación Fluvial & Costanera.—Service between La Guaira, Curacao, and Maracaibo. Time between La Guaira and Maracaibo, two days; to interior points of the cordillera region, via lake steamers, six days. Typical itinerary: Leave La Guaira Monday, arrive at Maracaibo Wednesday; leave Maracaibo Friday, arrive at La Guaira Monday. Stops are made both coming and going at Curacao. These boats connect with lake steamers at Maracaibo.

LAKE SERVICE.

Government Steamship Service.—Steamer *Progreso*, between Maracaibo and Encontrados, leaving on Saturdays and returning on Tuesdays; steamer *Nuevo Fenix*, between Maracaibo and lake ports of La Ceiba, Bobures, and Santa Barbara, leaving Saturdays and returning on Thursdays. Passenger fares from Maracaibo: To La Ceiba, about \$8; to Santa Barbara, about \$10; to Encontrados, \$15; from mouth of Escalante to Santa Barbara or La Ceiba, \$5. Baggage allowance: First-class passengers are allowed 50 kilos (110 pounds) free; the excess baggage rate is about \$2 per 100 kilos (220 pounds).

Telegraph Rates.—Messages from 1 to 10 words in length, 1 bolivar (\$0.193); 11 to 15 words, 1.25 bolivars (\$0.24); 16 to 20 words, 1.50 bolivars (\$0.29); 21 to 25 words, 1.75 bolivars (\$0.34); every additional five words, 0.25 bolivar (\$0.05). These rates are doubled on messages sent from 7 p. m. to 6 a. m., and on Sundays and holidays.

Cable Rates.—Compagnie Francaise des Cables Telegraphiques: To United States, east of Mississippi River, 5 bolivars (\$0.965) per word; west of Mississippi River, 5.25 (\$1.01); Habana, Cuba, 5.70 (\$1.10); Curacao, 1.20 (\$0.23); Colon, Panama, 7.50 (\$1.45); Porto Rico (San Juan or Ponce), 8.25 (\$1.59).

Quarantine Regulations.—There are no quarantine regulations in Venezuela against passengers from the United States. If a passenger shows signs of suspicious illness, he may be detained. Vaccination against smallpox is obligatory.

Documents.—A passport, viséed by consul of Venezuela at port of departure, is exacted of all travelers.

SALESMEN'S SAMPLES.—Samples of no commercial value, such as small pieces of fabrics and wall paper not exceeding 50 centimeters (19.7 inches) in length are admitted free of duty to an amount of 25 kilos (55 pounds). Samples of fabrics in excess of that amount are dutiable at \$3.43 per 100 pounds, gross weight.

Bond.—On samples admitted free of duty a bond is required guaranteeing their reexportation within one year. If duties have actually been paid they can not be refunded. Duties are collected upon any portion of samples not reexported within the time specified.

Reexporting Samples.—Samples may be reexported through any port of the Republic, but the traveler must present the bill of lading of the coasting steamer (*poliza de cabotaje*) on which the samples have been sent to the customhouse where exportation is to be made, and the items must agree exactly with the samples presented by the traveler and with the list of samples as made out upon their entry. The "*poliza de cabotaje*" must be obtained when the traveler gives the original bond. It should be carefully preserved.

Time Required for Clearance.—As a rule, when samples are brought as baggage they can be cleared within a few hours. Samples having no commercial value can be cleared without difficulty, but a customs broker will be able to expedite the clearance of samples having a definite value.

Duties on Advertising Matter.—Catalogues, as such, are free of duty. Printed matter used for advertising purposes, such as pamphlets, calendars mounted on lithographed boards, etc., must pay a duty of \$1.37 per 100 pounds gross weight. Advertising matter with lithographed or printed designs bearing no advertisements (printed matter) pays a duty of \$17.13 per 100 pounds gross weight.

Baggage Rates.—To avoid excess baggage charges, it is desirable to send baggage from La Guaira to Caracas by freight, which costs 58 cents per 100 kilos (\$0.26 per 100 pounds). If carried as excess baggage it costs \$1.93 per 100 kilos (\$0.875 per 100 pounds).

Travelers' Taxes.—There is no travelers' tax of any kind, either national or municipal, in Venezuela. Travelers may proceed to do business unhampered by any rules or regulations.

Best Visiting Time.—While there is no very great difference in the seasons, it is found desirable to visit Venezuela in the months from November to March. In most lines the salesman must arrange his visit in accordance with his particular business. As in other Latin-American countries, dealers generally (especially in the interior) desire to be provided with good stocks of merchandise for Christmas, Easter, and the national holidays.

TRANSPORTATION FACILITIES.

Railways.—Communication on the whole is not highly developed. There are no important railway lines, and the most extensive line in operation is 111 miles (179 km.) long. The total mileage of operated track in Venezuela is only 530. This is due largely to the sparseness of the population and its distribution in a long, narrow strip of territory.

Roads.—The character of the roads has improved greatly in recent years, and there are now good roads for vehicles from Caracas to La Guaira and Macuto; from Caracas to Valencia (to be continued to

San Cristobal); from Caracas to Guatire (construction to be continued to Ciudad Bolívar). In the more remote sections of the country the chief method of transportation is still by means of mule carts, pack animals, etc.

Steamship Lines.—The chief dependence is still upon steamers which skirt the coasts and connect Lake Maracaibo with points on the Orinoco River. The *Compañía Anónima Venezolana de Navegación* has a very complete service.

Orinoco River Points.—The distance from Caracas or La Guaira to Ciudad Bolívar, on the Orinoco, is very great. As a result, the trade of the latter with Port of Spain, Trinidad, is considerable. Vessels from the United States touch at Port of Spain and many travelers transfer there to the light-draft steamers which maintain service to Ciudad Bolívar.

Caracas Region.—The chief city of Venezuela and its most important commercial point is Caracas, about an hour's ride from La Guaira. In Caracas are located many of the important business houses of Venezuela, and a number of these maintain branches in some of the more distant cities of the Republic, which serve as distributing centers for their respective regions.

Maracaibo Region.—Maracaibo, on Lake Maracaibo, is also located at a considerable distance from Caracas. From this region Zulia, on the Zulia River, and the flourishing city of Cucuta, in Colombia, are reached by way of Villamizar. Trujillo and Merida, in this section, are also important commercially.

Routes to Follow.—Many commercial travelers go directly from the United States to La Guaira and thence to Caracas, where they can best decide which way to continue their trips. In any event, the important commercial regions can be reached either by steamer or train. These include places on the coast, in the Orinoco region, and the Maracaibo district.

Other Suggestions.—Travelers who wish to work the eastern region of Venezuela first can leave New York for Port of Spain, Trinidad, and transship there for Ciudad Bolívar, which is reached by the steamers of the *Compañía Anónima Venezolana de Navegación*. If the traveler wishes to canvass this section, he can go by other steamers along the coast, reaching eventually La Guaira. If it is desired to canvass thoroughly the western region before making Caracas and La Guaira, the traveler can sail from New York to Curacao and take steamer there to Maracaibo. Various other combinations are possible as can be seen by reference to the steamship routes outlined on previous pages.

SUGGESTED ITINERARIES.

Maracaibo Region.—New York to Curacao; local steamer to Maracaibo; steamer via the Catatumbo River to Santa Barbara; Ferrocarril de Santa Barbara to El Vigía; by cart road to Merida.

From Maracaibo, by steamer to Puerto Villamizar; thence by Cucuta Railway to Cucuta, Colombia.

From Maracaibo, by local steamer to La Ceiba; thence by Gran Ferrocarril de La Ceiba to Trujillo.

From Maracaibo, by steamer to Coro; Ferrocarril de La Vela y Coro to La Vela; steamer to Tucacas; Bolívar Railway to Barquisimeto.

Caracas Region.—From Tucacas by steamer to Puerto Cabello; Puerto Cabello & Valencia Railway to Valencia; Gran Ferrocarril de Venezuela to Caracas; La Guaira & Caracas Railway to La Guaira.

From Caracas by Central Railway to Santa Teresa.

From La Guaira, by steamer to Guanta; Ferrocarril de Guanta a Naricual to Barcelona.

From Guanta by steamer to Cumana; thence to Carupano.

Region of Ciudad Bolivar.—From New York by the Trinidad Line to Port of Spain, Trinidad; steamer to Ciudad Bolivar; steamer from Ciudad Bolivar, if desired, to Carupano, Cumana, Guanta, and La Guaira. Travelers coming to Ciudad Bolivar from New York may reverse the itineraries suggested above.

DISTANCES.—From Caracas to: Barcelona (in miles), 155 (250 km.); Barquisimeto, 164 (264 km.); Coro, 248 (400 km.); Cumana, 248 (400 km.); La Guaira, 23 (37 km.); Maracaibo, 572 (920 km.); Merida, 466 (750 km.); Valencia, 112 (180 km.). From Puerto Cabello to: La Guaira, 65 (104 km.); Tucacas, 40 (64 km.); Valencia, 34 (54 km.). From La Guaira to Ciudad Bolivar, 286 miles (461 km.).

PRINCIPAL RAILROADS.—From Valencia to Puerto Cabello—Valencia & Puerto Cabello Railway, 34 miles (54 km.); Caracas to Valencia—Gran Ferrocarril de Venezuela, 111 miles (179 km.); Caracas to La Guaira—La Guaira & Caracas Railway, 22 miles (36 km.); Guanta to Barcelona—Ferrocarril de Guanta a Naricual, 11 miles (18 km.); Caracas to Santa Tereza—Central Railway of Venezuela, 37 miles (60 km.); La Ceiba to Ronacayolo—Gran Ferrocarril de La Ceiba, 50 miles (81 km.); La Vela to Coro—Ferrocarril de La Vela y Coro, 8 miles (13 km.); Tucacas to Aroa—Bolívar Railway Co., 55 miles (88 km.); Puerto Bolívar to Barquisimeto—Bolívar Railway Co., 101 miles (163 km.); Santa Barbara to El Viga—Ferrocarril de Santa Barbara y El Viga, 37 miles (60 km.); Encontrados to La Uruca—Gran Ferrocarril del Tachira, 71 miles (115 km.).

Consignments.—Under the customs regulations it is not permissible to consign goods "to order." Banks, therefore, can not receive consignments.

Drafts.—Salesmen should not instruct their houses to send drafts to banks with documents attached. This method offers the foreign seller no protection, as the consignee named in the invoice can, for a small fee, secure copies of the necessary documents from the customhouse.

Hotel Rates.—In the larger cities the rates for the best hotels (American plan) range from \$2 to \$3.50 American gold. Hotels of secondary importance and those in the smaller towns charge less, from \$1.50 to \$2.50 per day. Travelers should patronize the best grade of hotels for the sake of business prestige.

Health Precaution.—Travelers are urged to take all possible precautions when visiting the region around the south shore of Lake Maracaibo, as this part of the country is infested with malaria.

Holidays.—The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized, except in the smaller towns. The following are legal holi-

days: January 1, New Year's Day; April 19, first movement for independence; June 24, Battle of Carabobo; July 5, Independence Day; October 28, Bolívar Day; December 19, national holiday; December 25, Christmas Day.

CHIEF COMMERCIAL CENTERS.

BARCELONA, capital of the State of Anzoategui; altitude, 46 feet; population, 16,000. Situated on west bank of Neverí River, 3 miles (5 km.) from ocean; 11 miles (17 km.) from Guanta; 155 miles (250 km.) from Caracas; 62 miles (100 km.) from Cumana. Mean annual temperature, 80° F. Principal products: Cattle, cotton, cacao, sugar, tobacco. Industries: Jerked beef, cattle raising; near by are coal and salt mines. Lloyd's agent, J. Marcos Raffetti. Customhouse broker, E. Dominiel e Hijos (Sucs.).

How Reached.—From Guanta, by Ferrocarril de Guanta a Nari-cual; from La Guaira, by steamers.

Banks.—Banco de Caracas; Banco de Venezuela.

Hotels.—Oriental, Nacional, Vesubio.

Note.—This is a very good trading center, with a rapidly growing business. There are a number of importing wholesalers; also some retailers who import direct. Considerable business is transacted with the neighboring cities.

BARQUISIMETO, State of Lara; population, 35,000; altitude, 1,722 feet; on the Barquisimeto River. Climate temperate (region of valleys). Temperature averages 78° F. Distant 164 miles (264 km.) from Caracas, 90 miles (145 km.) from Puerto Cabello. Principal products: Coffee, cacao, sugar, copper, iron, sulphur, and rum. Industries: Manufacture of fiber hammocks, bags, etc.; stock raising.

How Reached.—From Puerto Cabello, by railroad by way of Hacha and Tucacas. (Bolívar Railway de Tucacas to Barquisimeto.) Roads start from Barquisimeto to Tocuyo, Cojedes, Portuguesa, San Felipe, Aroa, Carona.

Principal Hotels.—Sucre, Vesubio, Venesuello.

Note.—This city should be visited by salesmen, as it is not difficult of access. A large distributing business is conducted with the surrounding country. Sugar Central Rodeo is located here.

CARACAS, capital of the Republic; altitude, 3,000 feet; population, 100,000. Distant 23 miles (37 km.) from La Guaira; 112 miles (180 km.) from Valencia; 29 miles (47 km.) from Charallane; 37 miles (59 km.) from Santa Lucia. Climate: Although it is in the tropical section, Caracas enjoys constant springtime weather, due to its situation and altitude. Temperature averages 68° F. December to April are the driest months and July, September, and October are the wettest. Principal products: Cacao, coffee, tobacco, etc. Industries: Lumber, cigar and cigarette, soap and candle, Portland cement, paper, and textile factories. American minister and American consular agent in residence.

How Reached.—From Valencia and Puerto Cabello, by Central Railway of Venezuela; from La Guaira, by Caracas-La Guaira Railway.

Banks.—The National City Bank of New York and the Mercantile Bank of the Americas maintain branches here; Royal Bank of Can-

ada; Commercial Bank of Spanish America; Banco de Caracas; Banco de Venezuela; H. L. Boulton & Co.

Hotels.—Gran Hotel Klindt, Gran Hotel, Gran Hotel Continental, Alemania, America, Barcelones, Filadelfia, New, Universal, de Familia, Italia.

Customhouse Brokers.—H. L. Boulton & Co.; Perret & Co.

Note.—This is the most important commercial center in Venezuela. There are numerous importing wholesale houses; also some retailers who are in a position to make direct importations. A number of these firms maintain branches in some of the more distant cities of the Republic. An agency could well be located here. Some houses appoint two agents, one here and one at Maracaibo. A number of the more important cities of Venezuela are usually made from this point.

CARUPANO, State of Sucre; altitude, 23 feet; on Caribbean Sea; landing, open roadstead; population, 13,000; temperature averages 81° F. Distant 12 miles (19 km.) from Río Caribe; 64 miles (103 km.) from Guariquen; 28 miles (45 km.) from Coiguar; 40 miles (65 km.) from Cumana. Principal products: Cacao, coffee, sugar, cotton, woods, minerals. Industries: Manufacture of straw hats, fiber weaving, rum distilleries. Lloyd's agent, Santos Erminy.

How Reached.—From La Guaira and Maracaibo, by steamers *Manzanares* and *Venezuela*.

Hotels.—Victoria, Itrocchia, Vensulio.

Banks.—Banco de Venezuela (A. Lucca e Hijos, agents); Banco de Caracas (J. Orsini e Hijos, agents).

Customhouse Brokers.—Santa Ermini, J. Orsini e Hijos.

Note.—Carupano is a thriving city in the eastern part of the Republic; quite accessible, and is being visited by an increasing number of salesmen. A number of concerns here are in a position to make direct importations. The chief trade is with La Guaira.

CIUDAD BOLIVAR, capital of the State of Bolivar; population, 18,000; altitude, 186 feet. Situated on right bank of Orinoco River, 372 miles (600 km.) from its mouth. Landing: Vessels lie alongside quays. Climate, tropical (region of plains); temperature averages 85°. Distant 590 miles (950 km.) from Caracas; 300 miles (483 km.) from Port of Spain, Trinidad; 286 miles (461 km.) from La Guaira. Industries: Manufacture of cigars; cattle raising. Principal products: Gold, silver, mercury, tobacco, sugar, coffee, woods, hides, cattle. American consular agent in residence. Lloyd's agent, Robert Henderson, jr. Customhouse broker, J. Carranza.

How Reached.—From Puerto Cabello and La Guaira by local steamers *Manzanares* and *Venezuela*; from Port of Spain, by weekly steamer, making points on Orinoco River.

Banks.—Banco de Venezuela (J. Boccardo & Co., agents); Dalton & Co.'s Successors; Royal Bank of Canada.

Hotels.—Bolivar, Gran, Manoni, Venezuela, D'Anello, Chiarelli, Union, Central.

Steamship Service.—During the wet season, May to December, the Welcome Steamship Co. (Ltd.) operates a monthly service to Demerara, Paramaribo, Cayenne, and Trinidad. The Cia. de Navegación Fluvial y Costanera de Venezuela maintains service to Trinidad,

where connections are made with the Royal Mail Steam Packet Co. and the Trinidad Line.

Notes.—Ciudad Bolívar is the center of the Orinoco River trade. Local steamers and sailing vessels maintain communication between Puerto Cabello, La Guaira, Guanta, Cumana, Carupano, and Ciudad Bolívar. Many coastwise lines include calls at Curacao and Port of Spain. Navigation above Ciudad Bolívar during high water from June to November by large boats; other months by small craft only. Small steamers also ply between Ciudad Bolívar and San Fernando; time of trip, six days. Numerous houses here are in a position to make direct importations.

CORO, capital of the State of Falcon; altitude, 100 feet; population, 14,000; temperature averages 82°. Situated at the head of the Gulf of Coro, which affords good anchorage. La Vela de Coro is 6 miles distant on other side of neck of land. Distant 248 miles (400 km.) from Caracas; 56 miles (90 km.) from Curacao. Principal products: Coffee, corn, lumber, construction wood, minerals, and hides. Industries: Cattle raising; manufacture of aguardiente. Customhouse brokers, I. A. Senior e Hijo.

How Reached.—From La Vela, by La Vela-Coro Railway (8 miles); from New York, by steamers of Red D Line, via Curacao.

Bank.—Banco de Venezuela (I. A. Senior e Hijo, agents).

Hotels.—Coriano, Occidental.

Note.—Coro is a very important city in the northern part of Venezuela. Accessible from Maracaibo or Caracas. A good distributing business is done with the surrounding country. A number of merchants make direct importations.

CUMANA, State of Sucre; population, 15,000. Landing: Vessels lie alongside wharf. Located on both banks of Manzanares River, 1 mile above its mouth; 248 miles (400 km.) from Caracas and 62 miles (100 km.) from the sea. Temperature averages 86°. Principal products: Coffee and tobacco; beans, sugar, hides. Industry: Manufacture of cotton goods. Customhouse broker, Jose Gabriel Minez.

How Reached.—From La Guaira and Carupano by steamers *Manzanares* and *Venezuela*.

Bank.—Banco de Venezuela.

Note.—The Cumana and Carupano Pier & Tramway Co. operate pier 830 feet long; warehouse at end of tramway. This is a growing town. A general distributing business is done here and there are some wholesale and retail firms who import direct.

LA GUAIRA, Department of Vargas, Federal District; population, 14,000; on Caribbean Sea. Landing: Good piers; vessels lie alongside. Distant 65 miles (104 km.) from Puerto Cabello; 23 miles (37 km.) from Caracas (but less than 3 miles by air line). Temperature averages 85° F. Principal products: Coffee, cocoa, hides, and skins. Industries: Manufacture of hats and shoes; small sugar mills. American consul and vice consul in residence. Lloyd's agent, Albert Wallis.

How Reached.—From Caracas, by Caracas-La Guaira Railway; from Puerto Cabello, by steamers *Manzanares* and *Venezuela*; from Maracaibo and Curacao, by steamer *Merida* of the Red D Line; from Macuto and Maiquetia, by railroad.

Customhouse Brokers.—E. Aranaga & Son; J. Boccardo & Co.; A. Dupony & Co.; Fred Eraso; R. Escobar, Hijo; Ernest Krogh; Legerburn Hnos. y Cia.; E. Marturet & Co.; Perret y Cia.

Banks.—Banco Mercantil Americano; Banco de Venezuela; H. L. Boulton & Co.

Hotels.—Neptuno, Espanol, Alemania, Pension La Mejor, Familia.

Port and Baggage Fees.—The Corporation of the Port of La Guaira (office opposite station of railroad, Maiquetia to Macuto) makes the following charges: Ship's passengers arriving or departing, 2 bolivares (\$0.39) each; passengers conducted to or from steamer in boat, each person, 3 bolivares (\$0.58); baggage to or from abroad, per 100 kilos (220 pounds), 2 bolivares; baggage to or from other ports in the Republic, per 100 kilos (220 pounds) or fraction thereof, 1 bolivar (\$0.193); these rates include transportation of baggage to customhouse. The corporation has no authorized agents, and payments should be made direct and receipt obtained.

Note.—La Guaira is the chief port of entry of Venezuela. Practically all of the business for the central part of the Republic passes through this port. Owing to the excessive heat the traveler should expedite his business here as much as possible.

MARACAIBO, capital of State of Zulia; altitude, 25 feet; population, 60,000; landing, from steamer to wharf. Distant 572 miles (920 km.) from Caracas. Temperature averages 86° F. Warmest months are July and August. Principal products: Asphaltum, marble, cinchona, coffee, cocoa, copaiba, sugar. Industries: Fine rum, sugar, flour, and chocolate. American consul and vice consul in residence. Lloyd's agent, John Robertson (acting).

How Reached.—From La Guaira, by coastwise steamer service (La Guaira, Puerto Cabello, La Vela, and Maracaibo); from Merida, by Zulia and Tachira Railway to Santa Barbara or La Ceiba; thence steamers to Maracaibo. There is an electric tramway to Maracay.

Customhouse Brokers.—H. L. Boulton & Co.; Oliva Ribali & Co.; Pinedo & Co.

Steamship Service.—To Encontrados, on Catatumbo River; to San Carlos, on Escalante River, by way of Lake Maracaibo.

Hotels.—Los Andes, Zulia, Americano Lago, Bismarck, Colon.

Banks.—The Mercantile Bank of the Americas has a branch here; Royal Bank of Canada; Banco de Maracaibo; Banco Comercial; Banco de Venezuela; National City Bank of New York; H. L. Boulton & Co.

Note.—This city has a chamber of commerce. Active trade is carried on by large steamers between Maracaibo and La Ceiba. Maracaibo is sometimes chosen as a place to establish an agency or subagency when the principal office is located in Caracas. A large volume of trade is carried on with the surrounding country and even into eastern Colombia via the Zulia River. Exports of coffee amount to about \$5,000,000 to \$6,000,000 annually. This is the chief distributing point for the States of Lara, Merida, Tachira, Trujillo, Zulia, and Santander.

MARGARITA ISLAND, situated off the north coast; area, 444 square miles; 45 miles long, 5 to 20 miles wide; population, 60,000; chief port, Porlamar. Juan Griego is the principal town. There is a customhouse at Pampatar. The island is visited by steamers of the Venezuela Costanera & Fluvial Co.; also by sailing vessels from

Carupano, Cumana, and Guanta. Pearl fishing is the chief industry. There is a large export of pearls to Europe. At times as many as 6,000 men have been engaged in the industry. Other products are hides, goatskins, divi-divi, and a famous handmade hammock. Magnesite is produced by an American company.

MERIDA, capital of the State of Merida; population, 13,000; altitude, 5,303 feet; located in the heart of Sierra Merida, 466 miles (750 km.) from Caracas. Climate, cool and moist (region of valleys and mountains); temperature averages 75°. Principal products: Coffee, cacao, rice, wheat, gold, copper, coal, salt. Industries: Preserving of fruits; carpet weaving; manufacture of cotton and woolen goods.

How Reached.—From La Guaira via Lake Maracaibo.

Leading Hotels.—Los Andes, Briceno, Merida.

Note.—This is a very important town in western Venezuela, usually made in connection with Maracaibo. It is easily reached by local service from La Guaira or Caracas and is a good business place with considerable direct importing.

PUERTO CABELLO, State of Carabobo; population, 20,000; landing, vessels lie alongside quays. Situated on a narrow peninsula north of Golfo de Trieste, 65 miles (104 km.) west from La Guaira, 34 miles (54 km.) from Valencia; 40 miles (64 km.) from Tucacas, 27 miles (44 km.) from Urama. Temperature averages 80°. Principal products: Coffee, cacao, copra, woods, hides, and skins. Industries: Corn-grinding mills, cotton-cloth mills, sawmills, marble works, and cigarette factories. American consul and vice consul in residence. Lloyd's agent, Ramirez Tirado (acting).

How Reached.—From Valencia by Ferrocarril Ingles (3 hours); from La Guaira by steamers *Manzanares* and *Venezuela*; from Barquisimeto, by rail or steamer; from Caracas, by rail (12 hours).

Customhouse Brokers.—H. L. Boulton & Co.; Rivas, Hermanos & Co.; E. Berrizbeitia & Co.; Pedro Ramirez Tirado & Co.; Capriles y Torres Guerra.

Hotels.—Baños, Universal, de France.

Banks.—Banco de Venezuela; Royal Bank of Canada; Banco Mercantil Americano.

Note.—Puerto Cabello owes its importance to its excellent harbor. It is visited by a number of steamship lines and there is good communication with the rest of Venezuela. Some of the principal houses of Caracas have branches here. There are a number of wholesale firms here, also some retailers who are in a position to make purchases abroad. A highway runs to Macuto and Maracay; the time of trip by automobile to Macuto 8 hours, and to Maracay 5 hours.

TUCACAS, State of Falcon; population, 2,000; on the shore of the Caribbean Sea, north of the mouth of the Aroa River. Landing: Steamers lie alongside quays. Distant 54 miles (87 km.) from the Aroa mines, 102 miles (163 km.) from Barquisimeto, 40 miles (64 km.) from Puerto Cabello. Products: Coffee, cattle, sugar, etc.

How Reached.—From Puerto Cabello, by local steamers *Manzanares* and *Venezuela*; from Barquisimeto, by Bolivar Railway.

Note.—Tucacas owes its importance chiefly to the mines of La Aroa. It is usually canvassed from La Guaira.

VALENCIA, capital of the State of Carabobo; altitude, 1,581 feet; population, 54,000. Situated on west bank of Cabriales, 3 miles from its mouth, near Lake Valencia; distant 56 miles (90 km.) from Tucacas, 34 miles (55 km.) from Puerto Cabello, and 112 miles (180 km.) from Caracas. Temperature averages 80° F. Principal products: Coffee, cocoa, sugar, hides, tobacco, beans, etc. Industries: Cattle raising, cotton mills, sawmills, and foundries.

How Reached.—From Puerto Cabello, by Puerto Cabello Railway (six stations); time, three hours. From Caracas, via Central Railway of Venezuela. There is an automobile service to Nirgua.

Principal Hotels.—Lourdes, Ottolina, Olivares.

Banks.—Banco de Caracas (Th. Gosewisch, agent); Banco de Venezuela (Berrizbeitia & Co., agents).

Note.—Valencia has numerous wholesale and retail firms who are in a position to import direct. Sugar Central Tacarigua, the largest in the district, is located near by.

TOWNS OF LESS IMPORTANCE.

Occasionally direct importations are made by firms or companies located in certain of the following places. It is advisable to inquire in the nearest large town as to trade possibilities.

Alta Gracia, State of Zulia; population, 7,000; opposite Maracaibo, on Lake Maracaibo; reached by sailboat from Maracaibo (one hour's sail). Agriculture and fishing are the chief industries. The town has a considerable commerce.

Aragua, State of Anzoategui; population, 9,000; distant 44 miles (71 km.) from Santa Rosa, 36 miles (58 km.) from San Lorenzo, and 38 miles (60 km.) from Zaraza (via Carnesecco). Products: Sugar, fruits, lumber. Industries: Aguardiente, hammocks, mantas, and shawls. Aragua is chiefly dependent on Caracas.

Asuncion, State of Nueva Esparta, on Margarita Island; population, 3,300; situated on Copey River, 6 miles (10 km.) northwest of Pampatar.

Bailadores, State of Merida; population, 4,300; altitude, 5,500 feet; 19 miles (30 km.) from Guaraque, and 63 miles (101 km.) from Merida. Carretera to Merida. Products: Peas, sugar, potatoes, tobacco, coffee, corn.

Barinas, capital of Zamora; population, 6,000; on south bank of Santo Domingo River. Steamer communication with Ciudad Bolivar. Products: Coffee, cacao, sugar cane, tobacco. Distant 30 miles (48 km.) to San Silvestre, 91 miles (146 km.) to Nutrias (on the Apure).

Betijoque, State of Trujillo; population, 10,000; altitude, 2,400 feet; distant 8 miles (14 km.) from Sabana de Mendoza (carretera), 9 miles (15 km.) from Esque (carretera), and 17 miles (27 km.) from Valera. Products: Coffee, cacao, sugar, and fruits.

Bocono, State of Trujillo; population, 15,000; altitude, about 4,100 feet; climate, temperate; reached by carretera from Trujillo, 27 miles (44 km.); also from Guanare, 68 miles (109 km.). Products: Coffee, wheat, sugar, fruits, salt, and coal.

Cagua, State of Aragua; population, 4,000; in the midst of a rich agricultural region, on the railroad from Caracas to Valencia. Some timber is cut in this vicinity.

Calabozo, capital of State of Guarico; population, 4,000; on the left bank of the Guarico River, in a cattle-raising district. Reached from Caracas by carretera connecting with Gran Ferrocarril de Venezuela. Two roads lead to San Fernando, the shorter being 74 miles (119 km.) in length. There is also a carretera to Ortiz, Pao de Cojedes, El Sombrero.

Camaguan, State of Guarico; on Rio Portuguesa, near San Fernando de Apure; reached from the latter place by camino de herradura; also by boats; distance, 12 miles (19 km.). Calabozo is 67 miles (108 km.) distant.

Camatagua, State of Aragua; population, 6,000; distant 61 miles (99 km.) from Caracas. Chief industries: Cattle and horse raising. Products, agricultural.

Carache, State of Trujillo; population, 9,000; altitude, about 3,650 feet; on west bank of Carache River. Carreteras to Trujillo, 32 miles (51 km.), and Tocuyo, 48 miles (78 km.). Products: Coffee, cotton, sugar, wheat, and fruits.

Carora, State of Lara; population, 9,000; altitude, about 1,050 feet. Distances: To Guarico, 77 miles (125 km.); to Barquisimeto, 76 miles (122 km.). Products: Coffee, fruits. Industries: Stock raising and tanning. This is a distributing center for a large district.

Coriaco, State of Sucre; on Caricua River. Its export trade is conducted through the ports of Cumana and Carupano.

Churuguara, State of Falcon; population, 2,500; altitude, about 3,100 feet. Distance to San Luis, 31 miles (50 km.). Carretera to Coro. Products: Coffee, sugar, woods, fruits.

Cura, Villa de, State of Aragua; population, 12,000; altitude, 1,600 feet; on carretera Guarico to San Juan and San Sebastian, near Lake Valencia. Products: Coffee, cacao, indigo, sugar, cotton. Distance to La Victoria, 25 miles (40 km.); to Cagua (nearest station), 7 miles (12 km.).

Duaca, State of Lara, located 27 miles (44 km.) from Lara, on railway from Barquisimeto to Tucacas. Products: Coffee, cacao, cotton, cereals.

El Sombrero, State of Guarico; altitude, about 520 feet; on Guarico River; 28 miles (45 km.) from El Calvario, 67 miles (108 km.) from Chaguaramas, 51 miles (82 km.) from Calabozo; and connected with these towns by carreteras. Products: Cattle, hides, sugar, fruit. Industry: Manufacture of hats.

El Ortiz, State of Guarico; population, 5,000; altitude, about 400 feet; on Paya River (affluent of Guarico); 60 miles (96 km.) from Calabozo, 22 miles (35 km.) from Mesa de Paya, and 66 miles (106 km.) from Pao de Cojedes. Products: Cattle, cheese, hides, coffee, tobacco.

El Palmar, State of Bolivar; population, 5,000. Distant 50 miles (80 km.) from Orinoco River. Carretera to San Felix and to Caruachi on Caroni River.

Guanare, capital of Portuguesa; population, 5,000; altitude, 450 feet; located $2\frac{1}{2}$ miles (4 km.) from Guanare River, communicating with Ciudad Bolivar and towns on the Orinoco and Apure Rivers. Products: Coffee, cacao, cattle, iron. Ospino and Chabasquen are each 32 miles (52 km.) distant, and Bocono de Barinas 22 miles (35 km.).

Juan Griego, State of Nueva Esparta; north of Santa Ana; northwest of Pampatar. This is an important town of Margarita Island and trades with the continent. Shipbuilding is its chief industry.

Lagunillas, State of Merida; population, 4,500; altitude, 3,175 feet. Located 22 miles (35 km.) southwest of Merida and 14 miles (23 km.) from Estangues.

La Union, State of Zamora; on right bank of Portuguesa River; reached from Ciudad Bolivar via Portuguesa and Orinoco Rivers; in summer it has communication with Caracas and Valencia. Products: Cattle, hides, cheese, feathers.

La Vela, State of Falcon; population, 2,500; port of Coro, 8 miles (12 km.) distant, and connected with it by La Vela & Coro Railway; reached from Maracaibo by Government steamers.

La Victoria, State of Aragua; population, 7,800; altitude, 1,500 feet; on east bank of Aragua River; 62 miles (99 km.) southwest of Caracas, 19 miles (31 km.) from Maracay (railway), 25 miles (40 km.) from Villa de Cura, 31 miles (50 km.) from San Sebastian, and 59 miles (96 km.) from Camatagua. It is connected with Valencia and Caracas by railway. Products: Cereals, vegetables, copper, iron, coffee, sugar, etc. Industries: Cigars, soap, hemp. Hotels: Inglesias, Otolimo, Suarez.

Los Teques, State of Aragua. Situated in an agricultural region, on railroad from Caracas to Valencia.

Maracay, State of Aragua; population, 6,000; altitude, 1,510 feet. Distant 19 miles (31 km.) from La Victoria, by railway; 53 miles (85 km.) from Caracas; on railway from Caracas to Valencia. This town is in the midst of a rich agricultural region, the chief products being coffee and sugar cane. There is also some cattle raising and timber cutting.

Maturin, capital of Monagas; population, 5,000; altitude, 250 feet; distant 17 miles (27 km.) from Chaguaranal, 28 miles (45 km.) from Aragua, 32 miles (51 km.) from Caicara, and 34 miles (54 km.) from Santa Barbara. Products: Tobacco, cotton, cacao, coffee, rice, cereals, maize, cattle, starch, aguardiente. This is an important commercial center.

Mucuchies, State of Merida; population, 5,000; altitude, 7,250 feet; near Chamas River, 21 miles (35 km.) from Merida; 7 miles (12 km.) from Mneuruba; 26 miles (41 km.) from Timotes; all of which towns are reached by carretera. Products: Wheat, oats, potatoes, peas, cattle.

Nirgua, State of Yaracuy; population, 3,000; altitude, 2,250 feet; on the Buria River, 43 miles (70 km.) from San Felipe via Cerro Santa Maria; 56 miles (90 km.) from Valencia, which is reached by automobile service. Products: Coffee, cacao, sugar, cotton, aguardiente, cattle, copper, iron, salt, coal.

Obispos, State of Zamora; population, 4,000; on Santo Domingo River, which is navigable at all seasons by small craft; distant 10 miles (16 km.) from Barinas, 33 miles (53 km.) from Santa Rosa, and 27 miles (43 km.) from La Luz. Products: Coffee, cacao, indigo, cotton, sugar, and medicinal plants.

Ocumare del Tuy, capital of Miranda; population, 10,000; altitude, 675 feet; near Tuy River, 30 miles (49 km.) from Caracas, which is reached by carretera. Products: Coffee, cacao, sugar, cereals.

Onoto, State of Anzoategui; population of district, 11,000; situated on Unare River, which is navigable in winter season; distant 87 miles (140 km.) from Barcelona, via Piritu, and 77 miles (125 km.) via Caiguas. Products: Corn, cotton, sugar, yucca, beans, rice, woods, hides.

Palma Sola, State of Falcon; on the Bolivar Railway to Tucacas, Marinete, Barquisimeto. A branch has been projected to San Fernando, which will be of great importance.

Pampanito, State of Trujillo; population, 3,000; altitude, about 1,900 feet; on river formed by the Castan and Niocoy; 11 miles (17 km.) from Trujillo, and 9 miles (14 km.) from Molotan (railroad station). Products: Cacao, sugar.

Pampatar, State of Nueva Esparta; population, 1,000; on southeastern part of Margarita Island, near Punta Ballena; 6 miles (10 km.) from Asuncion; 58 miles (94 km.) from Cumana; 86 miles (139 km.) from Barcelona; 161 miles (260 km.) from Trinidad; 46 miles (75 km.) from Carupano. There is steamer communication with Carupano.

Petare, State of Miranda; population, 2,000; situated about 10 miles (16 km.) east-southeast of Caracas, on way to Santa Lucia; reached from Caracas, via Guatire, by electric cars or carretera. Products: Coffee, woods, honey, and wax. Industries: Paper factories, sugar central. Restaurant Caracas in Los Dos Caminos, 1½ miles (2 km.) from Petare.

Piritu (de Barcelona), State of Anzoategui; population, 1,400; on shore of Caribbean Sea. Port open to domestic commerce. Agriculture and fishing are the chief industries. Distances: From San Pablo and Caigua, each, 19 miles (31 km.); from Barcelona, 30 miles (48 km.).

Porlamar. See Margarita Island, page 308.

Rio Caribe, State of Sucre; population, 7,000; altitude, 20 feet; 4 miles (6 km.) from Puerto Santo, 14 miles (22 km.) from Carupano by sea, and 20 miles (32 km.) from Tunapui. This is a port of call for Government steamers, *Manzanares* and *Venezuela*, plying between Maracaibo and Ciudad Bolivar.

Rio Chico, State of Miranda; population, 4,000; port for general coasting trade; near mouth of Tuy River, on railway from Port Caranaro to El Guapo; 93 miles (150 km.) from Caracas, and 19 miles (31 km.) from Caranaro. Regular steamship service to La Guaira.

Rubio, State of Tachira; population, 12,000. Principal products: Coffee, agriculture, etc. This town is reached from Maracaibo.

San Carlos, State of Cojedes; population, 10,700; altitude, 384 feet; on east bank of Madrina River, and on railway to Vigia; 12 miles (20 km.) from Tinaco, 65 miles (105 km.) from Barquisimeto, and 21 miles (33 km.) from Cojedes.

San Cristobal, capital of Tachira; population, 16,000; altitude, 2,800 feet. Located on railway to Encontrados, which is 108 miles (174 km.) distant; and on carretera to Uruca, 31 miles (50 km.) distant; 21 miles (35 km.) from San Antonio (near railroad to Cucuta and Puerto Villamizar), and 42 miles (67 km.) from Tachira River. Products: Coffee, sugar, vegetables, coal, iron, and petroleum. Hotels. Central, Paez, Victoria. Roads to San Antonio.

to the llanos down the Turbas and Quaramain valleys, and to Uraca.

San Felipe, State of Yaracuy; population, 7,000; northeast of Lara, on east bank of Yaracuy River; 28 miles (44 km.) from Aroa (via El Cerro), 32 miles (51 km.) from Urama, 8 miles (13 km.) from Guama, 4 miles (7 km.) from Alvarico, and 22 miles (35 km.) from Palmacola. This town is on a branch line of the Bolivar Railway. There is a road to Barquisimeto. Products: Coffee, cacao, cotton, sugar, rice, corn, fruits, lumber, hides, copper, nickel, coal.

San Fernando, capital of Apure; population, 7,000; altitude, about 200 feet; on south bank of Apure River, near mouth of Portuguesa River; port of call for steamers on the Orinoco and Apure Rivers; regular steamer service to Ciudad Bolivar. Products: Cattle, hides, feathers.

San Jose de Rio Chico, State of Miranda; population, 4,000; distant 2 miles (3 km.) from Rio Chico. Products: Sugar cane, etc.

Santa Lucia, State of Aragua; population, 4,000; 25 miles (40 km.) from Caracas, on railway from Valencia to Caracas. Products: Coffee, sugar cane, etc.

San Sebastian, State of Aragua; 50 miles (81 km.) southwest of Caracas. Products: Coffee, etc.

Tariba, State of Tachira; population, 9,000; altitude, 2,650 feet; distant 3 miles (5 km.) from San Cristobal, and 34 miles (55 km.) from Uraca. Products: Sugar, coffee, tobacco, coal, sulphur.

Tinaquillo, State of Cojedes; population, 3,400; distant 29 miles (48 km.) from Pao; Carreteras to Valencia, 34 miles (55 km.), and to San Carlos, 34 miles (55 km.). Products: Cattle and coffee.

Tocuyo, State of Lara; population, 7,100; altitude, about 1,950 feet; on right bank of Tocuyo River, 44 miles (72 km.) from Barquisimeto (railroad station), and 65 miles (106 km.) from San Felipe (via Guama).

Trujillo, capital of Trujillo; population, 11,000; altitude, 3,275 feet; distant 19 miles (31 km.) from Motatan (railroad station); carreteras to La Ceiba, San Lazaro, Guanare, Timotes. Products: Cacao, sugar, coffee, tobacco, corn, coal, petroleum, asphalt. Automobile service to Sabana de Mendoza and La Ceiba on Lake Maracaibo.

Tucupita, State of Guarico; population, 3,000; located a short distance from Zaraza, in an agricultural and cattle district; reached by Government steamers from Maracaibo.

Upata, State of Bolivar; population, 5,000; situated at confluence of Caroni and Orinoco Rivers. Carretera to Puerto Tablas. Gold is mined here.

Valera, State of Trujillo; population, 5,500; distant 60 miles (99 km.) from La Ceiba (railway), and 24 miles (39 km.) from Trujillo. Products: Coffee, cacao, sugar, fruits.

Zaraza, State of Guarico; population, 2,900; on Unare River, which is navigable to this point. Products: Cattle, tobacco, fruits. Distant 72 miles (117 km.) from Chaguaramas by carretera.

BRITISH GUIANA.

Map No. 12.

Location.—The only British colony in South America. Located in the northeastern part of the continent; bounded on the north by the Atlantic Ocean, on the east by Dutch Guiana, on the south and southwest by Brazil, and on the west by Venezuela.

Area and Population.—Area, 90,277 square miles, exceeding that of England, Scotland, and Wales combined. The coast line is 270 miles long. The population is estimated at over 300,000, or about 3.5 inhabitants per square mile.

Topography.—The chief characteristic of this country is a highland or great area of upland prairie, varying in altitudes, but averaging 3,200 feet. This rises from the lowlands of the coast. There is one very high peak, known as Mount Roraima.

Rivers.—The principal rivers are: The Demerara, navigable for about 80 miles (128 km.); the Berbice, navigable for about 87 miles (140 km.); the Essequibo, with certain tributaries, and the Corentyn. There are some other rivers also, but, generally speaking, numerous rapids and falls render them unnavigable.

Climate.—Tropical. The mornings and evenings are sometimes chilly in the interior, but there is never any really cold weather. The rainfall averages about 90 inches annually.

Seasons.—The year is supposed to have two seasons. From April or May to July or August the precipitation is very heavy. A further rainy season extends from November to February. These two seasons, however, are by no means clearly defined. The hottest months are August, September, and October, and should be avoided. The coolest months are December to March, and are pleasant. Some of the remaining months are occasionally favored by cool climatic conditions.

Inhabitants.—The inhabitants are chiefly of mixed blood, with a large percentage of Negroes. There are also a great many East Indians. The percentage of pure whites is small.

Products.—The chief crop of British Guiana is sugar, there being a large export of this, and of rum, a by-product. There is also a considerable amount of rice cultivated. Other products are cacao, coconuts, coffee, small grains, timber. The forests of British Guiana contain a good deal of dyewood, hardwoods of various kinds, etc. An important product is balata, the export of which has increased materially. The chief mineral export is gold, and of second importance, diamonds. There is considerable placer mining.

Live Stock.—Grazing has been increasing, and the outlook is promising. Various kinds of cattle, including goats, sheep, etc., are raised.

Language.—English exclusively.

Currency.—Prices are usually quoted in dollars and cents. The current coins are English silver, together with silver 4-penny pieces, known locally as "bits," and English coppers. Every coin has the

same nominal value as in England. Therefore, a simple decimal system of calculation is combined with the use of English money. (\$1=4s. 2d.=100 cents. One cent= $\frac{1}{2}$ d.)

Weights and Measures.—English.

Postage.—Letters to and from the United States, 2 cents per ounce or fractional part thereof. Parcel post to United States, 12 cents per pound.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Trinidad Line.—Trinidad Shipping & Trading Co., 29 Broadway. Sailings from Pier 24, Robinson Stores, Brooklyn. Departures every two weeks for Grenada, Trinidad, and Demerara (Georgetown). Distance to Demerara, 2,210 nautical miles; time, about 12 days, including stops; approximate fare, \$100. Distance from Port of Spain, Trinidad, to Demerara, 365 nautical miles; time, 36 hours.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. Departures from Pier 47, North River (West Tenth Street). Sailings about every two weeks for Martinique, Barbados, and Demerara (Georgetown). Time, including stops, about 16 days; fare, about \$95.

OTHER LINES VISITING BRITISH GUIANA.

Compagnie Générale Transatlantique.—Service every 28 days; connects with Martinique, Trinidad, Paramaribo, and Cayenne.

Royal Mail Steam Packet Co.—Fortnightly service from Halifax to British West Indies and Demerara. Fare between Port of Spain, Trinidad, and Demerara, \$18.75.

The Booker Line.—From Liverpool, about every three weeks.

The Demerara and Berbice Steamship Co.—From England to Georgetown, and Paramaribo, Dutch Guiana.

The Direct Line of Steamers.—Fortnightly sailings from England to Grenada, Trinidad, and Demerara.

SALESMEN'S SAMPLES.—Samples are admitted free of duty under bond for subsequent exportation.

Baggage Allowance.—Commercial travelers' samples are charged at the rate of 12 cents per 100 pounds on the railroad from Georgetown to Amsterdam. The allowance for personal baggage on first-class ticket is 110 pounds.

Commercial Travelers' License.—No license fee is charged commercial travelers.

CANVASSING THE REPUBLIC.—Only one city is generally visited by traveling salesmen. This is the capital—Georgetown. Here are located the principal wholesale houses which distribute to the interior and supply the small dealers. There are also a number of retailers who are accustomed to import direct, both from the United States and Europe. If it is found necessary, the traveler can visit Berbice (New Amsterdam), which is but a short distance from Georgetown and easily covered by railroad.

Agencies.—If it is desirable to establish an agency, Georgetown is a satisfactory location. From Georgetown the traveler can also arrange to visit Dutch Guiana by local steamer.

Transportation Facilities.—British Guiana has two railway lines. The most important is the Demerara Railway, operating 79 miles (lines from Georgetown to Resignol and from Vreed-en-Hoop to Parika). Another line is operated by Sproston's Ltd., from Wismar to Rockstone, about 19 miles. The total mileage in the colony is a little less than 100. The navigable length of rivers is about 450 miles; canals about 40 miles. The good roads mileage is about 322.

Local Transportation Service.—Georgetown to Mount Everard, via Morawhanna; weekly service; leave Georgetown Thursdays and return on Saturdays. Georgetown to New Amsterdam, semiweekly night service; steamer leaves Mondays and Thursdays and returns on Wednesdays and Saturdays. Up the Berbice River, 125 miles (200 km.); semiweekly service; steamer leaves New Amsterdam Mondays and Thursdays and returns on Wednesdays and Fridays. Combined steamer, rail, and launch service to interior; Steamer leaves Georgetown for Wismar, up the Demerara River, on Tuesdays, Thursdays, and Saturdays, returning on Mondays, Wednesdays, and Fridays; from Wismar, by railroad across country to Rockstone, on the Essequibo River, distance 19 miles (31 km.); from Rockstone, launch service to Tumatumari, on the Potaro River (a tributary of the Essequibo), distance 81 miles (131 km.); at Tumatumari, owing to rapids with a drop of 60 feet, a portage has to be made across the river to above the falls, after which the journey is continued by another launch for 15 miles (25 km.) to Potaro Landing, the starting place for the gold fields. From Wismar there is another launch service up the Upper Demerara River to the foot of the Mallali Falls, distance 45 miles (72 km.).

Note.—Because of the tropical conditions which prevail, it is important to conserve one's energy during the great heat of the day. Particular care should be taken in this respect. It is also advisable to avoid coming to this country during the hot period, at which time the conditions are not very desirable.

Chief Items of Interest.—The museum and botanical gardens at Georgetown; Tumatumari Falls, on the Essequibo River; Etaballi Falls, reached from Rockstone; Mount Roraima; Kaieteur Fall, on upper branch of the Potaro River, a tributary of the Essequibo. (This is said to be a very imposing and beautiful fall. It is reached by way of Wismar, Rockstone, Tumatumari, and Kangaruma).

Holidays.—The following are the chief holidays of British Guiana, which are generally observed: January 1, New Year's Day; June 3, birthday of the King; August 5, bank holiday; December 25, Christmas Day; December 26, boxing day; also Good Friday, Easter Monday, and Whit Monday.

CHIEF COMMERCIAL CENTERS.

GEORGETOWN, capital of the colony; population, 60,000; situated just within mouth of Demerara River. Landing: Steamers lie offshore; small boats are used. Distances: From Paramaribo, Dutch

Guiana, 214 miles (344 km.); from New Amsterdam, 61 miles (99 km.); from Port of Spain, Trinidad, 363 miles (584 km.); from Cayenne, French Guiana, 395 miles (636 km.). Principal products: Agricultural, sugar, gold, diamonds. Industries: Mining, tropical agriculture. American consul in residence. Lloyd's agent, Booker Bros.

How Reached.—From Paramaribo, by steamers; from Port of Spain, by steamers, 36 hours' sail; from New York, by steamers of Quebec Steamship Co. and Trinidad Line.

Tramcars.—There is tramcar service to various parts of the city.

Principal Hotels.—Park, Tower, Victoria, Ice House; rates, \$2.50 to \$3 per day.

Banks.—British Guiana Bank; Colonial Bank.

Note.—This is the principal city of British Guiana and agencies may properly be established here. It is often canvassed in connection with Trinidad. The chief commercial houses are established here, and there is a good volume of trade. Considerable mining is carried on and a number of the mining companies have their offices in Georgetown.

NEW AMSTERDAM, population, 9,000; situated 3 miles (5 km.) up the Berbice River, 61 miles (99 km.) from Georgetown. Landing: Steamers lie alongside wharf.

How Reached.—From Georgetown, by Sproston's steamers, 6½ hours' journey; or by railroad to Rosignal (3 hours), thence ferry-boat (½ hour). Fare, about \$3.10.

Banks.—British Guiana Bank; Colonial Bank.

Hotels.—Strand, Blairgowrie.

Note.—This place is easily reached from Georgetown. A number of Georgetown houses have branches here, and the town is not generally canvassed by foreign salesmen.

TOWNS OF LESS IMPORTANCE.

Baramani, Northwest County; on Waini River, with artificial waterway to Moruka River. Steamer and launch service to Georgetown.

Barima, Northwest County; near mouth of Barima River.

Baritka, capital of Essequibo County; important lumber-shipping point; also an outfitting center for miners. Regular steamer service to Georgetown. Communication with Brazil via the Essequibo and Amazon; with Venezuela via Mazaruni, Cuyuni, and Orinoco Rivers.

Beterverwagting, population, 2,400; distant 9 miles (15 km.) from Georgetown, on Georgetown-New Amsterdam Railway.

Buxton, population, 5,200; on the coast; on Georgetown-New Amsterdam Railway, 12 miles (19 km.) from Georgetown.

Fellowship, population, 2,400; distant 39 miles (64 km.) from Georgetown, which is reached by road.

Greenwich Park, Demerara County; on west bank of Demerara River, 19 miles (31 km.) from Vreed-en-Hoop. Route: Railway to Vreed-en-Hoop; opposite Georgetown.

Good Intent, population, 1,150; distant 8 miles (14 km.) from Vreed-en-Hoop; opposite Georgetown.

Hope Town, population, 2,000; on a tributary of Demerara River, 57 miles (91 km.) from Georgetown by road.

Morawhanna, Northwestern District; on Barima River, near its junction with Waimi River. Steamers to Georgetown and Baraimani.

Plaisance, Demerara County; population, 3,500; on railway from Georgetown to New Amsterdam.

Rockstone, on Essequibo River, 18 miles (30 km.) from Wismar. Route: Railway to Wismar; thence steamer to Georgetown.

Rosignol, Berbice County; opposite New Amsterdam, on Berbice River; railway to Georgetown, 61 miles (99 km.) distant; ferry to New Amsterdam.

Skeldon, Berbice County; near mouth of Corentyn River, 48 miles (78 km.) from New Amsterdam, by road.

Springlands, port, near mouth of Corentyn River. Sugar plantations.

Tuschen, Essequibo County; on Essequibo River, opposite Leguan. Steamer to Georgetown.

Windsor Forest, Demerara County; on Demerara River, 66 miles (107 km.) from Georgetown (reached by steamer), and 18 miles (30 km.) from Rockstone.

Wismar, Demerara County. Distances: From Georgetown, 66 miles (107 km.)—regular steamer service; from Rockstone, 20 miles (32 km.), by railway.

Vreed-en-Hoop, on western bank of Demerara River, opposite Georgetown; terminus of West Coast Railway to Greenwich Park; ferry to Georgetown.

DUTCH GUIANA (SURINAM).

Map No. 12.

Location.—The only Dutch possession in South America. Bounded on the north by the Atlantic Ocean, on the east by French Guiana, on the south by Brazil, and on the west by the Corentyn River, which separates it from British Guiana.

Area.—About 46,000 square miles, approximately equal to the area of the land surface of New York State.

Inhabitants.—The population is about 91,000. A very large percentage of the people are colored. They include about 11,000 Mohammedans and 18,000 Hindus. There are some Negroes and comparatively few whites.

Topography.—There is a low coastal region which rises greatly to savannas and hills covering most of the interior of the country. Here the forests are practically impenetrable.

Climate.—Tropical. The first wet season extends from May to August. Then there is a short dry season, September to October, followed by a second wet season, November to February; then the second dry season, March to April. The annual rainfall is excessive, averaging 140 inches. Rains occur about 180 days of the year. Some years the precipitation is much heavier than others. At Paramaribo the mean annual temperature is about 75° F.

Principal Rivers.—The Corentyn is navigable for about 70 miles, and small vessels can go up for 150 miles. The Surinam is navigable for about 100 miles for vessels up to 10-foot draft. The Maroni River is navigable for 40 miles.

Agricultural Products.—Sugar is the most important crop. Then follow bananas, coffee, rice, maize. Rum and molasses are also produced. Cacao is increasing in importance.

Forest Wealth.—There is some timber cutting, but the forests require exploiting. Balata is produced.

Mining.—This is chiefly of gold, largely obtained from placer mines.

Language.—Dutch; but English is much used.

Currency.—Dutch.

Weights and Measures.—Dutch.

Postage.—Letters from the United States, 5 cents for the first ounce, and 3 cents for each additional ounce or fractional part thereof.

STEAMSHIP ROUTES.

LINES FROM NEW YORK.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. Sailings from Pier 47, North River (West Tenth Street). Departures about every two weeks for Martinique, Barbados, and Demerara, British Guiana. Local steamer from Demerara to Paramaribo. Time, including stops, about 17 days.

Royal Dutch West India Mail Line.—Messrs. Funch, Edge & Co., agents, 10 Bridge Street. Departures from Pier 3, Bush Terminal, Forty-seventh Street, Brooklyn, for Paramaribo, via Haiti, Curacao, etc. Service about every two weeks. Time, including stops, about 24 days; fare, \$125.

OTHER LINES VISITING DUTCH GUIANA.

Compagnie Générale Transatlantique.—Steamers plying between Martinique and Cayenne, French Guiana, call at Paramaribo once a month.

LOCAL STEAMSHIP SERVICE.

Government Steamship Service.—Weekly sailings from Paramaribo to Burnside, Nickerie, and Georgetown; also steamer about every two weeks from Paramaribo to Cattice, Albina, etc.

Sailing vessels also ply from Paramaribo up the Surinam River and along the coast to Burnside and Nickerie.

CANVASSING THE COUNTRY.—The only town of primary importance is the capital, Paramaribo. Here are located the principal wholesale houses. The trade is naturally of a limited character, and the wholesale business is not on a large scale. Some of the retailers are accustomed to import direct. Certain of the firms in Paramaribo also conduct a business in Georgetown, British Guiana. The country is in the main quite undeveloped; but it is possessed of great natural wealth, and is destined to increase in commercial importance.

Agencies.—If a separate agency is desired, it may be satisfactorily established in Paramaribo. However, it should be noted that some firms prefer to grant the agency to a representative in Georgetown, who is expected to cover British, Dutch, and French Guiana. The theory of combining these three territories is to enable the representative to obtain a larger volume of business. Periodical visits are made by agents to Paramaribo and Cayenne, which can easily be reached by local steamship service. When an agent has a number of lines, as is usually the case, he is justified in remaining the required time in each of these cities to transact the necessary volume of business.

Travelers' License.—No license is required, except by those who deal in liquors.

Samples.—Those of no commercial value may be imported without any difficulty. Those subject to duty can be brought in if security is given to guarantee their reexportation, which may be accomplished by the payment of duties on any part of the samples left in the country. No time limit is fixed.

Note.—Owing to the excessive moisture, it is well to guard against damage to luggage from that cause.

Hotel Rates.—The rates of hotels in Paramaribo range from \$3 to \$5, American plan, which is the plan usually followed.

Holidays.—The following are the chief holidays of Dutch Guiana: January 1, New Year's Day; August 31, Queen's birthday; December 25, Christmas Day; December 26, day after Christmas; also Good Friday, Easter Monday, The Ascension, and Whit Monday (movable dates).

COMMERCIAL CENTERS.

PARAMARIBO, capital of Dutch Guiana; population, 33,191. Situated on west bank of Surinam River, 10 miles (16 km.) from its mouth; 214 miles (344 km.) from Georgetown, British Guiana; 2,338 nautical miles from New York. Landing: Vessels lie alongside wharf. Products: Balata, sugar, gold, cacao. American consular agent in residence. Lloyd's agent, W. L. Kissack. Customhouse brokers: E. Dranger & Co.; H. Benjamins; A. Shields. Hotels: Bellevue, Central, Van Emden. Boarding houses: Mackintosh, Waller, Horst. Bank: Surinamische Bank. Paramaribo is the only entrepôt and port of export of Dutch Guiana.

Albina, on west bank of Maroni River, opposite St. Laurent, French Guiana. Products: Lumber, gold. Route: Fortnightly steamers from Paramaribo.

Burnside, on the northwest coast; population, 2,100. Cacao is the chief product. Route: Steamer from Paramaribo or Georgetown.

Nickerie, near the mouth of Nickerie River; population, 6,225. Landing: Vessels lie alongside wharf. Products: Cacao, caoutchouc, and lumber. Weekly steamer service from Paramaribo and Georgetown.

FRENCH GUIANA.

Map No. 12.

Location.—Cayenne, or French Guiana, the only French possession in South America, is bounded on the north by the Atlantic Ocean, on the east and south by Brazil, on the west by Dutch Guiana.

Area and Population.—Area, about 32,000 square miles, one-third as large as France. Population, 50,000.

Physical Features.—The coast is a lowland, rising to savannas or plains. At about 50 miles inland the highlands commence. There is a great forest region in the interior. The entire area is broken by numerous ridges and low mountains. There are many valleys and rivers.

Inhabitants.—Of the inhabitants of French Guiana, there is a considerable number of convicts and persons who have been deported from France and from other French colonies. They occupy the district known as the convict territory, and 10,000 to 15,000 of them are in the gold-mining region and are not individually confined.

Climate.—Tropical, with excessive rainfall. At Cayenne the average is 130 inches yearly. In the interior rain occurs on 160 to 175 days of the year.

Seasons.—These are not clearly defined, but, roughly, are as follows: First wet season, from May to August; then a short dry period, September to October; second wet season, November to February; second dry season, March to April. Health conditions, as a rule, are not good, and there is much fever.

Agricultural Products.—These are not of great importance. The chief ones are sugar, coffee, and cacao. For local consumption bananas, sweet potatoes, manioc, tobacco, Indian corn, and vegetables are grown.

Forest Resources.—The forests are of great extent, but as yet hardly touched, due to the lack of roads. The chief products are rosewood, extract of rosewood, balata gum, etc.

Mineral Resources.—The mineral resources are the most important. The chief mines are those of gold, worked principally by the convicts.

Means of Communication.—The means of communication are limited. There are no railways. A few roads connect the capital with the centers of population in the interior.

Language.—French.

Currency.—Same as in France. Bank notes and coins are of different design, but in general are similar to those which are used in France. The franc is the unit of value, equal to about \$0.193.

Postage.—The letter rate from the United States is 5 cents for the first ounce and 3 cents for each additional ounce or fractional part thereof.

STEAMSHIP ROUTES.

LINE FROM NEW YORK.

Trinidad Line.—Trinidad Shipping & Trading Co., 29 Broadway. Sailings from Pier 24, Robinson Stores, Brooklyn. Departures every two weeks for Grenada, Trinidad, and Demerara (Georgetown), British Guiana. Local steamer from Demerara to Cayenne. Distance, New York to Cayenne, 2,443 nautical miles; Demerara to Cayenne, 477 nautical miles.

Quebec Steamship Co.—Furness, Withy & Co., agents, 32 Broadway. Departures from Pier 47, North River (West Tenth Street), for Barbados and for Demerara (Georgetown), British Guiana. Local steamer from Georgetown to Cayenne.

OTHER LINES VISITING CAYENNE.

Compagnie Générale Transatlantique.—Service every 28 days; connects with Martinique, calling at Paramaribo, Demerara, and Trinidad.

LOCAL STEAMSHIP SERVICE.

Tancy & Co.—Coastwise service; also between Cayenne, Paramaribo, Demerara, Trinidad, and Martinique.

There is also service by small vessels from Cayenne to the Safety Islands and Maroni River.

CANVASSING THE COUNTRY.—The only city of any importance is Cayenne, the capital. Here are located the importing houses which supply the interior. The trade is necessarily restricted, as the number of inhabitants is not large. Practically all wholesale importers also engage in retail business. Most travelers visit French Guiana in connection with Dutch and British Guiana.

Agencies.—If it is desired to establish an agency for French Guiana exclusively, Cayenne is the logical place. As stated in the description of British Guiana, an agent is often appointed in Georgetown who is expected to "work" Cayenne and Paramaribo as well.

Transportation Facilities.—The commerce of the coast is chiefly carried by sailing vessels. The main highways are from Cayenne westward along the coast to St. Laurent du Maroni and from Cayenne eastward to the mouth of the Aparogue.

Commercial Travelers' License.—No licenses are required.

SAMPLES.—Arrangements can be made for the importation of samples under bond, which is canceled upon reexportation.

Holidays.—The population being largely Roman Catholic, the feast days of the church are generally observed. In addition, the following holidays are officially recognized: January 1, New Year's Day; July 14, Fete Nationale (Fall of the Bastille); December 25, Christmas Day.

COMMERCIAL CENTERS.

CAYENNE; population, 13,500. Situated at the mouth of Cayenne River, on an island of the same name. Landing: Steamers anchor close to the town. Distant 260 nautical miles (482 km.) from Para-

maribo, Dutch Guiana, and 477 nautical miles (881 km.) from Georgetown, British Guiana. Temperature averages 80° F. Annual rainfall is at least 100 inches. Routes: From Georgetown and Paramaribo, by local steamers; from Martinique by regular steamer service. Lloyd's agent, E. Antier. Principal hotels: Grand, De France, De l'Avenir. Bank: Banque Colonial de la Guyane.

Approuague, on Approuague River; reached by road from Cayenne.

Guizanbourgne, Apronagne Commune; population, 650; on east bank of Apronagne River.

Iracoubo; population, 600; on Iracoubo River, near its mouth; 78 miles (125 km.) from Cayenne, which is reached by road.

Kaw (Caux); population, 250; near mouth of Kaw River; road to Cayenne.

Kourou; population, 650; at mouth of Kourou River.

Mana; population, 900; on west bank of Mana River, 11 miles (17 km.) above its mouth.

Montsinery; population, 350; near Montsinery River.

St. Georges, customs station; population, 1,000; near mouth of Oyapok River.

St. Laurent du Maroni; population, 1,350; on Maroni River, 9 miles (15 km.) from St. Jean; reached by steamers from Cayenne.

Sinnamari; population, 1,100; on east bank of Sinnamari River.

Tonat (Macouria); population, 800; chief town of Macouria Commune.

WEST COAST OF SOUTH AMERICA.

ECUADOR.

Maps Nos. 10 and 13.

Location.—Ecuador is a Republic in northwestern South America, stretching from the Pacific Ocean to the upper valleys of the Amazon. It is bounded on the north and east by Colombia, on the south by Peru, and on the west by the Pacific Ocean.

Area and Population.—Area is variously estimated from 116,000 to 120,000 square miles. Population is estimated at 1,300,000 to 2,000,000—approximately 17 inhabitants per square mile. The population of Provinces and their capitals is given in the following table, the statistics being the latest available:

Province.	Population.	Capital.	Inhabitants.
Azuay.....	132,400	Cuenca.....	40,000
Bolivar.....	43,000	Guaranda.....	8,500
Canar.....	64,000	Azogues.....	10,000
Carchi.....	40,000	Tulcan.....	15,000
Chimborazo.....	122,000	Riobamba.....	20,000
Esmeraldas.....	15,000	Esmeraldas.....	6,000
Galapagos.....	2,000	San Cristobal.....	300
Guayas.....	98,100	Guayaquil.....	80,000
Imbabura.....	68,000	Ibarra.....	10,000
Leon.....	109,600	Latacunga.....	16,000
Loja.....	66,000	Loja.....	14,000
Manabi.....	64,100	Portoviejo.....	10,000
Oriente.....	80,000	Archidona.....	5,000
Oro.....	32,600	Machala.....	6,000
Pichincha.....	205,000	Quito.....	80,000
Los Rios.....	32,800	Babahoyo.....	5,000
Tunguragua.....	103,000	Ambato.....	12,000

Topography.—There are practically three regions, as follows: First, the low, hot coastal lands, covered with dense tropical vegetation, averaging about 80 miles (128 km.) in width. Second, the Andean highlands, lying to the east, with numerous very high peaks. The Cordilleras run in two parallel ranges for a distance of over 500 miles (800 km.). Some of the peaks are among the highest on the continent. The more important are: Chimborazo, 20,498 feet; Cotopaxi, the highest active volcano in the world, 19,613 feet; Antisana, 19,335 feet; and Cayambe, 19,850 feet. The great plateau region between the two ranges varies from 7,500 to 9,000 feet in altitude; there are numerous fertile valleys. The third section is the Oriente, or forest region, stretching to the eastern plains or Amazon district.

Rivers.—Most of the rivers of Ecuador are navigable for considerable distances inland and afford excellent means of transportation. The principal rivers are the Guayas, Maranon, Daule,

and Esmeraldas. The Guayas is navigable for river steamers as far as Bodegas, 40 miles (64 km.) from Guayaquil. During the wet season smaller vessels can reach Zapotal, about 200 miles (320 km.) inland. The Vinces is navigable for about 50 miles (80 km.). The Amazon River, which in Ecuador is known as the Marañon, is navigable almost in its entirety.

Climate.—In the main the climate is tropical, but influenced largely by altitude and local conditions. It is most salubrious between 7,500 and 9,000 feet. The plains and hills extending from the coast to the first range of mountains enjoy a warm climate for the greater part of the year.

Seasons.—Generally speaking, there are two seasons—the rainy or winter from December to June, and the dry or summer from July to December. In the vicinity of Guayaquil there is a rainy season during January, February, and March. The remainder of the year is dry and sunny. In the intermountain section the days are warm and the nights quite cool. There is also a rainy season in this section that corresponds somewhat closely to the rainy season of the coast. Temperature of the coastal regions ranges from a minimum of 70° F. to a maximum of 90° F. In the interior the temperature averages 65° F., the minimum being 32° F. It should be especially noted that the rainy season is broken by a short period of dry weather shortly after December 21, called the *veranillo*, and the dry season is broken by a short period of rainy weather shortly after September 21, called the *inveranillo*.

Principal Products.—The agricultural wealth is great. Ecuador is especially famous for cacao, its most important product. There are some very large plantations in the Provinces of Manabi, Guayaquil, and El Oro. Coffee is second in importance, and rubber third. Other tropical products are bananas, lemons, cotton, oranges, etc. On the uplands are grown the crops common to the Temperate Zone.

Industries.—The manufacturing which is carried on in Ecuador is of a very minor character. The most important plant is a shoe factory, besides which there are 7 flour mills, 6 cotton and woolen mills, 11 breweries, 24 ice plants, several tanneries, and a few factories devoted to the making of chocolate, furniture, etc. The Panama hat industry, especially in the cities of Jipijapa, Monte Christi, and Cuenca, is very important. Cattle raising is increasing in prominence and there is some exportation of hides, skins, wool, etc.

Mineral Resources.—The gold mines are most important, particularly the Zaruma mines, in southern Ecuador. Gold is chiefly found in the Provinces of El Oro and Esmeraldas. There are copper deposits in Loja; lead, coal, iron, silver, sulphur, and platinum also exist. The petroleum development on the Santa Elena Peninsula is promising.

Inhabitants.—Most of the inhabitants of Ecuador are Indians; the pure whites are comparatively few. There is a fair percentage of mestizos.

Language.—Spanish is the official language, but a great number of the people in the interior of the country speak the Quichua language.

Currency.—The sucre is the unit of value, equivalent to \$0.487 in United States currency; 100 centavos equal 1 sucre; 10 sucres make

a condor, which is equivalent to 1 pound sterling. The coins are as follows: Gold, 1 condor (10 sucres), $\frac{1}{2}$ condor (5 sucres); silver, 1 sucre, 1 peseta (20 centavos), 1 real (10 centavos), and a medio real; nickel, 5, 2, 1, and $\frac{1}{2}$ centavos.

Weights and Measures.—The metric system is generally used in the larger cities. Old Spanish weights, however, are still in use in the interior. The quintal is equal to 101.4 pounds, the libra to 1.014 pounds, and the vara to 32.91 inches.

Postage.—Ecuador is in the Postal Union. Letter rate to and from the United States is 5 cents for the first ounce and 3 cents for each additional ounce or fraction thereof.

Parcel Post.—There is also a parcel post arrangement with the United States and parcels weighing up to 20 pounds can be sent in this way.

Telegraph.—The extent of the telegraph system is over 3,500 miles, with more than 188 offices. The rates are: First 10 words, 5d. (10 cents); for each additional 10 words, 2½d. (5 cents).

STEAMSHIP ROUTES.

LINES FROM NEW YORK.

Panama Railroad Steamship Co.—Office, 24 State Street. Departures weekly from Pier 67, North River (West Twenty-seventh Street), for Colon (Cristobal) and Balboa (Panama City), Panama; connecting at Balboa (Pacific side) with Pacific Steam Navigation Co. and the Peruvian Line for Guayaquil. Time, 12 days. Distance, 2,807 nautical miles.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling Slip), and Pier 1, North River (Battery Place). Departures weekly for Colon, Panama. Approximate fare, \$120. From Colon to Guayaquil, via Pacific Steam Navigation Co. at Balboa, and Panama Canal, \$86.

LINE FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—Departures weekly for Cristobal, Panama. Approximate fare, \$92; to Guayaquil, via Panama Canal and Pacific Steam Navigation Co., \$86. Total distance, 2,220 nautical miles. Time, 11 days.

LINES FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California Street. Departures semimonthly for Balboa, Panama; thence via Pacific Steam Navigation Co. or the Peruvian Line to Guayaquil. Approximate fare, \$247. (See also p. 36.)

Toyo Kisen Kaisha (Oriental Steamship Co.).—Sailings bimonthly.

Distances from Guayaquil.—To Balboa, 835 miles (3 days); to Callao, Peru, 730 miles (4 days); to Iquique, Chile, 1,400 miles (11 days); to Valparaiso, Chile, 2,200 miles (15 days).

Quarantine Regulations.—There are no quarantine regulations against passengers from the United States. Passengers leaving Ecuador for Colon or Panama are subject to a quarantine at

Panama. Travelers who arrive in Ecuador with suspicious illness are subject to quarantine.

SALESMEN'S SAMPLES.—Samples are admitted free into Ecuador if they are small articles of no value, or if rendered unsalable by mutilation. Samples of value are admitted under bond, subject to being reexported within 90 days. This bond can usually be given over the signature of a reliable commercial house. The details can be attended to by a customhouse broker.

Reexportation.—Samples carried by commercial travelers may be admitted through one port and reexported through another. It is, however, necessary to obtain a document from the customhouse at port of entry to identify the samples satisfactorily to the customs officials at the port of reexportation.

Time Required for Clearance.—This depends solely upon the quantity of the samples carried and whether they are free or require a bond. In the latter event the time necessary for preparing the papers is about all that is necessary. When samples are plainly entitled to free entry there is no delay, particularly if they are carried by the traveler.

Duties on Advertising Matter.—When a traveling salesman carries advertising matter which is plainly for distribution and not for resale, there is no difficulty about its admission, and no duty is charged.

Commercial Travelers' Tax.—There is no escaping the tax on commercial travelers. Almost all salesmen enter by way of Guayaquil. In any event salesmen who carry trunks must obtain a license at the customhouse on the wharf before the baggage and samples are cleared. This license is valid during the entire period that the traveler remains in Ecuador and permits him to sell to anyone. The fee for this license is 100 sueres (\$48.67).

Municipal Permits.—Certain municipalities require registration of the salesman, but exact no fee for issuing a permit to do business. Should the traveler desire to use his license not only in Guayaquil, but in other places, it is necessary to so indicate to the customs officials and have them particularly specify this on the back of the license; otherwise the traveler may be called upon for further payments. As an example, he might obtain a license at Guayaquil, and for failure to have proper notation made on the license, another fee would be exacted when he entered Esmeraldas.

Best Visiting Time.—Because of climatic conditions at Guayaquil, it is best to choose the dry season for visiting. This extends from May to December. During that time the climate is very agreeable and yellow fever is rare.

Health Precautions.—Travelers to the coast of Ecuador, particularly Guayaquil, should observe unusual precautions in their personal habits and in their general hygiene. Extraordinary care should be taken to guard against contagion. When the new sanitary system of Guayaquil is completed the possibility of infection will be greatly reduced. In the past bubonic plague has been one of the diseases very frequent in Guayaquil.

TRANSPORTATION FACILITIES.—There is but one important railroad in Ecuador, that from Guayaquil to Quito. The entire mileage of the Republic is about 400 (644 km.). Most of the roads are of the character of bridle paths and are frequently impassable

during the rainy season. Navigation is available throughout the chief agricultural districts, via the Guayas, Daule, and Vinces Rivers. The Vinces is navigable during the rainy season for a distance of about 200 miles (322 km.). River transportation is effected chiefly by side-wheel and screw steamers of very low draft. It should be noted that in Ecuador, as in some of the other countries of South America, while the chief cities can be reached by steamer or railroad, a number of important commercial points are remote and can only be reached by pack animals.

Principal Railways.—From Guayaquil to Quito, Guayaquil & Quito Railway, 286 miles (459 km.); from Bahia de Caraquez to Calceza, Compagnie Francaise de Chemins de Fer de L'Equateur, 34 miles (55 km.); from Bahia de Caraquez to Chone, Compagnie Francaise de Chemins de Fer de L'Equateur, 15 miles (25 km.); from Manta to Portoviejo, Central Railway of Ecuador, 30 miles (48 km.); from Puerto Bolivar to Machala, Pasaje, and Guabo, Machala Railway, 19 miles (30 km.).

Baggage Rates.—The Guayaquil & Quito Railroad Co. makes a special reduction of 25 per cent to commercial travelers on excess baggage when shipped over its line as express. This is the line most frequently used by travelers.

CANVASSING THE REPUBLIC.—The places of chief interest to commercial travelers visiting Ecuador are Guayaquil and Quito. At Guayaquil are located most of the important wholesale houses which supply the merchants in places of less importance on the coast as well as the interior. Quito has a larger population (80,000), but as a distributing and importing center it is secondary. In these cities there are retailers who make direct importations. In some of the less important towns there are many firms who also deal directly with foreign houses.

Routes to Follow.—Almost without exception, travelers who visit Ecuador enter by way of Guayaquil. Here they can obtain a much better idea of the commercial situation prevailing at the time of their visit, the outlook for business, and general conditions. The Guayaquil & Quito Railroad can be taken for Quito. In most cases the travelers visit Quito direct, and on their return, if the needs of their business justify it, stop at Ambato and Riobamba. There are other rich and developing sections which are accessible from Guayaquil alone by local steamers. Among these are Machala, from which point Cuenca may be visited, and Manta, from which Puerto Viejo may be made. In the northern part of Ecuador is the port of Esmeraldas, the entrepôt for a very rich district.

Agencies.—When appointing agencies for Ecuador, it is customary to name a representative in Guayaquil. This is due to the fact that it is more accessible by steamers, and from that point a strategic approach to the coast as well as to the interior is more easily made.

Hotel Rates.—In the larger cities, such as Guayaquil and Quito, the rates in the best hotels range from \$3 to \$4 gold, American plan. It is on this plan that most hotels are conducted. In the smaller towns the rates are somewhat less, averaging from \$2 to \$3 gold. The second-class hotels of the larger cities charge about the same. Traveling salesmen should patronize the best hotels, not only because of the added comfort, but for the sake of business prestige.

SUGGESTED ITINERARIES.

If coming from the north the traveler may stop at Esmeraldas, if he feels justified in waiting for the next steamer southward, which may be from 4 to 10 days. From Esmeraldas by steamer to Bahía, Manta, Cayo, or Machalilla, Bahía de Caraquez; from here by train of the Compagnie Française de Chemins de Fer de L'Equateur to Calceta and Chone. The latter is the center of a rich cacao-growing district. From Bahía de Caraquez by steamer to Manta; here the traveler can take train of the Central Railway of Ecuador to Portoviejo and Santa Ana. A side trip by horseback or automobile may also be made to Jipijapa, headquarters of the Panama hat industry. From Manta by steamer to Guayaquil; by the Guayaquil & Quito Railway to Quito, stopping on the way at Riobamba, Ambato, and Latacunga.

Trips from Guayaquil Southward.—By steamer to Puna and Puerto Bolívar; by Machala Railway to Pasaje, Guabo, and Machala; side trip by mule back to Cuenca and Loja.

Southward by coastwise steamer to Puna and Naranjal; thence via Balao to the Pueblo of Balao; thence mule trail to Cuenca.

Overland to Quito: Guayaquil to Duran, by ferryboat, 1 hour (10 miles); Duran to Riobamba, by rail, 11 hours (150 miles); Riobamba to Ambato, by rail, 3 hours (64 miles); Ambato to Latacunga, by rail, 2 hours (30 miles); Latacunga to Quito, by rail, 3½ hours (61 miles). Total distance, 315 miles (507 km.).

Trip from Quito Northward.—Quito to Tulcan, 138 miles (223 km.). Time of journey four to five days. The route most often followed is this: Directly across the canyon portion of the Guailbamba and the Paramo of Mojando to Otavalo, Ibarra, and Tulcan. When this road is very wet for a part of the trail the alternative is the Cayambe route via the Mojando cross range below the level of the Paramo to San Pablo, Ibarra, and Tulcan. From Tulcan the traveler may proceed to Ipiales and Pasto, Colombia.

Distances.—Guayaquil to: Babahoyo (Bodegas), 40 miles (64 km.); Cuenca, 70 miles (112 km.); Esmeraldas, 302 miles (486 km.); Jipijapa, 80 miles (129 km.); Latacunga, 227 miles (365 km.); Portoviejo, 109 miles (175 km.); Quito, 286 miles (460 km.); Riobamba, 140 miles (225 km.).

Quito to: Ambato, 81 miles (130 km.); Cuenca, 190 miles (306 km.); Esmeraldas, 90 miles (144 km.); Latacunga, 65 miles (105 km.); Loja, 317 miles (510 km.); Portoviejo, 400 miles (645 km.); Riobamba, 144 miles (232 km.); Tulcan, 100 miles (161 km.).

Bahía de Caraquez to Manta, 28 miles (44 km.).

Puerto Bolívar to Machala, 4 miles (7 km.).

Chief Items of Interest.—Guayaquil: The plazas are very attractive with their luxuriant tropical foliage. Tropical regions: Many famous cacao plantations. Jipijapa: From this place and Monte Christi come the majority of the Panama hats; the natives of this region display great ability in making them. Quito: Ancient capital; very interesting architecture and Government buildings. Indians: The Indians of Ecuador in the uplands are very picturesque; at the market places where they gather there is a wealth of color. Mount Pichincha: At its foot lies Quito; elevation, about 16,000 feet; from the summit may be seen 20 snow-clad mountains, ranging

in height from 15,000 to 20,000 feet. Cotopaxi: Active volcano, near Latacunga; particularly famous. Chimborazo: One of the most famous volcanoes of the world. Route from Guayaquil to Quito: The railroad passes through a very wonderful mountainous country; beautiful views; highest point en route, Urbina, 11,000 feet above sea level.

Holidays.—The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized, with the exception of retail stores in the smaller towns, particularly in the interior. The following are legal holidays: January, New Year's Day; February 14, national holiday; May 24, Battle of Pichincha; August 10, Independence of Quito; September 18, Independence of Chile; October 9, Independence of Guayaquil; October 12, Discovery of America; November 2, All Souls' Day; December 25, Christmas Day.

CITIES OF COMMERCIAL IMPORTANCE.

AMBATO, capital of Province of Tunguragua; altitude, about 9,000 feet; population, 12,000; on the Ambato River, near northern foot of Chimborazo Volcano, 81 miles (130 km.) from Quito. Climate, very pleasant. Principal products: Maize, wheat, barley, cochineal, fruit, hides, etc. Industries: Wine and leather.

How Reached.—From Quito or Guayaquil by Guayaquil & Quito Railway; from Riobamba by Riobamba branch line to Luisa, thence main line of Guayaquil & Quito Railway. The Ambato-Curaray Railway is in course of construction; 22 miles (35 km.) have been completed; two trains per week.

Hotel.—Victoria.

Bank.—Samaniega y Cia.

Note.—As a rule, Ambato is canvassed by the importers of Guayaquil and Quito. It is a very attractive place and worthy of a visit.

BABAHYOY (BODEGAS), capital of Province of Los Rios; population, 5,000; on the south bank of Bodegas River; 40 miles (64 km.) from Guayaquil; 13 miles (20 km.) from Yaguachi (nearest railway station). Principal products: Cacao, sugar cane, rice, corn, wax, lumber, gold, silver, and mercury. Industries: Sugar mills and stock raising.

How Reached.—From Guayaquil, by daily steamer service. No charge for baggage in any reasonable quantity.

Note.—Located at the head of navigation on the Guayas River. Babahoyo is a transshipping point between Guayaquil and the interior. Important mines are in the vicinity. The town is chiefly dependent upon Guayaquil for its supplies.

BAHIA DE CARAQUEZ (MANABI), Province of Manabi; altitude, sea level; population, 8,000. Landing: Vessels lie offshore; small boats carry passengers to shore. Located 28 miles (44 km.) north of Manta. Products: Cacao, ivory nuts, sugar, coffee, hides, etc. American consular agent in residence. Lloyd's agent, M. Pierre Discomps.

How Reached.—From Manta or Esmeraldas by steamers; from Quito by carretera.

Bank.—Banco Comercial y Agricola.

Customhouse Brokers.—Suers, de Alejandro Santos.

Hotels.—Alejandro Santos, Gregoria Uslvovich.

Note.—A considerable volume of coconuts and ivory nuts is exported through this port. It owes its importance to the fact that it is the entrepôt for a rich district. There is some direct importing done, but in general the trade depends upon the houses of Guayaquil. From Bahía a railroad runs into the interior to Culeta and Chone.

CUENCA, Province of Azuay; altitude, 8,468 feet; population, 40,000; on the Matadero River, 70 miles (112 km.) from Guayaquil, and 190 miles (306 km.) south of Quito. Principal products: Rubber, hides, sugar, coffee, cascarilla, cereals, cinchona, etc. Industries: Manufacture of straw hats, cheese, embroideries and lace, and coarse cloth.

How Reached.—From Guayaquil by railway to Huigra, thence carretera; from Machala by railway to Pasaje, thence carretera; from Naranjal, via Molleturo and Sajausi, by camino de herradura.

Banks.—Banco de Azuay; Merchan y Cia.

Hotel.—Continental.

Note.—Commercially this town ranks third in the Republic. It is extremely difficult of access. Though worthy of a visit, it is seldom included in the itinerary of most salesmen. When the railway now being constructed to Huigra, on the Amazon, is completed, Cuenca will rank second only to Guayaquil. Huigra is now the central station of the Guayaquil-Quito Line.

DURAN, Province of Guayas; population, 1,000; on east bank of Guayas River, opposite Guayaquil, from which it is 7 miles (12 km.) distant.

How Reached.—From Guayaquil by ferryboat.

Note.—From this point the railroad runs to Quito.

ESMERALDAS, Province of Esmeraldas; population, 6,000; a port 2 miles from mouth of Esmeraldas River. Vessels lie offshore; landing by small boats. Distant 90 miles (144 km.) northwest from Quito; 302 miles (486 km.) north from Guayaquil. Principal products: Tobacco, india rubber, cacao, and ivory nuts. Industry: Gold mines in vicinity. American consular agent in residence. Lloyd's agent, M. A. Quintero.

How Reached.—From Buenaventura, by steamers of Pacific Steam Navigation Co.; from Guayaquil, by steamers.

Customhouse Brokers.—Ricardo Delgado; Dumarest Bros. & Co.; Plascencio Trujillo.

Note.—This is the entrepôt for an extremely rich agricultural section. There is a cable station. Several large importing houses and a number of important mining companies have headquarters here.

GUAYAGUIL, Province of Guayas; population, 80,000; located 35 miles (56 km.) up the River Guayas. Landing: Vessels lie close to port; tenders are used. Distant 616 miles (992 km.) from Panama, 302 miles (486 km.) from Esmeraldas by sea, and 286 miles (460 km.) from Quito. Principal products: Cacao, coffee, cotton, rubber, and hides. Industries: Fishing, sugar mills, breweries, distilleries, soap and candle factories, sawmills, tanneries, and shipbuilding.

American consul general and vice consul in residence. Lloyd's agent, Milne, Williamson & Co.

How Reached.—From Guamote, by railway, 112 miles (181 km.); from Quito, by Guayaquil & Quito Railway (two days' journey, trains do not run at night); from Paita, Peru, by steamer.

Seasons.—Rainy season, January, February, March, and April; dry season, May to December; cool months, June to November; warm months, December to May.

Banks.—Banco Comercial y Agrícola; Banco de Credito Hipotecario; Banco del Ecuador; Banco Territorial; Caja de Ahorros de Guayaquil; Commercial Bank of Spanish America (Ltd.); Mercantile Bank of the Americas.

Customhouse Brokers.—L. Guzman & Sons; Alvarado y Bejarario.

Hotels.—Paris, Guayaquil, Gran Victoria, Mediterraneo, Capricho, Cosmopolita, Wellington.

Note.—Guayaquil is the most important port of Ecuador and should be visited by all salesmen. There are great business possibilities here. If it is desired to establish an agency in Ecuador, Guayaquil is the place in which it should be located. The sanitary conditions have been greatly improved in recent years and traveling salesmen now feel safe to call throughout the year, whereas formerly they made this port only during the dry season.

JIPIJAPA, Province of Manabi; population, 8,000. Located 80 miles (129 km.) from Guayaquil and 37 miles (60 km.) from Portoviejo. Principal products: Coffee and cacao. Industries: Manufacture of Panama hats and straw baskets.

How Reached.—From Manta (its port).

Note.—This town is famous for its production of Panama hats. It is not generally included in the itinerary of travelers. It is canvassed from Guayaquil.

LATACUNGA, capital of Province of Leon; altitude, 9,055 feet; climate, unpleasant and cold. Location: On east bank of Patate River, 65 miles (105 km.) from Quito and 227 miles (365 km.) from Guayaquil. Industries: Cattle raising, sugar, cotton, and woolen mills.

How Reached.—From Guayaquil or Quito, via Guayaquil & Quito Railway. The trip from Guayaquil consumes 1½ days, since train stops overnight. The time from Quito is 3½ hours.

Hotel.—Italia.

Note.—This town is usually visited only by those who canvass closely. Cotopaxi Volcano is 18 miles (29 km.) distant.

LOJA, capital of Province of Loja; altitude, 7,300 feet; population, 14,000; climate, very good; on western bank of Zamora River, 317 miles (510 km.) from Quito. Principal products: Sugar cane, tobacco, alfalfa, grain, potatoes, cinchona, gold, silver, copper, iron, and nickel. Industries: Chiefly agriculture and mining.

How Reached.—From Machala, by mule trail; from Puerto Bolivar, by railway to Pasaje, thence by camino de herradura.

Note.—Although rather remote, Loja is important. It is difficult to reach and not generally canvassed, except by those who have considerable time and work the small towns. It is usually canvassed only by the representatives of the houses in Quito or Guayaquil.

MACHALA, capital of Province of Oro; population, 6,000; situated at the head of the Estero de Machala, 4 miles (7 km.) from Puerto Bolivar and 11 miles (17 km.) from Pasaje. Principal

products: Cacao, coffee, tobacco. Industries: Sugar mills, soap factories, fishing.

How Reached.—From Cuenca, by railroad to Pasaje, thence carretera; from Puerto Bolivar, via Machala Railway.

Hotel.—Del Comercio.

Note.—A considerable volume of export trade passes through this port. There are gold and silver mines in the vicinity. Some of the concerns located here are in a position to make direct importations.

MANGLAR ALTO, Province of Guayas; population, 9,000; on south bank of Manglar Alto River, near its mouth; north of and 28 miles (45 km.) distant from Santa Elena and 89 miles (144 km.) from Guayaquil. Principal products: Coffee, sugar cane, cacao, ivory nuts, and cabinet woods. Industry: Straw-hat manufacture. Customhouse broker, Miguel J. Velez.

How Reached.—By steamers of Pacific Steam Navigation Co.

Note.—Manglar Alto has a large port, in which good-sized vessels can anchor. A considerable volume of business, principally in straw hats, is done here.

MANTA, Province of Manabi; population, 3,000; on the southern shore of Manta Bay. Landing: Small vessels carry passengers from steamer to shore. Distant 40 miles (64 km.) from Portoviejo, and 6 miles (10 km.) from Monte Christi. Principal products: Sugar cane, coffee, cacao, ivory nuts, and fruit.

How Reached.—From Bahia de Caraquez, by steamers; from Portoviejo, via Central Railway of Ecuador.

Bank.—Commercial Bank of Spanish America. This bank also acts as customhouse broker and as Lloyd's agent.

Note.—This is the port for Jipijapa and Monte Christi. A number of merchants located here are in a position to import direct. The place is of growing importance.

MONTE CHRISTI, Province of Manabi; population, 8,000; distant 25 miles (40 km.) from Portoviejo and 6 miles (10 km.) from Manta. Industry: Manufacture of Panama hats.

How Reached.—From Manta or Portoviejo, via Central Railway of Ecuador.

Note.—Monte Christi is not generally canvassed by foreign salesmen; merchants depend largely upon Guayaquil.

PORTOVIEJO, Province of Manabi; population, 10,000; on east bank of Portoviejo River; 109 miles (175 km.) from Guayaquil, 400 miles (645 km.) from Quito, and 37 miles (60 km.) from Jipijapa. Principal products: Coffee, cacao, sugar cane, cotton, rubber, sarsaparilla, vanilla, copper, and coal. Industries: Fishing, tanning; manufacture of straw hats, baskets, and hammocks.

How Reached.—From Manta, via Central Railway of Ecuador.

Hotel.—Bolivar.

Note.—This place is not generally canvassed by foreign salesmen. Guayaquil is its chief source of supply.

PUERTO BOLIVAR, Province of Oro; population, 1,000; on west shore of Jambeli Channel, connecting Gulf of Guayaquil with the Guayas River; 4 miles (7 km.) from Machala. Principal products: Copper, cacao, hides, mangle bark, rubber.

How Reached.—From Machala, via Machala Railway; from Guayaquil, by steamer.

Note.—This is not an important place. It is the port for Machala.

QUITO, capital of the Republic; Department of Pichincha; population, 80,000 (principally Indians); altitude, 9,500 feet. Distant 286 miles (460 km.) from Guayaquil, and 144 miles (232 km.) from Riobamba. Climate, cool; temperature averages 55° F. Principal products: Cereals, sugar, coffee, and cattle. Industries: Chiefly agricultural; cattle breeding; ivory carving; embroideries; coarse weaving, lace making, etc. American minister in residence. Lloyd's agent, John S. Buttar.

How Reached.—From Guayaquil by Guayaquil & Quito Railway (two days' journey; trains do not run at night); from Riobamba, by railroad, via Luisa.

Banks.—Banco Comercial y Agrícola; Banco del Pichincha; Banco de Credito Agrícola y Industrial.

Hotels.—Estranjero, Froment, Internacional, Interandino, Giacometti, Nacional, Paris, Palace, Americano, Continental, Ecuador.

Note.—Quito is worthy of a visit by most salesmen, but a greater amount of business is done in Guayaquil.

RIOBAMBA, Province of Chimborazo; altitude, 9,000 feet; population, 20,000; near the source of the Pastaca River, 140 miles (225 km.) from Guayaquil and 144 miles (232 km.) from Quito. Climate, cold. Industries: Agriculture, cattle raising.

How Reached.—From Quito or Guayaquil, via Guayaquil & Quito Railway.

Hotels.—Metropolitano, Ecuador, Central.

Bank.—Cordovez Hermanos.

Note.—This place is easily made on the way to Quito. It is growing in importance and worthy of a visit.

SANTA ROSA, Province of Oro; population, 6,000; altitude, 10,500 feet; on west bank of Santa Rosa River (navigable by small steamers, 12 miles (20 km.) from Machala and 142 miles (228 km.) from Guayaquil. Principal products: Cacao, coffee, tobacco, cinchona, wax, lumber, copper, and gold. Industry: Mining (gold, etc.).

How Reached.—From Cuenca or Azogues, by mule train, via Sayusi.

Note.—Santa Rosa is of considerable importance as an outfitting supply and distributing center, but visited only by those who work closely. It is difficult of access.

TULCAN, capital of Province of Carchi; population, 15,000; altitude, 15,830 feet; on head stream of Guaitara River, near Colombian frontier, southwest of Ipiales, Colombia; 100 miles (161 km.) northeast of Quito. Principal products: Sugar cane and cereals. Industries: Cattle raising; agriculture.

How Reached.—From Quito by mule trail.

Note.—Tulcan is very difficult of access, but growing in importance. It is usually visited only by the representatives of the houses in Guayaquil and Quito.

TOWNS OF LESS IMPORTANCE.

Occasionally direct importations are made by firms or companies located in certain of the following places. It is advisable to inquire in the nearest large town as to trade possibilities.

Alausi, Province of Chimborazo; population, 7,000; altitude, about 7,500 feet; near Alausi River, 50 miles (80 km.) from Riobamba and 89 miles (144 km.) from Guayaquil, on Guayaquil & Quito Railway. Industries: Manufacture of cotton cloth; agriculture (corn, wheat, etc.). Lead, gold, silver, copper, and mercury are mined.

Azogues, capital of Province of Canar; population, 10,000; on east bank of Azogues River, 50 miles (80 km.) from Huigra (nearest railroad station) and 348 miles (560 km.) from Quito. Route: From Guayaquil, by railroad to Huigra; thence by carretera. Mines: Gold, platinum, mercury, copper, sulphur, etc. Other industry: Manufacture of straw hats.

Balzar, Province of Guayas; population, 6,000; port on River Daule, located 32 miles (51 km.) from Guayas; reached from Duran by River Daule, from Guayaquil by carretera. Products: Coffee, sugar, caoutchouc, tobacco, woods, cacao, cattle.

Cayambe, Province of Azuay; population, 10,000; altitude, about 9,400 feet; on Pisque and Blanco Rivers, 47 miles (75 km.) from Quito. Products: Wheat, corn, oats, potatoes, cattle. Silver mines are near by. Camino de herradura to Quito and Ibarra.

Celica, Province of Loja; population, 11,000; southeast from Machala, 10 miles (16 km.) from Catacocha. Products: Cereals, sugar, cacao, cattle, and sheep. This town is reached by camino de herradura. Fairs are held on June 29 and November 24.

Chone, Province of Manabi; population, 20,000; distant 46 miles (75 km.) from Portoviejo, and 26 miles (42 km.) northeast of Bahia de Caraquez, from which it is reached by railroad via Calceta. This is the center of a rich cacao-growing district; sugar and coffee are also produced.

Cotacachi, Province of Imbabura; population, 9,000; altitude, about 8,000 feet; on west bank of Rio Blanco, 20 miles (32 km.) from Ibarra, from which it is reached by camino de herradura. Products: Cereals, caoutchouc, rubber, incense, coal, cattle. Industries: Manufacture of cotton cloth, ponchos, laces, etc.

Daule, Province of Guayas; population, 14,000; on east bank of Daule River, opposite mouth of Magro River, 49 miles from Guayaquil, which is reached by steamers (regular service). Products: Rice, coffee, sugar, tobacco, caoutchouc, cattle.

Galapagos Islands; population, 500; distant 730 miles (1,175 km.) from the mainland.

Gualaceo, Province of Azuay; population, 19,000; altitude, about 8,000 feet; distant 31 miles (50 km.) from Cuenca by camino de herradura. Products: Sugar cane, grain. Industries: Manufacture of hats and cloth weaving.

Guamote, Province of Chimborazo; population, 9,000; altitude, about 8,875 feet; on Carretera Nacional, and Guayaquil & Quito Railway, 18 miles (30 km.) from Villa de la Union and 112 miles (181 km.) from Guayaquil.

Guano, Province of Chimborazo; population, 10,000; on affluent of Chambo River, 6 miles (10 km.) from Riobamba by camino de herradura. Industries: Spinning, dyeing, and weaving; manufacture of straw hats. Products: Sugar, coffee, cacao, rice.

Guanujo, Province of Bolivar; population, 6,000; on Rio Chimbo, 3 miles (5 km.) from Guaranda. Products: Coffee, cacao, tobacco, quinine, grain, gold, aguardiente.

Guaranda, Province of Bolivar; population, 8,500; altitude, about 8,500 feet; on west bank of Llangama River, 3 miles (5 km.) from Cajabamba (nearest railroad station), and 111 miles (179 km.) from Quito; reached from Cajabamba by mule trail; from Quito by railway to Cajabamba or Mocha, thence mule trail. Products: Coffee, cacao, rice, cattle, wood.

Huigra, Province of Chimborazo; population, 500; on north bank of Alausi River, 14 miles (22 km.) from Alausi, 73 miles (117 km.) from Guayaquil; also on Guayaquil & Quito Railroad.

Ibarra, capital of Province of Imbabura; population, 10,000; altitude, about 7,500 feet; on west bank of Taguando River, 60 miles (99 km.) from Quito, from which city it is reached by carretera. Products: Cotton, sugar, cereals, fruit, cattle, salt. Industries: Manufacture of ponchos, woolen cloth, aguardiente, furniture.

Machalilla, Province of Manabi; population, 600; a port, reached by regular steamer service; 12 miles (20 km.) from Jipijapa. Products: Sugar cane, coffee, oranges, corn. Industries: Manufacture of starch, stock raising.

Naranjal, Province of Guayas; river port for Cuenca; on the Naranjal River, 37 miles (60 km.) from Guayaquil and 62 miles (100 km.) from Yaguachi (nearest railroad station). Regular steamer service from Guayaquil.

Otavalo, Province of Imbabura; population, 16,000; near confluence of main head streams of Rio Blanco, 19 miles (30 km.) from Ibarra and 56 miles (90 km.) from Quito, via Cayambe, by camino de herradura. Products: Fruits, grains. Industries: Manufacture of soap, cotton and woolen cloth, and ponchos; cattle raising.

Pasaje, Province of Oro; population, 6,000; on Yubones River 16 miles (26 km.) from Machala; reached from Machala and Puerto Bolivar by Machala Railway. Products: Coffee, cacao, corn, ivory nuts, fruits, cattle, etc.

Pelileo, Province of Tunguragua; population, 3,000; altitude, about 9,200 feet; distant 10 miles (16 km.) southeast of Ambato. Products: Wheat, barley, corn, potatoes.

Pujili, Province of Leon; population, 10,000; distant 9 miles (15 km.) from Latacunga, by camino de herradura. Industries: Manufacture of cotton goods, aguardiente, etc. Sugar is one of the chief products.

Rocafuerte, Province of Manabi; population, 5,000; situated on River Portoviejo, 9 miles (15 km.) from Portoviejo.

Salinas, Province of Guayas; population, 4,000; a port for coasting trade on south shore of Santa Elena Bay; reached from Guayaquil by carretera. Salt is an important product.

Salitre (formerly Las Ramas), Province of Guayas; population, 12,000. Products: Cacao, coffee, sugar cane.

San Gabriel, Province of Carchi; population, 8,000; altitude, about 9,300 feet; distant 30 miles (48 km.) from Tulcan, on carretera from Tulcan to Ibarra, in an agricultural and stock-raising district.

San Jose de Chimbo, Province of Bolivar; population, 4,000; altitude, about 8,000 feet; on Chimbo River, 9 miles (15 km.) from Guaranda and 50 miles (80 km.) from Punta de Chimbo (nearest station). Products: Sugar, cereals, coffee, fruits.

San Miguel, Province of Leon; population, 7,500; on east bank of Patate River, north of Ambato; also located on the Guayaquil & Quito Railroad. Products: Wheat, barley, and corn.

Santa Elena, Province of Guayas; population, 14,000 in canton, 1,500 in city proper. Distant 13 miles (21 km.) from Guayaquil and $1\frac{1}{2}$ miles (2 km.) from Ballenita Harbor, on carretera from Salinas to Guayaquil. Products: Ivory nuts, sugar, petroleum, salt. This is a health resort.

Sigsig, Province of Azuay; population, 8,500; on east bank of Sigsig River, 22 miles (36 km.) southeast of Cuenca. Route: From Puerto Bolivar by railroad to Pasaje; thence carretera via Cuenca. Products: Gold, sugar, cotton, cacao, rice. Industry: Making of toquilla straw hats.

Tambo, Province of Canar; population, 8,000. Products: Oats, potatoes, wheat.

Villa de la Union, Province of Chimborazo; population, 19,000; on Cicalpa River, 9 miles (15 km.) from Riobamba; also on Carretera Nacional.

Vinces, Province of Los Rios; population, 2,500 (15,000 in canton); on east bank of Vinces River, 31 miles (50 km.) by carretera from Babahoyo. River communication with Palenque in rainy season. Products: Coffee, sugar cane, cacao, rice, tobacco, rubber. Industry: Manufacture of cotton cloth.

Yaguachi, Province of Guayas; population, 2,500; distant 9 miles (15 km.) from Guayaquil; reached from Duran by railroad. Products: Cattle, cereals, cacao, coffee, woods. Unexploited mines.

Zaruma, Province of Oro; population, 2,000 (canton, 17,000); altitude, 3,000 feet. Stone road to Quito and also to Cuzco, Peru. Products: Gold and silver, coffee, sugar, quinine.

PERU.

Maps Nos. 13, 17, and 21.

Location.—Bounded on the north by Ecuador, on the east by Brazil and Bolivia, on the south by Bolivia and Chile, and on the west by the Pacific Ocean. The coast line is about 1,400 miles in length, including sinuosities.

Area and Population.—Area variously estimated at from 460,000 to 722,461 square miles, subject to boundary settlements. Population was estimated in 1896 by the Lima Geographical Society at 4,610,000, approximately 6 to 10 inhabitants per square mile. There has been no official census since 1876.

Topography.—Peru may be divided roughly into three zones. The first includes the western lowlands, in which are the Pacific ports, the cities of Lima, Trujillo, etc. Here is much agricultural wealth and also important petroleum fields. This zone is from 20 miles (32 km.) to 120 miles (193 km.) wide. The plateaus, lying between the central and western Andes, from 4,000 to 14,000 feet above sea level, form the second zone. Here are some beautiful fertile valleys and important cities and mining districts, including Arequipa, Cuzco, Huancayo, Cerro de Pasco, and Morococha. The third zone comprises the eastern slopes of the Andes, falling toward the Amazon River basin. This section is thinly populated and largely undeveloped. The chief port for this great area is Iquitos, which is located 2,500 miles (4,025 km.) from the mouth of the Amazon, in the heart of the rubber district.

Rivers.—Peru has 3,000 miles of navigable rivers for vessels of 8 to 20 feet draft. The Upper Amazon, or the Marañon, as it is called in Peru, with its numerous tributaries, forms the extensive water system of eastern Peru, being navigable in its entire length, over 3,000 miles (4,830 km.). The chief tributaries are the Ucayali and Huallaga Rivers. Steamers ascend the Amazon (Marañon) River to Iquitos, Peru. There is also navigation by steamers of light draft on the Ucayali, Pachitea, and Pichis Rivers for 800 to 900 miles (1,288 to 1,450 km.).

Lakes.—The principal lake of Peru is Lake Titicaca, on the Bolivian boundary, being the highest navigated lake in the world. Others are Lake Junin or Chinchay-cocha, 37 miles (60 km.) in length and 7 miles (11 km.) in width; and Lake Lauricocha, said to be the source of the Amazon.

Climate.—This is much influenced by altitude. In the main the climate is tropical along the Pacific coast, cool all the year round in the interior on the plateaus, and torrid in the eastern Amazon district. Along the coast there is practically no rain, but the climate is moderated by the Humboldt Current. In this district the temperature is fairly even throughout the year, about 68° F., only becoming uncomfortably cool at certain times during the winter when the heavy fogs from the Pacific roll inland.

Seasons.—It is difficult to divide the seasons, for in certain sections there is no rainfall, while in others, such as the Amazon River district, rains are most frequent throughout the year, with but slight changes in temperature. The chief factors are the trade winds from the Atlantic and the differences in altitude. The climate from 3,000 to 9,000 feet altitude is temperate and healthful. Where the seasons are marked, they are the opposite of those in the United States. The hottest months are January and February, temperature ranging from 82° to 86° F.

Principal Products.—The chief agricultural crop of Peru is sugar, an important item of export. The sugar plantations are mainly in the irrigated section west of the mountains. Salaverry, the chief sugar port, and Trujillo are the centers of the industry. There are also some plantations near Chinbote. The next important staple is cotton, a very high grade of which is produced, the fiber being long and similar to that of Egypt. Large quantities of tobacco are also grown. In the Amazon River district rubber is of the greatest commercial importance. Other products are rice, cacao, yucca (cassava), coffee, hides, and skins. There are important vineyards in the southern part of the Republic.

Industries.—The industries of Peru are not large in number, but they are developing. There are some important weaving mills, and the sugar refineries are large and of increasing importance. Other factories are devoted to the manufacture of chocolate, cement, flour, and alcoholic beverages. The Indians in the mountains do considerable coarse weaving for their own purposes.

Mineral Wealth.—Peru from the earliest days has been famous as a producer of minerals. Copper is the most important metal, coming chiefly from the mines of Cerro de Pasco, Baekus & Johnston, and the Morococha mines. Gold is produced in various fields, and the most important silver mine is located near Huarney, operated by an Anglo-French company. Coal is produced near Goyllorisca and in other sections. Other minerals mined are tungsten, lead, mercury, bismuth, vanadium, antimony, and nickel. Marble is also quarried.

Oil.—The chief oil fields are located in the Province of Paita and other northern coast regions, and include the Zorritos, Lobitos, and Negritos fields, south of Tumbes and north of Paita. Another field is about 8 miles (12 km.) from Lake Titicaca.

Inhabitants.—The inhabitants are chiefly mestizos or cholos—that is, mixed Spanish and Indian. The Indians themselves form a large percentage of the population. There is a considerable number of Europeans and “criollos,” the latter being descendants of European immigrants. There are also some Chinese.

Language.—The national language is Spanish. Among the Indian population, however, there are many native dialects, the Quichua being the most common.

Currency.—The libra, or Peruvian pound, equivalent to £1 sterling or \$1.8665, is the unit of value. It is divided into 10 soles, and 1 sol equals 100 centavos. Peru being on a gold basis, all calculations, financial and commercial, are made in soles or libras. The coins are as follows: Gold, one, one-half, and one-fifth libra; silver, one, one-half, one-fifth, one-tenth, and one-twentieth sol; minor copper coins of 1 and 2 centavos.

Weights and Measures.—The metric is the legal system. In retail trade, however, the following weights and measures are sometimes used: Vara, equal to 32.91 inches; arroba, equal to 25.36 pounds; libra, equal to 1.014 pounds.

Postage.—Peru is in the Postal Union. Letter rate to and from the United States is 5 cents for the first ounce and 3 cents for each additional ounce or fractional part thereof. There is also a parcel post.

Wireless, Cable, and Telegraph Service.—*Wireless:* Central office, Desemparados 157, Lima; hours, 8 a. m. to 12 noon, 2 to 6 p. m., and 8 to 11 p. m.; holidays and Sundays, 8 a. m. to 12 noon. Rates: For the coast, 12 centavos (6 cents) per word; to the Montana, 24 centavos (12 cents) per word. Wireless stations have been established at Iquitos, Putumayo, Requena, Orellano, Masisca, Puerto Bermudez, San Cristobal, Lima, Callao, Pisco, Chala, Leticia, and El Encanto.

Cablegrams: Pacific Union Telegraph Co., central office, Calle Carrera 421, Lima; hours, 6.15 a. m. to 11 p. m.; Sundays, 9 a. m. to 11 a. m. and 4 p. m. to 6 p. m. Rates: To New York, per word, 1.40 soles (\$0.68).

Telegraph: Paita to Piura, 20 centavos (10 cents) per word; Paita to interior, 40 centavos (20 cents) per word.

TRAVEL ROUTES.

LINES FROM NEW YORK.

United States and Pacific Line.—Office, 110 Pearl Street. Departures monthly for Callao and Mollendo. Distance to Callao, 3,576 nautical miles; time, 12 to 16 days; fare (approximate), \$260.

Panama Railroad Steamship Co.—Office, 24 State Street. Sailings from Pier 67, North River (West Twenty-seventh Street). Departures weekly for Colon (Cristobal) and Panama City (Balboa), Panama, connecting at Balboa for west coast with Pacific Steam Navigation Co., Peruvian Steamship Co., Compañía Sudamericana de Vapores, and Toyo Kisen Kaisha.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling slip), and Pier 1, North River (Battery Place). Departures weekly for Colon, Panama. Distance to Colon, 1,972 miles; fare, \$120; time, 6 days. Fare from Colon to Balboa, \$6; Balboa to Callao, \$135; to Mollendo, \$160 (Pacific Steam Navigation Co.).

LINE FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—J. J. Kelleher, general freight agent, 626-630 Common Street. Departures every week for Colon, Panama. Average time, 5 days; fare, direct, \$92.

LINES FROM SAN FRANCISCO.

Pacific Mail Steamship Co.—Office, 508 California Street. Departures semimonthly for Balboa, Panama; thence via Pacific

Steam Navigation Co., Peruvian Line, Compañía Sudamericana de Vapores, or United States and Pacific Line. Approximate fare to Callao, \$302. (See also p. 36.)

Toyo Kisen Kaisha (Oriental Steamship Co.)—Departures about twice a month for Callao and Mollendo.

Other Lines Visiting Peruvian Ports.—Booth Steamship Co.; Compagnie Générale Transatlantique; La Veloce; Leyland Line; Harrison Line; Elder & Fryfe Lines; Braun & Blanchard Line (Chilean).

RAILROADS IN PERU.

Mileage.—The total mileage of railroads in Peru is about 1,724 (2,775 km.). This is entirely inadequate in comparison to the area of the country. There are two lines reaching from the coast into the mountains; these are the Southern Railway of Peru and the Central Railway. In the mountains there is one important line, the Cerro de Pasco Railway, which connects with the Central at Oroya. The mileage of the principal lines is given below, with kilometer equivalents in parentheses:

The Peruvian Corporation: Paita to Piura, 59 (97 km.); Pacasmayo to Chilite, 84 (135 km.); Salaverry-Trujillo-Chocope-Ascope, 51 (82 km.); Trujillo to Menocueho, 16 (26 km.); Chimbote to Tablone, 35 (57 km.); Lima to Ancon, 23 (38 km.); Callao to La Oroya, 138 (222 km.); La Oroya to Huancayo, 76 (123 km.); Pisco to Ica, 46 (74 km.); Mollendo to Arequipa, 107 (172 km.); Arequipa to Puno, 218 (351 km.); Juliaca to Sieuani, 123 (198 km.); Sicuani to Checaupe, 27 (43 km.); Checaupe to Cuzco, 62 (100 km.); Ilo to Moquegua, 62 (100 km.).

Empresa Ferrocarril Catacoas: Piura to Catacoas, 6 (10 km.).

Empresa Ferrocarril y Muelle de Eten: Eten-Chiclayo-Ferrenafe, 61 (98 km.); Chiclayo to Patapo, 15 (24 km.).

Cia. Ferrocarril de Chiclayo, Pimentel-Chiclayo-Lambayeque, 15 (24 km.).

Railway & Works Co., Lima to Huacho, 113 (182 km.).

Compañía del Ferrocarril Ingles: Lima to Chorillos, 7 (12 km.); Lima to Magdalena de Mar, 5 (8 km.); Lima to Callao, 9 (14 km.).

Cerro de Pasco Railway, Cerro de Pasco to La Oroya, 82 (132 km.).

Baggage Rates.—Free baggage allowances vary greatly, from one small handbag on the road from Trujillo to Menocueho to 155 pounds on the railway from Mollendo to La Paz, Bolivia. The charges for excess baggage increase with the distance traversed, and, in general, may be said to range from one-half to two-thirds of the passenger fare per 100 kilos.

Steamer Service on Lake Titicaca.—Leave Puno, Peru, Friday night, arrive Guaqui, Bolivia, Saturday morning; leave Puno Sunday night, arrive Guaqui Tuesday night. Leave Guaqui Thursday night, arrive Puno Saturday morning; leave Guaqui Sunday night, arrive Puno Monday morning. Steamers make connection in Guaqui with trains to La Paz, and in Puno with trains to Arequipa. The Sunday steamer from Puno and the Thursday steamer from Guaqui afford passengers an opportunity to view the lake during daytime.

CANVASSING PERU.

SALESMEN'S SAMPLES.—Samples of any character which are not prohibited by the customs laws may be temporarily imported duty free for a period of three months, with possible extension to six months upon application to the customs authorities. The law requires that only one article of each kind may be imported, unless there is a difference in the quality, shape, size, weight, or color.

Bond.—As a guaranty that the samples imported will not be sold or changed in any way, the traveling salesman may either deposit an amount equivalent to the duty on the samples or give a bond for their reexportation. It is highly important that there be no change in weight or quantity of samples submitted for reexportation.

Reexportation Through Other Ports.—This is permitted, but for practical purposes it is best to reexport samples through the same port in which they were entered. In any event, it is necessary to supply to the customs authorities at port of reexportation a document which carefully corresponds in every detail with the samples.

Time Required for Clearance.—Samples which have no commercial value and are carried by the traveler can usually be cleared without difficulty. If samples have a value, a bond must be given, which may take several days, depending upon the quantity and character of the goods. When bond must be given, matters will be expedited if handled through a customs broker.

Duties on Advertising Matter.—Peruvian authorities permit travelers to carry with them, and admit free of duty, a limited amount of advertising matter, such as catalogues, calendars, etc. Occasionally, if articles have a definite value, even though apparently for free distribution, there may be some question as to the payment of duty, this being decided by the appraiser.

Best Visiting Time.—The best seasons for a traveler to visit Peru are August to October and April and May. But conditions prevailing in his individual line will govern his choice of time to a large extent. The rainy season lasts from November to April.

Baggage Rates.—No special concessions are granted to commercial travelers by the railroads.

Commercial Travelers' Tax.—There is no Government tax on commercial travelers, but certain municipalities impose taxes; for example, Arequipa charges 25 soles (about \$12) quarterly, and Cuzco, 50 soles (about \$24) for each visit.

DISTANCES IN PERU.—From Lima to: Arequipa, 750 miles (1,200 km.); Ayacucho, 360 miles (580 km.); Cajamarca, 482 miles (768 km.); Callao, 8 miles (13 km.); Cerro de Pasco, 110 miles (176 km.); Chiclayo, 517 miles (827 km.); Cuzco, 600 miles (960 km.); Huanuco, 258 miles (412 km.); Huaraz, 218 miles (348 km.); Ica, 92 miles (147 km.); Iquitos, 1,387 miles (2,040 km.); Pacasmayo, 42 miles (67 km.); Paita, 508 miles (814 km.); Puno, 825 miles (1,320 km.); Trujillo, 300 miles (485 km.).

From Mollendo to: Arequipa, 107 miles (172 km.); Callao, 480 miles (770 km.); Cuzco, 506 miles (816 km.); Juliaca, 289 miles (467 km.); Ilo, 53 miles (85 km.); Puno, 324 miles (521 km.).

From Callao to: Huancayo, 215 miles (346 km.); Pacasmayo, 291 miles (461 km.); Paita, 500 miles (800 km.); Pisco, 130 miles (208 km.); Salaverry, 260 miles (416 km.); Trujillo, 269 miles (431 km.).

Instructions to Accompany Orders.—It is very important to give full instructions on order sheets regarding the preparation of consular invoices, etc. If this is not done, heavy fines may result. It is also well to guard against mistakes in packing.

Best Time for Selling.—The Peruvian dealers in general are accustomed to provide themselves in advance for their chief selling periods. These take place during the weeks preceding the Peruvian national holiday (July 28), the Christmas season, and the period just before Easter.

Hotel Rates.—In the large cities, such as Callao and Lima, the rates range from \$3.50 to \$6 per day on the American plan, and somewhat lower for European plan, in the better-class hotels. Those of the second class charge less. In Iquitos the rates are higher, while in the smaller places the accommodations are not very desirable and the rates range from \$2.50 to \$4 per day.

Business Zones.—For business purposes Peru may be considered as having four districts. Three are on the Pacific coast and a fourth in the Amazon region with Iquitos as its chief center. They are as follows:

Northern zone.—Ports of Pimentel, Eten, Pacasmayo, Paíta, Trujillo, Salaverry, and Chimbote. The chief products of this region are sugar, cotton, and minerals. There are also some very famous oil fields near Tumbes and Paíta.

Central zone.—This has Callao as its chief port, through which passes between 60 and 70 per cent of the total imports of Peru. It lies very close to Lima, the capital. In this region are the wonderful copper, silver, and other mines, including those at Cerro de Pasco, Casapalca, and Morococha.

Southern zone.—Chief port, Mollendo. Arequipa is a most important distributing point.

Amazon zone.—The Amazon region lies on the other side of the Andes and for all practical purposes must be considered entirely alone, because the communication between Iquitos and the western side is very difficult. In fact, mail for Iquitos from the United States is usually dispatched via Para, Brazil, and most travelers find it easier to take an Amazon River steamer to Iquitos from New York City than to go overland through Peru.

Distributing Centers.—The chief distributing centers of Peru are Lima, a place of supreme importance, and Arequipa, which is rapidly growing as an entrepôt for southern Peru. The most important port is Callao. There are other places in Peru, such as Paíta and Pacasmayo, that are developing and are being canvassed by commercial travelers. Inasmuch as the merchants in certain of these places are now making direct importations, the necessity of taking these cities into account is more and more urgent. Iquitos, the entrepôt of the Amazon region, must naturally be "made" from the Atlantic.

ROUTES.—The routes suggested below assume that the traveler arrives from the north, and are necessarily subject to variation. Certain travelers may find it feasible to visit some points and not others. Under certain conditions visits may be made while returning to the United States from the south. It is believed, however, that the itineraries outlined will serve as a basis for calculation.

In connection with southern Peru, it is important to take into account Bolivia, which may be worked in combination with Arequipa.

From Paita.—By Paita & Piura Railway to Piura; return to Paita; thence by steamer to Eten; by Chicalayo Railway to Lambayeque; return to Eten; by steamer to Pacasmayo; side trip by Pacasmayo Railway to Chilete; thence by carretera to Cajamarca; return to Pacasmayo; thence by steamer to Salaverry; by Salaverry & Trujillo Railway to Trujillo; return to Salaverry; thence by steamer to Chimbote; by Chimbote Railway to Yuramarca; thence carretera to Huaraz; return to Chimbote; thence by steamer to Callao; by Central Railway to Lima and Oroya; by Cerro de Pasco Railway to Cerro de Pasco; by carretera to Huanuco; return to Oroya; by Central Railway to Huancayo; by carretera to Huancavelica; by carretera to Ayacucho.

From Callao by steamer to Pisco; by Pisco & Ica Railway to Ica; return to Pisco; thence by steamer to Mollendo; by Southern Railway to Arequipa, Juliaca, and Cuzco; return to Juliaca; thence by Southern Railway to Puno; by steamer across Lake Titicaca to Guaqui, Bolivia; thence by Guaqui & La Paz Railway to La Paz, Bolivia.

From Lima to Iquitos via Central Route.—From Lima to Oroya, by railroad, 1 day, 128 miles (206 km.); Oroya to Tarma, by road, 1 day, 20 miles (33 km.); Tarma to Huacapistana, via Acobamba, Palca, and Carpapata, by road, 1 day, 28 miles (45 km.); Huacapistana to La Merced, via La Libertad and San Ramon, by road, 1 day, 20 miles (32 km.); La Merced to Vista Alegre, via Perene and San Luis, by road, 1 day, 20 miles (33 km.); Vista Alegre to Tambo Enenas, by road, 1 day, 26 miles (41 km.); Enenas to Tambo, by road, 1 day, 26 miles (42 km.); Tambo to Azupizu, via San Nicholas, by road, 1 day, 31 miles (50 km.); Azupizu to Puerto Yessup, passing through Ibarra, by road, 1 day, 26 miles (42 km.); Puerto Yessup to Puerto Bermudez, by road, 1 day, 12 miles (20 km.); Puerto Bermudez to Iquitos, by steamer, 7 days, 932 miles (1,500 km.). Total time of trip, 17 days; total distance, 1,270 miles (2,044 km.). The trip often takes longer. The best time for this journey is in the dry season, from June 1 to October 15. The cost is \$150 to \$170. Iquitos is also reached from the Atlantic by steamer up the Amazon.

Chief Items of Interest.—Lima, the capital of Peru, with its public buildings, the famous portales, cathedral, churches, etc. Inca and pre-Inca ruins: These are found in many places. Among the more important are Pachacamac, which is located not far from Lima. In Lake Titicaca, on the islands of Titicaca and Coati, are other famous Inca ruins, including the site of the famous Temple of the Sun. Cuzco, a picturesque but dirty place, famous for its associations with the history of the Incas. Arequipa, charming and important city in southern Peru. Near by is the famous observatory of Harvard University. El Misti, a very beautiful peak, not far from Arequipa; altitude, 19,200 feet. Ayacucho, celebrated for its historical interest.

Holidays.—The State religion is Roman Catholic, and the chief feast days of the church are scrupulously observed. In addition,

the following are officially recognized holidays on which business, except in the smaller towns, is suspended:

July 4, Independence Day; July 28, 29, 30, holidays commemorating national independence; August 30, Santa Rosa of Lima; September 24, Our Lady of Ransom; October 12, Discovery of America.

CHIEF COMMERCIAL CENTERS.

AREQUIPA, capital of Department of Arequipa; altitude, 7,750 feet; population, 50,000; situated on Chile River and on the Southern Railway; 746 miles (1,200 km.) southwest from Lima, 218 miles (351 km.) from Puno, and 107 miles (172 km.) from Mollendo; climate, delightful; temperature averages 58° F. Principal products: Alpaca and sheep's wool, hides, cacao, rubber, gold, and silver. Industries: Cotton weaving, vermicelli factories.

How Reached.—From Mollendo, by Southern Railroad; daily, except Sunday and Tuesday; time, 5½ hours; fare, \$3. From Juliaca, by Southern Railroad; fare, \$6.10. From Puno, by Southern Railroad; trains Mondays and Saturdays; time, about 9 hours; fare, \$7.

Banks.—Banco del Peru y Londres; Banco Italiano; Banco Mercantil Americano del Peru.

Hotels.—Central, Panama, Morosini-Parodi, France et Inglaterra, Royal, Gran, Internacional.

Cab Hire.—Cabs, 20, 30, and 40 cents for one, two, and three persons, respectively, for short distances within the city.

Note.—The approach to Arequipa is by way of Mollendo. It is also on the road to Bolivia. Next to Lima, this city should receive the attention of all commercial men. It is an important distributing point for the entire southern district; rapidly growing in importance, and a good place in which to establish an agency for the southern part of Peru.

AYACUCHO, capital of the Department of Ayacucho; altitude, 9,216 feet; population, 20,000; 360 miles (580 km.) from Lima, 162 miles (260 km.) from Huancayo, and 112 miles (180 km.) from Bolognesi (port of Apurimac River); climate, cool. Principal products: Gold, silver, copper, cobalt, coffee, cacao, sugar, tobacco, cotton, fruit, vegetables, grain, alfalfa. Industries: Silver filigree, pottery making, stock raising.

How Reached.—From Huancayo, by camino de herradura; from Bolognesi, by carretera; from Lima, by Central Railway to Huancayo; thence camino de herradura.

Hotel.—Colon.

Note.—This is a very important place; considerable mining in the vicinity; visited by those who work closely.

CAJAMARCA, capital of Department of Cajamarca; altitude, 9,400 feet; population, 12,000; climate, cool; on the Mashcon River, 477 miles (768 km.) from Lima. Principal products: Gold, silver, copper, iron, coal, cereals. Industries: Leather goods, cotton and woolen cloth, straw hats.

How Reached.—From Chilite, by carretera. (Chilite is terminus of Pacasmayo Railway.)

Hotels.—Amazonas, International.

Note.—A good distributing point for the surrounding district. Being the capital of the Department, it attracts a great deal of trade. In the immediate vicinity are the famous Inca ruins, which are generally visited from this place.

CALLAO, capital of littoral Province of Callao; population, 35,000; on the Bay of Callao. Landing, by shore boats; charges, 40 cents per person; per package from ship to hotel in Lima, \$1.50. Situated 1,300 miles from Panama Canal, 480 miles (770 km.) from Mollendo, 8 miles (13 km.) from Lima, 215 miles (346 km.) from Huancayo, and 1,301 miles from Valparaiso, Chile. Climate, tropical; temperature averages 70°. Principal products: Sugar, cacao, sulphite of silver, guano. Industries: Foundries, distilleries, flour mills, etc. Customhouse brokers, A. S. Puccio & Co.; Velez, Zavala & Co. Lloyd's agent, H. M. Beausire & Co. American consul and vice consul.

How Reached.—From Salaverry, by steamer; from Lima, by Central Railroad or tramcar, time one-half hour; from Pisco, by steamer; from Huancayo via Central Railway.

Hotels.—Internacional, Bristol, Peninsula, Gran, Blanco, Gerrona, Italia, Chalaquito.

Banks.—Banco Mercantil Americano del Peru; Banco Peru y Londres, Arsenal 48; Banco Italiano, Adolfo King 28.

Note.—This is the chief port of Peru and the most commodious and safest on the Pacific. The greater part of foreign trade passes through this port. No movement is allowed in port after 6 p. m. Every traveler should stop here, as much of the business of Peru is done in Lima.

CERRO DE PASCO, capital of Department of Junin; altitude, 14,380 feet; population, 15,000; 110 miles (176 km.) from Lima, 81 miles (131 km.) from Oroya, and 56 miles (90 km.) from Tarma; climate, cool; temperature averages 40°. Principal products: Silver, copper, coal, tungsten. Industries: Mining and smelting; copper output averages over 55,000,000 pounds annually. American consular agent.

How Reached.—From Lima or Callao, by Central Railroad via Oroya, time 15 to 16 hours; from Tarma, by carretera, automobile service, fare \$5, distance 30 miles.

Hotels.—Universo, Iberi Americano.

Bank.—Banco del Peru y Londres.

Note.—A famous mining district; the Cerro de Pasco Mining Co. operates a commissary here. There are a number of dealers who make direct importations for their large retail stores. Salesmen frequently arrange to meet the merchants or buyers of Cerro de Pasco in Lima, reimbursing them for their expense.

CHICLAYO, capital of Department of Lambayeque; altitude, 82 feet; population, 15,000; 18 miles (29 km.) from Lambayeque, 514 miles (827 km.) from Lima, 12 miles (20 km.) from Eten. Principal products: Sugar, rice, cotton, corn, cacao. Industries: Textile mills, manufacture of straw hats, distilleries, rice mills, and chocolate factories.

How Reached.—From Eten, by railroad (Ferrocarril Muelle de Eten); from Lambayeque, by railroad (Ferrocarril de Chiclayo).

Banks.—Banco Mercantil Americano del Peru; Banco del Peru y Londres.

Hotels.—Gran, Internacional, Royal.

Note.—This is a city with a growing business. Its port is Eten. There are a number of dealers here who make direct importations. Several prominent houses whose headquarters are in Lima have branches at this point.

CUZCO, capital of the Department of Cuzco; altitude, 11,440 feet; population, 30,000; on the Southern Railway, 507 miles (816 km.) from Mollendo, 87 miles (140 km.) from Sicuani, and about 596 miles (960 km.) from Lima; climate, cool. Principal products: Coffee, cacao, tobacco, rum, rubber, and sugar. Industries: Manufacture of cigars and cigarettes, soap, cocaine, and woolens.

How Reached.—From Mollendo, by Southern Railroad, 3 days' journey; fare, \$17.20. From Sicuani via Southern Railway. From Lima, by carretera. From Juliaca, by Southern Railway; time, about 10 hours; fare, \$8.10.

Hotels.—Angel Gasco, Maury, De Europa, Pullman, Central, Comercio, Royal.

Bank.—Banco del Peru y Londres.

Note.—Although Cuzco is on a railroad, it is not easy of access. It is, however, growing in importance and is visited by salesmen who work very closely. The principal houses are branches of those located in Lima. Some of the larger houses of Arequipa have branches here. There is a strong demand for goods which can be sold to the Indians, who form the greater part of the population.

A new railroad is being constructed to a point beyond Santa Ana, about 100 miles (161 km.) from Cuzco. This road will provide transportation facilities to a navigable point on the Urubamba River.

ETEN, Department of Lambayeque; population, 3,000; port on the Pacific; landing, open roadstead; vessels anchor one-half mile from shore; 19 miles (31 km.) from Lambayeque, 161 miles (260 km.) south of Paita, 12 miles (20 km.) from Chiclayo, and 8 miles (13 km.) from Ferrinafe. Principal products: Rice, tobacco, sugar, cotton, hides, honey, cacao, coffee, etc. Industry: Manufacture of Panama hats. Lloyd's agent, E. Aranja.

How Reached.—From Lambayeque, Ferrinafe, and Chiclayo, by railroad; from Paita, by steamer.

Hotel.—B. Boggi.

Note.—This is a very important port, with a good pier. The railroad runs through the towns of Eten, Chiclayo, Lambayeque, and Ferrinafe. A branch line also operates to some of the large estates, including Patapo, Pomalca, etc. The business of this place is rapidly growing, due to the agricultural wealth.

HUANCAVELICA, capital of Department of Huancavelica; altitude, 12,530 feet; population, 8,000; 74 miles (120 km.) from Huancayo and 186 miles (300 km.) from Ica; climate, cool. Principal products: Cinnabar, mercury, silver, salt, wool, wolfram. Industry: Cotton mills.

How Reached.—From Callao, by Central Railroad to Huancayo; carretera to Huancavelica; 290 miles (467 km.) from Pisco, by Pisco & Ica Railroad to Ica; thence carretera to Huancavelica; 232 miles (374 km.).

Bank.—Banco del Peru y Londres (agency).

Note.—Huancavelica is famous for its production of cinnabar, wolfram, and gold. Usually canvassed only by merchants of Lima. There are, however, a number of dealers who make direct importations. The mining operations are exceedingly important. This place is also famous for its mineral water, said to have special curative properties for certain diseases.

HUANCAYO, Department of Junin; altitude, 10,830 feet; population, 8,000; climate, cool; on the Mantaro River, 165 miles (265 km.) from Cerro de Pasco, 215 miles (346 km.) from Callao, 162 miles (260 km.) from Ayacucho, and 77 miles (125 km.) from Oroya. Products: Silver, copper, grain, live stock.

How Reached.—From Callao, by Central Railroad (via Oroya); fare, \$11. From Ayacucho, by carretera. From Lima, by Central Railway; fare, about \$10.70.

Hotel.—Royal.

Banks.—Banco Italiano (Julio Bodoracco, agent); Banco del Peru y Londres (Jose V. Comejo, manager); Banco Popular del Peru (Ruiz Diaz, agent); Banco Internacional del Peru (Robert Saunders, agent).

Note.—This is the junction of two railroads, one to Callao and the other to Ayacucho. It is generally canvassed by the houses of Lima. Being the chief commercial city of its Province, considerable business is transacted. The mines in the immediate vicinity are very prosperous, with a constantly increasing output.

HUANUCO, capital of Department of Huanuco; altitude, 5,945 feet; population, 9,000; climate, cool; on the Upper Huallaga, 256 miles (412 km.) northeast of Lima, 56 miles (90 km.) from La Union, and 68 miles (110 km.) from Cerro de Pasco. Principal products: Gold, silver, coffee, cacao, and cotton. Industries: Sugar mills.

How Reached.—From Cerro de Pasco, by carretera; from Callao, by Central Railroad to Oroya; thence Cerro de Pasco Railway to Cerro de Pasco, then carretera.

Hotel.—El Ucayali.

Note.—This place is generally canvassed by the houses of Lima. It is growing in importance owing to the rapid development of the mines in this vicinity. There is also considerable agricultural wealth. Canvassed by those who work closely.

HUARAZ, capital of Department of Ancachs; altitude, 9,932 feet; population, 17,000; near Huaraz River, on Santa River; 216 miles (348 km.) from Lima, and 64 miles (103 km.) from Casma (port); temperature averages 59°. Principal products: Silver, cinnabar, coal, cereals, wheat, potatoes.

How Reached.—From Casma, by carretera; from Chimbote, by railroad to Yuramarca, thence carretera.

Bank.—Banco del Peru y Londres.

Hotels.—Ancachs, Italia.

Note.—This is an important mining center, generally visited only by those who canvass closely; rather difficult of access. Output of mines is increasing, and consequently business is growing.

ICA, capital of Department of Ica; altitude, 1,310 feet; population, 15,000; on the Ica River, 92 miles (147 km.) from Lima, 46 miles (74 km.) from Pisco. Principal products: Wool, cotton, cacao, goatskins, silver, copper. Industries: Distilleries, textile mills.

How Reached.—From Pisco, by Pisco & Ica Railway; from Ayacucho, by carretera via Castrovirreina or Pilpichaca.

Hotel.—Americano.

Bank.—Banco del Peru y Londres.

Note.—Ica is a very important center of distribution for such places as Ayacucho, Huancavelica, etc.

IQUITOS, capital of Department of Bajo Amazonas de Loreto; altitude, 350 feet; population, 20,000; a port on the left bank of the Upper Amazon, 2,300 miles (3,700 km.) from its mouth, and 1,268 miles (2,040 km.) from Lima (via del Pichis); vessels anchor along-side floating mole. Principal products: India rubber, tobacco, coffee, ivory nuts. Industries, Sawmilling, chocolate making, preparation of rubber. Customhouse brokers: Mauricio Moses; J. Abel Vargas.

Steamship Service.—Regular steamship connections with Para, Brazil, and with United States and Europe; served also by steamers of the Cia. Nacional de Navegacion; connections with Ucayali River points by Cia. Navegacion al Rio Ucayali.

Overland Routes.—Westward across the Andes via Yurimaguas, Cachapoyas, Cajamarca, to Paucasmayo. Also via Ucayali, Pachitea, and Pichis Rivers; mule road to Oroya; railway to Lima and Callao (distance 1,300 miles, 17 days' journey).

Hotels.—Continental, Malican, Loro, Bella Vista, Colon, Union.

Banks.—Banco del Peru y Londres; Commercial Bank of Spanish America; Israel & Co.

Note.—Iquitos is very difficult of access from western Peru and is almost invariably made via the Amazon by way of Para, Brazil—an expensive journey. The town is growing rapidly and exports large quantities of rubber, tobacco, and other products. The trade is accustomed to import direct, and a good business can be done here.

JULIACA, Department of Puno; altitude, 12,550 feet; population, 2,500; on the Southern Railroad, 215 miles (346 km.) from Cuzco, 289 miles (467 km.) from Mollendo, and 29 miles (47 km.) from Puno; climate, cool.

How Reached.—From Cuzco, by Southern Railroad; train leaves Sundays and Fridays; time, 10 hours; fare, \$8.10. From Mollendo, by Southern Railroad; fare, \$9.10. Trains from Cuzco connect here with trains from Arequipa and Puno.

Hotels.—Jiplo Serafin, Hotel Ratti.

Note.—This town is generally canvassed by the dealers of Arequipa.

LAMBAYEQUE, capital of Province of Lambayeque; population, 8,000; 200 miles (322 km.) from Lima, 19 miles (31 km.) from Eten, and 15 miles (24 km.) from Pimentel. Principal products: Rice, sugar, cereals, cattle, silver, wool, cotton. Industries: Textile mills, soap factories, rice mills.

How Reached.—From Eten, by railroad (Ferrocarril Muelle de Eten); from Pimentel, by railroad (Ferrocarril de Chiclayo).

Hotels.—Jose M. Leguia, Oriental.

Note.—In this vicinity are numerous sugar and rice estates, both of these crops being important.

LIMA, capital of the Republic, in the Department of Lima; altitude, 501 feet; population, 150,000; on the Rimac River, 8 miles (12 km.) from Callao, 23 miles (37 km.) from Ancon, and 110

miles (176 km.) from Cerro de Pasco; climate, cool; temperature averages 66° F. Principal products: Sugar, cotton, fruits, vegetables, and grain. Industries: Soap, tobacco, and shoe factories; cotton spinning and weaving. American minister, consul general, and vice consul. Lloyd's agent, Beausire & Co.

How Reached.—From Callao, by Central Railroad and electric cars, one-half hour; from Cerro de Pasco, by Cerro de Pasco and Central Railways, via Oroya.

Hotels.—Maury, Francia-Inglaterra, Gran, Americano, Central, Cardinal.

Banks.—Banco Mercantil Americano del Peru (Filipinas 251); Banco del Peru y Londres (Melchormalo 360); Banco Italiano (Carrera 99); Banco Popular del Peru (Villalta 241); Banco Internacional del Peru.

Conveyances.—Electric cars to all parts of city, 5-cent fare; cabs, for short journeys within city limits, 40 cents, or by the hour, \$1.50.

Note.—This is the most important city of the Republic; visited by all salesmen, who generally make their headquarters here; a good place to establish an agency. Large wholesale and retail houses are located here.

MOLLENDO, Department of Arequipa; population, 7,000; port on the Pacific with open roadstead; landing by shore boat, about 80 cents per passenger; distant about 478 miles (770 km.) from Callao, 53 miles (85 km.) from Ilo, and 107 miles (172 km.) from Arequipa; located on Southern Railway. Principal products: Alpaca wool, rubber, coffee, bark, copper, gold. Industries: Agricultural and mining, planing mills, textile mills. American consular agent. Lloyd's agent, William J. Donnelly.

How Reached.—From Callao, by steamer. From Arequipa, by Southern Railroad; train leaves every day except Wednesday; fare, \$3. From Arica, Chile, by steamer.

Customhouse Brokers.—Donnelly & Co.; Mollendo Agencies Co.; G. Elias.

Hotels.—Ferrocarriil, Gran, Hotel 4 de Julio.

Banks.—Banco Italiano; Banco del Peru y Londres.

Note.—Mollendo is the second port of Peru in importance and the entrepôt for goods shipped to the southern part of the Republic and into Bolivia. Other places reached from here are: Arequipa, Cuzco, Puno; also La Paz, Bolivia.

MOQUEGUA, capital of littoral Province of Moquegua; altitude, 4,475 feet; population, 8,000; 62 miles (100 km.) from Ilo; climate, cool. Principal products: Copper, silver, borax, tin, coal, salt, wines, figs, and olives. Industries: Chiefly mining.

How Reached.—From Ilo, by railroad.

Bank.—Sucesion de Malatesta Hnos.

Hotels.—Central, Union.

Note.—Although of considerable importance, Moquegua is usually visited only by those who canvass very closely. It is reached from the port of Ilo.

PACASMAYO, Department of Lambayeque; population, 4,000; port on the Pacific; landing, open roadstead; vessels anchor one-half mile from shore; distant 286 miles (461 km.) from Callao, 34 miles (54 km.) from Eten, and 65 miles (104 km.) north from Salaverry. Principal products: Sugar, cacao, rice, hides, minerals. Industries:

Sugar and rice mills. Customhouse brokers: Pacasmayo Agencies Co.; C. G. Salas & Salinas Co. Lloyd's agent, C. G. Salas & Salinas Co.

How Reached.—From Callao, by steamers (Vapores Nacionales). From Guadalupe, by Pacasmayo Railroad; train leaves Guadalupe on Sunday, Wednesday, Thursday, and Saturday; time of trip, 2 hours 40 minutes.

Principal Hotels.—Central, Marina, Pacasmayo.

Banks.—Banco del Peru y Londres; Banco Internacional del Peru; Banco Italiano (agency); Banco Popular del Peru (agency).

Note.—This is the chief port of northern Peru. The railway starts here for Guadalupe and Chilete. Some dealers make direct importations.

PAITA, Department of Piura; population, 9,000; at the head of the Bay of Paita; vessels anchor two cable lengths from shore; 500 miles (800 km.) from Callao, and 60 miles (97 km.) from Piura. Principal products: Cotton, oil, coal, salt. American consular agent, Lloyd's agent, C. B. G. Wilson.

How Reached.—From Callao, by steamer. From Piura, by railroad; train leaves Piura Tuesday, Thursday, Saturday, and Sunday, returning Monday; fare, \$1.45; time, 3½ hours.

Customhouse Brokers.—Duncan Fox & Co.; Manuel Perez; G. Artadi & Co.; F. P. Lopez & Co.; R. Guidino; Julio Maldonado; Ricardo Raygada; and the Paita Agencies.

Bank.—G. Artadi & Co.

Hotels.—Pacífico, Victoria.

Notes.—This port has a small population, but is important as the entrepôt for the interior, especially for Piura. Many of the merchants of Piura have branches at Paita. The harbor is excellent.

At no great distance is Catacaos, where Panama hats are made.

PISCO, capital of Province of Pisco, Department of Ica; population, 4,000; a port on Pisco Bay; landing, alongside pier 2,250 feet long; distant 46 miles (74 km.) from Ica, 186 miles (300 km.) from Huancavelica, and 130 miles (208 km.) from Callao. Principal products: Vienna wool, beeswax, cochineal, alpaca, lima beans, etc. Industries: Cotton ginning and oil refineries. Lloyd's agent, Divizia & Quinones. This firm also acts as customhouse brokers.

How Reached.—From Ica, by Pisco & Ica Railway; from Callao and Mollendo, by steamer.

Bankers.—Venu, Vargas y Cia.

Hotels.—Americano, Gran.

Note.—This town is important as the distributing point for surrounding country. It exports large amounts of agricultural products.

PIURA, capital of Department of Piura; altitude, 167 feet; population, 11,000; on the left bank of the Piura River; also on the Paita & Piura Railway, 60 miles (97 km.) by rail from Paita and 6 miles (10 km.) from Catacaos; temperature averages 78° F. Principal products: Cotton, cotton seed, goatskins, corn. Industries: Manufacture of Panama hats, petroleum refineries, textile mills.

How Reached.—From Paita, by railroad; train leaves Paita Monday, Wednesday, Friday, and Saturday; 3½-hour trip; fare, \$1.45. From Catacaos, by Ferrocarril Catacaos.

Principal Hotels.—Colon, Gran.

Bank.—Banco del Peru y Londres.

Note.—Piura is famous for its exports of Panama hats. Many of the principal houses of Lima have branches here. Direct importing is done. The largest cotton plantations of Peru are in the immediate vicinity. The towns of Catacaos and Huancabamba are near at hand.

PUNO, capital of Department of Puno; altitude, 12,648 feet; population, 11,000; on northwest shore of Lake Titicaca and on the Southern Railway; about 218 miles (351 km.) from Arequipa, 820 miles (1,320 km.) from Lima, 324 miles (521 km.) from Mollendo, and 171 miles (277 km.) from La Paz, Bolivia; climate, cool. Principal products: Vicuna, alpaca and sheep's wool, cereals, cacao, india rubber, coffee, gold, silver, petroleum. Industries: Chiefly agricultural.

How Reached.—From Arequipa, by Southern Railway; trains leave Sunday and Friday; fare, \$7; time, 11 hours. From La Paz, Bolivia, Southern Railway to Guaqui; thence steamer to Puno. From Mollendo, by Southern Railway, via Juliaca; fare, \$10.

Note.—Train leaving Puno on Mondays at 7 a. m. connects with fast train leaving Arequipa for Mollendo the same day at 4.20 p. m., making connections with direct steamers to Callao and Panama sailing from Mollendo Tuesday.

Principal Hotel.—Comercio.

Lake Steamers.—Direct steamers leave Puno Friday night; arrive Guaqui Saturday morning. Daylight steamers leave Puno Sunday night; arrive Guaqui Tuesday night. Lake steamers make connections at Guaqui with train to La Paz and at Puno with trains to Arequipa, Cuzco, and Mollendo.

SALAVERRY, Department of La Libertad; population, 3,000; vessels anchor one-half mile from shore; also a port on the Pacific, on the Salaverry & Trujillo Railway, 9 miles (14 km.) from Trujillo, 65 miles (104 km.) from Pacasmayo, and 196 miles (316 km.) north of Callao. Principal products: Sugar, cacao, coffee, rice, coal. Industries: Tanneries and distilleries. American consular agent. Lloyd's agent, A. J. Salazar.

How Reached.—From Trujillo, by Ferrocarril de Trujillo, three trains daily; time, 35 minutes; fare, 20 cents. From Chimbote, by local steamer.

Customhouse Brokers.—J. Dalmau; Gonzales, Larrañaga Hnos.; The Salaverry Agencies Co.

Hotels.—America, Central, Cosmos, Italia.

Note.—This is the port for Trujillo and exports a considerable volume of agricultural products. It is also the entrepôt for the famous sugar district.

SAN PEDRO DE LLOC, capital of Province of Pacasmayo, Department of La Libertad; altitude, 131 feet; population, 15,000; 5 miles (8 km.) from Pacasmayo and 86 miles (138 km.) northwest of Trujillo. Principal products: Rice, sugar cane, gold, and copper; also coal. Industries: Tanneries, cotton mills.

How Reached.—From Pacasmayo, Guadalupe, Yonan, and Chilite, by railroad.

Hotel.—Roma.

Note.—San Pedro is usually canvassed by the importers of Lima and rarely visited by foreign salesmen. In the neighborhood are important coal mines.

TRUJILLO, capital of Department of La Libertad; altitude, 202 feet; population, 22,000; on the Moche River and on the Salaverry & Trujillo Railway; about 300 miles (485 km.) from Lima and 9 miles (14 km.) from Salaverry. Principal products: Sugar, rice, coffee, cereals, cacao, cotton, hides, minerals. Industries: Tobacco, soap and candle factories, and tanneries. Customhouse brokers, Salaverry Agencies Co.

How Reached.—From Salaverry, by railroad; three trains daily; time, 35 minutes; fare, 20 cents.

Hotels.—Central, Cosmos, Italia, Arco, American, Gran.

Bank.—Banco Mercantil Americano del Peru; Banco del Peru y Londres.

Note.—A good distributing business is carried on here. Some large sugar plantations are in the vicinity. There are dealers here who are in a position to import direct. Some of the houses of Lima have branches at Trujillo. Near by are the ruins of the Inca town of Chanchan.

TOWNS OF LESS IMPORTANCE.

Occasionally direct importations are made by firms or companies located in certain of the following places. It is advisable to inquire in the nearest large town as to trade possibilities.

Abancay, capital of Department of Apurimac; population, 6,500; 130 miles (209 km.) from Cuzco; road to Chala. Chief products: Copper, sugar, and agricultural produce.

Acomayu, Department of Cuzco; distant 44 miles (72 km.) from Cuzco and 35 miles (56 km.) from Sicuani; southwest of Urcos, which is on the railroad from Cuzco to Puno. Products: Wheat, corn, potatoes. Industry: Weaving.

Anta, Department of Cuzco; 10 miles (16 km.) from Cuzco. Products: Cereals, corn, sugar, potatoes, copper. Reached by camino de herradura.

Ascope, Province of Trujillo, Department of La Libertad; population, 9,000; 29 miles (45 km.) from Trujillo (time, 2½ hours; fare, 50 cents) and 51 miles (82 km.) from Salaverry. Agricultural products. Reached by Trujillo-Ascope Railway.

Cailloma, Department of Arequipa; population, 14,000 (mostly Indians); 137 miles (220 km.) from Sumbay (nearest station, on railroad from Arequipa to Juliaca); on Apurimac River. Products: Alpaca and vicuna wool, silver, gold, copper, salt.

Cajabamba, Department of Cajamarca; population, 6,500; 66 miles (110 km.) from Cajamarca, from which it is reached by camino de herradura. Chief industries: Agriculture and mining, flour mills, soap factories, cattle raising. Reached also from Menocucho by camino de herradura.

Calca, Department of Cuzco; population, 13,000; 27 miles (44 km.) north of Cuzco. Products: Sugar, coffee, tobacco, cereals, cocoa.

Camana, Department of Arequipa; population, 7,300; a Pacific port, 136 miles (220 km.) from Arequipa, 27 miles (44 km.) from Vitor (on Mollendo-Arequipa Railroad).

Canete, Department of Lima; population, 16,000; 6 miles (10 km.) from Cerro Azul (port), 162 miles (260 km.) from Lima. Chief products: Agricultural, especially sugar and cotton. Gold, copper, and iron are mined and hats are manufactured.

Carhuas, Department of Ancachs; population, 6,000; 20 miles (32 km.) from Huaraz, 93 miles (151 km.) from Chimbote. Reached from Chimbote by railroad to Yuramarca, thence carretera. Products: Cereals, fruits, alfalfa, copper, lead, gold, silver.

Casapalca, Department of Junin; altitude, 13,500; on Central Railroad, 95 miles (153 km.) from Callao and 86 miles (140 km.) from Lima; fare to Lima, \$4.61. Here are located the mines of the famous Morococha Mining Co. and a great smelting plant. There is a short private railway line to the mines of El Carmen. The town is worthy of the attention of salesmen.

Casma, Department of Ancachs; population, 6,000; 37 miles (60 km.) from Huaraz; south of Chimbote and 5 miles (8 km.) from Bahía de Casma. Carreteras to Huaraz and Huarney (port). Products: Gold, silver, sugar, rice, cotton, cereals, and salt.

Cerro Azul, Department of Lima; a port; vessels anchor $\frac{3}{4}$ mile from shore; located 74 miles (118 km.) from Callao; reached by railway from Canete, 6 miles (10 km.) distant. Products: Sugar and cattle. Industry: Mining.

Chachapoyas, capital of Department of Amazonas; population, 4,500; 261 miles (420 km.) from Yonan. Products: Gold, silver, copper, coal, marble, woods, cereals. Carretera to Cajamarca via Celendin to Chilete, which is on railroad to Pacasmayo.

Chala, Department of Arequipa; population, 3,500; seaport at mouth of Yauca River; reached by steamer; 197 miles from Pisco and 127 miles from Quilca. Copper is an important product.

Chepen, Department of Pacasmayo; population, 9,000. Chief products: Rice, sugar cane, etc. Reached by railway from Pacasmayo to Guadalupe. In this vicinity are numerous sugar estates. Pacasmayo is the port.

Chimbote, Department of Ancachs; population, 1,600; a port; vessels anchor 3 cable lengths from shore; on Chimbote Railway to Huaraz and Tablones; 35 miles (57 km.) from Tablones, on Chimbote Railway (fare, \$1.75; time, 4 hours); 61 miles (99 km.) from Salaverry. Chief products: Sugar, corn, wheat, gold, copper, coal, and silver.

Chincha Alta, capital of the Province of same name, Department of Ica; population, 6,000; reached from Tamo de Mora by railroad. Products, chiefly agricultural. Banks: Banco Italiano; Banco de Peru y Londres. Supplied by the importers of Peru.

Chorillos, Department of Lima; population, 5,250; a port, 10 miles (16 km.) from Lima by railroad. Products: Sugar and rum.

Chosica, Department of Lima; altitude, 2,800 feet; 25 miles (40 km.) from Lima by Central Railway (fare, \$0.49). Train is taken here for Oroya. Hotel, Gran de Estacion. This is a famous watering place.

Coracora, Province of Porinocochas, Department of Apurimac; port, Chala; population, 16,000. Industries: Agriculture; also mines of silver, etc. Bankers and brokers: Jorge M. Rosenthal & Co.

Guadalupe, Department of La Libertad; 26 miles (40 km.) from Pacasmayo, by Pacasmayo & Guadalupe Railway.

Huacho, Department of Lima; population, 10,000; a port, 112 miles (180 km.) from Lima and 70 miles (115 km.) from Callao. Reached from Lima by railway via Aucon; also railway to Huaura and Sayan. Products: Salt, sugar, cotton, rum, cereals, and cattle.

Hualgayoc, Department of Cajamarca; population, 3,000; 41 miles (66 km.) from Cajamarca and 52 miles (83 km.) from Yourina; on Pacasmayo Railway; important mining center; the output of ore is large. Here is located the famous Socavon mine, as well as many other mines of copper, silver, antimony, etc. A brisk supply trade is carried on.

Huanta, Department of Ayacucho; population, 2,500; near Encalada River; 10 miles (16 km.) from Ayacucho by camino de herradura. Products: Cereals, coffee, cacao, potatoes, sugar, gold, and silver.

Jauja, Department of Junin; population, 8,000; on railroad to Huancayo, Oroya, and Lima. Products: Cereals and live stock.

Morococha, Department of Junin; altitude, 14,814 feet; 106 miles from Lima; reached from Callao, Lima, Oroya, and Huancayo by Central Railway, via Ticlio, 10 miles (15 km.) distant. This is a very famous copper-mining district with a large output; deserves the attention of most salesmen. A great supply and outfitting business is done.

Moyobamba, Department of Loreto; population, 5,000; altitude, 2,900 feet; reached from Chachapoyas, 105 miles (169 km.) distant; also from Yurimaguas, on Huallaga River, 103 miles (168 km.) distant. Chief products: Bananas, cacao, and coconuts. Mines: Gold, iron, and sulphur.

Oroya, Department of Junin; population, 500; altitude, 12,180 feet; on Mantaro River; 81 miles (131 km.) from Cerro de Pasco, 77 miles (125 km.) from Huancayo, 140 miles (225 km.) from Callao, and 129 miles (208 km.) from Lima. This is the junction point of the Central Railway and the Cerro de Pasco Railway. Hotel, Junin.

Otuzco, Department of La Libertad; population, 10,000; 50 miles (80 km.) from Trujillo by railroad; east of Menocucho. Products: Lead, coal, silver, gold, cattle, corn, wheat, and oats.

Palpa, Department of Ica; population, 8,000; 43 miles (70 km.) from Ica by camino de herradura. Products: Cotton, cereals, wines.

Paucartambo, Department of Cuzco; population, 27,000; 40 miles (65 km.) from Cuzco and 62 miles (100 km.) from Sicani. Products: Cattle, coca, cacao, coffee, potatoes, wheat, and corn.

Puerto Bermudez, on Pichis River. This is the extreme point to which steamers ascend on the Pichis River; time required for launches to Iquitos, 10 days down and 12 days up. On the road from Iquitos to Oroya. There is a commissary here.

Puerto Maldonado, capital of Department of Madre de Dios; population, 3,000; steamship service, via Madre de Dios River, to the Amazon. Also reached via Mollendo to Tirapata, thence by road to Astellero, and from that point by canoe; time of trip, 20 to 22 days. Chief products: Rubber, coffee, gold, and silver. Hotels: Manuel Useglio and David Schiattino.

Santa, Department of Ancachs; population, 5,500; on Santa River. Products: Salt, rice, etc. Railway communication with Kecuay.

Santa Ana, Department of Cuzco; population, 19,870; 97 miles (156 km.) northwest of Cuzco. Products: Sugar, coca, cacao, coffee, tobacco, rice, and caoutchouc.

San Vicente de Canete, Department of Lima; population, 14,000; 121 miles (195 km.) from Lima. Products: Sugar, corn, rice, beans, fruits, cotton, and wines. Railway to neighboring haciendas.

Santo Tomas de Chumbivilcas, Department of Cuzco; population, 33,940; 70 miles (112 km.) from Santa Rosa; on Santo Tomas River. Products: Cereals, gold, silver, iron, and lead.

Sicuaní, Department of Cuzco; population, 15,000; altitude, 11,650 feet; on Vilcanota River; on Southern Railway, 87 miles (140 km.) from Cuzco, 6½ hours' trip; 123 miles (197 km.) from Juliaca, 7½ hours' trip. Products: Wheat, corn, potatoes, and wool.

Supe, Department of Lima; population, 6,310; a port, 140 miles (226 km.) from Lima and 21 miles (34 km.) from Huacho. Railroad to Pativilca and to Alpas. Products: Sugar, cereals, cotton, and cattle. Connected by public highway with Huacho, San Nicolas, and Barranca.

Tarma, Department of Junin; altitude, 10,000 feet; population, 10,500; 56 miles (90 km.) from Cerro de Pasco and 20 miles (33 km.) from Oroya. Reached by road. Chief products: Silver, copper, and other minerals; coffee, sugar, etc. Cattle raising is carried on to some extent; also some manufacturing.

Tumbes, capital of the littoral Province of Tumbes; population, 3,000; port on Tumbes River. Chief products, tropical produce. Hotel, El Oriente.

Urubamba, Department of Cuzco; population, 25,600; 17 miles (28 km.) from Cuzco. Products: Sugar, coffee, cereals, potatoes, silver, and copper. Hotels: Umberto and Roma.

Urcos, Department of Cuzco; population, 38,325; altitude, 10,236 feet; on Vilcaonga River; 20 miles (32 km.) from Cuzco; on Southern Railway. Products: Gold, silver, copper, corn, wheat, potatoes, and cattle.

BOLIVIA.

Maps Nos. 18, 21, and 22.

Location.—The third largest country of South America; bounded on the north and east by Brazil, on the south by Paraguay and Argentina, and on the west by Chile and Peru.

Area and Population.—The area of Bolivia is variously estimated at 473,560 to 708,195 square miles. The latter figure, if correct, would give Bolivia a surface 14 times the size of New York and two and two-third times the size of Texas. The population is estimated at from 2,500,000 to 2,889,970, or approximately 5.6 inhabitants per square mile. The following table gives the estimated area and population by Departments and Territories:

Departments and Territories (capitals).	Area, square miles.	Population, 1915.	Population per square mile.
La Paz (La Paz).....	40,686	726,357	17.8
Cochabamba (Cochabamba).....	25,288	534,901	21.2
Potosí (Potosí).....	45,031	530,748	11.8
Santa Cruz (Santa Cruz).....	144,941	341,640	2.3
Chuquisaca (Sucre).....	36,132	333,226	9.2
Tarija (Tarija).....	31,567	164,701	5.2
Oruro (Oruro).....	20,657	140,891	6.8
El Beni (Trinidad).....	95,354	52,450	.5
El Chaco (Yacuiba).....	46,561	13,085	.3
Colonial Territories (Cobija).....	27,938	51,968	1.8
Total.....	514,155	2,889,970	5.6

Topography.—The chief physical feature of Bolivia is the vast central plateau, over 500 miles (800 km.) in length, at an average altitude of 12,000 feet. This plateau lies between two great chains of the Andes which traverse the country from north to south. From the two main ranges numerous smaller ones branch in all directions. Three of the highest peaks of the Western Hemisphere, Illampu, or Sorata (21,490 feet), Illimani (21,204 feet), and Sajama (21,047 feet), are found in Bolivia.

In the northern part of Bolivia the table-land falls toward the Yungas, the fertile valleys of the Beni River Basin; in the east there is a precipitous slope toward the Tierra Caliente, or hot lands, of Santa Cruz and the Chaco.

Rivers.—Bolivia has a network of navigable rivers. The Paraguay is navigable for about 1,050 miles (1,680 km.) for steamers of 8 to 10 foot draft; the Itenez for 1,000 miles (1,600 km.); the Beni 1,000 miles (1,600 km.) for steamers of 6-foot draft; while the Pilcomayo, Mamore, Madre de Dios, Itonama, Sara, Orton, Baures, Inambari, Píraí, Chapare, Paragua, Abuna, Yucuma, and Desaguadero Rivers are navigable for light-draft vessels for distances from 200 to 1,000 miles (300 to 1,600 km.).

The total length of navigable rivers in Bolivia is 5,600 miles (9,020 km.), all excepting the Desaguadero flowing in the direction of the Atlantic Ocean by way of the Amazon or the Paraguay, a tributary of the Plate River.

Lakes.—The principal lake of Bolivia is Titicaca, having an area of 4,000 square miles (over 10,000 sq. km.), situated at a height of 12,900 feet. It is the highest steam-navigated lake in the world and one of the largest on the American continents. Lake Aullagas is connected with Lake Titicaca by the Desaguadero River. The chief ports on Lake Titicaca are Guaqui, Puerto Perez, Huata, Ancoraimes, Carabuco, and Escoma.

Climate.—Owing to the difference in altitude between the lowlands of the Amazon and the central plateau region, the climate varies greatly. The mean temperature of the lowlands, up to about 5,000 feet, is 74° F. Between 5,000 and 9,000 feet, in the valleys, the climate is moderate, the temperature averaging 63° F. On the Puna or central plateau, from 9,000 to 13,000 feet, the temperature ranges from 50° to 54° F. The evenings are cool and the climate healthful.

Seasons.—The wet or rainy season extends from December to May and the dry season from June to November. The summer months are November, December, and January, and the winter months June, July, and August. There is a great variation in rainfall, which is influenced by altitude.

Products.—Agriculture is in a comparatively undeveloped state; the chief products are sugar, cotton, coffee, tobacco, cacao, and rice. From the eastern section come increasing quantities of rubber, cinchona bark, dyewoods, and mahogany. Some cattle are raised and there is a considerable export of wool, and of the hides and skins of goats, sheep, alpacas, and llamas.

Industries.—Manufacturing is of a very minor character and the chief plants are devoted to supplying small local requirements. Coarse cloth is woven by the Indians. There are shoe, soap, and cigarette factories, sugar refineries, and breweries.

Mineral Wealth.—The chief dependence of Bolivia is upon its mineral wealth. Bolivia is one of the world's greatest sources of tin. Other important mineral products are copper, antimony, wolfram, bismuth, lead, and molybdenum. The Bolivian tin mines are famous throughout the world.

Inhabitants.—The population is composed largely of Indians, over half being of that blood. The next important element is the mestizo, or mixed white and Indian. The number of pure whites is comparatively small. The Negro element is insignificant.

"Cholo" Indians.—These constitute such an important element of the Bolivian population as to merit special consideration. They number more than half a million, have peculiar and picturesque dress, and possess customs which are highly unique.

Language.—Spanish is the official language of the Republic.

Currency.—Bolivia has a gold standard. The boliviano is the unit of value, being equivalent to \$0.389 in United States currency; 12½ bolivianos are equivalent to £1 sterling. English and Peruvian pounds circulate freely and are legal tender. Paper money is also in circulation. There are silver coins of 20, 50, and 100 centavos,

and minor coins of 10, 5, 1, and $\frac{1}{2}$ centavos (100 centavos=1 boliviano).

Weights and Measures.—The metric system is official. In the interior, however, old Spanish weights are still used.

Telegraph.—Although the telegraph service is largely controlled by the Government, there are also some private lines.

Wireless.—There are wireless stations at La Paz, Riberalta, Cobija, Trinidad, Santa Cruz, and Puerto Suarez, communicating with the capitals of adjoining countries.

Postage.—The first-class letter rate from the United States is 5 cents for the first ounce and 3 cents for each additional ounce. There is also a parcel-post arrangement with the United States.

TRAVEL ROUTES.

Bolivia has no coast. It is easily reached, however, from the Peruvian port, Mollendo, and from the ports of Antofagasta and Arica, Chile. It can also be reached from Buenos Aires, Argentina, and from Para, Brazil. The various routes are given below. For steamship lines visiting the ports mentioned above, see pages 342, 377, 408, and 462.

From Mollendo, Peru.—By Southern Railway of Peru to Arequipa and thence to Puno; from Puno by steamer across Lake Titicaca to Guaqui, Bolivia, and from Guaqui to La Paz by the Guaqui & La Paz Railway. Distance, 525 miles (844 km.); time, 46 $\frac{1}{2}$ hours ascending, 31 $\frac{1}{2}$ hours descending; fare, \$25.

From Antofagasta, Chile.—By the Antofagasta & Bolivia Railway, via Uyuni, to Oruro, Bolivia; thence by Bolivia Railway to Viacha; thence to La Paz. Distance, 727 miles (1,163 km.); time, 43 hours ascending, 38 hours descending; approximate fare, \$20.

From Arica, Chile.—By railway to Viacha, Bolivia; thence to La Paz. Distance, 274 miles (440 km.); time, 22 hours ascending, 20 $\frac{1}{2}$ hours descending; fare, about \$13.

From Buenos Aires.—Via Valparaiso & Antofagasta, Chile: Train leaves Buenos Aires (Station Retiro) Sunday; transfer at Mendoza, arriving at Valparaiso Monday; time, 39 hours. Another train leaves Buenos Aires Wednesday, arriving in Valparaiso Friday, stopping over night in Mendoza; time, 56 hours. From Valparaiso the journey is continued to Antofagasta by steamer (2 days); thence by Antofagasta & Bolivia Railway to La Paz. Total time, about 7 days; total distance, 1,674 miles (2,695 km.).

Via Valparaiso and Arica, Chile: From Buenos Aires to Valparaiso, same as above; thence steamer to Arica (3 days); then Arica & La Paz Railway to La Paz.

Via La Quiaca: From Buenos Aires by Argentine Railways (Station Retiro, F. C. C. A.) Tuesdays and Fridays (F. C. C. C.), arriving at La Quiaca, on the Bolivian frontier, on Thursdays and Mondays. Time, direct journey, 2 days. From La Quiaca to Atocha by automobile stage (8 hours); thence by Bolivia Railway to La Paz, via Uyuni, Rio Mulato, and Oruro. Total time, about 6 days; fare to Uyuni, \$66.25.

Via Corumba, Brazil: Departures from Buenos Aires on Sundays and Wednesdays, with transshipment at Asuncion to the steamers *Asuncion* and *Corumba*, which leave Asuncion every

Wednesday and return from Corumba every Thursday. Stops are made at intermediate ports, including Villa Concepcion, Guarany, etc. From Corumba, 4 miles across the border, to Puerto Suarez, thence 391 miles (630 km.) by pack train to Santa Cruz, the chief commercial center of eastern Bolivia. Santa Cruz is 227 miles (365 km.) by wagon road from Potosi.

From Montevideo, Uruguay.—Via Plata, Parana, and Paraguay Rivers to Corumba, Brazil, which is 11 miles from Puerto Suarez, Bolivia; thence by pack train to Santa Cruz, 391 miles (630 km.), and then by wagon road to Potosi, 227 miles (365 km.).

From Para, Brazil.—Up the Amazon and Madeira Rivers to Porto Velho; thence Madeira Railway to Villa Bella and Guajara Merim; then by river and mule back to La Paz, via Riberalta, on Beni River, and Rurrenabaque.

PRINCIPAL RAILWAYS.—The Peruvian Corporation: Guaqui to El Alto, 56 miles (91 km.); El Alto to La Paz, 6 miles (10 km.).

Arica & La Paz Railway: Arica, Chile, to Viacha, Bolivia, 144 miles (233 km.).

Bolivia Railways: Viacha to Oruro, 125 miles (202 km.); Oruro to Cochabamba, 125 miles (202 km.); Rio Mulato to Potosi, 108 miles (174 km.).

Antofagasta & Bolivia Railway: Antofagasta, Chile, to Oruro, Bolivia, 302 miles (487 km.).

Private railroad: Uyuni to Huanchaca, 21 miles (33 km.).

Baggage Rates.—No differentiation is made by the railroads between ordinary baggage and travelers' samples. The rates for excess baggage are very high.

Character of Railway Service.—The service from Antofagasta, Chile, to La Paz is very satisfactory, and includes sleeping cars and dining service. As in all Latin-American countries, it is important to make arrangements as far in advance of departure as possible in order to secure the best accommodations.

Distances in Bolivia.—From La Paz to: Cochabamba, 285 miles (459 km.); Corocoro, 78 miles (125 km.); Guaqui, 60 miles (97 km.); Oruro, 150 miles (242 km.); Potosi, 375 miles (603 km.); Riberalta, 963 miles (1,550 km.); Santa Cruz, 581 miles (936 km.); Sucre, 316 miles (508 km.); Tarija, 604 miles (972 km.); Tupiza, 436 miles (702 km.); Uyuni, 342 miles (550 km.).

From Cochabamba to Oruro, 125 miles (200 km.); Potosi to Oruro, 236 miles (380 km.); Potosi to Uyuni, 125 miles (200 km.); Santa Cruz to Puerto Suarez, 391 miles (630 km.); Sucre to Potosi, 75 miles (121 km.); Potosi to Rio Mulato, 109 miles (176 km.); Cochabamba to Santa Cruz, 275 miles (443 km.).

SALESMEN'S SAMPLES.—Samples having no commercial value may be imported duty free. It is the custom of the officials to mutilate samples in such a manner that they may be unsalable but not destroyed. This applies to shoes, as outlined for Chile on page 380. If samples have a commercial value, it is necessary to give a bond, furnished either by a customs broker or signed by a reliable merchant. This bond is canceled upon reexportation of the samples within 90 days, with a possible extension of 30 days.

Reexportation.—Samples may be reexported through another office than that by which they were entered.

Time Required for Clearance.—This depends upon the character of the samples carried, number of trunks, etc. When samples are plainly of no value, the procedure is simple and easily adjusted. When the matter is more complicated, from one to three days may be required.

Duties on Advertising Matter.—Printed circulars, cards, pamphlets, calendars, catalogues, etc., carried by travelers for complimentary distribution, are dutiable as follows: Advertising matter made of pasteboard, tin plates, or brass, is subject to a rate of \$0.015 per pound. For advertisements made of paper, loose or in pamphlets or books, bound or not, and uncolored, the rate is \$0.03 per pound, and those with colored cuts are dutiable at \$0.046 per pound. On advertisements in frames of wood or pasteboard, of any finish, the duty charged is \$0.076 per pound. Gross weight is the basis for duty on all advertising matter.

Best Visiting Time.—The most agreeable time to visit Bolivia is during the dry season. This lasts from May to December. However, as in the case of all Latin American countries, the traveler must govern the time of his visit by the conditions which affect his special line of business. Latin American dealers desire to have good stocks of novelties, etc., for the Christmas and Easter seasons and for the national holidays. Seasonable merchandise, particularly in the Temperate Zones, is required in reverse time order to that which prevails in the United States.

CANVASSING THE REPUBLIC.

The chief development of Bolivia has been on its great central plateau. Here are located almost all of the important mines and the cities of greatest prominence. These are now practically all reached by rail. The chief lines are from Antofagasta, Chile, to La Paz, and from Mollendo, Peru, to La Paz. La Paz can also be reached by rail from Arica, Chile, and from Argentina by way of La Quiaca. Other cities accessible by rail are Cochabamba, Oruro, Potosi, and Uyuni. Among the places that can be reached only from the west by pack animal are Sucre, the nominal capital of Bolivia; Santa Cruz, in the Beni River district; Suarez, Villa Bella, and Riberalta.

Business Districts.—Bolivia falls naturally into two business regions: First, that of the Andes, and, second, the Amazon or Beni River district. The latter is growing in importance and includes Puerto Suarez, Villa Bella, Riberalta, Trinidad, and Santa Cruz. Although the relations between Cochabamba and the Beni district have become more intimate, a great deal of the business heretofore has been done direct by way of the Amazon River. The communication overland by means of pack train from Cochabamba to the Santa Cruz country is obviously difficult, being approximately 400 miles (645 km.). The district is, however, one of great promise.

TRAVELERS' TAXES.—Bolivia offers considerable difficulty to traveling salesmen because of the very high local taxes. There are frequent attempts at evasion and many difficulties with municipal authorities have resulted. The system generally followed by the various municipalities is to auction off to the highest bidder the

collection of the tax. In this manner the municipality obtains a fixed sum and avoids the trouble of making collections, although the municipal police is compelled to lend every possible assistance. Auction of the right to the collection of taxes takes place annually, and the price paid for the preceding year is taken as the basis for the lowest bid. Sometimes, however, the municipality itself takes charge of these collections.

License Fees.—The license fees levied in various municipalities of Bolivia are given below. Licenses are good for one year and the fees are levied regardless of the number of firms represented or the line of goods carried: Potosi, Tarija, Tupiza, 200 bolivianos (approximately \$80); La Paz, Oruro, Uyuni, 250 bolivianos (approximately \$100); Sucre, 300 bolivianos (approximately \$120); Cochabamba, 1,000 bolivianos (\$400); Santa Cruz, 400 to 800 bolivianos (\$160 to \$320). Before visiting Bolivia the traveler should consult business houses at other points, as well as fellow travelers, to obtain the benefit of their experience. Travelers sometimes arrange with local firms to act as their representatives.

Seasons for Traveling.—Those who intend to visit the eastern part of Bolivia, in the Beni River district, should select the dry season (May to December). Even at the best the climatic conditions are not pleasant. During the wet season many of the rivers of Bolivia are crossed by a wire cable. This is stretched from one side to the other, and on it runs an "aroyo" (pulley), suspended from which is a basket. The traveler must use this primitive means to cross. The rainy season presents particular difficulties and it is unwise to travel at that time.

Diligence Service.—The diligencias, as a rule, are operated only during the months of July to December. The distance covered averages about 45 miles per day, the mules being changed about every 18 miles on certain routes. On some roads the diligencias are run every fourth day; on others every eighth day. The baggage is generally carried by a vehicle which follows the diligencia.

Outfit.—For those who are compelled to travel under the difficult conditions outlined, it is important to provide the outfit described on page 26.

Cost of Traveling.—This is in relation to the journey and the equipment. In any event it is indispensable to strike a bargain with the "arriero," or muleteer, so that there may be no question in regard to any item. In most instances a portion of the cost must be paid in advance. Experienced travelers recommend that details of such payment and agreements be arranged in the presence of a police magistrate. The legal tariff in Bolivia on the more important roads is 2 reals, or 20 centavos per league per mule, and 1 real for the Indian. The mules are obtained at the "postas" or relay stations. It is not always possible to obtain these animals, and it is therefore advisable to hire mules from private companies.

Arriero's Outfit.—The "arriero" generally has an assistant and six mules. He usually pays for his own food and that of his assistant, and must also look after the feeding of the animals.

Loading.—A pack mule can generally carry about 250 pounds of freight, 125 pounds on each side. Overloading is inadvisable, since an overloaded mule can not keep pace with the rest of the company.

Distance Covered.—A tenderfoot who is not accustomed to traveling in this manner can not cover more than 25 to 30 miles. One who has done a great deal of such traveling can make 40 to 45 miles a day.

Accommodations.—The accommodations on almost all the Bolivian roads are very limited. Inasmuch as there is a marked difference in the temperature between night and day—the diurnal variation ranging from 82° F. to below freezing—sufficient warm bedding must be carried. The houses are not heated, and the traveler should be provided with overcoats and wraps.

Holiday Travel.—On the fête days of Bolivia traveling is out of the question. These days are the 24th of June and the 24th of December. On such days it is highly important not to make any effort to travel.

Health Precautions.—Some travelers incur risk of mountain sickness on account of the great heights. This is sometimes avoided by making a stop en route. On the way to Bolivia the town usually selected is Calama, Chile, which has an altitude of 6,825 feet. Arequipa, Peru, is sometimes selected.

Food.—In making trips overland it is important to be well supplied with provisions. Often it is impossible to obtain these from the natives who, while they may have them, are frequently unwilling to supply them.

Passport.—In the interior a passport is very useful. There should also be obtained a letter of instructions from Government officials demanding that the local authorities aid one in getting around and that they render such service as may be required.

Business Hours.—The retail shops are generally open from 8 a. m. to 7 p. m. In the smaller towns, however, they often do not close before 9 or 10 p. m. Luncheon hours are between 11.30 and 1.30, during which time many stores are closed.

Funds.—The traveler should make certain in advance that the money carried by him will be acceptable in the interior. In some places there is a hesitancy to accept bills of certain banks. This can be determined at the outset of a journey by a conference with those who know.

Hotel Rates.—In the larger cities of Bolivia the rate is from \$3 to \$6 per day. This includes two regular meals and the usual morning bread and coffee. Special rates for the week are generally obtainable. In the smaller towns the accommodations are not quite so good as in the best hotels of La Paz. The rates are also somewhat lower, ranging from \$2 to \$3.50 per day.

SUGGESTED ROUTES.

From La Paz Southward.—By Bolivia Railway to Corocoro, Viacha, Oruro, and Cochabamba; by trail to Santa Cruz and Puerto Suarez.

From Oruro.—By Antofagasta & Bolivia Railway to Uyuni; by private railroad to Huanchaca.

By Bolivia Railway to Potosi; by automobile service to Sucre.

By Bolivia Railway to Challapata; thence camino de herradura to Colquechaca, Sucre, and Potosi.

From Uyuni.—By Bolivia Railway to Atocha; thence by automobile to Tupiza, by cart road to Tarija. Thence (*a*) by cart road to La Quiaca, and by railroad to Jujuy, Argentina; or (*b*) from Tarija return to Uyuni, and thence by Antofagasta & Bolivia Railway to Calama and Antofagasta, Chile.

From La Paz.—Northward by mule back to Canaviera, Coroico, and Puerto Pando; thence to Rurenabaque by trail or steamer; thence by steamer to Riberalta.

Points of Interest.—La Paz, the capital: Very picturesque and ancient city; old Spanish architecture; numerous Government buildings. The markets: Of absorbing interest, particularly on the feast days. Lake Titicaca: The highest fresh water lake in the world; the boats, called balsas and callapos, used by the Indians on the lake, are also very interesting. Volcanoes: Illimani and Sorato are among the highest in the world; Illimani is a snow mountain of great beauty. Inca ruins: Those of Tiahuanaco, a short distance from La Paz, are world famous. Sucre: Famous as the capital. Cochabamba: Very picturesque town. Bolivian mines: The most famous are those of Potosi, from which fabulous amounts of ore have been removed; others are those of Huanchaca, Corocoro, Oruro, and Chuquisaca. Lake Poopo: This is a large salt lake, on the route from Chile to Oruro. Prehistoric ruins near Cuzco: These include some very interesting ones at Yucay and Pisac. Ruins of Vilanota and Choquequirua.

CHIEF COMMERCIAL CENTERS.

COCHABAMBA, capital of Department of Cochabamba; altitude, 8,435 feet; population, 35,000; 125 miles (200 km.) from Oruro, 188 miles (303 km.) from Sucre, 283 miles (455 km.) from La Paz, 56 miles (90 km.) from Chimore; climate, mild; temperature averages 66° F.; frequent rains, November to April. Principal products: Corn, barley, wheat, wines. Industries: Chiefly agricultural; woolen goods, leather, soap, and earthenware are manufactured to some extent.

How Reached.—From Oruro by Bolivia Railway, 10 hours; from La Paz by Bolivia Railway, via Oruro; from Santa Cruz, overland, by pack train.

Banks.—Banco de la Nacion Boliviana; Banco Francisco Argonona; Banco Hipotecario Nacional; Banco Mercantil; Banco Nacional de Bolivia; Banco Industrial; Banco Agricola; Banco Credito Hipotecario de Bolivia.

Hotels.—Union, Sucre, Americano, Gran, Continental, Comercio, Central.

Note.—This is a city of much importance owing to the rich agricultural district in which it is located. There is considerable trade with the surrounding country. Here are located some excellent houses that do a direct importing business. Large trade also with El Beni and Santa Cruz. This is a promising place for future trade.

COROCORO, Department of La Paz; altitude, 13,119 feet; near the Desaguadero River: population, about 6,000; climate, cold; distant 78 miles (125 km.) from La Paz, Principal products:

Copper, silver, sugar cane, barley, and potatoes. Industries: Mining and agricultural.

How Reached.—From La Paz, via Arica & La Paz Railway.

Hotel.—Grand Hotel Corocoro.

Note.—A large business is done in outfitting. The mines of the Corocoro Co. are located here.

GUAQUI, Department of La Paz; altitude, 12,024 feet; situated on Lake Titicaca, near mouth of Desaguadero River; 60 miles (97 km.) from La Paz, and 350 miles (563 km.) from Mollendo, Peru.

How Reached.—From La Paz: By Guaqui & La Paz Railroad; trains leave La Paz Sundays and Thursdays; time, 3½ hours. Trains leave Guaqui for La Paz on Saturdays and Wednesdays; time, 4 hours. Trains connect with steamers on Lake Titicaca.

From Puno, Peru: By steamers across Lake Titicaca, leaving Puno Friday night, arriving at Guaqui Saturday morning; also Sunday night, arriving at Guaqui Tuesday night. Steamers leave Guaqui for Puno Sunday night and Thursday night, arriving at Puno on Monday morning and Saturday morning, respectively.

Hotel.—Guaqui.

Note.—Such importance as Guaqui possesses is due to the fact that it is the headquarters for the Guaqui & La Paz Railway. The volume of business done is not large.

HUANCHACA, Department of Potosí; altitude, 13,500 feet; population, about 4,000; 22 miles (35 km.) from Uyuni and 191 miles (308 km.) from Oruro. Principal products: Silver, sulphur, salt. Industry: Mining.

How Reached.—From Oruro, by Antofagasta & Bolivia Railway to Uyuni, thence by private railroad; from Uyuni, by private railroad; from Potosí, by Bolivia Railway to Uyuni, thence by private road.

Note.—The great silver mines of the Compañía Minera de Huanchaca are located here. Besides these are other mines of great importance. The company has its own commissary, and no private shops are permitted.

LA PAZ, Department of La Paz; population, about 100,000; altitude, 12,470 feet; on the Chaupuiapa River, 61 miles (99 km.) from Guaqui; 525 miles (844 km.) from Mollendo, Peru; 274 miles (440 km.) from Arica, Chile; 727 miles (1,163 km.) from Antofagasta, Chile. Climate, temperate; temperature averages 50° F., with extreme diurnal variations; snow during June and July. Principal products: Tin, gums, resin, cocoa, coffee, rubber. United States minister, consul, and vice consul. Lloyd's agent, Arthur G. Thompson.

How Reached.—From Mollendo, Peru, by railway to Puno; steamer across Lake Titicaca to Guaqui; thence Guaqui & La Paz Railway to La Paz; 46½ hours' journey. Trains leave on Thursday and Saturday. Fare, 50.30 soles (about \$25); baggage allowance, 155 pounds.

From Arica, Chile, by railroad, 22 hours' journey; return trip, 20½ hours.

From Antofagasta, Chile, by Antofagasta & Bolivia Railway; 43 hours' journey; trains leave Tuesdays and Saturdays.

From Buenos Aires, by railway to La Quiaca; thence stage to Atocha, and thence railroad to La Paz (6 days).

Hotels.—Paris, Guibert, Whitehouse, Hartlieb, Park, Sportsman, Grau.

Banks.—Banco Francisco Argondona; Banco Mercantil; Banco de la Nacion Boliviano; Banco Nacional de Bolivia; W. R. Grace & Co.; Credito Hipotecario de Bolivia; Commercial Bank of Spanish America.

Brokers and Forwarders.—W. R. Grace & Co.; Cazorla Hnos; E. Romecin; Juan Bergelund.

Note.—Although Sucre is the legal capital, the seat of the Government is at La Paz, it being more accessible. This is the most important business city of Bolivia and should be visited by all salesmen. Heavy importations are made and there is great prosperity. La Paz is the logical place to establish an agency for Bolivia. Those who can not withstand high altitudes should remember that La Paz is one of the highest cities in the world. From El Alto, near La Paz, may be seen the peaks of Illimani, Potosi, and Mururato.

ORURO, capital of Department of Oruro; population, 26,000; altitude, 12,000 feet; near the Desaguadero River; 150 miles (242 km.) from La Paz, 125 miles (200 km.) from Cochabamba, and 653 miles (1,052 km.) from Antofagasta, Chile; climate, cool; temperature averages 42° F.; wet season, December to March. Principal products: Silver, tin, copper, antimony, wolfram. Industry: Mining; the famous Socavon mine is near by. United States vice consul. Lloyd's agent, Alexander Cameron Quin.

How Reached.—From La Paz, by Bolivia Railway, 8 hours; from Antofagasta, Chile, by Antofagasta & Bolivia Railway, 36 hours; from Cochabamba, by Bolivia Railway, 12 hours.

Hotels.—Metropol, Comercio, Terminus El Tagarete, Francia, Quintanal, Alleman, Union.

Banks.—Banco Mercantil; Banco Nacional de Bolivia; Banco de la Nacion Boliviano; Banco Francisco Argandona; Banco Anglo-Sudamericano.

Customhouse Brokers and Forwarders.—Guaqui Agencies, Nitrate Agencies (Ltd.), W. R. Grace & Co., E. Romecin, Juan Bergelund, Oscar M. Barrios.

Note.—This is the commercial center of the tin-mining district; junction point for railroad running north and south and also eastward to Cochabamba. Since the completion of the railroad it is easily accessible. A very large business is done, as Oruro is growing in importance. In the immediate vicinity are numerous mines of silver, tin, wolfram, copper, etc. The famous properties of Simon I. Patino and others are in the neighborhood.

POTOSI, capital of Department of Potosi; population, 27,000; altitude, 14,000 feet; on affluent of Pilcomayo River; 375 miles (603 km.) from La Paz, 75 miles (121 km.) from Sucre, 125 miles (200 km.) from Uyuni, and 236 miles (380 km.) from Oruro; climate, cold; temperature averages 48° F. and is rarely above 59° F. Principal products: Silver, cobalt, tin. Industries: Mining and refining of minerals. Brokers and forwarders, A. Viano y Cia.

How Reached.—From Sucre, by cart road; from Oruro, by Antofagasta & Bolivia Railway to Rio Mulato, thence Bolivia Railway (21 hours); from Antofagasta, Chile, by Antofagasta & Bolivia Railway.

Banks.—Banco Mercantil; Banco de Potosi; Banco de la Paz; Banco Francisco Argondona; Banco de la Nacion Boliviano; Banco Nacional de Bolivia; Credito Hipotecario Nacional.

Customhouse Brokers.—Vargas & Ramos.

Hotels.—Esplendid, Internacional, Frances, Central, Colon, Paris.

Note.—This is one of the richest mining centers of the world. The mineral exports of this city constitute about 68 per cent of the total exports of Bolivia. Potosi has been famous for hundreds of years. An important volume of trade is still done.

PUERTO SUAREZ. Department of Santa Cruz; situated on the Paraguay River; 1,000 miles (1,610 km.) from La Paz (overland), 391 miles (630 km.) from Santa Cruz, 11 miles (17 km.) above Corumba (Brazilian port), and 1,733 miles (2,790 km.) from Buenos Aires, via La Plata, Parana, and Paraguay Rivers. Climate, hot in daytime, nights cool. Products: Rubber, cacao, etc.

How Reached.—From Santa Cruz, by cart road; from La Paz, by small river boats and pack animals; from Corumba, Brazil, by steam launch (two hours' journey).

Steamship Service.—Monthly steamship service between Puerto Suarez and Rosario, Argentina. Steamer *Maria* is operated by Lara & Co. This line navigates the Parana, Paraguay, and Upper Paraguay Rivers. Merchandise is carried by mechanical tractors from Puerto Suarez to Santa Cruz. For other service to Corumba see page 452.

Note.—This is an important supply port for the surrounding district; it is rapidly developing, owing to the great wealth of the contiguous region.

RIBERALTA. Department of Beni; population, 1,500; situated on the Beni River, 4 miles west of confluence with the Madre de Dios; 964 miles (1,550 km.) from La Paz and 125 miles (200 km.) from Villa Bella; temperature averages 75° F. Principal product, rubber.

How Reached.—From La Paz: To Canaviara, Coroico, and Puerto Pando, by mule back (203 miles); thence to Rurenabaque (150 miles by river or 60 by land); thence by steamer to Riberalta (575 miles).

Banks.—Suarez Hnos.; Braillard & Co.

Note.—There are some important houses established here that do a general import as well as export business. The chief source of wealth is rubber. This town is rather difficult of access; usually canvassed from the Atlantic side.

SANTA CRUZ, capital of Province of Santa Cruz; altitude, 1,450 feet; population, 22,000; 582 miles (936 km.) from La Paz, 275 miles (443 km.) from Cochabamba, 391 miles (630 km.) from Puerto Suarez, 323 miles (519 km.) from Sucre, and 227 miles (365 km.) from Potosi (wagon road). Climate, warm; temperature averages 80° F. Principal products: Sugar, alcohol, petroleum, gold, tin, and antimony. Industries: Cigar and chocolate factories, tanneries, and sugar refineries.

How Reached.—From Cochabamba by mule back; from Sucre, by mule back or bullock; from Puerto Suarez, by cart road.

Banks.—Banco de la Nacion Boliviano; Banco Nacional de Bolivia; Banco de Potosi.

Principal Hotels.—Continental, Comercio.

Note.—This is the center of a rich mining and agricultural district, but, owing to lack of traveling facilities, little business is done in proportion to its natural resources. It trades with Argen-

tina, via Yacuiba, by means of the Central Northern Railway of Argentina. There are a number of important houses here, both exporters and importers.

SUCRE. Department of Chuquisaca; altitude, 9,600 feet; population, 25,000; 127 miles (205 km.) from Cochabamba, 316 miles (508 km.) from La Paz, 75 miles (121 km.) from Potosi, and 211 miles (339 km.) from Challapata. Principal products, agricultural.

How Reached.—From Cochabamba, by diligence. From Potosi, by automobile service (12 hours). From La Paz, by railway to Challapata, thence diligence to Sucre; about 5 days' journey; fare, \$18 to \$25; baggage allowance, 24 pounds; excess baggage, \$8 to \$10 per 100 pounds. By muleback, trip takes about 8 days. From Antofagasta, by Antofagasta Railway to Rio Mulato; thence Bolivia Railway to Potosi; then by automobile.

Hotels.—Hispano-Americano, España, Colon, Uyuni, Japones, Burgos.

Banks.—Banco Francisco Algodona; Banco Hipotecario Garantizador de Valores; Banco Mercantil; Banco de la Nacion Boliviano; Banco Nacional de Bolivia.

Note.—Although the seat of government is La Paz, the official capital is Sucre. A good volume of business is carried on, owing to the mines and agricultural developments in the vicinity. A number of important houses do an import as well as export business. Sucre is not so difficult of access as formerly.

TARIJA, capital of Department of Tarija; altitude, 6,312 feet; on the Tarija River, affluent of the Bermejo River; population, 9,000; climate, mild, healthful; temperature averages 64° F. Distant 605 miles (972 km.) from La Paz, 85 miles (136 km.) from Tupiza, 85 miles (136 km.) from La Quiaca, Argentina. Principal products: Cattle, hides, tobacco. Industries: Stock raising and agriculture.

How Reached.—From Tupiza, via cart road, by muleback, 2 days; from La Quiaca, Argentina, via cart road, by diligence, 1½ days.

Banks.—Banco de la Nacion Boliviano; Banco Mercantil; Banco Nacional de Bolivia.

Hotels.—Social, 16 de Julio, Gran, Nacional.

Note.—This city is located on the proposed railroad from La Paz to Jujuy, Argentina, in the heart of a rich agricultural region. A considerable volume of business is carried on, owing to the immense natural wealth in the immediate vicinity. There is a large trade in cattle and hides. More accessible from Argentina than from Bolivia.

TRINIDAD, capital of Department of Beni; population, 6,000; on River Mamore; 520 miles (837 km.) from La Paz, 445 miles (716 km.) from Villa Bella. Products: Sugar, rice, cotton, corn, bananas, cacao, cattle, alcohol.

How Reached.—From La Paz, by road and river.

Bank.—Suarez Hnos.

Note.—Because of the great wealth of the surrounding country, this place, like Villa Bella, is assuming larger prominence. A large trade is already being carried on and is constantly growing.

TUPIZA, Department of Potosi; population, 5,000; altitude, 9,859 feet; 436 miles (702 km.) from La Paz; 288 miles (464 km.) from Jujuy, Argentina; 65 miles (105 km.) from La Quiaca, Argentina; 85 miles (136 km.) from Tarija; 188 miles (302 km.) from Sucre.

Climate, mild, very delightful; July and August, cold. Principal products: Silver, gold, tin, bismuth, lead, wheat, barley, corn, alfalfa. Industries: Agriculture and mining.

How Reached.—From Jujuy, Argentina, by railroad to La Quiaca, thence cart road; from Tarija, by cart road; from Sucre, muleback.

Hotels.—España, Metropol, Central, El Argentino.

Banks.—Banco Mercantil; Banco Nacional de Bolivia; Banco de la Nacion Boliviano.

Note.—This town is located in a rich agricultural section; will soon have railroad connection with La Paz and also with Jujuy, Argentina; a place of growing importance and destined to have a very bright future. Some rich mines are located in the immediate vicinity. The production of bismuth, silver, tin, and lead is increasing. A number of important houses are established here.

UYUNI, Department of Potosi; population, 5,000; altitude, 12,008 feet; 124 miles (199 km.) from Tupiza, 125 miles (200 km.) from Potosi, 191 miles (308 km.) from Oruro, 379 miles (600 km.) from Antofagasta, Chile, and 342 miles (550 km.) from La Paz. Principal products: Tin, silver, bismuth.

How Reached.—From Oruro, via Antofagasta & Bolivia Railway (8½ hours); from Antofagasta, Chile, via Antofagasta & Bolivia Railway (12 hours); from Potosi, by Bolivia Railway to Rio Mulato, thence Antofagasta & Bolivia Railway (13 hours).

Banks.—Banco de la Nacion Boliviano; Banco Nacional de Bolivia.

Customhouse Brokers and Forwarders.—Delgado, Ramallo & Co.; J. Orlandini.

Hotels.—French, Union, Uyuni.

Note.—This is the most easterly station on the Antofagasta Railway; customhouse located here. There are some excellent houses here. Huanchaca is 22 miles (35 km.) distant. Here are located the famous Pulcayo silver mines.

VILLA BELLA, Department of Beni; population, 2,500; climate, damp and hot; situated at the confluence of the Beni and Mamore Rivers; 125 miles (200 km.) from Riberalta, 1,010 miles (1,626 km.) from La Paz, 445 miles (716 km.) from Trinidad, via River Mamore, and 2,152 miles (3,463 km.) from Para. Products: Cacao, rubber, etc.

Banks.—Braillard & Co.; Suarez Hnos.; B. Arnold & Co.

Note.—The surrounding country is extremely rich, and with its development Villa Bella will assume still greater importance. The trade already being done is of a considerable volume. Some of the houses of Cochabamba have branches here.

TOWNS OF LESS IMPORTANCE.

Occasionally direct importations are made by firms or companies located in certain of the following places. It is advisable to inquire in the nearest large town as to trade possibilities.

Achacachi, Department of La Paz; population, 8,600; near Lake Titicaca; 50 miles (80 km.) from La Paz. Carreteras to Sorata and La Paz.

Camargo, Department of Cochabamba; population, 2,500; between Sucre and Tarija, in an agricultural and wine-producing district;

gold mines near by. The chief firms here are branches of houses in Sucre and Tarija.

Capinata, Department of Cochabamba; population, 3,500; 28 miles (45 km.) from Cochabamba; 9 miles (15 km.) northwest of Arque, which is on railroad to Oruro. Products: Cereals, cotton, grapes, timber, woods, lead, copper, marble. Industries: Wines and liquors, cotton and woolen textile mills, and hats.

Challapata, on the railroad from Uyuni to Oruro, 69 miles (111 km.) from Oruro. In the neighborhood are numerous mines, to which shipments are made from this station.

Chulumani, Department of La Paz; population, 2,500; altitude, 5,440 feet; 90 miles (145 km.) east of La Paz; carretera to La Paz via Coripata. Products: Quinine, coca, coffee, and cacao. The Rio de los Sajones mines are located here.

Coroico, Department of La Paz; population, 1,580; altitude, 6,500 feet; 93 miles (149 km.) northeast of La Paz and 186 miles (300 km.) northwest of Oruro; reached by camino de herradura via Coripata. Products: Coffee, rice, sugar, corn, bananas, oranges, gold, and silver.

Colquechaca, Department of Potosi; population, 8,000; 124 miles (200 km.) from Potosi; carreteras to Sucre, to Challapata (on the railroad to Oruro), and to Potosi. Gold, silver, and tin mines. Bank, Banco de Potosi. Hotel, De Europa.

Cotagaita, Department of Potosi; population, 1,796; on Cotagaita River; 106 miles (170 km.) from Potosi and 109 miles (175 km.) from Uyuni; carreteras to Sucre and Potosi. Products: Cereals, vegetables, fruits, silver, lead, and antimony.

Inquisivi, Department of La Paz; population, 2,000; 93 miles (150 km.) from La Paz; carreteras to La Paz via Chulumani, and to Cochabamba via Palca. Products: Cacao, coffee, coca, gold, lead, and tin.

Lagunillas, Department of Santa Cruz; population, 1,500; 217 miles (350 km.) from Santa Cruz and 402 miles (750 km.) from Uyuni. Products: Cereals and cattle. Carreteras to Saucos, and to Charagua via Choretio; also to Uyuni.

Luribay, Department of La Paz; population, 3,000; climate, varied, dry; 93 miles (150 km.) from La Paz and 93 miles (150 km.) from Oruro; west of Ayoayo, which is on the railroad from Oruro to La Paz. Products: Cereals, vegetables, wines, alcohol, and gold.

Mocomoco, Department of La Paz; population, 1,500; 160 miles (258 km.) from La Paz. Products: Cereals, sugar, alcohol, silver, gold, lead, and tin.

Padilla, Department of Chuquisaca; population, 3,500; 123 miles (198 km.) from Sucre; carreteras to Saucos and Lagunillas, via San Pedro, and to Vallegrande. Products: Cereals, tobacco, sugar, coffee, and woods.

Puerto Perez, Department of La Paz; population, 1,200; on Lake Titicaca, 43 miles (70 km.) northeast of La Paz; climate, hot; mineral products; carretera to La Paz. Hotel, Gran. Custom-house broker, Luis Ernest y Cia.

Puna, Department of Potosi; 30 miles (48 km.) southwest of Potosi; on carretera from Sucre to Cotagaita. Silver is mined here. Although Puna is only 30 miles from Potosi, in order to reach it from the latter point one has to go to Yotala, south of Sucre,

and then turn south again, a total distance of about 124 miles (200 km.).

Punata, Department of Cochabamba; population, 8,000; 25 miles (40 km.) from Cochabamba; carretera to Cochabamba. Products: Cereals, coca, gold, lead, and iron.

Sorata, Department of La Paz; population, 2,000; altitude, 9,000 feet; climate, damp; 93 miles (150 km.) from La Paz; carretera to La Paz via Achaenchi. Products: Cereals, coffee, cacao, gold, silver, and rubber. Pacific coast is reached via Lake Titicaca and railroad to Mollendo, Peru.

Tapacari, Department of Cochabamba; population, 2,500; 32 miles (52 km.) from Cochabamba, on Tapacari River; carretera to Cochabamba and Oruro.

Tarata, Department of Cochabamba; population, 3,500; commercial town on a plain southeast of Cochabamba; carretera to Cochabamba.

Tiahuanaco, Department of La Paz; population, 300; on the railroad from Guaqui to La Paz. Near here are famous Inca ruins. Products: Potatoes, quinine, and alfalfa.

Vallegrande, Department of Santa Cruz de la Sierra; population, 6,000; 93 miles (150 km.) from Santa Cruz. Products: Rice, sugar, wheat, tobacco, quinine, woods, and cattle. Carreteras to Taperas, San Isidoro, and Pampagrande.

Viacha, Department of La Paz; population, 2,000; altitude, 13,700 feet; 18 miles (30 km.) from La Paz. Junction point of the different railroad lines to La Paz, Oruro, and Lake Titicaca. Products: Potatoes, barley, and live stock. Hotel, Arica.

CHILE.

Maps Nos. 21, 24, 26, 28, and 29.

Location.—Chile is a Republic on the western coast of South America, famous for its length. It is bounded on the north by Peru, on the east by Bolivia and Argentina, and on the south and west by the Pacific Ocean. The coast line is about 2,700 miles.

Area and Population.—Area, 292,419 square miles. The width of the country varies from 65 miles (104 km.) to nearly 250 miles (402 km.); average width, 87 miles (139 km.); widest at Antofagasta. Population, 3,870,023; approximately 13 inhabitants per square mile. There are many inhabitants of pure blood—descendants of Spaniards and Europeans. There has also been some intermarriage between these people and the Indians.

Topography.—The crest of the Andes marks the eastern boundary and the Pacific Ocean the western boundary of Chile. The Republic is traversed by two mountain chains, the Cordillera de la Costa and the Andes. Between these two chains lies the central valley, the great agricultural section. The country may be divided into four zones:

1. Desert, from 18° to 27° south latitude. Here are found the nitrate deposits. This zone extends from the northern border to about Copiapo, and includes the ports of Iquique, Taltal, Antofagasta, and others. It is rainless and sterile.

2. Mineral zone, from 27° to 33° south latitude. In this region the Andes reach their highest point. Gold, silver, copper, cobalt, nickel, lead, etc., are found here. This zone is generally arid; there is a fair amount of cultivation in the central valley.

3. Agricultural zone, from 33° to 42° south latitude, known as the central zone. The Andes gradually diminish in height until they reach one-third the height of the second zone. Between the coast mountain range and the Andes there is an exceedingly fertile valley, known as the central valley of Chile, watered by numerous rivers. It is about 60 miles (98 km.) in length. This zone also contains coal, other minerals, and considerable timber.

4. Southern or island zone, south of Puerto Montt, from 42° to 56° latitude, where the central valley falls away and the coast range is transformed into a large archipelago, extending along the coast as far as Cape Horn and including the island of Tierra del Fuego and the Territory or Magallanes. It is but thinly populated, although there is an enormous area suitable for sheep grazing.

Rivers.—While numerous rivers flow from the mountains to the coast, but few are navigable. Among these are the Maullin, navigable for small vessels for about 30 miles; the Bueno, navigable for about 50 miles; the Calle-Calle, or Rio Valdivia; the Cautin, navigable for about 30 miles; the Bio-Bio, about 100 miles long, navigable by flat-bottomed boats; and the Maulle, navigable for about 75 miles by small vessels.

Climate.—The climate of the coast may be said in general to resemble that of the Californian coast; it varies, however, accord-

ing to the latitude and natural conditions. In the first zone there is scarcely any rain; in the second there is more, but it is not abundant; in the third zone the rains are frequent; and in the fourth zone the precipitation is very heavy, in some places as much as 130 inches per year. The climate is also influenced by the Humboldt Current, by the high mountains, etc. The average temperature at Santiago is 56° F.; the highest in the north is 91° and the lowest in the south is 17° F. In the north the weather is hot and dry but cool at night. In the mountains there is considerable difference between day and night temperatures. Here snowstorms are frequent, especially during the winter, when they sometimes reach the central valley.

Seasons.—The seasons are chiefly distinguished by frequency or lack of rain. In the north there is no rain in any month. Between latitudes 30° and 40° the winter is the rainy season, while the summer is the dry season. South of 40° latitude the weather is rainy and during the summer there is heavy precipitation. Around Santiago there is a long dry season, and in southern Chile a long rainy season.

Because of its position south of the Equator, the seasons are the opposite of those of the United States: Spring, September 21 to December 21; summer, December 21 to March 21; autumn, March 21 to June 21; winter, June 21 to September 21.

Mining.—The chief source of Chilean wealth is mining. This includes almost every variety of mineral, but certain kinds are of outstanding importance.

Nitrate Industry.—The most important industry of Chile is that of nitrate. Owing to the demand for this mineral during the European war, the Republic enjoyed unprecedented prosperity. The export tax from this source alone amounted to over \$30,000,000 in 1916. More than 70 companies are conducting operations. The nitrate deposits lie chiefly between Pisagua and Taltal, a distance of about 450 miles (725 km.), between the coast range and the higher Andes.

Copper.—This industry is very important, being developed by capital from the United States. The mines include those of the Chile Copper Co., at Chuquibambilla, and the Braden Copper Co., in the neighborhood of Sewell, Province of O'Higgins. Other copper mines are those of the Naltagua Copper Co. (French). Another group of mines in the Province of Coquimbo, between Ovalle and Tongoy, is about to be developed.

Gold and Other Minerals.—Gold, silver, and salt mines are important, as is also coal, which is found in the southern portion of Chile, near Talcahuano and Coronel, there being about 130 coal mines in that vicinity. The output in 1915 reached almost 1,171,564 tons. Salt, gypsum, etc., are also exploited.

Agricultural Products.—Agriculture has been highly developed in the rich central valley, where the products of the Temperate Zone, including grains, fruits, and vegetables, are grown. There has been some export. Grape culture is very important and there are numerous vineyards as far south as Concepcion. Wine making is a prominent industry in the Provinces of Santiago, O'Higgins, and Colchagua. Other products are barley, rice, beans, peas, lentils, and potatoes. Dairy farming is increasing in importance.

Industries.—Manufacturing has been growing in importance and numerous manufacturing enterprises have been developed. The following table indicates the relative importance of the different plants:

Class of establishments.	Estab-lish-ments.	Capital in-vested.	Production.
		<i>Paper pesos.</i>	<i>Paper pesos.</i>
Breweries.....	63	32,004,187	19,456,541
Glass manufacturers.....	3	3,499,659	2,747,973
Mills.....	179	73,160,603	87,217,319
Sugar refineries.....	8	25,967,501	29,602,420
Macaroni and vermicelli factories.....	40	5,354,981	4,659,058
Biscuit factories.....	12	2,274,874	3,870,340
Fruit canneries and manufacturers of fruit products.....	24	8,975,033	3,623,852
Meat factories.....	6	948,000	1,050,543
Shipyards.....	32	5,575,543	3,339,110
Hat factories.....	11	6,545,651	4,974,794
Corset manufacturers.....	5	1,643,438	2,185,262
Furniture factories.....	134	23,965,458	30,264,526
Sawmills.....	296	17,587,722	10,209,759
Cement factories.....	3	4,358,000	2,703,000
Textile mills.....	13	14,456,562	12,584,555
Manufacturers of industrial and agricultural machinery.....	2	4,580,000	3,800,000
Manufacturers of railway cars.....	4	2,155,913	3,645,446
Printers and publishers.....	302	26,218,181	36,154,862
Tanneries.....	129	30,698,491	29,617,205
Shoe manufacturers.....	45	20,988,120	26,366,961
Powder manufacturers.....	9	146,434	830,681
Soap manufacturers.....	66	10,432,395	12,284,984
Total.....	1,391	326,533,146	331,269,189

Forest Products.—In the forest regions of Chile several thousand sawmills have been established and there is considerable business in many kinds of woods; among these are oak, mahogany, ash, pine, laurel, etc.

Live Stock.—The statistics of exports show a large production of wool in Chile. A good deal of this is sent to Peru and other countries. The raising of cattle is important, and the “estancias” of southern Chile have aided greatly in increasing the number of sheep.

Language.—Spanish is the official language of Chile and is the only language generally used in business.

Currency.—Chilean currency is on a gold basis, but gold is rarely used in commercial transactions. The gold peso is the unit of value, equivalent to \$0.365 in United States money. The currency of the country is the paper peso, which fluctuates widely in value. The paper peso is divided into 100 centavos. Gold pieces of 20, 10, and 5 pesos are coined but rarely seen. There are notes in multiples of the paper peso, a silver peso, silver coins of 40, 20, 10, and 5 centavos, and copper coins of 2½, 2, 1, and one-half centavos.

Weights and Measures.—The metric system of weights and measures prevails.

Postage.—Letter rate to and from the United States, 5 cents for the first ounce, and 3 cents for each additional ounce or fractional part thereof.

Telegraph Rates.—The Government telegraph system communicates with all parts of the country. The rates are as follows: Ordinary telegrams, Spanish, 6 centavos (paper) per word; urgent telegrams, Spanish, 18 centavos per word; messages in code or foreign languages, extra fees.

TRAVEL ROUTES.

LINES FROM NEW YORK.

United States and Pacific Line.—Sailings about monthly for Cristobal, Panama; Callao and Mollendo, Peru; Arica, Iquique, Antofagasta, Coquimbo, and Valparaiso, Chile. Fares from New York: To Balboa, \$120; Arica, \$290; Iquique, \$300; Antofagasta, \$325; Coquimbo, \$335; Valparaiso, \$340. Distances: New York to Colon, 1,972 nautical miles; Balboa to Arica, 2,177 miles; Balboa to Iquique, 2,247 miles; Balboa to Antofagasta, 2,513 miles; Balboa to Valparaiso, 3,106 miles. Average time of trip from New York: To Cristobal, 6 days; Arica, 13-16 days; Iquique, 14-17 days; Antofagasta, 15-18 days; Coquimbo, 17-20 days; Valparaiso, 18-21 days.

Panama Railroad Steamship Line.—Office, 24 State Street. Sailings from Pier 67, North River (West Twenty-seventh Street). Departures every week for Colon (Cristobal) Panama; thence by steamers of Pacific Steam Navigation Co., Compañía Sudamericana de Vapores, or Peruvian Line. Fare: New York to Cristobal, \$75; through Panama Canal (Cristobal to Balboa), \$6.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling Slip), and Pier 1, North River. Departures every Wednesday and Saturday for Colon (Cristobal), Panama; thence by steamer of Pacific Steam Navigation Co., Compañía Sudamericana de Vapores, or Peruvian Line. Fare, New York to Cristobal, \$120.

SAILINGS FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—Office, 626-630 Common Street, New Orleans. Departures every Wednesday for Cristobal, Canal Zone; thence by steamer of Pacific Steam Navigation Co., Compañía Sudamericana de Vapores, or Peruvian Line. Fare, New Orleans to Cristobal (Atlantic side), \$106.

SAILINGS FROM SAN FRANCISCO.

Toyo Kisen Kaisha (Oriental Steamship Co.)—Sailings about bi-monthly for west coast ports.

Pacific Mail Steamship Co.—Office, 508 California Street, San Francisco. Sailings semimonthly for Balboa, Panama; thence by steamers of Pacific Steam Navigation Co., Compañía Sudamericana de Vapores, or Peruvian Line. Fares from San Francisco to points in Chile: Arica, \$332; Pisagua, \$337; Junin, \$337; Caleta Buena,

\$342; Iquique, \$342; Tocopilla, \$357; Gatico, \$357; Antofagasta, \$367; Taltal, \$372; Chanaral, \$372; Caldera, \$377; Huasco, \$377; Coquimbo, \$377; Valparaiso, \$382; Talcahuano, \$397; Coronel, \$397.

OTHER LINES VISITING CHILE.

Pacific Steam Navigation Co.—Occasional sailings from England, calling at Brazilian ports, Montevideo, Uruguay, Buenos Aires, Argentina, and Port Stanley, Punta Arenas, Coronel, Talcahuano, and Valparaiso, Chile. For rates of fare to west-coast ports, see page 36.

Compañía Importadora y Exportadora de la Patagonia.—Fortnightly sailings from Buenos Aires to Punta Arenas, calling at intermediate ports.

Braun & Blanchard Line.—Steamer about every three weeks from Buenos Aires for Punta Arenas, Talcahuano, and intermediate ports. Fares from Valparaiso, in United States currency: Talcahuano and Tome, \$18.25; Coronel, \$23.75; Corral, \$36.50; Ancud, \$42; Puerto Montt, \$45.65; Punta Arenas, \$91.25. Baggage allowance, 24 cubic feet.

LOCAL STEAMSHIP SERVICE.

Wiegand & Cia.—National steamers *Caupolicán*, *Cerda*, *Tarapaca*, and *General Freire*. Weekly sailings from Valparaiso, calling at Los Vilos, Puerto Oscuro, Coquimbo, Huasco, Taltal, Antofagasta, Mejillones, Tocopilla, and Iquique.

Gonzales, Soffia & Cia.—Steamers *Taltal*, *Iquique*, and *Chorrillos*. Weekly service between Valparaiso and Arica, stopping at Coquimbo, Huasco, Caldera, Taltal, Antofagasta, Tocopilla, and Iquique. Fare, Valparaiso to Arica, \$75. Baggage allowance, 20 cubic feet free; excess, \$18 per ton.

Borquez & Cia.—Steamers *Pisagua* and *Lobos*. Local service to the north and south of Valparaiso.

Sociedad Anónima Ganadera y Comercial "Menendez Behety."—Regular service between southern ports of Chile and ports of Patagonia.

CANVASSING CHILE.

Chief Routes.—It is manifestly impossible to lay out definite routes for individual salesmen to follow. Conditions vary as much as do the directions from which the country may be approached, so that any suggestions can only be tentative. The following outlines indicate but a few routes that may be followed:

1. From Argentina by way of Mendoza to Santiago and Valparaiso.
2. From Bolivia by way of La Paz to Arica or La Paz to Antofagasta.
3. From Peru by way of Mollendo to Arica and Iquique.
4. From Bolivia by way of Potosi and Uyuni to Antofagasta.
5. From Argentina by steamship around the Horn to Punta Arenas and thence northward to Puerto Montt.

Places between ports may be reached in most instances by steamers, either local or direct, and in the interior by the Longitudinal Railway, which has short branches to the chief ports.

Suggested Route from the North.—

Arica (port); to Taena by Arica & Taena Railway; to La Paz, Bolivia, by Arica & La Paz Railway, touching en route Calacota and Corocoro.

Pisagua (port); connected with Iquique and other places en route by nitrate railways.

Junin (port); Junin Railway to small places near by.

Caleta Buena (port); to Tarapaca via Huasco.

Iquique (port); nitrate railway to Puntados; from this point Chilean Northern Longitudinal Railway to the south.

Tocopilla (port); Anglo-Chilean Railway (nitrate road) to near-by points; connection with Chilean Northern Longitudinal Railway at Toco.

Cobija (port).

Mejillones (port); branch of Antofagasta & Bolivia Railway to Antofagasta; also connections with main line of same road to the interior, touching Calama, Ollague, etc. From Calama a branch leads to Chuquibambilla.

Antofagasta (port); Antofagasta & Bolivia Railway; connections with Chilean Northern Railway at Baquedano. This road also to near-by places.

Taltal (port); Taltal Railway to nitrate district and small places; connection with Longitudinal Railway at Santa Catalina.

Chanaral (port); Chilean National Railway to Pueblo Hundido.

Caldera (port); Chilean National Railway to Copiapo and Valledar.

Puerto de Carrizal (port).

Puerto Coquimbo (port); Chilean National Railway to La Serena and south to Valparaiso.

Los Vilos (port); branch to Chilean National Railway

Valparaiso (port); (a) railway to Mendoza, Argentina, via Quilata, La Galera, San Felipe, Los Andes, and Juncal; (b) railway to Santiago and south via La Galera.

Santiago; railway to port of San Antonio; Chilean National Railway to south, via Rancagua, San Fernando, Curico, Talea; at Talea, branch to Constitucion.

Talea; Chilean National Railway to Linares, Parral, Chillan, and Tome.

Concepcion; branch of Chilean National Railway to Talcahuano (port); railway to Coronel (port) and Lota (port); Chilean National Railway south to Temuco; thence Chilean National Railway to Valdivia.

Valdivia (port); thence Chilean National Railway to La Union and Osorno.

Puerto Montt (port); thence Braun & Blanchard Line to Ancud and Punta Arenas.

Salesmen's Samples.—Salable samples of any kind of merchandise may be introduced into Chile for a period of six months if a bond is given to guarantee their removal or the payment of duty. Such a bond may be supplied by any reputable merchant, or, if preferred, a cash deposit may be left with the customhouse.

Reexportation.—When samples are reexported within six months the cash is refunded or the bond is canceled. Samples may be imported through one port and exported through another, but it is

necessary to present a new memorandum of the samples or make a deposit of the amount of duty assessable on the samples. Deposit is refunded or bond canceled on presentation at the customhouse at the port of exportation of a special certificate viséed by the consul of Chile in the port of destination of the samples, stating that the full number of packages, etc., has been landed in the country of destination. If samples which can be admitted under bond are sold, the amount of the duty that can be levied against them is taken from the deposit, or is collected on the bond which has been given.

Samples of No Value.—When samples are of no commercial value, or if samples of commercial value are mutilated, so as to render them entirely unsalable, they are admitted free of duty, and there is no restriction as to reexportation. Samples of shoes consisting entirely of shoes for one foot only must be mutilated to render them unsalable. This is done to prevent the importation of the mates through some other port. The same system is followed with all articles of a similar nature.

Customhouse Declaration.—This document must show definitely the number of cases and samples carried by the salesman. It is required to be made on Chilean stamped paper, costing 40 centavos (approximately 8 cents United States currency). If the commercial traveler leaves one customs port to go to another in Chile, a certificate on stamped paper of 20 centavos is added by the second customhouse, stating that the samples agree with the declaration made at the first port of entry. At each successive port of entry at which the traveler may arrive a similar certificate is added to his declaration. The original declaration may be made at a Chilean consulate before embarking for Chile, but the customs authorities in all Chilean ports require the commercial traveler to open his baggage so that it may be examined and the proper duties assessed.

Time Required to Clear.—When samples arrive as baggage they can ordinarily be cleared within one or two days. If the samples have no commercial value they can be quickly examined and not much time is required. When samples are shipped by freight they have to take their course through the clearing house, and the time required may be from two weeks to a month. In any event, when samples have a commercial value the services of a customhouse broker will help to get them cleared quickly.

Duties on Advertising Matter.—Commercial travelers may import advertising matter for complimentary distribution, but they are required to pay duty, except in the case of catalogues, which are specifically exempted. As is the case in most countries of Latin America, if a limited number of souvenirs or souvenir calendars are carried, there probably will be no charge, particularly if the traveler is discreet and tactful in his relations with the customs agents.

Following are the duties (in United States currency) on articles usually carried: Cards, printed or lithographed, with names or advertisements, but without illustrations, including weight of inner packing, 33 cents per pound; cards, post cards, bookmarks, etc., with advertisements, illustrations, or ornaments, including weight of inner packing, 82.8 cents per pound; commercial advertisements on post cards or paper, including those illustrated or framed, almanacs,

and other books for advertising purposes, gross weight, 16.6 cents per pound; commercial catalogues, free.

Best Visiting Time.—The seasons in Chile are the reverse of those in the United States. The time for visiting is dependent upon the conditions that regulate the business in the respective lines.

Traffic from Chile to Argentina.—On account of the heavy snowfalls during June, July, August, and September, interruptions of travel on the Andean Railway are frequent. This should be borne in mind.

Special Baggage Rates.—No special baggage rates are allowed. On the contrary, the rates are generally quite high.

Commercial Travelers' Tax.—The principal cities have regulations imposing taxes on foreign commercial travelers, but they have not been generally enforced.

Passports.—It is highly desirable in Chile, as in other countries, to have a passport. This should bear the photograph of the traveler.

Advance Information.—The traveler should inform himself of the extent and possibilities of the Chilean market before leaving New York. This can be done, particularly in many special lines of manufacture, by carefully reading the publications of the United States Government containing reports made by special agents of the Department of Commerce. These publications are listed on page 582. They will aid the traveler in deciding which places to visit.

Transportation.—Chile is one of the countries of South America best supplied with railroads. The Longitudinal Railroad (under different names in various sections), with connections, runs from Puerto Montt, in the middle south, to Iquique, in the north. There are connections at Santiago with Argentina, by way of Los Andes, Mendoza, and Buenos Aires. In the north connection with Bolivia is had from Antofagasta with Uyuni or Potosi, Bolivia, and from Arica with La Paz, Bolivia.

Methods of Transportation.—It will be found by consulting the preceding and following pages that most of the important places in Chile may be reached by steamers. This is the most pleasant method of traveling, and when service is available it should be taken advantage of. On the other hand, if no steamer is to be had, it may be advisable, from the standpoint of economy and time, to make use of the train service.

Buyers in Chile.—As is the case in other large countries, the character of the buyers differs greatly. They include mining companies, manufacturing establishments, wholesale merchants, retail stores, large individual buyers, etc. No hard and fast rule can be laid down as to the methods to employ in canvassing the different classes of trade, but attention is drawn to the fact that the merchants are very keen traders with a thorough knowledge of world conditions.

Methods of Canvassing.—These are determined almost entirely by the class of dealers canvassed, agency arrangements, and the prosperity of the country. A number of very large institutions have their main offices in Valparaiso and Santiago, with branch houses in such places as Iquique, Antofagasta, Concepcion, and Valdivia. They frequently do their buying in the main house and supply the other stocks from the main office. On the other hand, there are important distributing houses, as well as large retailers (some of whom do a jobbing and distributing business in connection), who

import directly from the United States, European, and Asiatic countries. In order to obtain that trade, it is necessary to thoroughly canvass places such as Iquique, Antofagasta, Coquimbo, Concepcion, and Valdivia, as well as Santiago and Valparaiso. Many nitrate and copper mining companies operate commissaries and general stores, and their purchases are of large volume.

Business in Nitrate and Copper Districts.—Many of the mining companies operate commissaries or stores in which their employees can supply themselves. A list of such stores is easily obtainable. The volume of business transacted by these stores is considerable.

Hotel Rates.—There is considerable variation in the hotel accommodations in this country. In the larger cities, such as Valparaiso, Santiago, and Concepcion, the rates in the better hotels average from \$3 to \$7 per day, American plan; European plan correspondingly lower. In the second-class hotels in these cities the rates are from \$2 to \$3.50 per day. In the nitrate ports of the north the rates are comparatively high, and in the best hotels range from \$3.50 to \$6 per day, American plan. In the second-class hotels the rates are somewhat lower. In the southern part and interior of Chile the accommodations are rather inferior and range in price from \$1.50 to \$3.50 per day, American plan; European plan somewhat lower.

Exclusive Agencies.—It is well to take into account the length of Chile. This is especially important in considering agencies for the west coast. It is practically impossible for one agency to cover the Republics of Chile, Ecuador, Bolivia, and Peru from one point.

Selling Seasons.—As in many Latin-American countries, the chief business periods are just before the Christmas holidays, the few weeks preceding Easter, and before the national holiday. In Chile the chief fête day is September 18.

Business Hours.—As a rule, business hours in Chile, as in many other Latin-American countries, are somewhat longer than those in the United States. The retail stores in general open at 8 a. m. and close at 7 p. m. In the small towns it is customary to keep the stores open even later, sometimes until 9 o'clock. In the larger cities, such as Santiago, Valparaiso, etc., many stores close completely for an hour to an hour and a half in the middle of the day, usually beginning at noon.

Railway Guide.—Upon arrival in Santiago travelers are recommended to buy a copy of the *Guía de Los Ferrocarriles*, published monthly by Daniel Yague, at Santiago. This guide contains the timetables and also gives the fares to different points. Price, 80 centavos.

Arica & La Paz Railway.—One passenger train weekly between La Paz and Arica. Train leaves Arica on Monday at 4 p. m. and arrives at La Paz Tuesday at 2.20 p. m. Train leaves La Paz on Thursday at 4 p. m. and arrives at Arica Friday at 1 p. m. Both trains make connections with the steamers of *Compañía Sud Americana de Vapores*, which call at Arica on Mondays from Valparaiso to Panama, and on Fridays from Panama to Valparaiso. No other steamship lines maintain regular service. The free-baggage allowance between Arica and La Paz is 50 kilos (110 pounds); excess baggage is charged at the rate of \$3 per 25 kilos (55 pounds).

Insurance of Baggage for Trans-Andean Railway Journey.—Travelers should invariably insure their baggage against all risks, including those of fire, pilferage, etc. It is inadvisable to make the trip without adequate insurance for baggage. If not otherwise obtainable, arrangements may be made for a policy with Lloyd's of London. Lloyd's agents may be found in all the principal cities.

Holidays in Chile.—Following are listed the chief holidays of this Republic. The State religion being Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized, with the exception that in the small interior towns these days are taken advantage of by the merchants for the transaction of business with the natives, who visit the communities in large numbers: January 1, New Year's Day; Good Friday; Holy Saturday; The Ascension; May 21, anniversary of Battle of Iquique; Corpus Christi; June 29, Sts. Peter and Paul; The Assumption; September 18, celebration of national independence; September 19, celebration of victories of army and navy; November 1, All Saints' Day; December 8, Immaculate Conception; December 25, Christmas Day. The day of each presidential election is a holiday. All Saturdays after 2 p. m. are legal holidays.

AREA AND POPULATION.

Provinces.	Area in square miles.	Population in 1917.	Population per square mile.
Tacna.....	8,999	38,128	4.24
Tarapaca.....	16,689	132,661	7.94
Antofagasta.....	46,408	205,662	4.43
Atacama.....	30,711	63,893	2.08
Aconcagua.....	5,406	131,354	24.29
Coquimbo.....	14,098	189,507	13.44
Valparaiso.....	1,775	340,347	191.74
Santiago.....	5,893	616,316	104.58
O'Higgins.....	2,168	120,750	55.69
Colchagua.....	3,851	162,966	42.31
Curico.....	3,045	114,671	37.65
Talca.....	3,864	131,058	33.91
Maule.....	2,812	110,288	39.30
Linares.....	3,969	125,821	28.98
Nuble.....	3,498	195,302	55.83
Concepcion.....	3,313	265,362	80.00
Arauco.....	2,189	73,260	33.47
Bio Bio.....	5,353	105,620	19.73
Malleco.....	3,303	133,212	40.33
Cautin.....	6,381	161,477	25.30
Valdivia.....	8,991	178,589	19.86
Llanquihue.....	34,778	148,214	4.17
Chiloe.....	6,979	97,941	14.03
Magallanes Territory.....	65,355	30,623	.47
Total.....	289,829	3,870,002	13.35

CHIEF COMMERCIAL CENTERS.

ANCUD, Province of Chiloe; port on northern part of Chiloe Island; vessels anchor offshore; population, 4,000. Distant 765 miles (1,232 km.) from Santiago. Climate, mild; very rainy; rain

falls on 170 to 180 days a year; temperature averages 51°. Principal products: Wheat, potatoes, and other agricultural produce of Temperate Zone.

How Reached.—From Talcahuano and Punta Arenas, by Braun & Blanchard Line steamers; from Santiago, by Longitudinal Railway.

Banks.—Banco de Chile; Caja Nacional de Ahorros.

Hotels.—Central, Royal, Comercio, Nielsen.

Note.—There is a good deal of agricultural and timber wealth in the vicinity. Good connection with Puerto Montt. Not generally canvassed by foreign salesmen.

ANTOFAGASTA, capital of Province of Antofagasta. Port; vessels anchor 1 to 1½ miles offshore; landing by shore boat; charge, 2 pesos per passenger. Population, 65,000. Distant 234 miles (376 km.) south of Iquique, 964 miles (1,552 km.) from Santiago, 573 miles (922 km.) from Oruro, Bolivia, 575 miles (925 km.) from Valparaiso. Principal products: Silver, gold, nitrate, borate, copper, iodine. Industries: Silver smelting works; nitrate works.

American consul and vice consul. Customhouse brokers: E. Alcayaga; J. I. Cantolla; G. Rodriguez Granada; Oritz & Co.; Romero & Co.; Jorge Larrieu. Lloyd's agent: Barnett & Co.

How Reached.—From Iquique, by Chilean Longitudinal Railway or steamer; from La Paz, Bolivia, by Antofagasta & Bolivia Railway, time, 38 hours. Steamship service north and south weekly by Pacific Steam Navigation Co., Compañía Sudamericana de Vapores, and Wiegand & Cía.

Hotels.—Francia-Inglaterra, Londres, Gran, Mauri, Belmont, Oriental, Panama, Español, Europa, España.

Banks.—Banco Anglo-Sudamericano; Banco de Chile; Banco Español de Chile; Banco Mercantil de Bolivia; Caja Nacional de Ahorros.

Note.—The most important port in northern Chile. Many important exporters and importers are established at this place. It is the entrepôt for the mining center and the principal towns of Bolivia. A Bolivian customhouse is located here. There is good steamship service to the north and south. The business of Antofagasta has increased considerably during the last few years. May be visited advantageously by almost all salesmen on their way to Bolivia from the south or on their departure from Bolivia to the south. For houses which require subagents in northern Chile, this is the strategic point, as the Provinces of Tacna, Tarapaca, and Atacama can easily be canvassed from here.

ARICA, Province of Tacna. Port; vessels lie about one-half mile from shore; cost of landing, \$1 per passenger and \$1 for each package. Population, 9,000. Distant 907 nautical miles north of Valparaiso, 40 miles (64 km.) from Tacna, 112 nautical miles from Iquique, 133 nautical miles from Mollendo, 1,491 miles (2,311 km.) from Santiago, 273 miles (439 km.) from La Paz, Bolivia. Products: Copper, silver, molybdenum, gold, sulphur. Industries: Shipping and mining; also smelting.

American consular agent. Customhouse brokers: Arica Agencies, (Ltd.); J. Bergelund; C. G. Barahona; Thomas Bradley; J. Arthur Quiros. Lloyd's agent, Arthur F. Lee.

How Reached.—From La Paz, Bolivia, by Arica & La Paz Railway; from Tacna, by Arica & Tacna Railway, \$3 in Chilean cur-

rency, time $1\frac{1}{2}$ hours; from Iquique, by steamer *Chanca*, two trips weekly; from Valparaiso, Mollendo, and Antofagasta by steamers.

Steamship Service.—Pacific Steam Navigation Co. and Compañía Sudamericana de Vapores, joint weekly service, from the south on Sundays, from the north on Tuesdays; Peruvian Line, semimonthly; Toyo Kisen Kaisha, once a month; Gonzalez, Soffia & Cía., weekly to Valparaiso.

Hotels.—Vergara, France, Palace, Americano, Arica, Continental.

Banks.—Banco de Chile; Banco de Tacna (V. de Nugent & Co., agents); Caja Nacional de Ahorros.

Note.—This port owes its importance to the construction of the railroad to Bolivia. It is the entrepôt for Tacna. A good volume of freight is handled for the interior of Bolivia and for the Province of Tacna. Convassed by those who make the smaller places. Tacna is easily reached by the Arica & Tacna Railway. It has a cable and wireless station.

CALDERA, Province of Atacama; population, 2,800. Port; vessels lie about half mile from shore. Distant 47 miles (75 km.) from Chanaral, 50 miles (81 km.) from Copiapo, 643 miles (1,036 km.) from Santiago. Temperature averages 60° F. Principal products: Copper, gold, silver, chinchilla. Industries: Silver and copper smelting works; car building.

American consular agent. Lloyd's agent, Harry Beckwith Beazley. Customhouse brokers: Beazley; MacKenzie; Carlos Aranchita; Inquadt & Co.

How Reached.—From Chanaral, by steamer or by railroad via Copiapo; from Copiapo, by Copiapo-Caldera Railway. Train leaves Copiapo at 9.10 a. m. and arrives at Caldera at 11.15 a. m.; leaves Caldera at 1.30 p. m. and arrives at Copiapo at 3.45 p. m. When steamers stop at Caldera, the mail and passenger train leaves Copiapo at 6 a. m. and arrives at Caldera at 8 a. m.; leaves Caldera at 9.10 a. m.; arrives at Copiapo at 11.10 a. m.

Some Hotels.—Juana P. de Osorio, Emilio Pascal, Guillermo Schaffer.

Note.—This is the chief port of the Province of Atacama. Owes its importance to the copper mines in the vicinity of Copiapo. Generally convassed by salesmen who work closely.

CHANARAL, Province of Atacama; population, 3,000; Pacific port; vessels anchor about three-fourths mile offshore. Distant 47 miles (75 km.) from Caldera, 40 miles (65 km.) from Pueblo Huido, and 753 miles (1,212 km.) from Santiago. Climate, mild. Industries: Copper smelting is most important; very rich mining district—copper, gold, coal, etc.

How Reached.—From Caldera, by steamer, or by railroad via Copiapo and Pueblo Huido; from Taltal, by steamer; from the north, by Chilean Longitudinal Railway. Regular weekly steamship service by the Pacific Steam Navigation Co. and Compañía Sudamericana de Vapores.

Customhouse broker, Jorge Canturrios.

Lloyd's agent, J. G. Sheriff.

Some Hotels.—Central, International, Chanaral, Ingles.

Note.—This is an important port in the Province of Atacama. In the vicinity are numerous mines and important smelting works.

principally for copper, which is shipped through this port. Not generally canvassed by foreign salesmen, the merchants largely depending upon the principal importers of Antofagasta.

CHILLAN, Province of Nuble; altitude, 375 feet; population, 40,000; on Nuble River; 247 miles (397 km.) from Santiago by railroad, and 92 miles (148 km.) from Talca. Principal products: Wine, wheat, and cattle. Industries: Tanneries, flour mills, and breweries.

How Reached.—From Talca, by railroad (Chilean National), 3½ hours; from Concepcion, by railroad; from Santiago, by railroad: fare, 22.20 Chilean pesos; baggage, 7.70 pesos per 100 kilos; time, 8½ hours.

Banks.—Banco Anglo-Sudamericano; Banco de Chile; Banco de Nuble; Banco Español de Chile; Caja Nacional de Ahorros.

Hotels.—Central, France, Comercio, Royal, Nuevo Leon.

Note.—This place owes its importance to the fact that there is considerable agricultural wealth in the vicinity. A large volume of business is carried on in fruits, cereals, wines, etc. Good connection by railroad with Concepcion to the southwest, with Talca and Valparaiso to the north, and with Valdivia to the south.

CHUQUICAMATA, Province of Antofagasta; on branch line of Antofagasta & Bolivia Railway; 14 miles (23 km.) from Calama and 162 miles (261 km.) from Antofagasta. Products: Chiefly copper.

How Reached.—From Antofagasta, by Antofagasta & Bolivia Railway; from Calama, by Antofagasta & Bolivia Railway, 1½-hour trip, two trains daily.

Note.—Here are the great copper mines of the Chile Copper Co. This is an exceedingly important mining town, having an output of over 7,000,000 pounds of copper monthly. The population is rapidly increasing and is expected soon to number between 15,000 and 20,000. The copper company, which is an American corporation, has a commissary here.

CONCEPCION, capital of Province of Concepcion; altitude, 50 feet; population, 100,000; on Bio-Bio River, 6 miles (10 km.) from its mouth; 9 miles (13 km.) from Talcahuano, its port; 10 miles (16 km.) from Penco; 354 miles (571 km.) from Santiago. Climate, mild; temperature averages 56° F. Principal products: Wine, corn, fruits, leather, wool, and hides. Industries: Breweries, tanneries, flour mills, woodworking plants, coal mining, copper smelting works, etc.

How Reached.—From Talcahuano, by railroad or electric car, half-hour trip; from Santiago, by railroad, 12 hours (29.50 Chilean pesos; baggage, 9.17 pesos per 100 kilos); from Coronel, by railroad, 1 hour; from Valparaiso, by railroad.

Customhouse brokers, Franklin & Co. and Talcahuano Agencies Co. Lloyd's agent, Gibbs & Co.

Banks.—Banco Anglo-Sudamericano; Banco Español de Chile; Banco de Concepcion; Banco de Chile; Banco Hipotecario Agricola; Caja Nacional de Ahorros.

Hotels.—Wachter, France, Bolsa, Cosmopolita, Aleman, Colon, Medici, Visconte, Royal.

Note.—A very important modern town in southern Chile. Its recent growth has been very rapid. It is one of the most important

distributing points in the southern portion of the Republic. There is great agricultural wealth, while the raising of sheep, cattle, and other live stock is an important element in its prosperity. This place is well worthy of a visit from all salesmen, as there are numerous important business houses here.

COPIAPO, capital of Province of Atacama; altitude, about 1,000 feet; on the Copiapo River; population, 11,000; 50 miles (81 km.) from Caldera, 617 miles (990 km.) from Santiago. Temperature averages 61° F. Principal products: Copper, gold, silver, wheat, barley, hay, etc.

How Reached.—From Caldera, by railway; train leaves Copiapo at 9.10 a. m. and arrives at Caldera at 11.15 a. m.; leaves Caldera at 1.30 p. m. and arrives at Copiapo at 3.45 p. m.; reached from Santiago by Longitudinal Railway.

Some Leading Hotels.—Atacama. Ingles.

Banks.—Banco Anglo-Sudamericano; Banco de Chile; Caja de Ahorros.

Note.—A town midway between Antofagasta and Coquimbo, noted chiefly as a mining town. There are some very important copper mines in the vicinity, including those of the American Smelting & Refining Co. and Copiapo (Ltd.). It is connected by rail with its port, Caldera. A considerable business is carried on. Not generally visited by American travelers, except those who canvass the smaller places, dependence being chiefly on the importers of Valparaiso, Santiago, and Antofagasta.

COQUIMBO, Province of Coquimbo; altitude, 50 feet; population, 10,900. Pacific port; vessels anchor about one-fourth mile from shore. Distant 9 miles (15 km.) from La Serena, capital of Coquimbo, 198 miles (320 km.) from Valparaiso, 32 miles (51 km.) north of Ovalle, 357 miles (575 km.) from Santiago. Climate mild; moderate rainfall; temperature averages 60° F. Principal products: Copper, iron, goats, chinchilla skins, fruits, vegetables, alfalfa. Industries: Copper mining and smelting, planing mills, furniture, etc.

American consular agent. Customhouse brokers: Alvarez Huos, & Cía.; J. R. Alvarez y Cía.; Ruperto Alvarez y Cía.; Morgado & Bahamondes; F. C. Sievers & Co.; C. Videla y Cía.; Coquimbo Agencies. Lloyd's agent, Huth & Co.

How Reached.—From Valparaiso and Caldera, by steamer or railroad (Chilean National); from La Serena, by railroad, one-half hour.

Steamship Service.—Pacific Steam Navigation Co. and Cía. Sud Americana de Vapores, joint service weekly, northbound Sundays, southbound Mondays; Wiegand & Cía., weekly service to Valparaiso and Iquique and intermediate ports.

Some Hotels.—Rosario v. de Cordovez; Luksic & Spacic; Jose Tomas Molinas.

Banks.—Banco Anglo-Sudamericano; Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Note.—A port midway between Antofagasta and Valparaiso. Owes its importance chiefly to the copper and iron mines in the vicinity and to the smelting works of large American and other companies. There is considerable export of native products, including wool, hides, skins, etc. Growing in importance and a large business

is done. Easily reached from Valparaiso by railroad or local steamers.

CORONEL, Province of Concepcion; population, 14,000. Principal coaling port on the coast; vessels lie close to shore. Distant 372 miles (599 km.) from Santiago, by rail, 5 miles (8 km.) from Lota, 17 miles (28 km.) from Concepcion, 41 miles (65 km.) from Talcahuano. Products: Coal, cereals, cotton, wine, timber.

Customhouse brokers: Coronel Agencies Co.; Franklin & Co.; Luis Jacobsen. Lloyd's agent, Franklin & Co.

How Reached.—From Concepcion and Santiago, by railroad. Pacific Steam Navigation Co. furnishes fortnightly service.

Note.—In the vicinity are the most important coal mines of Chile.

CURICO, Province of Curico; altitude, 690 feet; population, 18,000; 115 miles (185 km.) south of Santiago. Products: Grapes, cereals, and timber. Industries: Tanneries, flour mills, breweries, soap and candle factories.

How Reached.—From Santiago, by Central Railway; fare, 11.30 pesos; baggage, 5.12 pesos per 100 kilos; time, 3½ to 4 hours.

Some Hotels.—Castillo, Comercio, Lopez, Gutierrez, Gran Hotel Central.

Banks.—Banco de Curico; Banco Comercial de Curico; Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros; Banco Comercial de Curico.

Note.—Located in the center of a rich agricultural district. Little direct importing, depending chiefly upon Santiago.

CRUZ GRANDE, situated on a small gulf of the same name; 30 miles (48 km.) north of Coquimbo, 130 miles (208 km.) north of Valparaiso.

American consular agent.

How Reached.—By coasting steamers.

Note.—This is the shipping point for Tofo, near which lie the iron deposits of the Bethlehem Steel Co. The mines are about 15 miles (25 km.) from the dock, connected by electric railway. This promises to be one of the most important ports of Chile, because of the enormous quantity of ore already in sight.

HUASCO, Province of Atacama; population, 3,000; Pacific port; vessels lie about one-half mile offshore. Distant 537 miles (866 km.) from Santiago, 93 miles (149 km.) south from Carrizal Bajo, and 30 miles (48 km.) from Vallenar. Principal products: Compressed hay, cattle, copper, silver, and gold; also wine. Industries: Copper smelting works; mining districts of Huasco and Santa Rosa.

Customhouse brokers: Craig, Vance & Co., Torres & Co., and Wiegand & Cia. Lloyd's agents, Craig, Vance & Co.

How Reached.—From Caldera, by steamer; from Coquimbo, by steamer or railroad via Vallenar; train leaves Vallenar at 8.30 a. m. and 2.45 p. m.; arrives at Huasco 11.45 a. m. and 5.25 p. m.

Steamship Service.—Pacific Steam Navigation Co. and Cia. Sud Americana de Vapores, joint weekly service; Puerto Montt-Iquique Line, three times a month; Wiegand & Cia., weekly service north and south.

Note.—This port is midway between Copiapo and Coquimbo. Canvassed generally by the houses of Santiago and Valparaiso.

IQUIQUE, capital of Province of Tarapaca; population, 70,000; port; vessels lie about half a mile offshore; landing by shore boat,

charge \$1 per person and \$1 per ordinary package. Distant 781 nautical miles from Valparaiso, 74 nautical miles from Arica, 225 nautical miles from Antofagasta, and 1,327 miles (1,974 km.) from Santiago. Climate, mild; never rains (as in all nitrate countries); temperature averages 66° F. Principal products: Nitrates, iodine, and salt.

American consular agent. Customhouse brokers: J. de Aguirre, A. Anthony, J. N. Bravo, Hector Canavaro, Marcial Velez, Manuel J. Masalias. Lloyd's agents, Gibbs & Co.

How Reached.—From Valparaiso, by steamer or railroad; from Arica, by steamer *Chancay*, two trips weekly; from the north, by nitrate railroads.

Banks.—Banco Anglo-Sudamericano; Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros; Banco Italiano.

Some Hotels.—Salon Americano, Phoenix, Sud America, Continental, Genova, Europa, Ingles, Suisse, Español Fornos, Central, Chile, Universal, Royal.

Note.—This is the chief port of Chile north of Antofagasta; owes its importance to the nitrate industry, much of this material being shipped from the surrounding country. Many salesmen find it advantageous to stop off at Iquique, owing to the large number of important houses established here.

LA SERENA, capital of Province of Coquimbo; population, 17,000; 9 miles (15 km.) from Coquimbo, 62 miles (100 km.) from Ovalle, 35 miles (56 km.) from Vicuña, and 364 miles (586 km.) from Santiago. Temperature averages 60° F. Products: Gold, silver, copper, etc. Industries: Olive-oil factories, soap making, tanneries, mining, and metal work.

How Reached.—From Coquimbo, by railroad; from points north and south, by Longitudinal Railway.

Banks.—Banco Anglo-Sudamericano; Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Some Hotels.—Santiago, Gran, Serena.

Note.—Heavy exports of copper, gold, and silver. In the neighborhood is considerable agricultural wealth. Chiefly a retail center, the houses depending upon Santiago and Valparaiso.

LINARES, Province of Linares; altitude, 475 feet; population, 14,700; 186 miles (301 km.) from Santiago and 31 miles (51 km.) from Talca.

How Reached.—From Talca and Parral, by Longitudinal Railway; from Santiago, by Longitudinal Railway; 6 hours; fare, 17.50 pesos; baggage, 6.70 pesos per 100 kilos.

Some Hotels.—Panimavida, Lazari, Mardones, Francia.

Banks.—Banco Español de Chile; Banco de Talca; Caja Nacional de Ahorros.

Note.—This is a town of growing importance, with a fair volume of business. Canvassed by those who make the smaller places.

LOS ANDES, Province of Aconcagua; altitude, 2,675 feet; population, 10,474; terminus of Transandine Railway; 87 miles (141 km.) from Santiago, 83 miles (132 km.) from Valparaiso, 26 miles (41 km.) from Llai-Llai, and 10 miles (16 km.) from San Felipe de Aconcagua. Temperature averages 61° F. Products: Cereals, tobacco, wine, cattle, silver, and copper.

How Reached.—From Mendoza, Argentina, by Transandine Railway, time about 12 hours; from Valparaiso, by railroad, time 4 hours; from Santiago, by railroad, 4 hours, fare 9.10 pesos.

Some Hotels.—Sudamericano, Central, France, Del Comercio, Transandino, Ingles, Italia.

Banks.—Banco de Chile; Banco Español de Chile; Caja de Ahorros.

Note.—This is not a very important commercial center, but on account of the railway connection between Chile and Argentina it is growing.

LOTA, Province of Concepcion; population, 12,000. Port on Bay of Arauco; vessels lie offshore; landing by shore boats, 36 cents. Distant 5 miles (8 km.) from Coroaël, 21 miles (37 km.) from Concepcion, 377 miles (608 km.) from Santiago. Principal products: Coal, copper, hides, bricks.

How Reached.—From Coronel, by railroad, one-half hour; from Concepcion, by railroad, 1½ hours.

Some Hotels.—Gran Maury, Del Comercio, Ingles.

Note.—Its importance is due chiefly to the heavy production and shipment of coal. Salesmen who canvass Concepcion are in easy reach of this place.

MEJILLONES, Province of Antofagasta; population, 4,000. Port; vessels lie one-fourth mile offshore. On a branch of the Antofagasta Railway to Bolivia, 57 miles (91 km.) from Antofagasta, 1,003 miles (1,616 km.) from Santiago. Principal products: Nitrate, borate, copper, tin.

How Reached.—From Antofagasta, by Antofagasta Railway daily except Sundays; time, 2¾ hours. Steamship service to the north and south weekly by Pacific Steam Navigation Co. and Wiegand & Cia.

Customhouse brokers: Nitrate Agencies (Ltd.); M. Balados. Lloyd's agent, Barnett & Co.

Some Hotels.—Colon, Francia, Ingles.

Note.—A port which owes its chief importance to shipments of nitrate and copper. The merchants are chiefly branch houses of firms located in Valparaiso, Antofagasta, etc. Canvassed by those who "work" small places.

PISAGUA, Province of Tarapaca; population, 4,500. Port; vessels lie about one-half mile offshore; shore boats used, charge 40 cents per passenger. Distant 39 miles (64 km.) from Iquique, 1,292 miles (2,083 km.) from Santiago, 74 nautical miles from Arica. Products: Nitrate, iodine. Climate, hot.

How Reached.—From Iquique, by steamers and by nitrate railroad (Ferrocarriil Salitrero); from Arica, by steamer *Chancaq*, twice weekly.

Banks.—Banco de Chile; Caja de Ahorros.

Customhouse brokers: Cia. Comercial y Salitrero "La Aguada;" Mariano Terrazas. Lloyd's agent, Wilfred D. Pettie.

Note.—The most northerly nitrate port of the Republic. Owes its entire importance to the nitrate industry, there being many mines in the vicinity. Canvassed usually by those who visit the smaller towns. Easily reached by steamers plying along the coast and by the nitrate railway from Iquique.

PUERTO MONTT, capital of Province of Llanquihue; on Gulf of Reloncavi; population, 8,000. Landing: Vessels anchor offshore. Distant 671 miles (1,080 km.) from Santiago, 12 miles (20 km.) from Lake Llanquihue. Principal products: Potatoes, timber. Industries: Fishing, stock raising, breweries, shoe factories, sash and door factories, flour mills.

How Reached.—From Concepcion, by railway; from Punta Arenas and from Talcahuano, by Braum & Blanchard steamers; from Santiago, by Longitudinal Railway; fare, 44 pesos Chilean currency; baggage, 13.25 pesos per 100 kilos.

Customhouse brokers: Braum & Blanchard; Puerto Montt Agencies Co.; Jose Ignacio Maldonado.

Banks.—Banco de Chile; Banco Lanquihue; Banco Osorno y La Union; Caja Nacional de Ahorros.

Some Hotels.—Miramar, Hein, Gran Hotel Chile, Central.

Note.—An important port of middle southern Chile. It is easily reached from the south by steamers and from the north by railroad. A good business is carried on with Valdivia. As a rule, canvassed only by those who visit the smaller towns; dependence chiefly on the importers of Valparaiso and Concepcion.

PUNTA ARENAS, Territory of Magallanes; population, 35,000. Port on the Strait of Magellan; vessels anchor about three-fourths mile offshore; launches are used; cost, \$1.50 per person, \$1 per package. Distant 1,300 miles (2,093 km.) from Santiago, 1,445 nautical miles from Valparaiso, and 1,355 nautical miles from Buenos Aires, Argentina. Climate, cool; rain about 150 days a year; temperature averages 43° F. Principal products: Sheep, fur, skins, wool, whale products, and coal. Industries: Refrigeration and preservation of meat, sheep growing, and timber cutting.

American consul and vice consul. Customhouse brokers: Jose Manuel Vega, Emilio Blaya, F. Valverde, and Diaz, Contardi y Cfa. Lloyd's agent, Capt A. Merrick.

How Reached.—From Rio Gallegos, Argentina, by steamers; from Aucud and Buenos Aires by steamers. There is a railroad to the coal fields of Loreta.

Steamship Service.—Pacific Steam Navigation Co.; Lamport & Holt Line, fortnightly sailings; Braum & Blanchard Line, steamer every three weeks between Punta Arenas and Valparaiso. Sociedad Anonima Importadora y Exportadora de la Patagonia, fortnightly sailings for Buenos Aires and port en route.

Banks.—Banco Anglo-Sudamericano; Banco de Punta Arenas; Banco de Magallanes; Banco Yugoslavo de Chile; Banco Español de Chile.

Hotels.—Royal, Cosmos, France, El Comercio, Santiago, Submarino, Magallanes, Gran Pacifico, Imperial, Withe, Progreso.

Note.—The southernmost town of Chile. Has had a very rapid growth in the last few years. Owes its wealth largely to the cattle and fur industry. Somewhat difficult of access, but there are numerous important houses here that make heavy direct importations. Ten towns can be reached from here by automobile or coast steamers. Travel by automobile is rather difficult during the winter months, April to September.

RANCAGUA, capital of Province of O'Higgins; altitude, 1,575 feet; population, 15,500; on Central Railway; 165 miles (269 km.)

from Valparaiso and 52 miles (83 km.) from Santiago. Products: Cereals, potatoes, alfalfa, and cattle. Industries: Flour mills, fruit and vegetable preserving; also copper, silver, and gold mining. In this Province are the mines of the Braden Copper Co.

How Reached.—From Santiago, by Central Railroad, 3 hours; fare, 5.30 pesos Chilean currency; baggage, 3.20 pesos per 100 kilos.

Hotels.—Peralta (railway station), Americano, Central, Comercio, Silva.

Banks.—Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

SAN FELIPE, Province of Aconcagua; altitude, 2,100 feet; population, 12,000; 78 miles (125 km.) from Santiago and Valparaiso. Principal products: Silver, copper, gold, cereals, grapes, and tobacco.

How Reached.—From Santiago, by railroad; fare, 8.10 Chilean pesos; baggage, 4.18 pesos per 100 kilos. From Valparaiso, by railroad.

Banks.—Banco de Chile; Banco Nacional; Banco Español de Chile; Caja Nacional de Ahorros.

Some Hotels.—Luis Fernandez and Rosali Figueroa.

Note.—This town is located in the center of a rich agricultural district. The business is principally retail, the merchants depending upon the importers of Valparaiso and Santiago.

SAN FERNANDO, capital of Province of Colchagua; altitude, 1,075 feet; population, 10,700; 83 miles (133 km.) from Santiago and 197 miles (319 km.) from Valparaiso. Products: Copper, gold, silver, sulphur, and cereals.

How Reached.—From Santiago, by Chilean Railway, 5 hours; fare, 8.40 Chilean pesos; baggage, 4.26 pesos per 100 kilos. From Valparaiso, by Chilean Railway.

Hotels.—Colon and Colchagua.

Banks.—Banco de Chile; Caja Nacional de Ahorros; Banco Español de Chile.

SANTIAGO, Province of Santiago; capital of the Republic; altitude, 1,821 feet; population, 500,000. On the Mapocha River; 116 miles (187 km.) from Valparaiso, 72 miles (116 km.) from San Antonio, nearest seaport, 155 miles (250 km.) from Talca, 890 miles (1,436 km.) from Buenos Aires, Argentina. Climate, excellent; average temperature, 60° F. Principal products: Copper, silver, fruits, honey, hides. Industries: Agriculture and mining, flour mills, foundries, machine shops, wood-working plants, tanneries, carriage factories, breweries, shoe and soap factories.

How Reached.—From Valparaiso, by railroad; time, 3½ hours; fare, 11.80 Chilean pesos; baggage, 5.24 pesos per 100 kilos; from Talca, by railroad, 6½ hours; from Buenos Aires, by railroad; trains leave Buenos Aires Sundays 8.30 a. m. and Wednesdays 3 p. m.; arrive in Santiago Mondays at 11.23 p. m. and Fridays 11.23 p. m.; the Wednesday train stops overnight in Mendoza. Fare from Buenos Aires, \$89 (U. S. currency); free baggage allowance, 50 kilos (110 pounds); excess baggage, 27 cents per kilo.

Conveyances.—Electric tramcars throughout the city. Taxicabs, 6 pesos per hour, or 1.20 pesos per kilometer; Victorias, 3.50 pesos per hour.

Banks.—W. R. Grace & Co.'s Bank; Banco Anglo-Sudamericano (Ltd.), Huerfanos 858; Banco de Chile, Huerfanos 930; Banco

Chileno Garantizador de Valores, Huerfanos 840; Banco Español de Chile, Estado 198; Banco Hipotecario de Chile, Huerfanos 837; Banco Nacional, Huerfanos 1102; Banco de la Republica, Huerfanos 1072; Banco Popular, Avenue de las Delicias esq. Ahumada; Banco Santiago, Ahumada 198; Banco Union Comercial, Bandera 98, esq. Moneda; Caja de Credito Hipotecario, Huerfanos 1210; Caja Nacional de Ahorros, Moraude 281-291; Caja de Ahorros de Santiago, Augustinas esq. Morande; Banco Italiano, Huerfanos 830; London & River Plate Bank, Huerfanos 1126; A. Edwards & Co., Bandera 299; Banco Frances de Chile, Huerfanos 1072; National City Bank of New York, Bandera 249; Banco de la Industria y del Comercio, corner Bandera and Moneda.

Some Hotels.—Odo, Grand, Milan, Español, Urmeneta, Melossi, Brink, Santiago, Royal, Biarritz, España, Italia, Plaza, Savoy, La Marne.

Central Offices.—West Coast (via Eastern), Huerfanos 851; South & Central American Telegraph Co. (via Galveston), Huerfanos 2941.

Note.—Santiago is the capital of the Republic, and after Valparaiso the most important market. Almost every kind of business is done and many important houses have their headquarters here. There is considerable manufacturing in the vicinity, and near by are numerous mines of copper, silver, etc. A large business is also done in agricultural products, cattle, hides, etc. Should be visited by every salesman, as it is easily accessible both from Valparaiso and by the railways to the north and south. An excellent place for a general agency.

TACNA, Province of Tacna; altitude, 1,865 feet; population, 11,500. On Tacna River; 31 miles (50 km.) from the Pacific, 39 miles (64 km.) from Arica, 1,471 miles (2,372 km.) from Santiago, by rail. Principal products: Agricultural, cotton and tropical fruits, copper and sulphur. Industries: Mining, tobacco, and shoe factories, tanneries, and foundries.

How Reached.—From Arica, by Arica & Tacna Railroad, time 2 hours; from La Paz, Bolivia, by Arica & La Paz Railroad; from Santiago, by Longitudinal Railway.

Banks.—Banco de Chile; Banco de Tacna; Caja Nacional de Ahorros.

Some Hotels.—Raiteri, Americano, Albini, Milos.

Note.—This place is located in the midst of a fertile valley in northern Chile. There is considerable agricultural wealth. Canvassed by those who find it desirable to visit the smaller places.

TALCA, Province of Talca; altitude, 351 feet; population, 65,000; 155 miles (250 km.) from Santiago, 52 miles (83 km.) from Concepcion. Temperature averages 56.5° F. Principal products: Cattle and agricultural produce. Industries: Agriculture, wine growing, flour mills, planing mills, shipbuilding.

How Reached.—From Santiago, by Longitudinal Railroad; fare, 14.90 pesos Chilean currency; time, 5 hours; baggage, 6.10 pesos per 100 kilos; from Concepcion, by Longitudinal Railroad.

Banks.—Banco de Chile; Banco de Talca; Banco Español de Chile; Caja Nacional de Ahorros.

Some Hotels.—Internacional, National, Talca, Central.

Note.—A progressive city in a rich agricultural district. Here are important flour and grain mills, and a large business is done in

cereals of all sorts. There is some manufacturing, and important commerce is conducted with the north, including Santiago, Valparaiso, etc., and to the south with Concepcion, Valdivia, etc. May be visited by most salesmen to some advantage.

TALCAHUANO, Province of Concepcion; port on Talcahuano Bay; vessels lie offshore; population, 40,000; 9 miles (15 km.) from Concepcion, 363 miles (585 km.) from Santiago by railroad, and 240 nautical miles from Valparaiso. Principal products: Coal, wheat, cereals, nuts, timber, etc.

American consular agent. Customhouse brokers: William K. Steel, Franklin & Co., and Talcahuano Agencies Co. Lloyd's agents. Gibbs & Co.

How Reached.—From Santiago, by railroad; fare, 30.10 Chilean pesos; baggage, 9.29 pesos per 100 kilos; time, 12 hours. From Valparaiso, by steamer. From Concepcion, by electric car or train, half-hour trip. Weekly steamship service to the north and south.

Banks.—Banco Anglo-Sudamericano; Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Some Hotels.—Central, Colon, and Comercio.

Note.—This place is quite close to Concepcion, being located on Concepcion Bay. Chiefly noted for its coal and grain exports, and having an important dry dock and naval station. In the surrounding country there is great agricultural wealth, making possible important exports of wheat, flour, wool, etc. Iron also is produced in the neighborhood. Here are located many concerns who do direct importing, while many of the important houses of Santiago and Valparaiso have branches at Concepcion. Worthy of salesmen's attention.

TALTAL, Province of Antofagasta; population, 16,000; Pacific port; vessels anchor about one-half mile from shore. Distant 111 miles (178 km.) south of Antofagasta, 93 miles (149 km.) from Cachinal (nitrate offices), and 883 miles (1,421 km.) from Santiago. Climate, mild; temperature averages 63° F. Products: Borax, alum, gypsum, borate of lime, copper, and nitrate.

How Reached.—From Antofagasta, by steamer; from points north and south, by Longitudinal Railway in connection with Taltal Railway.

Customhouse brokers: Nitrate Agencies (Ltd.), J. de Alfaro, Carlos Arancibia, Cordero Hnos., J. Antonio Guerra. Lloyd's agents, Williamson, Balfour & Co.

Steamship Service.—Pacific Steam Navigation Co. and Cia. Sud Americana de Vapores jointly have weekly service, northbound on Wednesdays, southbound on Saturdays.

Some Hotels.—Central, Cosmopolita, Ingles, Colon, Santiago.

Banks.—Banco de Chile; Banco Español de Chile, Caja Nacional de Ahorros.

Note.—This port owes its chief importance to the production of nitrates. Business in general is carried on with Antofagasta and Valparaiso. Traveling salesmen, as a rule, do not visit Taltal.

TEMUCO, capital of the Province of Cautin; altitude, 350 feet; population, 27,000; located on the Cautin River; 430 miles (692 km.) from Santiago and 108 miles (174 km.) from Valdivia. Industries: Agriculture, sheep raising, and flour mills.

How Reached.—From Santiago, by Longitudinal Railway; fare, 33.9 Chilean pesos; baggage, 10.14 pesos per 100 kilos.

Some Hotels.—Central, Temuco, De France, Amériata, Español, and Royal.

Banks.—Banco de Chile; Banco Español de Chile, Caja Nacional de Ahorros.

Note.—This is an important place, doing considerable business with the surrounding country. There is some direct importing, although most of the merchants are dependent upon the importers of Santiago.

TOCOPILLA, Province of Antofagasta; population, 8,700; Pacific port on Algodon Bay; vessels anchor about one-third mile from shore. Distant 117 miles (188 km.) south of Iquique, 1,116 miles (1,797 km.) from Santiago, 100 miles (175 km.) from Antofagasta, and 55 miles (89 km.) from El Toco. Principal products: Nitrate, copper, borate, and iodine.

Customhouse brokers: Carlos Robledo and Sagua & Perez. Lloyd's agent, Charles Wesley Nicholls.

How Reached.—From Iquique and Antofagasta, by steamer. From El Toco, by railroad (Anglo-Chilean); time, 3 $\frac{1}{4}$ hours; fare, \$1.55. Steamship service by Pacific Steam Navigation Co. and Cia. Sudamericana de Vapores, northbound on Fridays, southbound on Thursdays; Wiegand & Cía., weekly service north and south.

Some Hotels.—America, Cosmopolita, and Garibaldi.

Banks.—Banco de Chile; Caja Nacional de Ahorros.

Note.—A free port and one of the chief shipping points for nitrate and copper. Easily reached but not generally canvassed except by those who "make" the smaller places.

VALDIVIA, capital of Province of Valdivia; altitude, 75 feet; population, 25,000. On Calle Calle River, 9 miles (15 km.) from its mouth; 447 nautical miles from Valparaiso, 56 miles (90 km.) from Osorno, 535 miles (863 km.) from Santiago, 12 miles (19 km.) from Puerto Corral, its port. Climate, mild; rain about 160 days per year; temperature averages 52° F. Principal products: Hides, wheat, timber. Industries: Breweries, distilleries, candle factories, flour mills, iron foundries, etc.

Customhouse brokers, Mally & Reccius. Lloyd's agent, Charles Prochelle.

How Reached.—From Osorno, Talcahuano, and Temuco, by railroad; connection at Rosendo with Central Railway; time to Santiago, about 11 $\frac{1}{2}$ hours; fare, 41.30 Chilean pesos; baggage, 12.25 pesos per 100 kilos.

Some Hotels.—Bussenius, France, Daguerre, Haussmann, Palace, Reimer, Schuster, Colon, Universal, Bielefeldt.

Banks.—Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Note.—The most important city south of Concepcion. There is considerable agricultural wealth, while the timber industry is a source of great prosperity. A place that is well worthy of a visit from traveling salesmen.

VALPARAISO, Province of Valparaiso; population, 280,000. Chief port of Chile; vessels anchor about one-half mile offshore; landing by small boats. Passengers should make terms with boatmen before

handing over baggage, otherwise charges may be excessive; charges, 40 cents to \$1 per passenger or package. Distant 575 miles (925 km.) from Antofagasta, 116 miles (187 km.) from Santiago. Climate, good; temperature averages 60° F. Principal products: Agricultural. Industries: Foundries, machine shops, shoe, soap, candle, and furniture factories.

American consul general, consul, and vice consul. Lloyd's agent, Huth & Co.

How Reached.—From Santiago, by railroad; time, about 3½ hours; fare, 11.80 Chilean pesos; baggage, 5.24 pesos per 100 kilos. From Buenos Aires, by Transandine Railway; leave Buenos Aires Sundays at 8.30 a. m. and Wednesdays at 3 p. m.; arrive in Santiago Mondays and Fridays at 11.25 p. m.; Wednesday trains stop overnight at Mendoza; first-class fare, with sleeping accommodations, \$200.95 Argentine currency. Weekly steamship service by Pacific Steam Navigation Co. and Cía. Sudamericana de Vapores.

Banks.—Banco Anglo-Sudamericano, Prat 276; Banco de Chile, Prat 100; Banco A. Edwards & Co., Prat 199; Banco Español de Chile, Prat 202; Banco Hipotecario de Valparaíso, Prat 281; Banco Italiano, Cochrane 909; Banco Chile y Argentina, Esmeralda 21; Banco Londres y Río de la Plata; Banco Nacional, Prat 119; Banco Santiago, Prat 201; Banco Tarapacá y Argentina (Ltd.), Prat 276; National City Bank of New York, Arturo Prat; Caja Nacional de Ahorros, Salvador Donso 297.

Hotels.—Colon, Palace, Grand, Francia, Valparaíso, Aleman, Royal, Ingles, Commercial, España, Acosta, Carrasco, Suisa, Lebelle.

Customhouse Brokers.—Caja Comercial, Blanco 683; Pretat Fontaine & Co., Blanco 495; Villagran Aguayo y Cía, Errazuniz 1002; Wiegand & Cía., Cochrane 671.

Steamship Service.—Wiegand & Cía.: Steamers *Caupolican*, *Cerda*, *Tarapacá*, and *Gen. Freire*; weekly sailings to Los Vilos, Puerto Oscuro, Coquimbo, Huasco, Taltal, Antofagasta, Mejillones, Tocopilla, and Iquique. Gonzalez, Soffia & Cía.: Steamers *Taltal*, *Iquique*, and *Chorrillos*; weekly service between Valparaíso and Arica. Borquez & Cía.: Steamers *Pisagua* and *Lobos*; local service to the north and south. Sociedad Anónima Ganadera y Comercial "Mendez Behety": Regular service to southern ports of Chile and ports of Patagonia.

Conveyances.—Electric trams to all parts of city and suburbs. Fare in city, 10 cents; suburbs, 50 cents.

Note.—This is the second largest city of Chile and the chief port. A large volume of exports is handled through this port, while the imports also are large. Should be canvassed in connection with Santiago. Some houses instruct their salesmen to visit only these two places and depend upon the wholesalers here to canvass Chile to the north and south.

Vina del Mar is a suburb only a short distance from the business center. It is situated on the seashore. Travelers find the hotels here more comfortable than those in Valparaíso, and the rates are higher only during the tourist season, February and March. Hotels: The Grand, Francia, Carrasco.

TOWNS OF LESS IMPORTANCE.

Occasionally direct importations are made by firms or companies located in certain of the following places. It is advisable to inquire in the nearest large town as to trade possibilities.

Angeles (Los), capital of Province of Bio-Bio; population, 13,000; altitude, 479 feet; 339 miles (547 km.) from Santiago (fare 28.60 Chilean pesos, baggage 8.99 pesos per 100 kilos); 453 miles (728 km.) from Valparaiso; 12 miles (19 km.) from Santa Fe. Branch line, Santa Fe & Los Angeles Railway, connects with trunk line of railway. Hotels: Montori and Bassuletti. Banks: Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Angol, Province of Malleco; population, 7,400; altitude, 236 feet; 356 miles (572 km.) from Santiago (time 14 hours, fare 29.60 Chilean pesos, baggage 9.19 pesos per 100 kilos); 470 miles (754 km.) from Valparaiso; 43 miles (68 km.) from Traiguén (time 2 hours). Products: Wheat, barley, and cattle. Industries: Flour mills, tanneries, soap factories, and breweries. Branch line connects at Traiguén with trunk line of railway. Hotels: Daza, García. Banks: Banco Español de Chile; Caja Nacional de Ahorros.

Arauco, Province of Arauco; population, 3,250; on Arauco River; 5½ miles (9 km.) from Carampangue, 50 miles (81 km.) from Lebu, and 395 miles (638 km.) from Santiago. Reached by railway from Concepcion to Curanilahue, thence branch line to Arauco. Products: Cereals, coal, and woods. Banks: Banco de Arauco; Caja Nacional de Ahorros. Hotels: Rita Barroza, Jose Prouza.

Buín, Province of Santiago; population, 2,725; altitude, 1,542 feet; on Central Railway; 20 miles (32 km.) from Santiago (time 45 minutes, fare 2.10 Chilean pesos, baggage 1.95 pesos per 100 kilos). Products: Cattle, alfalfa, cereals, and copper.

Calama, Province of Antofagasta; altitude, 7,270 feet; population, 1,000; 148 miles (239 km.) from Antofagasta and 14 miles (23 km.) from Chuquicamata; on Antofagasta & Bolivia Railway; daily trains from Antofagasta; time, 10½ hours. Products: Copper, iron, silver; also agricultural produce. Hotels: Sud Americano, Siglo XV, Iberia, De la Balsa. Many travelers on their way to Bolivia make a stop at this place to guard against mountain sickness.

Calbuco, capital of the Province of Carelmapu; population, 2,000; 20 miles (33 km.) from Puerto Montt and 37 miles (60 km.) from Ancud.

Caleta Coloso, Province of Antofagasta. Port; vessels anchor three-fourths mile from shore. Distant 7 miles (12 km.) from Antofagasta and 965 miles (1,555 km.) from Santiago. This is a nitrate port on the Aguas Blancas Railway, connected by numerous branch lines. Steamship service to Puerto Montt and Junín.

Caleta Buena, Province of Tarapacá; population, 2,000; 22 miles (35 km.) from Iquique. Principal products: Nitrate, iodine, sulphate, and borax. Daily train service to Huará; time, 2½ hours. Connected by branch line with Iquique and Pisagua.

Canete, Province of Arauco; population, 2,300; 31 miles (50 km.) from Lebu, 33 miles (54 km.) from Curanilahue (nearest station), and 428 miles (691 km.) from Santiago. Products: Cereals, timber, coal, and cattle. Hotels: Evert and Preto.

Caracoles, Province of Antofagasta; population, 4,500; altitude, 9,220 feet; 168 miles (272 km.) from Antofagasta and 17 miles (27 km.) from Sierra Gorda, on the Antofagasta Railway. Rich copper and silver mines are located in this vicinity.

Carrizal Bajo, Province of Atacama; population, 1,000; port; vessels anchor half mile from shore. Distant 15 miles (25 km.) from Jarrillas and 72 miles (116 km.) from Caldera. Chief products: Manganese, lead, and skins. On the Carrizal Sierra Blanca Railway.

Cauquenes, capital of Province of Maule; population, 12,000; 356 miles (573 km.) from Santiago by railroad (fare 21.80 pesos, baggage 7.61 pesos per 100 kilos, time 7½ hours); 470 miles (756 km.) from Valparaiso by railroad. On branch line of Central Railway, branch starting at Parral. Banks: Banco de Chile; Banco de Talca; Banco Español de Chile; Caja Nacional de Ahorros. Hotels: Alareon and Urantia. Cauquenes is an important distributing point. A brisk trade is carried on; some direct importing.

Chanco, Province of Maule; population, 2,900; 5 miles (8 km.) from Cabo Carranza. Products: Agricultural.

Chepica, Province of Curico; population, 2,500; 8 miles (12 km.) from Cunaco (nearest station). Products: Cereals and marble.

Chimbarongo, Province of Colchagua; population, 1,000; 15 miles (24 km.) from San Fernando; 95 miles (154 km.) from Santiago (time 4 hours, fare 9.30 Chilean pesos, baggage 4.56 pesos per 100 kilos). On Central Railway.

Collipulli, Province of Malleco; population, 3,025; 370 miles (597 km.) from Santiago (fare 30.30 Chilean pesos, baggage 9.33 pesos per 100 kilos); 25 miles (40 km.) from Angol, railway and carretera. On Longitudinal Railway between Concepcion and Temuco. Products: Wheat, woods, cattle. Unexploited mines of gold and copper.

Combarbala, Province of Coquimbo; population, 2,970; on River Combarbala. On Central Railway between Ovalle and Illapel. 59 miles (95 km.) from Ovalle, 83 miles (135 km.) from La Serena, 241 miles (388 km.) from Santiago.

Constitucion, Province of Maule; population, 8,875. Port at mouth of Maule River (navigable by small craft); 52 miles (83 km.) from Talca, reached by branch of Longitudinal Railroad, 3 hours; 210 miles (339 km.) from Santiago (fare 19.50 Chilean pesos, baggage 7.19 pesos per 100 kilos, time 9 hours). Hotels: Gran, Gran Hotel Serafini. International, Victoria, Italia. Products: Wheat, wine, and other agricultural produce. Industries: Shipyards. Banks: Banco de Constitucion, Caja Nacional de Ahorros.

Corral, Province of Valdivia; population, 1,600; port, 11 miles (18 km.) from Valdivia, 2½ miles (4 km.) from Collico.

Cunaco, Province of Colchagua; population, 1,350; on branch railway from San Fernando to Pichilemu, connecting at San Fernando with main line; 101 miles (163 km.) from Santiago. Products: Agricultural produce, etc.

Curepto, Province of Talca; population, 1,500; 50 miles (81 km.) from Talca, 15 miles (25 km.) from the sea, 6 miles (9 km.) from River Mataquito. Carretera to Talca, Lontue, and Concepcion (nearest station). Products: Wheat, beans, and potatoes.

Ercilla, Province of Malleco; population, 1,310; altitude, 1,050 feet; 374 miles (603 km.) from Santiago (fare 30.80 Chilean pesos, baggage 9.44 pesos per 100 kilos); 8 miles (14 km.) from Collipulli, 4 miles (7 km.) from Píllua. On Longitudinal Railway. Products: Cattle, wheat, corn, beans, potatoes, and timber.

Freirina, Province of Atacama; population, 1,800; altitude, 265 feet; on railway from Huasco to Vallenar; 21 miles (35 km.) from Vallenar (time, 2 hours); 9 miles (15 km.) from Huasco (time, 40 minutes). Mines: Gold, silver, copper, cobalt.

Gatico, Province of Antofagasta; population, 2,800; port, 30 miles (48 km.) south of Tocopilla, used chiefly for export of copper. Road to Calama.

Corbea, Province of Valdivia; population, 4,025; altitude, 300 feet; 93 miles (151 km.) from Valdivia, by Longitudinal Railway; 456 miles (735 km.) from Santiago (fare 35.30 Chilean pesos, baggage 10.49 pesos per 100 kilos). Timber and agricultural products.

Graneros, Province of O'Higgins; population, 1,270; altitude, 1,670 feet; on Central Railway, 7 miles (12 km.) from Rancagua, 44 miles (71 km.) from Santiago (fare 4.50 Chilean pesos, baggage, 2.95 pesos per 100 kilos).

Hospital, Province of O'Higgins; population, 1,352; altitude, 1,275 feet; on Central Railway, 29 miles (48 km.) from Santiago (time 1½ hours, fare 3.20 Chilean pesos, baggage 2.38 pesos per 100 kilos); 21 miles (35 km.) from Rancagua.

Huara, Province of Tarapaca; population, 2,252; altitude, 3,500 feet; on Longitudinal Railway, 11 miles (18 km.) from Tarapaca. Daily train service to Caleta Buena, time 2½ hours.

Illapel, Province of Coquimbo; population, 3,360; altitude, 1,020 feet; on Central Railway, 196 miles (316 km.) from Santiago, 198 miles (320 km.) south of Serena, 49 miles (79 km.) from Los Vilos, 5-hour trip by rail. Hotel: Arturo Prat. Bank: Banco de Chile.

Junin, Province of Tarapaca; minor port, 11 miles (18 km.) south of Pisagua. Chief export: Nitrate. Reached by Pacific Steam Navigation Co. and Cía. Sud Americana de Vapores steamers from north and south. Train service to Santa Catalina, 25 miles (40 km.) distant, time 4 hours.

La Calera, Province of Valparaiso; population, 4,200; altitude, 680 feet; 45 miles (73 km.) from Valparaiso, reached by railway; 73 miles (118 km.) from Santiago (fare 7.70 Chilean pesos, baggage 4.02 pesos per 100 kilos). Branch line starts from here to La Ligua. Banks: Banco de Chile, Banco Español de Chile, Caja de Ahorros. Hotels: Central, Comercio.

Lautaro, Province of Cautin; population, 14,000; altitude, 710 feet; on Longitudinal Railway; 17 miles (28 km.) from Temuco; 411 miles (663 km.) from Santiago (fare 32.90 Chilean pesos, baggage 9.91 pesos per 100 kilos). Banks: Banco Español de Chile and Caja Nacional de Ahorros. Hotels: Darmendrall and Verschere.

Lebu (Port), Province of Arauco; population, 9,000; on southern bank of Lebu River, near its mouth; 45 nautical miles south of Lota; 462 miles (746 km.) from Santiago, on Saucés and Lebu branch of Santiago Railway. Also reached by coasting steamers from Coronel and Talcahuano. Products: Coal, timber, and agri-

cultural. Hotels: Central, Rivera, and Aleman. Bank: Banco de Chile.

Ligua, Province of Aconcagua; population, 2,400; on Ligua River and Calero-Cabilde branch railroad; 69 miles (112 km.) from San Filipe; 113 miles (181 km.) from Santiago (fare 10.80 Chilean pesos, baggage 4.97 pesos per 100 kilos, time 4 hours). Products: Oats, potatoes, copper silver. Industries: Smelting works. Bank: Banco de Chile.

Limache, Province of Valparaiso; population, 3,800; altitude, 295 feet; 27 miles (44 km.) from Valparaiso by railroad (time, 1½ hours); 89 miles (144 km.) from Santiago (time 3½ hours, fare 9.20 Chilean pesos, baggage 4.53 pesos per 100 kilos). Products: Copper, silver, and gold. Hotel: Republica.

Llai-Llai, Province of Valparaiso; population, 5,000; altitude, 1,280 feet; on Santiago-Valparaiso railway, at junction of branch line to Los Andes, where it joins the Transandine Railway; 57 miles (92 km.) from Santiago (fare 6 Chilean pesos, baggage 3.46 pesos per 100 kilos, time 2 hours); 58 miles (95 km.) from Valparaiso (time, 2½ hours). Products: Wheat, grapes, and cattle.

Los Vilos, Province of Aconcagua; population, 8,500. Minor port; vessels anchor about one-half mile offshore. Distant 142 miles (230 km.) from San Filipe; 70 miles (114 km.) from Valparaiso; 48 miles (79 km.) from Illapel, by rail; 220 miles (355 km.) from Santiago. Reached by Pacific Steam Navigation Co. steamers, fortnightly service. Chief products: Wheat, grain, and other agricultural products; silver and manganese.

Melipilla, Province of Santiago; population, 6,265; altitude, 554 feet. On San Antonio Railway; 38 miles (61 km.) from Santiago, by railroad (fare 3.90 Chilean pesos, baggage 2.70 pesos per 100 kilos, time 1½ hours); 151 miles (241 km.) from Valparaiso, by railroad. Carreteras to Santiago, Valparaiso, and Alhue. Wine-growing district. Banks: Banco Español de Chile, Banco Nacional, Caja de Ahorros. Hotels: Central, 21 de Mayo.

Molina, Province of Talca; population, 4,350; altitude, 750 feet; 124 miles (200 km.) from Santiago (fare 12.20 Chilean pesos, baggage 5.34 pesos per 100 kilos, time 4 to 5 hours). Products: Wine, wheat, linseed, timber, and wood. Industries: Tobacco factories. Banks: Banco Comercial do Curico and Caja Nacional de Ahorros. Hotels: Central and Miretti.

Mulchen, Province of Bio-Bio; population, 6,500; altitude, 425 feet; 360 miles (580 km.) from Santiago (fare 29.90 Chilean pesos, baggage, 9.25 pesos per 100 kilos). Reached from Central Railroad by a branch from Coigue station, 25 miles (40 km.), time about 1½ hours. Agricultural and cattle-breeding district. Banks: Banco de Chile and Banco de Mulchen. Hotels: Chile and Martin.

Nueva Imperial, capital of Department of Imperial, Province of Cautin; population, 9,009; situated on bank of Chulchal River, 1 mile (1½ km.) from its confluence with the Cautin; 18 miles (30 km.) west of Temuco, on railroad from Temuco to Carahue; 450 miles (726 km.) from Santiago (fare 35 Chilean pesos, baggage 10.41 pesos per 100 kilos). Hotels: Central and Duhalde. Bank: Banco de Chile.

Osorno, Province of Llanquihue; population, 10,000; on the Rahue River, tributary of Rio Bueno; 57 miles (92 km.) from Val-

divia, reached by Longitudinal Railway; 592 miles (945 km.) from Santiago, by Longitudinal Railway (fare 41.30 Chilean pesos, baggage 12.25 pesos per 100 kilos). Products: Wheat, oats, apples, cider, sheep, and cattle. Hotels: Central, Grand Hotel Osorno, and Italiano. Banks: Banco de Chile; Banco Español de Chile; Banco Osorno y La Union; Caja Nacional de Ahorros.

Ovalle, Province of Coquimbo; population, 7,000; altitude, 725 feet; 301 miles (484 km.) from Santiago, 71 miles (113 km.) from Coquimbo, and 51 miles (82 km.) from Tongoy (time 4½ hours by railroad). Banks: Banco Español de Chile; Banco de Chile; Caja Nacional de Ahorros. Hotel: Ovalle.

Parral, Province of Linares; population, 11,150; altitude, 500 feet; on Central Railway; 211 miles (340 km.) from Santiago by railroad (fare, 19.50 Chilean pesos, baggage 7.18 pesos per 100 kilos, time 7 hours); 29 miles (48 km.) from Cauquenes by railroad. Products: Wines and cereals. Industries: Flour mills, tanneries, and foundry. Hotels: Comercio and Union Comercial. Banks: Banco de Talca; Banco Español de Chile; Caja Nacional de Ahorros.

Pelequen, Province of Colchagua; population, 1,100; altitude, 880 feet; on the Central Railway; branch runs from here to Peumo and Las Cabras; 73 miles (117 km.) from Santiago (fare 7.40 Chilean pesos, baggage 3.94 pesos per 100 kilos, time 3 hours).

Penco, Province of Concepcion; population, 5,010; port; 6 miles (10 km.) east of Talcahuano, 238 miles (370 km.) from Valparaiso, and 330 miles (532 km.) from Santiago by railroad; on branch line to Concepcion, 9 miles (15 km.) distant, time 45 minutes. Sugar refinery here. Weekly service by Pacific Steam Navigation Co. and Cía. Sudamericana de Vapores.

Peumo, Province of O'Higgins; population, 3,900; on branch line of railway from Pelequen to Las Cabras; 45 miles (72 km.) from Rancagua and 90 miles (145 km.) from Santiago (fare 9.10 Chilean pesos, baggage 4.50 pesos per 100 kilos). Products: Timber, wheat, and other agricultural produce.

Putauendo, Province of Aconcagua; population, 2,800; 11 miles (17 km.) from San Felipe, nearest railroad station; on Putauendo River. Products: Cereals, wine, copper, silver.

Quillota, Province of Valparaiso; population, 18,860; 33 miles (61 km.) from Valparaiso and 80 miles (128 km.) from Santiago (fare 8.40 Chilean pesos, baggage 4.26 pesos per 100 kilos). Agricultural and fruit-raising district; lime beds. Banks: Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Quilpue, Province of Valparaiso; population, 4,150; on Santiago-Valparaiso Railway; 12 miles (20 km.) from Valparaiso; 102 miles (164 km.) from Santiago (fare 10.50 Chilean pesos, baggage 4.88 pesos per 100 kilos); 13 miles (21 km.) from Limache. Agricultural district. Hotels: France, Recreo.

Quirihue, Province of Maule; population, 3,200; 56 miles (95 km.) from Tome and 34 miles (55 km.) from Cauquenes. Agricultural and vineyard district. Hotel: Belizario Ortiz.

Rengo, Province of Colchagua; population, 6,050; altitude, 1,037 feet; on Longitudinal Railway, 69 miles (112 km.) south of Santiago (fare 7 Chilean pesos, baggage 3.80 pesos per 100 kilos, time about 2½ hours); 183 miles (289 km.) from Valparaiso. Products:

Agricultural; smoked and dried meat. Banks: Banco de Chile, Banco Santiago, Caja Nacional de Ahorros. Hotel: Union.

San Antonio (Puerto Menor), Province of Santiago; population, 7,000; 73 miles (117 km.) from Santiago, by Santiago and San Antonio Railroad; 43 miles (69 km.) from Valparaiso. Products: Wool and barley. Hotels: La Marina, La Quinta, Roma, San Antonio. Banks: Banco Nacional; Caja Nacional de Ahorros.

San Carlos, Province of Nuble; population, 10,000; on Central Railway, 15 miles (24 km.) north of Chillan, 77 miles (124 km.) from Talca, 2½ hours. Products: Cereals, timber, wine, copper, silver, gold. Banks: Banco de Chile; Banco de Talca; Caja Nacional de Ahorros. Hotels: Carlos Abucoli, E. Munoz.

San Francisco de Limache, Province of Valparaiso; population, 4,700; 26 miles (44 km.) from Valparaiso, reached by railroad. Products: Cereals, wine, beer, cattle.

San Javier, Province of Linares; population, 4,900; 25 miles (40 km.) from Linares, 167 miles (270 km.) from Santiago, by Longitudinal Railway. Products: Cereals, wines, vegetables. Banks: Banco Español de Chile, Caja Nacional de Ahorros. Hotel: Royal.

San Rosendo, Province of Concepcion; population, 2,150; on branch line of Ferrocarril del Llano de Maipo to El Melocoton, 42 miles (70 km.) from Concepcion, 310 miles (500 km.) from Santiago (fare 26.70 Chilean pesos, baggage 8.61 pesos per 100 kilos, time about 12 hours).

Tarapaca, Province of Tarapaca; population, 850; altitude, 4,500 feet. On Tarapaca River, 11 miles (18 km.) from Estacion Huara, 75 miles (120 km.) from Iquique. Products: Borax, nitrate, iodine, sulphate, alfalfa.

Toco, El, Province of Antofagasta; population, 5,000; altitude, 3,300 feet. Located in the nitrate region, 55 miles (88 km.) from Tocopilla; reached by Anglo-Chilean Nitrate Railway, time 3¾ hours.

Tome, Province of Concepcion; population, 4,800; 21 miles (33 km.) from Concepcion, by rail, 1½ hours; 320 miles (516 km.) from Santiago. Products: Coal, wine. Industries: Flour mills, sugar refineries, distilleries. Weekly service by Pacific Steam Navigation Co. and Cía. Sudamericana de Vapores. Banks: Banco de Chile, Caja Nacional de Ahorros. Hotel: De France.

Tongoy, Province of Coquimbo; population, 2,000. Port; vessels anchor about one-half mile from shore. On Einpalmi and Tongoy Railway, 27 miles (43 km.) south of Coquimbo, 40 miles (64 km.) from La Serena, 48 miles (76 km.) from Ovalle, time 5 hours. Reached by Chilean State Railways and by small coasting steamers. Considerable export of copper, the port being the outlet for the copper mines of Tamaya. Chief business transacted with Coquimbo and Valparaiso.

Traiguén, Province of Malleco; population, 7,655; on Angol branch of Central Railway; 339 miles (546 km.) south of Santiago (fare 32.30 Chilean pesos, baggage 9.77 pesos per 100 kilos, time about 16 hours); 43 miles (69 km.) from Angol, time about 2 hours. Products: Wheat, barley, potatoes. Industries: Flour and saw mills. Banks: Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Union, La, Province of Valdivia; population, 3,500; on Longitudinal Railway; 28 miles (46 km.) from Osorno; 32 miles (53 km.)

from Valdivia; 564 miles (910 km.) from Santiago (fare 40.30 Chilean pesos, baggage 11.90 pesos per 100 kilos). Products: Iron, coal, woods, cattle. Bank: Banco Osorno y La Union. Hotels: Alvarez, Joung, Salceto.

Vallenar, Province of Atacama; population, 5,600; altitude, 1,243 feet; on Longitudinal Railway; 30 miles (48 km.) from Huasco, 3½-hour journey by railway; 21 miles (34 km.) from Freirina, by railway; 505 miles (816 km.) from Santiago. Products: Gold, silver, copper, fruit, wine, wheat, oats. Banks: Banco de Chile; Banco Español de Chile; Caja Nacional de Ahorros.

Vicuna, Province of Coquimbo; population, 3,000; altitude, 1,975 feet; on Coquimbo River and Coquimbo-Rivadavia Railway; 48 miles (77 km.) from Coquimbo, 3½-hour trip; 124 miles (200 km.) from Copiapo; 12 miles (19 km.) from Rivadavia, 1-hour trip; 402 miles (648 km.) from Santiago. Products: Copper, wines, brandies, dried fruits. Banks: Banco de Chile; Banco Español de Chile.

Victoria, Province of Malleco; population, 12,150; altitude, 1,975 feet; on Central Railway; 25 miles (40 km.) from Angol, capital of Province; 389 miles (628 km.) south of Santiago (fare 31.60 Chilean pesos, baggage 6.92 pesos per 100 kilos); 20 miles (32 km.) from Traiguen. Industries: Distilleries, sawmills, tanneries, textile mills. Hotels: Aleman, Frances, Victoria, Royal. Banks: Banco Español de Chile; Caja Nacional de Ahorros.

Vina del Mar, Province of Valparaiso; population, 32,577; seaside resort; on Santiago-Valparaiso Railway; 6 miles (10 km.) from Valparaiso, one-half hour trip; 111 miles (177 km.) from Santiago, 4-hour trip (fare 11.20 Chilean pesos, baggage 5.09 pesos per 100 kilos). Industries: Sugar refineries, cotton factories, machine shops. Hotels: Gran, Francia, Carrasco, Acosta. Banks: Banco de Chile; Caja Nacional de Ahorros; Banco Nacional.

EAST COAST OF SOUTH AMERICA.

ARGENTINA.

Maps Nos. 21, 24, 25, 26, 27, 28, and 29.

Location.—Bounded on the north by Bolivia and Paraguay, on the east by Paraguay, Brazil, Uruguay, and the Atlantic Ocean, on the south by the Atlantic and Chile, and on the west by Chile.

Physical Features.—Argentina is wedge-shaped. Its length is 2,285 miles; its greatest width 930 miles, and its coast line about 1,665 miles. It may be said to have three divisions: First, the mountainous zone and table-lands of the west, which extend the full length of the Republic; second, the great plain or pampas of the east, from the Rio Pilcomayo to the Rio Negro; third, the great arid section of Patagonia. The pampas are the source of the wonderful wealth of Argentina, making possible the raising of wheat and other grains and the development of the live-stock industry. There are heavily wooded areas in the north. The region of Patagonia is a great wool country, rapidly increasing in importance.

Lakes.—The principal lakes of Argentina are: Nahuel-Huapi, in the extreme south of Neuquen, about 40 miles long and 10 miles broad; Buenos Aires (partly in Chile), about 75 miles long; San Martin (partly in Chile); and Viedma, about 40 miles long and 12 miles broad.

Rivers.—Argentina has five river systems, namely:

Plate River system, including the principal rivers of the north, together with their tributaries. Most of these rivers rise beyond the limits of Argentina. The chief streams of this division are the Parana, Iguazu, Uruguay, Paraguay, Pilcomayo, Bermejo, and the northern Salado or Juramento. The Parana, Paraguay, and Uruguay are of supreme importance.

Central system, including the Dulce and the five Cordoba rivers—Primer, Segundo, Tercio, Cuarto, and Quinto. The Tercio and Cuarto join at Saladillo and form the Carcarana, which unites with the Parana above Rosario, and therefore might be included in the first division.

Cordillera system, including those streams which rise in the western mountains and have no outlet except in the lagoons of the plains. These rivers are the Bermejo, Jachal, Mendoza, San Juan, Diamante, Tunuyan, Atuel, etc.

Pampa system, including the small rivers which water the plains of Buenos Aires and flow into the Atlantic Ocean. The Salado and Azul are the principal ones.

Patagonian system, including the Colorado, which is formed by the confluence of the Grande and the Barrancas; the Negro, formed by the junction of the Neuquen and Limay Rivers; the Chubut, which is joined from the south by the Senguer or Chico; the Deseado, the Belgrano or Chico, the Santa Cruz, the Coile, and

the Gallegos. With the exception of the Colorado and Negro, navigation on these rivers is difficult and sometimes impracticable.

Area and Population.—The table which follows gives the area by political divisions, also the population statistics for the year 1914. The estimated population of Argentina in 1919 was 9,000,000.

Political divisions.	Area.	Population in 1914.	Population per square mile.
FEDERAL DISTRICT.			
Buenos Aires.....	<i>Square miles.</i> 72	1,575,814	21,888.3
Martin Garcia Island.....		783	
PROVINCES.			
Buenos Aires.....	117,777	2,066,165	17.5
Santa Fe.....	50,713	899,640	17.7
Cordoba.....	66,912	735,472	10.9
Entre Rios.....	29,241	425,373	14.5
Corrientes.....	33,535	347,055	10.3
San Luis.....	29,035	116,266	4.0
Santiago de Estero.....	55,385	211,678	4.7
Tucuman.....	10,422	332,933	31.9
Mendoza.....	56,502	277,535	4.9
San Juan.....	37,865	119,252	3.2
La Rioja.....	37,830	79,754	2.1
Catamarca.....	56,800	100,391	2.7
Salta.....	48,302	110,927	2.9
Jujuy.....	14,802	76,631	5.2
TERRITORIES.			
Misiones.....	11,511	53,563	4.6
Formosa.....	41,402	19,281	.5
Chaco.....	52,741	10,422	.2
Pampa Central.....	56,320	101,338	1.8
Neuquen.....	40,530	28,896	.7
Rio Negro.....	79,805	42,242	.5
Chubut.....	93,427	23,065	.2
Santa Cruz.....	109,112	9,918	.1
Tierra del Fuego.....	8,209	2,504	.3
Los Andes.....	34,740	2,487	.1
Total.....	1,153,119	7,849,385	6.8

Inhabitants.—Of the 8,000,000 inhabitants, the majority are whites, including a large foreign population, particularly Spanish and Italian. Other European nationalities are represented. There are also some Indians and mestizos.

Agricultural Products.—Argentina is one of the great wheat-producing countries of the world. Other cereals grown are flax, oats, and maize. The production of cotton, sugar, wine, and tobacco is increasing. The vineyards in the western section of the Republic are especially important. The sugar industry likewise has rapidly developed.

Cattle Industry.—This country is a great producer of cattle. The meat products, wool, hides, and skins add greatly to the national income. There are numerous plants devoted to the packing, refrigerating, and drying of beef, and to allied industries.

Mineral Wealth.—Copper, gold, sulphur, and coal are mined. Silver, borax, and wolfram are also found. Petroleum has had a con-

siderable development, especially in the Comodoro Rivadavia field, and latterly there have been indications of oil in the Salta and Jujuy regions, and in the Cacheuta and Mendoza-Neuquen fields.

Manufacturing.—Although Argentina is not primarily a manufacturing country, at least 56 different branches of industry are represented, totaling 48,779 separate establishments in 1913, with an invested capital of over three-fourths of a billion dollars, and value of annual production estimated at \$791,260,627 United States currency. These plants employed over 400,000 persons.

Climate.—The climate of Argentina is widely diversified. The temperature and rainfall are governed by the Andes Mountains, the Equatorial Current, and other factors. However, the climate may be described as temperate, with some variations.

Coast region: January is the hottest month; mean temperature 77° F. Freezing point is rarely reached in winter, although snow and hail storms are quite common. Average annual temperature is 63° F. Rainfall is abundant, most frequent in summer and autumn, lightest in winter. Buenos Aires is favored during the summer by alternate land and sea breezes, the former at night and the latter during the day. Gales are frequent throughout the year.

Central region: This region is distinguished for its sudden variations in temperature. The summers are hot, with light rainfalls, the temperature being often over 100° F. Frosts occur during the winter, which is generally dry. This region is subject to the same windstorms as the coast region.

Andean region: It seldom rains on the eastern slope of the Andes and in the plateaus of the north it never rains. These regions are swept by violent winds almost continuously. It is exceedingly hot during the day and cold at night, the diurnal variation sometimes being as much as 68°.

The "pamperos" are cold southwest winds from the Andes Mountains, blowing chiefly from June to November. In the Andean regions there are hot winds known as the "zondas," blowing from the north and northwest, chiefly in September and October; these cause great suffering. In Tierra del Fuego it is cold practically all the year, the maximum summer temperature being from 46° to 48° F., and in winter from 36° to 38°. Rains are frequent and it snows practically every month.

On the whole, despite the wind and sudden changes of temperature, the climate of Argentina is exceedingly healthful.

Seasons.—Spring, September, October, November; summer, December, January, February; autumn, March, April, May; winter, June, July, August.

Language.—Spanish.

Currency.—The money of Argentina is on the decimal basis, the peso being the unit of value. There is a gold peso and a paper peso. The gold peso is the unit adopted for financial transactions and for Government reports, unless specifically stated to the contrary, although it is not unusual to place the word "oro" at the top of a column of figures or after the sum designated. The gold peso has a value of \$0.965 United States gold. The paper peso is the unit of value for commercial transactions, used in paying ordi-

nary bills, purchases in shops, hotel accounts, carriage hire, etc. It is designated in reports as *m/n* (*moneda nacional*) or as "paper" (paper). It bears a legally fixed relation to the gold peso, so that a paper peso always equals 44 per cent (that is, 44 centavos) of a gold peso; or, for ready calculation, is equivalent to about 43 cents, United States currency. As there is practically no fluctuation in foreign exchange, these values can be accepted.

Weights and Measures.—The metric system of weights and measures prevails in Argentina.

Postage.—First-class letter rate from the United States, 5 cents for the first ounce and 3 cents for each additional ounce or fractional part thereof.

Telegraph Rates.—Ordinary telegram, first 10 words (including name and address), 50 cents; each additional word, 3 cents; maximum limit, 100 words. Urgent telegrams, twice the above rates. Repeat telegrams: Sender can have telegrams "repeated" at a cost of four times the usual tariff. Coded telegrams are accepted at the rate of four times the ordinary tariff. Coded urgent telegrams, six times the ordinary tariff; code word must not contain more than 10 letters; words underlined are counted as two words. Telegrams in foreign language, double tariff; only English, French, Spanish, Italian, German, Latin, and Portuguese messages are accepted. Telegraph addresses can be registered at the following rates: Six months, \$10; one year, \$20. Copies of telegrams may be obtained at the rate of \$1 per copy.

The rate on telegraph letters up to 50 words, including name and address, is 50 cents; 51 to 100 words, 80 cents.

Cable Rates.—Buenos Aires to New York, per word, 65 cents (gold).

Time-tables and Guidebooks.—Upon arrival the traveler should buy a copy of the monthly publication called "Guía Expresa," published by the *Compañía Nacional de Transportes Expresa Villalongo*, office, Balcarce esq. Moreno, Buenos Aires. This guide book contains complete data regarding all rates for steamship and railroad lines in Argentina, besides other important information. This company also maintains an information bureau for travelers at its office. Another inexpensive guide is the "Guía Penser."

For those who desire detailed information regarding points of interest in both large and small places, the Baedeker of the Argentine Republic is recommended. This may be bought either in English or Spanish. It is edited by Albert B. Martínez and published in Barcelona, Spain (R. Supena, Provença 93^a). It is available in all the principal book stores of Buenos Aires, as well as other places.

The "Argentine Standard Directory and Buyers' Guide" in English, published by the Standard Directory Co., La Valle 341, Buenos Aires, can be obtained in New York City. This guide contains considerable information of value, particularly to those who remain for any length of time. It also contains conversion rates of Argentine gold and paper to various moneys.

Argentine Consulates in United States.—Besides the foreign minister in Washington and the consul general and consul in New York, Argentina has vice consuls residing at Mobile, Ala.; Apalachicola,

Fernandina, and Pensacola, Fla.; Brunswick and Savannah, Ga.; Chicago, Ill.; Portland, Me.; Baltimore, Md.; Boston, Mass.; Pascagoula, Miss.; St. Louis, Mo.; Philadelphia, Pa.; Newport News and Norfolk, Va.; Port Arthur, Tex.; and Tacoma, Wash.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Lamport & Holt Line.—Pier 8, Brooklyn, Wall Street Ferry. Departures for Buenos Aires alternate Saturdays; for La Plata and Rosario direct, occasionally. Time, about 25 days; fare to Buenos Aires, \$385.

Prince Line.—Paul Gerhard & Co., agents, 10 Bridge Street. Sailings from Pier 4, Bush Terminal, Brooklyn. Departures for Buenos Aires and Rosario direct about twice a month; for La Plata and Campana occasionally. Other ports in Argentina may be reached by transshipment at Buenos Aires or Rosario. Passenger service temporarily suspended.

Norton Line.—Sailings about monthly for Buenos Aires and Montevideo. Fare to Buenos Aires, \$250–\$500.

United Fruit Co. Steamship Service.—Office, 17 Battery Place. Sailings from Pier 16, East River (Burling Slip), and Pier 1, North River (Battery Place). Departures every Wednesday and Saturday for Colon, Panama. Transshipment at Colon to steamer of Pacific Steam Navigation Co. to Valparaiso, Chile; thence via Transandine Railway to Buenos Aires. Total time, about 22 days; approximate cost, \$455.

LINE FROM NEW ORLEANS.

United Fruit Co. Steamship Service.—Office, 626–630 Common Street. Departures every Wednesday for Colon, Panama. Transshipment at Colon to steamer of Pacific Steam Navigation Co. to Valparaiso, Chile; thence via Transandine Railway to Buenos Aires. Total time, about 20 days; approximate cost, \$455.

EUROPEAN LINES.

The chief European lines visiting Argentine ports are: Pacific Steam Navigation Co. (British); Royal Mail Steam Packet Co. (British); Compañía Transatlántica Española (Spanish); Nelson Line (British); Royal Holland Lloyd; La Veloce (Italian); Lloyd Brasilerio (Italian); Lloyd Italiano (Italian); Lloyd Sabauda (Italian); Pinillos Isquierda (Spanish); Compagnie Sud Atlantique (French); and Houlder Line (British).

Several of these lines make the trip around the horn from Buenos Aires to ports in Chile, Peru, etc. These include the steamers of the Pacific Steam Navigation Co., the Royal Mail Steam Packet Co., and the Nelson Line.

Travelers may sometimes find it desirable to take advantage of unexpected sailings. Itineraries, rates, etc., may be obtained by application to the agents of these lines in Buenos Aires. Such sailings frequently include stops at Montevideo, Santos, Rio de Janeiro, and other ports.

LOCAL STEAMSHIP SERVICE.

The *Compañía Argentina de Navegación* (Millanovich Line) operates a number of lines of coasting and river steamers out of Buenos Aires, as follows:

Buenos Aires to Montevideo Line; two steamers; departures daily from each terminus.

Uruguay River Line; departures from Buenos Aires Sundays, Tuesdays, and Thursdays for Nueva Palmira, Soriano, Mercedes, Gualeguaychu, Fray Bentos, Concepcion del Uruguay, Paysandu, Colon, Concordia, and Salto and return; fare, one way, 28 paper pesos; round trip, 50.40 paper pesos. From Salto boats run to Montevideo.

Buenos Aires to Carmelo and intermediate points; departures Sundays and Wednesdays; return trips, Mondays and Thursdays.

Parana and Paraguay Line; Buenos Aires to Corrientes, Asuncion, and intermediate points; departures Sundays, Wednesdays, and Saturdays; return trips, Sundays, Wednesdays, and Fridays.

Buenos Aires to Corumba, Brazil; departures from Buenos Aires Sundays and Wednesdays; transshipment at Asuncion, boats leave every Wednesday; stops at Villa Concepcion, Guarany, and other points.

Distances from Buenos Aires.—To New York, 6,015 nautical miles; Rio de Janeiro, Brazil, 1,210 nautical miles; Santos, Brazil, 1,000 nautical miles; Montevideo, 120 nautical miles; Punta Arenas, Chile, 1,355 nautical miles; Santiago, Chile, by rail, 890 miles (1,436 km.); Valparaiso, Chile, by rail, 901 miles (1,451 km.); Bahia Blanca, 398 miles (640 km.); Concordia, 338 miles (544 km.); Cordoba, 432 miles (695 km.); Corrientes, 839 miles (1,350 km.); Jujuy, 928 miles (1,511 km.); La Plata, 34 miles (55 km.); La Quiaca, 1,184 miles (1,907 km.); Mendoza, 651 miles (1,048 km.); Parana, 356 miles (574 km.); Posadas, 708 miles (1,142 km.); Puente del Inca, 751 miles (1,208 km.); Puerto Gallegos, 1,635 miles (2,630 km.); Rosario, 188 miles (303 km.); Salta, 925 miles (1,492 km.); Santa Fe, 298 miles (480 km.); Tucuman, 718 miles (1,156 km.).

Baggage.—Travelers will find on board the steamers from the United States the necessary declaration forms for baggage, etc. In order to avoid difficulty, these should be filled in before landing. However, if this should not have been done before landing, the forms can be filled in at the customhouse on application to the chief of the depot, but this must be done before the examination of baggage takes place.

Once the steamer has been granted leave to enter and passengers are allowed to disembark, they should see to it that none of their baggage remains on board, for when the disembarkation of passengers and baggage is completed, steamers proceed to the docks, where the examination of luggage is not allowed. Passengers are also advised not to have their baggage withdrawn from the customhouse without being present at the examination.

Express "Villalonga."—On board, as well as in the customhouse, passengers will find agents of the *Compañía Nacional de Transportes* (Villalonga Express), who will take care of baggage and deliver it to any address.

Storage.—If on account of the quantity or the nature of the packages, it is not desirable to take them all to their destination, passengers can have all or part of them stored in the express company's warehouse, which is centrally located and contains ample accommodations. Salesmen with samples can also avail themselves of the warehouse for the purpose of dividing or arranging their samples, and they can arrange to meet buyers there if desired.

SALESMEN'S SAMPLES.—Samples which have no commercial value are admitted free. If a traveler represents a shoe manufacturer, and wishes to bring in samples free of duty, they must be damaged so as to make them absolutely unsalable. This applies also to such articles as hats, waists, etc.

Giving Bond.—If samples have value, bond may be given for an amount equivalent to the duty payable on similar goods. The clearing of samples under bond should be left in the hands of an experienced customhouse broker. Bond is for 90 days, with privilege of renewal for a like period.

Refund of Duties.—If duties have once been paid, they are not refunded, as there is no provision made for this. If part of the samples under bond have been sold, duties are collected only on the part sold.

Reexporting Samples.—Reexportation must take place through the same customhouse through which samples are bonded. They may, however, subsequently be taken overland in bond to another city and reexported. For example, if a traveler enters by way of Buenos Aires, and visits other places, such as La Plata, Cordoba, Tucuman, etc., he must arrange to have the samples brought back to Buenos Aires and the formalities of reexportation attended to there. He is, however, then permitted to carry them overland to Chile, Paraguay, etc., under bond.

Time Required for Clearance.—When samples accompany traveler as baggage they can be cleared through the customhouse within 24 hours. If they come through as cargo, 48 hours or more are generally required to clear them.

Duties on Advertising Matter.—A customs duty is collected on all printed circulars, cards, pamphlets, catalogues, etc., brought in in quantities by commercial travelers for complimentary distribution. The amount of duty on such printed matter is as follows:

The duty on printed matter on cardboard for advertising or other purposes, in ordinary ink, colors, or chromos, including tickets of all classes, calendars, and printed matter intended for calendars, with or without pads, is 47 per cent on a fixed valuation of 0.60 peso, gold, per kilo, which is equivalent to a specific rate of \$12.37 per 100 pounds.

Similar articles of Bristol board, with or without inscription, with the exception of photographs, are subject to a rate of 47 per cent on a fixed valuation of 1 peso, gold, per kilo, equivalent to a specific rate of \$20.61 per 100 pounds.

Printed matter on paper for advertising purposes, and ordinary printed matter on cardboard, also for advertising purposes, not specified in the preceding items, including calendar pads, are subject to a rate of 47 per cent on a fixed valuation of 0.25 peso, gold, per kilo, equivalent to a specific rate of \$5.15 per 100 pounds.

TRAVELERS' TAXES.—Commercial travelers who wish to do business in Argentina are compelled to obtain a license in the city of Buenos Aires, which is known as the Federal District, when they carry samples; and a separate license must be taken out in every Province and Territory in which the traveler desires to do business. The fees that are payable in the different Provinces differ in amount. In certain Provinces one fee will permit the traveler to represent as many firms as he desires, in others a separate fee is charged for each kind of goods handled, and in still others a fee is payable for every firm represented.

Avoiding Payment.—In order to avoid license, it is the general practice among American and European firms to assign their travelers to some large importing house established in Buenos Aires, under whose auspices they work, thereby avoiding the payment for a license. Many of these firms maintain branches or agents in the principal cities of the various Provinces. If the traveler wishes to sell in any of these Provinces the importing firm in Buenos Aires will assign him to the corresponding branch or agent. By this arrangement the traveler also avoids the payment of the provincial license for which he would have to pay were he to travel for his own account.

In addition to this matter of license, the importing house also very often acts in behalf of the traveler in clearing his goods through the customhouse and rendering other assistance of a miscellaneous character. It is customary for the importing house to divide with the traveler the commission received on the sale of goods, although the terms of the arrangements vary.

Licenses, Where Obtainable.—The license for the Federal District is obtainable at the office of the Administracion General de los Impuestos de Contribucion Territorial, Patentes y Sellos, Ministerio de Hacienda (General Administration of Territorial Taxes, Licenses, Stamps, etc., Treasury Department). Provincial licenses are obtainable from the provincial treasury departments located in the respective capital cities.

Amount of License Fees.—The commercial traveler who proposes visiting each of the Provinces and Territories of Argentina must reckon on spending 9,500 paper pesos in license fees, unless he sells from catalogue only, or avoids payment by the plan suggested above. An effort is being made by the United States Government to negotiate treaties with Latin-American countries providing for the payment of a single travelers' tax by American commercial men, in lieu of the numerous local and provincial taxes now charged in some of these countries. As at present issued in Argentina, all licenses are valid until the end of the calendar year. In most Provinces it is possible to obtain license only by paying the full annual fee. The annual fees in these Provinces are, in terms of United States currency, as follows:

Santa Fe, \$169.84; Catamarca, \$127.38; San Luis, \$169.84; La Rioja, \$63.69; Jujuy, for one representation, \$84.92; for each additional representation, \$42.46; Corrientes, \$254.76, plus an additional tax of \$25.48; National Territories, \$42.46.

In Entre Rios the annual fee is \$254.76; in Santiago del Estero, \$127.38; Cordoba, \$169.84; Tucuman, \$254.76; Salta, \$42.46 to \$424.60, depending on the character of the merchandise handled.

In each of these Provinces it is also possible to obtain a license for six months, July to December, at half the annual fee. In the Province of San Juan the annual fee is \$254.76: fee for license from May to December, \$169.84; September to December, \$127.38. In Mendoza if license is taken out in the first quarter of the year the charge is \$212.30; second quarter, \$169.84; third quarter, \$127.38.

The annual license fees for the Province of Buenos Aires are \$127.38 for firms established in the Province, and twice this amount for firms not established in the Province. The Federal district (city of Buenos Aires) also charges an annual fee varying from \$212.30 to \$2,130. Licenses in the Federal district are not transferable.

Buying Customs.—Because of the distance of Argentina from the United States and Europe (30 days or more by steamer), importers place their orders far in advance of the time when they wish the goods to be put on the shelves of the retail merchants. Time must be allowed for the trip of the traveler, taking of the order, the time the order is in transit, preparation of the goods in the mill, their shipment, time of goods in transit, clearance through customhouse, etc. In addition, time must be allowed for the goods to pass through the hands of the jobbers and be delivered to the retailers.

Buying for Special Periods.—Holiday goods, as in most Latin-American countries, are wanted by November 1 by the retailers, and the jobbers must have them earlier. Orders for carnival time and for national holidays must be in the hands of the dealers some six to eight weeks before that time, as must also those for Easter.

Harvesting Season.—The harvesting and thrashing season in Argentina begins in December for wheat and continues until May for corn. The machinery, twine, bags, etc., for this purpose must be purchased at least 12 months in advance to be sure of their being delivered at the time of the harvest.

Placing Orders in Advance.—In innumerable lines of business it is the custom to place orders 6, 12, and even 18 months in advance, particularly where climatic or other reasons do not enter into consideration.

CANVASSING ARGENTINA.

Travelers in Argentina should confine their clientele to those merchants who are listed in the Commercial Register (Tribunal de Comercio) as importers. Any firm not in the Commercial Register does not enjoy the privileges granted to traders under the commercial code of Argentina, and can not be sued in the courts. In dealing with such a firm a transaction involving the loss of merchandise or refusal to honor a draft would leave the traveler without any redress under the Argentine law.

Commercial Zones.—Despite its great area, Argentina has only about 8,000,000 people. Of these, over 1,500,000 are located in Buenos Aires. Thus this city exercises an overwhelming influence, commercially as well as politically. Practically all travelers who wish to canvass Argentina visit Buenos Aires first. Here they find the large jobbing houses, railroads, and frequently the buyers of the other important enterprises which are scattered throughout the Republic. Buenos Aires must be carefully canvassed, and the

traveler will find it possible to work from this point far more advantageously than any other. Here also he will be able to obtain facts necessary to guide him in his subsequent trips. For purposes of convenience the Republic may be divided into four zones. The towns listed in these zones are the most important ones. Many of them have firms that deal directly with foreign exporters:

Zone 1.—East Argentina: Buenos Aires, La Plata, Bahía Blanca, Rosario, Santa Fe, Concordia.

Zone 2.—Central and northern Argentina: Córdoba, Tucumán, Salta, Jujuy.

Zone 3.—Middle Argentina: San Luis and Mendoza (on route to Chile).

Zone 4.—Extreme south, including the Patagonian region: Santa Cruz, Puerto Madryn, Puerto Gallegos.

Itineraries.—Most travelers after canvassing Buenos Aires make side trips to La Plata and Bahía Blanca. On their way to Asunción, Paraguay, if traveling by rail, they can most economically include Rosario, Santa Fe, and Corrientes. Those who find it necessary to penetrate into the extreme northwest usually go from Buenos Aires to Córdoba, thence to Tucumán, Jujuy, and continue into Bolivia. Those who do not go by way of the Cape to Chile, and wish to make the trip direct from Buenos Aires to Santiago, usually stop in Mendoza.

More complete data concerning the towns mentioned below will be found on later pages. The cities of the extreme south of Argentina are usually, though not always, left to the importers of Buenos Aires and other centers. The following itineraries suggested for the traveler arriving at Buenos Aires and making headquarters there are subject to innumerable combinations and alternatives:

From Buenos Aires to Montevideo, Uruguay. Steamers depart nightly.

From Buenos Aires, by Mihanovich Line to Rosario, Paraná, Corrientes; and thence to Asunción, Paraguay. Steamers leave Buenos Aires Sundays, Wednesdays, and Saturdays; return Sundays, Wednesdays, and Fridays. Fare, one way, 102.50 paper pesos; round trip, 164.25 paper pesos.

From Buenos Aires, by Central Argentine Railway or Central Córdoba Railway to Rosario, Córdoba, Tucumán, Salta, and La Quiaca. If arrival is by way of Bolivia, this trip is reversed.

From Buenos Aires, by Buenos Aires & Pacific Railway to Mendoza; by Transandine Railway to Santiago and Valparaíso. Fare, \$89 (U. S. currency), including sleeping berth; baggage allowance, 50 kilos (110 pounds); excess baggage rate, \$2.70 per 10 kilos (22 pounds). No special baggage rates are made to commercial travelers in Argentina. The time required for a through trip from Buenos Aires to Valparaíso is about 39 hours; return trip, 48 hours.

From Buenos Aires to Bahía Blanca, going via Southern Railway and returning via Pacific Railway or vice versa.

From Buenos Aires via Central Argentine or Central Córdoba Railway to Rosario, Santa Fe, Córdoba, Tucumán, and Salta; return to Córdoba; thence to Villa Nueva, Villa Mercedes, Mendoza, and Buenos Aires.

Insurance of Baggage for Trans-Andean Railway Journey.—Travelers should invariably insure their baggage against all risks.

including those of fire, pilferage, etc. It is inadvisable to make the trip without adequate insurance for baggage. If not otherwise obtainable, arrangements for a policy may be made with Lloyd's of London. Lloyd's agents may be found in all the principal cities.

Compañía Expreso Internacional.—Travelers will find the service of the *Compañía Expreso Internacional* very useful. This company maintains relations with all the railroads and the best hotels in Argentina, Brazil, and Uruguay. It issues hotel coupons and travel orders for anything from a straight journey to the most extended tour. The rates charged are not more than the ordinary current rates and in some cases they are lower. This company maintains offices at Rio de Janeiro, Brazil, Avenida Rio Branca 184; and at Buenos Aires, Pasaje Guemes.

PRINCIPAL RAILROADS.—The total railway mileage in Argentina at the close of 1917 was approximately 22,500. The major part of the Republic is now accessible, and numerous lines are still projected. Practically every town of any interest to the commercial traveler may be reached by rail. The principal lines running from Buenos Aires are the Western (Oeste), Southern (Sud), Pacific (Pacífico), Central Argentine, Buenos Aires Central, and Cordoba Central.

Buenos Aires Central.—This line joins the line running to the Provinces of Entre Rios and Corrientes, which in turn joins the line of the Paraguay Central at the frontier on the Alta Parana River, thus establishing through traffic between Buenos Aires and Asunción, Paraguay.

Central Argentine.—The main line runs to Rosario, from which point it branches toward the west to Cordoba; toward the north to Santa Fe, and between these two toward the northwest to Santiago del Estero and Tucuman.

Buenos Aires Pacific.—This line runs almost due westward, one branch passing through San Luis to Mendoza, where it joins the narrow gauge Transandine Railway, which crosses the Cordillera, making connection for Santiago and Valparaiso, Chile.

Buenos Aires Western.—Several branches of this road radiate throughout the Province of Buenos Aires, reaching westward into the territory of the Pampa Central, thus supplying the immense wheat district of Argentina with transportation facilities.

Buenos Aires Great Southern.—The main line runs to Bahia Blanca, where it turns toward the west and reaches Neuquen at the foot of the Cordillera. From this point a branch is under construction which will finally pass into Chile. Other important branch lines are those toward Mar del Plata and La Plata.

Cordoba Central.—This line runs direct to Rosario, thence westward to Cordoba, continuing northward to Tucuman, where it joins the State Railways, which extend to the frontier of Bolivia.

State Railways.—Although having no independent entrance into Buenos Aires, the line makes use of the Central Cordoba, thus bringing into direct connection the northern capitals of Salta, Jujuy, Catamarca, and La Rioja. Another division of the State Railways in the southern part of the Republic starts from Puerto Antonio in the Territory of Rio Negro and passes almost due west to Chacabuco and San Carlos.

Hotel Rates.—These are, on the whole, higher than those of most other Latin-American countries. They also differ materially in the principal cities. In Buenos Aires, a thoroughly cosmopolitan place, almost any kind of accommodations can be had, ranging from the most expensive to the quite humble. Hotels are operated on both the European and American plans, but many travelers find the European plan desirable, in view of the fact that there are so many and such excellent restaurants. For the better class hotels, operated on the European plan, the rates range from \$3 to \$10 per day. The rates in the American-plan hotels of the better kind range from \$6 to \$15 per day. For the European-plan hotels operated on a more modest scale the rates range from \$1.50 to \$4 per day, while the more moderate American-plan hotels charge from \$4 to \$7 per day. In the small towns the rates for the average hotel conducted on the American plan range from \$3 to \$7 per day, and for hotels of fair quality on the European plan from \$2 to \$4. All rates here quoted are in American gold.

Holidays.—The population being largely Roman Catholic, many of the feast days of the church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized, excepting in the smaller towns in the interior. On all the following holidays business houses and Government offices are closed:

January 1, New Year's Day; January 6, the Epiphany; May 25, Independence Day; June 29, St. Peter and St. Paul; July 9, proclamation of national independence; August 12, the Assumption; August 30, Santa Rosa of Lima; November 1, All Saints' Day; December 8, Immaculate Conception; December 25, Christmas Day; and also on the Monday and Tuesday before Lent, Holy Thursday, Good Friday, Holy Saturday, and the Ascension. In Buenos Aires November 11 is also observed as the day of St. Martin of Tours, the patron saint of that city.

CHIEF COMMERCIAL CENTERS.

AVELLANEDA, Province of Buenos Aires; population, district 90,000, city 46,300; on Río de la Plata; 2½ miles (4 km.) from Buenos Aires, which is reached by Southern and Midland railways. Great market for cereals and agricultural produce. Meat-packing establishments.

Banks.—Banco Británico de la América del Sud; Banco Comercial e Industrial de Avellaneda; Banco de Galicia y Buenos Aires; Banco Internacional de Industrias, Minas y Bosques; Banco de la Provincia de Buenos Aires.

Note.—One of the largest markets for agricultural produce is held at this place. This is a very important manufacturing and marketing community, doing a large business. It is a suburb of Buenos Aires and practically a part thereof.

AYACUCHO, Province of Buenos Aires; population, 20,000; on Southern Railway; 206 miles (332 km.) from La Plata and 188 miles (303 km.) from Buenos Aires. Products: Corn, cattle, etc.

How Reached.—From Buenos Aires, by railroad; time, 8 hours; fare, 19.15 paper pesos. Also branch railway line from Necochea (port).

Bank.—De la Nación Argentina.

Hotels.—Comercio, Central, España, Santa Catalina, and London.

Note.—This is a prosperous community, owing its wealth to the cattle raising and agriculture. It is chiefly dependent on the wholesale houses of Buenos Aires.

AZUL, Province of Buenos Aires; altitude, 550 feet; population, 38,000; on Southern Railway (branch Las Flores to Olavarria); 180 miles (289 km.) from Buenos Aires, 218 miles (352 km.) from Bahia Blanca, 67 miles (109 km.) from Las Flores, and 27 miles (44 km.) from Olavarria. Products: Cattle, hides, etc. Industries: Breweries, tanneries, distilleries, carriage factories.

How Reached.—From Buenos Aires, by Southern Railway; fare, 18.30 paper pesos; time of trip, 5½ hours.

Hotels.—Argentino, Pension Italia, Español, Dos Hermanos, Pobre Diablo.

Banks.—Banco de la Nacion Argentina; Banco de la Provincia de Buenos Aires (Suc. Azul); Banco Comercial del Azul.

Note.—There is considerable commercial activity in this place. It is surrounded by a large agricultural and cattle district. Some manufacturing is done. Chiefly dependent upon the houses of Buenos Aires.

BAHIA BLANCA, Province of Buenos Aires; altitude, 625 feet; population, 80,000; a port; landing, steamer to wharf; 398 miles (640 km.) from Buenos Aires, 4 miles (7 km.) from Puerto Galvan, and 433 miles (697 km.) from La Plata; climate, dry; temperature averages 60° F. Principal products: Wheat, wool, hides. Industries: Brewing, sawmilling, meat packing. American consul, Lloyd's agent, Charles C. Cumming.

How Reached.—From Buenos Aires, by rail via Southern or Pacific Railway, time 15 hours, fare 31.40 paper pesos; from La Plata, via Southern Railway; from Puerto Galvan, by rail.

Conveyances.—Electric cars every five minutes; cab, 2 persons 1.20 paper pesos per hour; motor cars, 5 pesos per hour.

Hotels.—Sud Americano, Creus, Argentino, Internacional, Los Vascos, Apolo, Comercio, Español.

Banks.—Banco Anglo Sud-Americano; Banco El Hogar Argentino; Banco Español del Rio de la Plata; Banco Frances del Rio de la Plata; Banco Hipotecario Nacional; Banco de Italia y Rio de la Plata; Banco la Nacion Argentina; Banco Londres y Rio de la Plata; Banco Provincia de Buenos Aires.

Note.—The most important city of southeastern Argentina. A large import and export business is carried on. The chief exports are wool, grain, and other agricultural products. Well worthy of a visit by commercial travelers. Easily reached from Buenos Aires. There are a number of important wholesale houses and also many industrial plants.

BALCARCE, Province of Buenos Aires; population, 21,000; on Southern Railway (Ayacucho to Necochea), 260 miles (420 km.) from Buenos Aires. Principal products: Wheat, corn, potatoes. Industry: Cattle raising.

How Reached.—From Buenos Aires, by railroad (Constitucion), fare, 23.50 paper pesos, time 11 hours. Mail coach service to Mar del Plata, 8 pesos.

Banks.—Banco de la Nacion; Banco Español del Rio de la Plata (subsidiary).

Hotels.—Central, Comercio, España, Siglo XX, Gran, La Estacion, Roma.

Note.—This is an agricultural community in the southeastern part of the Province. The merchants are chiefly dependent for their supplies on the wholesale houses of Buenos Aires.

BRAGADO, Province of Buenos Aires; altitude, 193 feet; population, 16,000; on Western Railway (Bragado to Touy), 130 miles (209 km.) from Buenos Aires. Products: Wheat, maize, cattle, alfalfa, and dairy products. Mail coach service to 25 de Mayo.

How Reached.—From Buenos Aires, by Western Railroad; fare, 13.25 paper pesos; time, 5 hours.

Banks.—Banco de la Nacion; Banco de la Provincia; Banco Español del Rio de la Plata; Banco Popular del Bragado.

Hotels.—Fernando, Lincoln, 9 de Julio, Central.

Note.—This is an important railway center, surrounded by a rich agricultural district. It is chiefly dependent upon the wholesale houses of Buenos Aires, whose salesmen canvass it regularly.

BUENOS AIRES, capital of the Republic; population, 1,700,000; on right bank of Plata River; landing, steamer to wharf; about 6,000 nautical miles from New York, 1,210 nautical miles from Rio de Janeiro, and 120 nautical miles from Montevideo, Uruguay; 230 miles (370 km.) from Rosario by river and 187 miles (303 km.) by rail; 901 miles (1,451 km.) from Valparaiso, Chile, by rail; climate, healthful; temperature averages 61° F. Best visiting time, March or October. Principal products: Wheat, maize, linseed, cattle, and meat. Industries: Flour mills, printing plants, furniture, shoe, cement, and soap factories.

American legation, Charcas 634; consulate, Lavalle 341; consul general, consul, and vice consul in residence; also American commercial attaché and American chamber of commerce. Lloyd's agents. F. H. Chevallier, Boutell & Son, R. G. Dun & Co. and Bradstreet have offices here.

How Reached.—From Valparaiso, Chile, by Transandine Railway, fare \$89 (U. S. currency), time 2 days; from New York, by Lamport & Holt Line or Norton Line; also via Pacific Ocean to Valparaiso, and thence by Transandine Railway; from Montevideo, by rail or Mihanovich Line of steamers; from Rio de Janeiro, by rail or steamer.

Customhouse Brokers.—Behr y Ott, Defensa 435; Campbell Hnos., 25 de Mayo 140; Delloca & Permentier, Reconquista 37; G. G. Noon, Reconquista 46; Ravina & Co., Balearce 258; Nieano M. Simonetti & Co., Reconquista 144.

Principal Hotels.—Plaza, Plaza San Martin; Avenida Palace, Plaza Mayo; Royal, Calle Corrientes 780; Phoenix, Calle San Martin 780; Grand, Calle Florida 25; Majestic, Avenida 25 de Mayo; Gran Hotel España, Avenida de Mayo 916-956; Metropole, Avenida de Mayo and Calle Salta; Splendid, Avenida de Mayo and Calle Lima; Paris, Avenida de Mayo and Salta; Savoy, Callao and Cangallo; Colon, Chacabuco 221; Mayo, Victoria 402; Palace, Cangallo and 25 de Mayo; Cecil, Avenida de Mayo and Salta; Caviezel's New Hotel, Avenida de Mayo 915. There are innumerable other hotels. The traveler can find almost any kind of accommodations

he desires. A personal investigation after a few days' stay here will enable him to make satisfactory arrangements.

Conveiances.—Rates in "paper" (moneda nacional): Electric cars serve all parts of city, fare 10 cents within city limits; motors, \$3 per hour; taxicabs, 65 cents per mile and 5 cents for each 5-minute wait; horse cabs, 60 cents per 1,000 meters and 10 cents for each 5-minute wait; conveyance from ship to hotel, \$1.50.

Banks.—The First National Bank of Boston, the National City Bank of New York, and the Guaranty Trust Co. of New York have branches here. Other banks are: Anglo South American Bank; Banco de Castilla y Rio de la Plata; Banco Comercial Italiano; Banco Español del Rio de la Plata; Banco Frances del Rio de la Plata; Banco Frances e Italiano para la America del Sud; Banco de Galicia y Buenos Aires; Banco Holandes de la America del Sud; Banco de Italia y Rio de la Plata; Banco Italo-Belga; Banco de Madrid y Buenos Aires; Banco Popular Argentino; Banco de la Provincia de Buenos Aires; Banco del Rio de la Plata; Banco Suizo Sud Americano; British Bank of South America (Ltd.); London & Brazilian Bank (Ltd.); London and River Plate Bank (Ltd.); Nuevo Banco Italiano; Banco de la Nacion; Royal Bank of Canada; Banco Argentino-Uruguayo; Yokohama Specie Bank; Banco Comercial de Azul.

Notes.—Buenos Aires is the logical point for the establishment of agencies; may be used as a base from which to canvass Uruguay, Paraguay, and the entire Argentine Republic. An enormous import and export trade is carried on, and the wholesale trade is extremely important. It should be visited by all salesmen and should have their most careful attention.

Buenos Aires is second only to Paris as a Latin center and the tenth in population of the cities of the world. Here converge all the important railroads. It is the chief financial center of the Republic. The port works are of enormous importance, including basins, dry docks, etc. The volume of trade is extraordinarily large, and almost any kind of goods that are salable may be marketed here, since there are so many classes of people and varieties of demand.

CATAMARCA, Province of Catamarca; altitude, 1,663 feet; population, 15,000; temperature averages 69°; on Catamarca River; 833 miles (1,340 km.) from Buenos Aires, 584 miles (941 km.) from Rosario, 572 miles (920 km.) from Santa Fe. Products: Dried figs, wines, cotton. Industries: Mining, stock raising, viticulture, weaving. Important distributing point.

How Reached.—By Northern Argentine Railway. Fare from Buenos Aires, 64.45 paper pesos; time, 2½ days.

Banks.—Banco de la Nacion Argentina; Banco Provincial de Catamarca; Banco Hipotecario Nacional; Banco Popular de Catamarca.

Hotels.—Favorita. San Martin, Plaza, Victoria.

Note.—The center of a rich and growing agricultural district. Merchants depend chiefly on the importers of Buenos Aires. Can be easily made in connection with Cordoba and Tucuman.

CHACABUCO, Province of Buenos Aires; altitude, 225 feet; population, 10,000; distant 129 miles (209 km.) from Buenos Aires, 298 miles (480 km.) from Villa Mercedes. Products: Wheat, corn, alfalfa, etc.

How Reached.—From Buenos Aires, by Buenos Aires Pacific Railway; fare, 13.75 paper pesos; time of trip, 5½ hours.

Banks.—Banco de la Nación; Banco Provincia de Buenos Aires.

Hotels.—Comercio, San Martín, La Unión, Pacífico.

Note.—This place is in the midst of an important cattle and agricultural district; chiefly dependent upon the wholesale houses of Buenos Aires.

CHASCOMUS, Province of Buenos Aires; population, 23,000; on Southern Railway, 395 miles (636 km.) from Bahía Blanca, 70 miles (114 km.) from Buenos Aires. Products: Wheat, corn, alfalfa, tobacco, wines. Industries: Cattle raising and fishing, extracting sand. Mail coach service to Pila, 6 paper pesos.

How Reached.—From Buenos Aires, by railroad (Constitución); fare, 7.20 pesos; average time, 2½ hours.

Banks.—Basko-Asturiano; De la Nación Argentina; De la Provincia de Buenos Aires; Comercial de Chascomus; Banco de la Provincia (Suc.).

Hotels.—Americano, Colon, Santa María.

Note.—This place is easily reached from Buenos Aires; a prosperous community, owing its wealth to the surrounding agricultural and cattle country. Most of the merchants here make their purchases from the wholesale houses of Buenos Aires, whose salesmen canvass Chascomus regularly. Usually canvassed by those who work the small towns.

CHIVILCOY, Province of Buenos Aires; altitude, 170 feet; population of district, 52,000; 97 miles (157 km.) from Buenos Aires. Products: Cattle, wheat, oats. Industries: Foundries, cigar and cigarette factories, patent-food factories, mosaic works, breweries, flour mills, tanneries. Mail coach service to Chacabuco, 4 paper pesos; to Alberti, 3 pesos; to 25 de Mayo, 5 pesos; to Navarro, 4 pesos.

How Reached.—From Buenos Aires, by Western Railway (Toay branch); time, 4½ hours; fare, 8.05 pesos.

Banks.—Banco de la Nación Argentina; Banco de la Provincia de Buenos Aires; Banco Popular Español; Banco Frances del Río de la Plata.

Hotels.—Vallerga, Pinzon, Buenos Aires, Mayo, Español.

Note.—This is a rapidly growing city, whose merchants are chiefly dependent upon the wholesale houses of Buenos Aires.

CONCEPCION DEL URUGUAY, Province of Entre Ríos; population, 10,000; on Uruguay River, 334 miles (537 km.) from Buenos Aires and 179 miles (289 km.) from Paraná. Principal products: Wheat, cattle, wool, hides, timber. Industries: Beef-salting factories. Steamer connection with river towns and coast ports. On Entre Ríos Railway, which branches from here to Paraná, Colon, and Concordia.

Hotels.—Concordia, Central, Paris.

Banks.—Banco Agrícola e Inmobiliario del Uruguay; Banco Hipotecario Nacional en Concepción del Uruguay; Banco Italia y Río de la Plata; Banco de la Nación Argentina; Banco Anglo Sud Americano.

Note.—This town is in close proximity to Uruguay, and is often canvassed by salesmen en route to the interior. A great deal of business is carried on with the contiguous territory.

CONCORDIA, Province of Entre Rios; population, 48,500; on Uruguay River, opposite Salto (Uruguay); 338 miles (544 km.) from Buenos Aires, 330 miles (531 km.) from Corrientes, and 96 miles (154 km.) from Monte Caseros. Industries: Flour mills, preserved meat, vineyards, etc. Products: Wheat, cattle, wool, hides, maté, and quebracho.

How Reached.—From Buenos Aires, by Entre Rios Railway or Mihanovich Line steamers. From Corrientes, by Northeastern Argentine Railway: Average time from Buenos Aires by rail, 6½ hours; fare, 28.90 paper pesos.

Banks.—Banco Español del Río de la Plata; Banco de la Nación Argentina; Banco de Londres y Río de la Plata; Banco Italia y Río de la Plata.

Hotels.—Continental, Imperial, Colou, Victoria, Londres, Argentino, Paris, Comercio.

Note.—Concordia is a flourishing city and important distributing point, the center of a rich agricultural and cattle district; excellent connections by rail and river. Direct importing is carried on and there is considerable trade with Uruguay through Salto, across the river.

CORDOBA, Province of Cordoba; altitude, 1,440 feet; population, 135,000; on right bank of Primero River; 270 miles (434 km.) from Rosario and 432 miles (695 km.) from Buenos Aires; climate, dry, temperate. Principal products: Wheat, maize, timber, wood, hay, flour, cattle, hides, and marble. Industries: Manufacture of shoes, hats, matches, cigarettes, soap, candles, carriages, and furniture; foundries, marble works, and paper mills.

How Reached.—From Rosario, by rail via Central Argentine Railway. From Buenos Aires, by rail via Central Argentine or Central Cordoba; fare, 38.20 paper pesos; time, 14 to 21 hours.

Railroads.—Central Argentine, Central Cordoba, Argentino del Norte, and Malagueno. The city has electric cars; cabs may be hired at 1 peso per hour.

Hotels.—Plaza, San Jeronimo 101; San Martin, Plaza San Martin; Victoria-Grand, Calle San Martin and Colon; Italia, San Jeronimo; Roma, Calle Dean Funes; Metropole, Plaza San Martin.

Banks.—Español del Río de la Plata; Banco Hipotecario Nacional; Banco Popular La Plata; Banco Londres y Río de la Plata; Banco El Hogar Argentino; Banco de Cordoba; Banco Comercial del la Provincia de Cordoba; Caja Internacional Mutua de Pensiones; Banco de la Nación Argentina.

Note.—Cordoba is one of the most important towns of Argentina, the center of an exceedingly rich agricultural and cattle country. There are also some quarries in the neighborhood. It is easily reached from Buenos Aires; usually canvassed in connection with Rosario, Santa Fe, and Tucuman; well worthy of a visit.

CORNEL SUAREZ, Province of Buenos Aires; population, 5,000; on Southern Railway, branch to Bahia Blanca via General La Madrid; 304 miles (490 km.) from Buenos Aires. Products: Wheat, corn, cattle, etc. Industries: Flour mill, meat preserving factory, tannery, furniture factory, etc.

How Reached.—From Buenos Aires, by railroad (Constitucion); fare, 26.60 paper pesos; average time, 12 hours.

Banks.—Banco de la Nación; Banco Credito Argentino; Banco Español del Río de la Plata.

Hotels.—Apollo, Colon, Roma, España, Helvecia.

Note.—This town is in the midst of a rich agricultural region and is growing in importance. There is a Russian colony here. Considerable trade is done with the surrounding country. Canvassed by the wholesale houses of Buenos Aires.

CORRIENTES, capital of Province of Corrientes; population, 25,000; on left bank of Parana River, 25 miles (40 km.) below its confluence with Alto Parana and Paraguay Rivers; 330 miles (531 km.) from Concordia, and 838 miles (1,350 km.) from Buenos Aires. Principal products: Fruit, sugar, cochineal, timber, ostrich feathers, tobacco, cotton.

How Reached.—From Buenos Aires via Northeastern Argentine Railway, fare 58.50 pesos, time of trip 44 hours; from Concordia by Northeastern Argentine Railway. Steamer communication with other river ports.

Banks.—Banco del Comercio; Banco Hipotecario de la Provincia; Banco Hipotecario Nacional; Banco de la Nacion Argentina; Banco Popular Corrientes; Banco de la Provincia de Corrientes; Banco Mercantil de Corrientes.

Principal Hotels.—Buenos Aires, Frances, Parana.

Note.—Corrientes is a growing city in the midst of a rich agricultural and cattle district. There is some direct importing, but the dependence is chiefly on Buenos Aires.

FORMOSA, capital of Territory of Formosa; population, 10,000; port on right bank of Rio Paraguay; terminus of branch of Northern Railway from Encarnacion; 1,379 miles (2,220 km.) from Buenos Aires. Products: Sugar cane, coffee, tobacco, cotton, rubber, corn, oranges, timber, hides. Reached by steamers of the Mihanovitch Line, Marina Mercante Argentina, and Domingo Barthe.

Hotels.—Eduardo Anleca, Felix Brum, Jose Dolio, Enrique Ferradas.

Bank.—Banco Nacion Argentina.

Note.—Formosa is an important and growing community in northeastern Argentina. In the surrounding country there is much wealth. Much business is done with the importers of Buenos Aires. Some travelers make this place in connection with Asuncion, Paraguay.

GUALEGUAY, Province of Entre Rios; population, 12,000; on the Gualeguay River. Products: Flour, leather. Industries: Shoe factories, flour mills, chilled meat. Distant from Buenos Aires 174 miles (280 km.); railway fare, 17.85 pesos; time, 11 hours.

Banks.—Banco de la Nacion; Banco de Italia y Rio de la Plata.

Hotels.—Londres, Genoves, Americano, Europa.

Note.—A considerable business is carried on; also cattle and sheep ranching. The chief dependence is upon the wholesale houses of Buenos Aires. Puerto Ruiz is the port, located 4 miles (6 km.) from Gualeguay.

JUJUY, Province of Jujuy; altitude, 4,046 feet; population, 14,500; on right bank of Rio Grande; also on Central Northern Argentine Railway, 937 miles (1,511 km.) from Buenos Aires, and 814 miles (1,310 km.) from Rosario; rainy season, November to March. Principal products: Sugar, grain, coffee, tobacco, cattle, horses, sheep, mules, llamas, gold, silver, copper, borax. Industries: Agriculture and mining.

How Reached.—From Buenos Aires, via Central Argentine; fare \$1.10 pesos, average time 36 hours; from Tucuman, by Central Northern Argentine.

Banks.—Banco Hipotecario Nacional; Banco Nacion Argentina.

Hotels.—Gran Hotel España, Nuevo Paris, Central.

Note.—Jujuy is a prosperous and growing city. There is a large trade in cattle, agricultural products, etc. Mineral deposits of various kinds are worked, and timber is a source of great wealth. The town is on the direct line between Buenos Aires and Bolivia via La Quiaca, easily reached from Salta; worthy of the attention of those who make this trip.

JUNIN, Province of Buenos Aires; altitude, 250 feet; population, 26,000; on Central Argentine Railway and Buenos Aires Pacific Railway; 158 miles (255 km.) from Buenos Aires and 270 miles (435 km.) from Villa Mercedes. Mail-coach service to Los Todos, 5 pesos. Products: Corn, wheat, alfalfa, cattle, etc.

How Reached.—From Buenos Aires, by railroad; fare, 16.80 pesos average time, 6½ hours.

Banks.—Banco de la Nacion; Banco de la Provincia de Buenos Aires.

Hotels.—Britania, Buenos Aires, Plaza, and Roma.

Note.—This town is located in the midst of a rich agricultural section, growing in importance. Some travelers find it advantageous to stop here on their way to or from Chile. There is some direct importing; most of the houses, however, depend upon the wholesale firms of Buenos Aires.

LA PLATA, capital of Province of Buenos Aires; population, 142,000; situated at the mouth of the Plata River; landing at Ensenada, steamer to wharf; 34 miles (55 km.) from Buenos Aires, 426 miles (687 km.) from Bahia Blanca, and 5 miles (8 km.) from Ensenada. Principal products: Cattle and cereals. Center of meat-packing trade. Electric cars to all parts of city. Cabs, single journey inside of town, 50 centavos; outside, 1 paper peso; per hour, within city, 1 peso; outside, 1.50 pesos. Taxicabs, 5 pesos per hour. Lloyd's agent, Puelston, Boas & Co.

How Reached.—From Buenos Aires, by Southern Railway; fare, 3.05 pesos; time, 1½ hours. From Euseñada, by rail; fare, 40 centavos.

Principal Hotels.—Argentino, Mosquera, Marini, Sportsman, Comercio, España, Francais, La Republica.

Banks.—Banco Nacion Argentina; Banco Argentino del Rio de la Plata; Banco Español del Rio de la Plata; Caja Internacional Mutua de Pensiones; Banco Comercio Argentino; Caja Popular de Ahorros de la Provincia de Buenos Aires; Caja Popular de Ahorros; Banco Hipotecario Nacional; Credito Provincial; Banco Italia y Rio de la Plata; Banco Defensa del Hogar; Banco Popular La Plata.

Note.—This is a flourishing and rapidly growing city. Being so accessible to Buenos Aires, it can be easily canvassed from that point. Should be visited by most salesmen.

LA QUIACA, Province of Jujuy; altitude, 10,250 feet; 1,184 miles (1,907 km.) from Buenos Aires, 176 miles (284 km.) from Jujuy, and 130 miles (209 km.) from Atocha (Bolivia).

How Reached.—From Buenos Aires, by rail, via Central Argentine Railway or Cordoba Central. Trains leave via Central Argentine

on Tuesdays and arrive at La Quiaca on Thursdays; time, 2 days and 2 hours. Trains leave via Cordoba Central on Wednesdays and arrive at La Quiaca on Mondays; time, 4 days and 21 hours; fare, 97.80 pesos.

From La Paz (Bolivia), via Bolivia Railway, to Atocha by way of Uyuni, Rio Mulato, and Oruro; from Atocha to La Quiaca, by automobile stage; service semi-weekly; fare, \$20.

Hotels.—Salomon Molina and Jose Reuter.

Note.—La Quiaca is on the boundary line between Bolivia and Argentina. At this place automobiles are taken for the connection with the Bolivia Railway at Atocha; time of trip, 8 hours.

LA RIOJA, Province of La Rioja; altitude, 1,650 feet; population, 12,500; on Northern Railway (branch from Dean Funes to Chilecito); temperature averages 67° F.; average rainfall, 12 inches. Products: Oranges and other fruits. Industries: Gold and copper mining. Distant 208 miles (334 km.) from Tucuman, 117 miles (188 km.) from Catamarca, 567 miles (915 km.) from Rosario, and 506 miles (814 km.) from Buenos Aires. Average time by rail from Santa Fe, 7 hours.

Banks.—Banco de la Nacion; Banco Hipotecario Nacional; Banco Popular La Plata.

Hotels.—Luis Del Fabro, Rodolfo Lonmague, Jose Molgara, and Enrique Prats.

Note.—La Rioja can be easily canvassed by those who make northwestern Argentina; can be reached from Cordoba or Catamarca. It is in the center of a rich agricultural and fruit-growing district.

MAR DEL PLATA, Province of Buenos Aires; population, 30,000; on the Atlantic coast; also on Southern Railway, 248 miles (400 km.) from Buenos Aires. Mail coach service to Balcarce and Necochea.

How Reached.—From Buenos Aires, by rail via Juancho, 11 hours; fare, 23.75 pesos.

Banks.—Banco Español del Rio de la Plata; Banco de la Nacion; Banco de la Provincia.

Hotels.—Armistad, Baskonia, Bristol, Colon, Famille, Galileo, Grand, Manetti, Paris, Progreso, Regina, Royal, Universal, Victoria.

Note.—This is the most famous seaside resort of South America. Work is now in progress which will make it also one of the best commercial ports of Argentina. The merchants here are chiefly dependent upon the wholesale houses of Buenos Aires, but a few do some direct importing.

MENDOZA, capital of Province of Mendoza; altitude, 2,465 feet; population, 65,000; on the Mendoza River; also on Transandine and Western Railways; 651 miles (1,048 km.) from Buenos Aires and 252 miles (407 km.) from Santiago, Chile; climate, dry; temperature averages 62° F. Principal products: Wine, corn, maize, leather, wool. Industries: Stock raising, agriculture, and mining.

How Reached.—From Santiago, Chile, via Transandine Railway; from Buenos Aires by Transandine Railway; fare 62.40 pesos; time, 24 hours.

Hotels.—Riviere, Sierra, Vera, Grand, Nacional, Anexo Sportsman, Italia, Central.

Banks.—Anglo Sudamericano; Español del Río de la Plata; Hipotecario Nacional; Industrial de Mendoza; Banco de Londres y Río de la Plata; Banco Nación Argentina; Banco Popular de Mendoza; Banco Provincial de Mendoza; Banco Prestamos y Ahorros; Seguros y Disc. Mendoza.

Note.—Mendoza is easily visited on way to Valparaiso from Buenos Aires, or vice versa, via Transandine Railway. There is some direct importing, although many dealers depend upon Buenos Aires.

MERCEDES, Province of Buenos Aires; on left bank of Río Quinto; population, 12,500; on Western Railway, 60 miles (98 km.) from Buenos Aires. Products: Wheat, fruits, cereals. Industries: Manufacture of woolen cloth, tanning, etc. Hourly train service from Once, Buenos Aires; time, 2 hours 7 minutes; fare, 6.20 pesos. "Mensajerías" (stage) service to Victoria and intermediate points.

Banks.—Banco de la Nación; Banco de la Provincia de Buenos Aires; Banco Español del Río de la Plata.

Hotels.—Nogues, Mercedes, Iris, Galileo, Del Teatro.

Note.—This town may be easily worked from Buenos Aires, but its chief commercial dependence is on the importers of the capital.

PARANA, capital of Province of Entre Ríos; population, 77,000; on Parana River; also on Entre Ríos Railway, 198 miles (320 km.) from Concepcion del Uruguay, 356 miles (574 km.) from Buenos Aires. Principal products: Wheat, maize, linseed, barley, castor oil, timber. Industries: Mosaic, match and shoe factories, flour mills, breweries, tanneries.

How Reached.—From Buenos Aires, by Entre Ríos Railway in conjunction with Central Buenos Aires Railway; or via Mihanovich Line steamers; average train time from Buenos Aires, 20 hours; fare, 29.95 pesos. From Santa Fe, via Mihanovich Line steamers.

Banks.—Banco de Italia y Río de la Plata; Banco Hipotecario Nacional; Banco de la Nación Argentina; Banco Popular La Plata; Banco de Londres y Río de la Plata; Banco Proveedor de Entre Ríos.

Hotels.—España, Español, Cransac, Central, Sanguinetti, Torrealday, Gran.

Note.—Parana is a city with a rapidly growing population; in close proximity to Santa Fe, and easily reached by rail and steamer. There is some direct importing.

POSADAS, capital of Gobernacion de Misiones; a port on the Alto Parana; population, 14,000; on Central Northeastern Railway—connected with the Entre Ríos and Central Buenos Aires railways by ferryboat; 170 miles (273 km.) from Corrientes and 709 miles (1,142 km.) from Buenos Aires. Industries: Yerba maté mill, saw pits, etc.

How Reached.—From Buenos Aires, by railway or steamer, Mihanovich Line and Domingo Barthe Co. Line; from Corrientes, by Mihanovich Line of steamers, 36 hours. Average time by rail from Buenos Aires, 34 hours; fare, 62.40 pesos.

Banks.—Banco Español del Río de la Plata; Banco de la Nación Argentina.

Hotels.—America, Paris, Iguazu, and Globo.

Note.—At this point the railroad cars are ferried across the Alto Parana. A fair local business is carried on.

PUENTE DEL INCA, Province of Mendoza; altitude, 9,000 feet; on Cordillera de los Andes; 751 miles (1,208 km.) from Buenos Aires and 100 miles (177 km.) from Mendoza.

How Reached.—From Buenos Aires or Mendoza, via Pacific and Transandine Railways; average time from Buenos Aires, 30 hours; fare, 110 pesos.

Hotels.—Puente del Inca and Gran Hotel Sud Americano.

Note.—This place is noted for its hot springs; also for the famous natural bridge across the Mendoza River. Mountain climbers often make this their base of operations. The season of Puente del Inca extends from November to April. The town is of slight commercial importance.

PUERTO GALLEGOS, capital of Province of Santa Cruz; population, 2,000; on right bank of Gallegos River; 8 miles (13 km.) from Atlantic Ocean and 1,635 miles (2,630 km.) from Buenos Aires. Products: Sheep, wool, skins, etc. Industry: Manufacture of tallow.

How Reached.—From Buenos Aires, or Punta Arenas, Chile, by steamers of Sociedad Anónima Importadora y Exportadora de la Patagonia; fortnightly service from Buenos Aires.

Bank.—Banco Anglo Sudamericano.

Note.—This place is growing in prominence, chiefly important because of the cattle and sheep industry. Several large companies operate stores. Purchases are usually made at their headquarters in Buenos Aires or Punta Arenas. As a rule, Puerto Gallegos is not canvassed by foreign travelers.

RIO CUARTO, Province of Cordoba; altitude, 1,424 feet; population, 28,000; on Rio Cuarto; 118 miles (190 km.) from Cordoba and 445 miles (716 km.) from Buenos Aires. Products: Cattle, cereals, etc. Industries: Tanneries, flour mills, and breweries.

How Reached.—From Buenos Aires, by Central Railway; average time of trip, 17 hours; fare, 34.20 pesos. From Mendoza, by direct rail communication via Mackena.

Hotels.—Argentino, Andino, Gran, Universal, and Royal.

Banks.—Banco Comercial de la Provincia Cordoba; Banco Cordoba; Banco de la Nacion Argentina; Banco Proveedor del Rio de la Plata.

Note.—Rio Cuarto is not generally canvassed by foreign salesmen, its chief dependence being upon Buenos Aires.

ROSARIO, Province of Santa Fe; population, 250,000; on western bank of Parana River; landing, steamer to wharf: 187 miles (303 km.) from Buenos Aires by rail, 230 miles (370 km.) by river; 270 miles (434 km.) from Cordoba; temperature averages 62° F. Best visiting time, March to May and September and October. Principal products: Agricultural; copper is also found here. Industries: Sugar refineries, distilleries, breweries, brickyards, lumber mills, macaroni factories, and flour mills. American consul and vice consul. Lloyd's agent, Barnett & Co. Electric cars run to all parts of the city. Cabs may be hired for 50 centavos to points in city; 1 peso to points beyond limits; by the hour, 1 peso within the city, 1.50 pesos outside.

How Reached.—From Buenos Aires, via Central Argentine, Central Cordoba, or Province of Buenos Aires General Railway; or Mihanovitch Line of river steamers. Time by rail from Buenos

Aires 8 to 11 hours; fare, 18.20 pesos. Steamers leave Buenos Aires Mondays, Wednesdays, and Fridays at 7 a. m. and arrive same day at 5.15 p. m.

Some Leading Hotels.—Italia, Calle Maipu; Savoy, Calle San Martin 560-600; Central, Calle Urquiza 1264; Mayo, San Lorenzo 1102-1136; Britannia, Calle Urquiza; Royal, Calle Libertad; Universal; De la Paix, Calle Libertad and Urquiza; Frascati; Bristol; España, Sarmiento 856; Roma, Corrientes 721; Comercio, San Lorenzo 969.

Banks.—Banco Anglo Sudamericano; Banco Británico de la América del Sur; Banco El Hogar Argentino; Banco Escolar Argentino del Rosario; Banco Español del Río de la Plata; Banco Frances del Río de la Plata; Banco Hipotecario Nacional; Banco Internacional Anonima (Ltd.); Banco Italia y Río de la Plata; Banco de Londres y Brazil; Banco de Londres y Río de la Plata; Banco Municipal de Préstamos; Banco de la Nación Argentina; Banco Popular de Rosario; Banco Provincial de Santa Fe; Banco Agrícola y Comercial Argentina; Banco Marítimo de la Plata; Banco Proveedor del Río de la Plata; National City Bank of New York.

Note.—Rosario is the second most important city of Argentina, the center of a large trade, and the doorway to a great interior district. There is considerable manufacturing, and agriculture, cattle raising, timber trade, etc., are carried on extensively. Rosario has a splendid harbor equipment, and owing to its favorable location is easily accessible by river, railway, and ocean. Several railroad lines converge here. There is daily river service. The surrounding country is the most fertile in Argentina. There is direct importing, and the city should be visited by most travelers.

SALTA, capital of Province of Salta; altitude, 3,839 feet; population, 38,000; on Central Northern Argentine Railway, 925 miles (1,492 km.) from Buenos Aires; climate, temperate; average annual rainfall, 23 inches. Principal products: Corn, tobacco, wood, cereals, cotton, sheep, hides, wool. Industries: Agriculture and mining.

How Reached.—From Buenos Aires, via Central Argentine or Central Córdoba Railway; fare, 80.10 pesos; average time of trip, 48 hours. From Tucuman, by Central Northern Argentine via Guemes.

Hotels.—Nacional, Colon, Casino, Roma, Bristol, Gran, Centenario, Salteno, Plaza, Comercio.

Banks.—Banco Constructor de Salta; Banco de la Nación Argentina; Banco de la Provincia de Salta; Banco Español del Río de la Plata; Banco Hipotecario Nacional.

Note.—Salta is on the great trade route connecting Jujuy and Tucuman with Chile and Bolivia, and can be easily made by those who canvass northwestern Argentina and southern Bolivia. There is some direct importing, but the chief dependence is upon the importers of Buenos Aires.

SAN JUAN, capital of Province of San Juan; population, 15,000; on the San Juan River and Western Railway; 750 miles (1,204 km.) from Buenos Aires; temperature averages 65° F. Products: Cattle, wine, agriculture, etc.

How Reached.—From Buenos Aires, via Buenos Aires & Pacific Railroad, average time 27 hours; via Central Argentine Railroad, average time 25 hours, fare 65.85 pesos.

Banks.—Banco Español del Río de la Plata; Banco de la Nación; Banco Popular; Banco Provincial de San Juan; Banco del Obrero y Caja de Ahorros.

Hotels.—Algeciras, Las Provincias, Italia, Castellana, Franco-Español, and España.

Note.—Considerable commerce is carried on with Chile. San Juan is easily reached from Mendoza, being only a short distance therefrom. Some travelers make this town on their way to or from Chile. Most of the houses are dependent upon the wholesalers of Buenos Aires.

SAN NICOLAS, Province of Buenos Aires; population of district, 32,000; a port on Parana River; 40 miles (65 km.) from Rosario (by rail), 148 miles (238 km.) from Buenos Aires (by rail), and 45 miles (73 km.) from Pergamino. Products: Flour and agricultural produce. Industries: Paper and flour mills, woolen cloth weaving, etc. Lloyd's agent, Morteo & Toulet.

Banks.—Banco de la Nación; Banco de la Provincia; Banco Español del Río de la Plata.

How Reached.—From Buenos Aires, by Central Argentine Railway; fare, 14.30 pesos; average time, 5½ hours.

Hotels.—Español, Italia, Marconi, La Paz, Colon, and Casaza.

Note.—This town is very important because of its location; excellent service between Buenos Aires and Rosario; some direct importing; considerable export business.

SAN PEDRO, Province of Buenos Aires; population, 25,000; a port on Parana River; also on Central Argentine Railway (from Buenos Aires to Rosario); 82 miles (132 km.) from Rosario and 106 miles (171 km.) from Buenos Aires; products, agricultural and pastoral.

How Reached.—From Buenos Aires, by Central Argentine Railway; fare, 10.25 pesos; average time of trip, 4 hours.

Banks.—Banco de la Nación; Banco Español del Río de la Plata; Banco Industrial Argentino.

Hotels.—Castilla, Otero, Rivas, Sportsman, Plaza Real, and Viscaya.

Note.—A large business is done with the surrounding country. The merchants here are chiefly dependent upon the wholesale houses of Buenos Aires.

SANTA FE, capital of Province of Santa Fe; population, 79,500; on left bank of Parana River, near its junction with the Salado; 298 miles (480 km.) from Buenos Aires, 7 miles (11 km.) from Colastine (its port), and 104 miles (168 km.) from Rosario. Center of vast grain-growing district. Industries: Cloth and bagging factories and tanneries. Lloyd's agent, Norman Bros.

How Reached.—From Buenos Aires, by Central Argentine Railway; fare, 27.85 pesos; time, 14 hours. From Rosario, by rail; time, 5 hours.

Banks.—Credito Comercial; Banco de la Nación Argentina; Banco Hipotecario Nacional; Banco El Hogar Argentino; Banco Internacional del Plata; Banco Municipal de Préstamos; Banco Italiano; Banco Español del Río de la Plata; Banco Nuevo Italiano; Banco Provincia de Santa Fe.

Hotels.—Italiano, Globo, España, Gran Hotel de Roma, Internacional, and De Francia.

Note.—This is a city of great importance and can usually be canvassed to advantage by the majority of salesmen. Some direct importing is done.

SANTA ROSA, Gobernacion de la Pampa; population, 7,000; on Western Railway, 376 miles (606 km.) from Buenos Aires. Industries: Cattle raising, agriculture, etc.

How Reached.—From Buenos Aires, by Western Railway.

Bank.—Banco de la Nacion.

Hotels.—Apollo, Grand, La Amistad.

Note.—This is a typical pampa town, owing its wealth to the surrounding cattle and agricultural district. Merchants make most of their purchases in Buenos Aires.

TRENQUE LAUQUEN, Province of Buenos Aires; population, 8,000; on Western Railway, 269 miles (433 km.) from Buenos Aires. Products: Wheat, alfalfa, cereals, cattle, corn, etc. Mail coach service to San Mauricio, \$7.50; to America, \$7.

How Reached.—From Buenos Aires, by railroad, fare 25.20 pesos; average time, 11 hours.

Banks.—Banco de la Nacion; Banco Popular Español.

Hotels.—Simon, Royal, Comercio.

Note.—This place does a fair business. The merchants depend chiefly upon the houses of Buenos Aires. Not usually canvassed by foreign salesmen.

TUCUMAN, Province of Tucuman; altitude, 1,500 feet; population, 100,000; on a head stream of the Rio Dulce; on Central Argentine and Central Cordoba Railways, 320 miles (515 km.) from Cordoba, 96 miles (154 km.) from Santiago del Estero, and 718 miles (1,156 km.) from Buenos Aires. Temperature averages 67° F. Principal products: Sugar, tobacco, rice, building lumber. Industries: Sugar refining, distilleries. Near by are gold, silver, and copper mines; also marble quarries.

How Reached.—From Buenos Aires, by Central Argentine Railway, fare 60.30 pesos, average time of trip 23½ hours; from Cordoba, by Central Cordoba Railway.

Hotels.—Savoy, Artiga, Frascati, Lyon, Paris, Central, Monte Cristo, España, Nacional, Europa.

Banks.—Caja Internacional Mutua de Pensiones; Credito General del Norte Argentino; Español del Rio de la Plata; Frances del Rio de la Plata; Londres y Rio de la Plata; De Credito Inmobiliario; Edificador del Norte; De la Nacion Argentina; Hipotecario Nacional; Constructor de Tucuman; La Mutua; Provincia de Tucuman; Municipal del Préstamos.

Note.—Tucuman is of great importance because of the sugar industry; easily canvassed by those who visit northwestern Argentina and southern Bolivia; direct importing is carried on quite extensively; may be canvassed to advantage by almost all salesmen. There are a number of wholesale houses here, which supply the surrounding country and whose business reaches a substantial figure.

VICTORIA, Province of Entre Rios; population, 10,000; on Entre Rios Railway, 34 miles (54 km.) east of Rosario, 150 miles (241 km.) west of Concepcion del Uruguay, and 100 miles (161 km.) south of Parana. Products: Lime, cereals, cattle, wool, hides.

How Reached.—From Buenos Aires, via Entre Rios Railway; fare, 27.65 pesos; average time of trip, 21½ hours.

Banks.—Banco de Italla y Rio de la Plata; Banco de la Nacion Argentina.

Hotels.—Amistad, Trucco, Unzueta, Agustín Ascarate.

Note.—This town is easily made from Santa Fe or Rosario; its chief dependence is upon Buenos Aires; a very fair volume of business is done.

TOWNS OF LESS IMPORTANCE.

Occasionally direct importations are made by firms and companies located in certain of the following places. It is advisable to inquire in the nearest large town as to trade possibilities.

Acebal, Province of Santa Fe; altitude, 213 feet; population, over 4,000; 192 miles (309 km.) from Buenos Aires, reached by Central Argentine Railway; 60 miles (98 km.) from Santa Fe. Products: Cereals, linseed, and cattle. Hotels: Geremias and Bolestro.

Adolfo Alsina, Province of Buenos Aires; population, 7,500; altitude, 368 feet; on Southern Railway via Lobos Junction; on Western Railway via branch from Trenque Lauquen to Carlhue; on direct line to Bahía Blanca; 310 miles (500 km.) from La Plata. Products: Wheat, corn, oats, alfalfa, hides, and wool. Banks: Banco Español del Rio de la Plata; Banco Provincia de Buenos Aires.

Almirante Brown (or Androque), Province of Buenos Aires; population, 10,000; on Southern Railway and Plata River; 11 miles (19 km.) from La Plata. Products: Corn, alfalfa, wheat, oats, and cattle. Hotel, La Delcia.

Altagracia, Province of Cordoba; population, 4,500; altitude, 1,675 feet; 52 miles (86 km.) from Santa María and 441 miles (710 km.) from Buenos Aires, which is reached by Central Argentine Railway (via Cordoba); fare, 39 pesos; time, 9½ hours. Hotels: Ingles, Koenig, Sierras, Sportsman, and Suizo. Commercial and industrial center; quarries near by.

Altamirano, Province of Buenos Aires; population, 18,000; 51 miles (87 km.) from Buenos Aires, by Southern Railway; fare, 5.50 pesos; time, 2 hours. Products: Wheat and maize. Agricultural and breeding center.

Arrecifes, Province of Buenos Aires; population, 5,000; 112 miles (180 km.) from Buenos Aires, by Central Argentine Railway; fare, 10.80 pesos; time, 4½ hours. Products: Cattle and wool.

Bella Vista, Province of Corrientes; population, 5,000; port on Parana River; 124 miles (200 km.) from Corrientes; reached by steamers. Products: Sugar, tobacco, and timber. Center of commerce for Coacati, San Roque, and Concepcion, with which it is connected by "mensajerías" (stage service). Bank, Banco de la Nacion. Hotels: Olivieri, Esteban, Park, and Del Prado.

Belle Ville, Province of Cordoba; population, 6,800; altitude, 430 feet; on Tercero River; 308 miles (496 km.) from Buenos Aires; reached by Central Argentine Railway; fare, 28.60 pesos; average time of trip 17 hours; 118 miles (190 km.) from Cordoba. Banks: Banco Comercial Agrícola; Banco de la Nacion Argentina. Hotels: Chichizola, Ghisiglieri, Rossi, San Martín, and Belle Ville. Important agricultural district.

Bolivar, Province of Buenos Aires; population, 25,000; 205 miles (331 km.) from Buenos Aires; reached by Southern Railway; fare, 20.75 pesos; average time of trip, 7 hours. Products: Wheat, corn, and oats. Industries: Corn mill, cheese and patent-food factories. Banks: Banco de la Nacion Argentina; Banco Popular Español; Banco de la Provincia de Buenos Aires. Hotels: Balnear, El Comercio, Paris, and La Vizcama. Mail-coach service to Olavarria, Bella Vista, and Carlos Casares.

Cacheuta, Province of Mendoza; altitude, 3,750 feet; 675 miles (1,088 km.) from Buenos Aires, by Buenos Aires Pacific Railway; fare, 63.65 pesos; average time of trip 23 hours. Hotel, Balneario. Medicinal springs.

Campana, Province of Buenos Aires; population, 15,000; port on Parana River, 50 miles (80 km.) from Buenos Aires, 137 miles (222 km.) from Rosario. Products: Cattle and agricultural produce. Industries: Tanneries, soap factories, paper factories, refrigerated meat. Reached by Central Argentine Railway, branch to Tucuman; fare from Buenos Aires, 4.40 pesos. Hotels: Campana, Loreley. Verdier. Bank, Banco de la Provincia de Buenos Aires.

Canada de Gomez, Province of Santa Fe; population, 15,400; 50 miles (80 km.) from Rosario and 257 miles (413 km.) from Buenos Aires by Central Argentine Railway; fare from Rosario, 4.40 pesos; time, 2 hours. Bank, Banco Nacion Argentina. Hotels: Universal, Italia, Mayo. Agricultural and cattle breeding district.

Canuelas, Province of Buenos Aires; population, 13,000; 40 miles (64 km.) from Buenos Aires via Southern Railway; fare, 3.65 pesos; average time, 1½ hours. Products: Cattle, hides, tobacco. Bank, Banco de la Provincia. Hotels: Hotel del Club, La Union.

Carlos Casares, Province of Buenos Aires; population, 13,000; 192 miles (310 km.) from Buenos Aires, 50 miles (80 km.) from San Mauricio, and 83 miles (134 km.) from Trenque Lauquen. On Western Railway; fare from Buenos Aires, 19.65 pesos; average time, 8 hours. Products: Cattle and sheep; industry, stock raising. Banks: Banco de la Provincia de Buenos Aires; Banco Credito Argentina; Banco Español del Rio de la Plata. Hotels: Apollo, España, El Roma, Internacional, De la Amistad. Mail coach service to 25 de Mayo.

Carmen de Areco, Province of Buenos Aires; population, 11,000; 81 miles (132 km.) from Buenos Aires; average time of trip, 4 hours; fare, 7.80 pesos. Products: Cattle, sheep, wheat, linseed. Reached by Central Railway, branch line to Rojas. Banks: Banco de la Provincia; Banco Español del Rio de la Plata. Hotels: V. de Herrera, C. E. Larroque, C. Massa.

Carmen de Patagones, Province of Buenos Aires; on left bank of Rio Negro, in front of Viedma; 171 miles (275 km.) from Bahia Blanca. Connected with Buenos Aires by following lines: Línea Nacional del Sud, Sud Atlantica, Marina Mercante Argentina (Mihanovich Line). Automobile service to Stroeder (station on the Paulista Railway), 2 hours' trip, 55 miles (88 km.); from Stroeder to Bahia Blanca, 116 miles (187 km.), fare 12.20 pesos. time (not including stop over night at Pedro Luro), 4 hours 30 minutes. Bank, Banco de la Nacion Argentina. Hotels: P. Girani, A. Larrauaga.

Chilecito, Province of La Rioja; altitude, 3,500 feet; population, 5,000; on Northern Railway, 45 miles (73 km.) from Rioja, 179 miles (289 km.) from San Juan. Products, agricultural. Reached from Cordoba by rail; from Patquira, by rail, average time, 18 hours; highway connections to Atacama, Chile. Bank, Banco de la Nacion. Hotel, Luis Dufour. The merchants of this place depend upon the importers of the large cities.

Colon, Province of Buenos Aires; population, 6,000; on the Uruguay River. Distant 173 miles (280 km.) from Buenos Aires; reached by Central Argentine Railway; fare, 16.80 pesos; time, 9 hours. Chief industries, meat extract works. Chief products: Meat extracts, leather, tallow, and other animal products. The Liebig Meat Extract Works are located here and give the town what importance it possesses.

Comodoro Rivadavia, Department of Sarmiento, Territory of Chubut; reached by steamers of the Compañia Importadora y Exportadora, en route from Patagonia to Buenos Aires. Product, petroleum. Banks: Banco de la Nacion Argentina; Banco Español del Rio de la Plata. Hotels: Miramar; Argentina, Nacional. Colon, Talleres.

Dolores, Province of Buenos Aires; population, 18,000; climate, mild. Products: Cereals and fruits, cattle. On Southern Railway, 126 miles (203 km.) from Buenos Aires, 3½ hours' journey. Hotels: Francia, Libertad, Roma. Banks: Banco de la Nacion Argentina; Banco Español del Rio de la Plata. Mail coach service to Lavalle and to Hinojales.

Esperanza, Province of Santa Fe; population, 7,000; on the Salado River; 312 miles (503 km.) from Buenos Aires, by Santa Fe and Central Argentine Railway; fare, 28.85 pesos; average time of trip, 13 hours. Products: Cereals, cattle, timber. Bank, Banco de la Nacion Argentina. Hotel, Pisano y Planton.

General La Madrid, Province of Buenos Aires; population, 3,000; 263 miles (424 km.) from Buenos Aires, by Southern Railway; fare, 24.50 pesos; average time of trip, 12 hours. Banks: Banco Comercial de General la Madrid; Banco Provincia de Buenos Aires; Banco de la Nacion Argentina. Hotels: Argentino, España, Vasconia. Products: Wheat, maize, alfalfa, cattle.

General Pinto, Province of Buenos Aires; population, 12,500; 208 miles (336 km.) from Buenos Aires, by Western Railway; fare, \$21.30; average time of trip, 7½ hours. Products: Wheat, maize, linseed, cattle. Bank, Banco Provincia de Buenos Aires. Mail coach service to Germania, \$3. Hotels: La Perla, Progreso.

Goya, Province of Corrientes; population, 9,000; port on Parana River; on Central, Entre Rios, and Northeastern Railways, 618 miles (994 km.) from Buenos Aires; fare, 59.75 pesos, time 9½ hours. Products: Leather, cattle, wool, cheese, cereals, timber. Important center of distribution for towns in the interior. Parana steamers call three times a week. Daily mail and passenger service to La Reconquista in connection with Santa Fe and Rosario Railway. Hotels: Central, Palais, Paris, River. Banks: Banco de la Nacion; Banco de la Provincia.

Gualeguaychu, Province of Entre Rios; population, 15,000; 11 miles (18 km.) from confluence of Gualeguaychu and Uruguay

Rivers; 47 miles (76 km.) from Buenos Aires, average time by rail, 2 hours, fare 22.80 pesos; 217 miles (350 km.) from Parana; on Entre Rios Railway, branch to Concordia. Industries: Tanneries, shoe factories, meat-extract and refrigerating works. River steamer communication. Hotels: Comercio, Lavayen Lozano. Banks: Banco Italia y Río de la Plata; Banco de la Nación; Banco Español del Río de la Plata. Some direct importing, but chief dependence is upon Buenos Aires.

Guamini, Province of Buenos Aires; population, 12,000; 300 miles (482 km.) from Buenos Aires, by Southern Railway; fare, 26.40 pesos; average time, 11½ hours. Industries: Agriculture, cattle raising. Bank, Banco de la Provincia de Buenos Aires. Hotels: Buffa, Dalmau, La Unión, Valenciana, España.

Jose C. Paz, Province of Buenos Aires; population, 8,000; 25 miles (40 km.) from Buenos Aires, by Buenos Aires Pacific Railway; fare, 1.85 pesos; average time of trip, 1¼ hours.

Juarez, Province of Buenos Aires; population, 20,000; 178 miles (288 km.) from Bahia Blanca; 260 miles (416 km.) from Buenos Aires, by Southern Railway, fare 24.30 pesos, time 12½ hours. Products: Corn and other agricultural produce. Industry, steam mills. Banks: Banco de la Nación Argentina; Banco de la Provincia de Buenos Aires; Banco Popular de Juarez. Hotels: Americano, El Central, Eslava, El Español, Gran, El Sol, Argentina, San Martin.

La Banda, Province of Santiago del Estero; population, 19,000; 688 miles (1,107 km.) from Buenos Aires, by Central Argentine Railway, fare 53.15 pesos, average time of trip 20 hours.

Lincoln, Province of Buenos Aires; population, 32,250; 186 miles (300 km.) from Buenos Aires, by Western Railway, fare 18.95 pesos, average time of trip 6¼ hours. Mail-coach service to Valdivia, 5 pesos. Banks: Banco Español del Río de la Plata; Banco de la Nación Argentina; Banco de la Provincia de Buenos Aires; Banco Popular del Lincoln. Hotels: J. Berthe, A. Bacchi, A. Rigalini. Products: Wheat, oats, cattle.

Lobos, Province of Buenos Aires; population, 23,000; 63 miles (102 km.) from Buenos Aires, by Southern Railway or Western Railway; average time of trip, 2½ hours by Southern, 3 hours by Western; fare, 6.25 pesos. Bank, Banco de la Nación Argentina. Hotels; Jose Munoz, Pigazzi Hnos., Jardin. Industries: Agriculture and cattle raising, corn mills, tanneries, soap and patent-food factories.

Lomas de Zamora, Province of Buenos Aires; population, 8,900; 9 miles (15 km.) from Buenos Aires, fare 0.85 peso; 387 miles (625 km.) from Bahia Blanca; on Southern Railway (line to Temperley). Products: Alfalfa, wheat, corn, tobacco, fruits, sugar, wine. Industries: Tanneries, sawmills. Banks: Banco de la Provincia de Buenos Aires; Banco Español del Río de la Plata; Banco de Galicia y Buenos Aires. Hotels: B. Vivaldo e Hijo, Jockey Club, La Paz.

Lujan, Province of Buenos Aires; population, 5,300; on Western Railway, branch to Vagues; 41 miles (66 km.) from Buenos Aires, 473 miles (762 km.) from Pergamino, and 234 miles (377 km.) from Trenque Lauquen. Products: Wheat, linseed, cori, cattle. Hourly train service from Buenos Aires, time 1½ hours, fare 3.35 pesos. Banks: Banco de la Nación; Banco Popular Español; Banco Es-

pañol del Río de la Plata. Hotels: La Paz, Central, Peregrinos, Paris.

Maipu, Province of Buenos Aires; population, 6,500; 168 miles (270 km.) from Buenos Aires, by Southern Railway, fare 17.10 pesos, time 6½ hours. Products: Cattle and cereals. Hotels: Maipu, Nossotti, Vascongada, Guegaga, Benini.

Merlo, Province of Buenos Aires; population, 7,100; 19 miles (30 km.) from Buenos Aires, reached by Western Railway, fare 1.40 pesos. Products: Wheat, oats, and cattle. Hotels: L. Gonzalez, P. Salas.

Navarro, Province of Buenos Aires; population, 11,400; on Salado River; 74 miles (121 km.) from Buenos Aires, reached by Southern Railway, Western Railway, and Compañía General; fare, 7.45 pesos; average time of trip, 4½ hours. Industries: Agriculture, cattle raising, etc. Banks: Banco de la Nación; Banco Popular Español; Banco España del Río de la Plata. Hotels: J. Echevarria, B. Gomez, M. Lespada, E. Melazzi, Landetta Bros., N. de Andrea.

Necochea, Province of Buenos Aires; population, 21,000; 310 miles (498 km.) from Buenos Aires, reached by Southern Railway, fare 26.90 pesos, average time of trip 12½ hours. Products: Cattle and agricultural. Banks: Banco Español del Río de la Plata; Banco de la Nación Argentina; Banco Poblador del Río de la Plata; Banco el Hogar Argentino. Hotels: A. Altube Marino, Santlago, Necochea, La Perla, Vasconia, Gran. This is a well-known bathing resort.

Neuquen, capital of Gobernacion de Neuquen; population, 4,000; 740 miles (1,194 km.) from Buenos Aires, via Bahía Blanca by Southern Railway; fare, 49.45 pesos; average time of trip, 31 hours. Bank, Banco de la Nación Argentina. Hotels: Balmaseda, Echevarria, Manzeroti, Neuquen, Confluencia.

Nogoya, Province of Entre Rios; population, 6,000; 282 miles (454 km.) from Buenos Aires, on Entre Rios Railway; average time from Buenos Aires, 5½ hours; fare, 26.05 pesos. Products: Cereals, cattle, hides. Active commercial center. Bank, Banco de la Nación Argentina. Hotels: Arienti Hnos., Francisco Severin.

Nueve de Julio, Province of Buenos Aires; population, 40,000; 161 miles (261 km.) from Buenos Aires, which is reached by Western Railway and Compañía General; fare, 16.55 pesos; average time of trip via Western 6½ hours, via Cía. General 7¼ hours. Products: Wheat, corn, cattle. Banks: Banco Español del Río de la Plata; Banco de la Nación Argentina; Banco Provincia de Buenos Aires. Hotels: Central, Grandona, Universal. Mail coach service to Mascioni.

Olavarria, Province of Buenos Aires; population, 28,000; altitude, 528 feet; on Tapulque River; 206 miles (332 km.) from Buenos Aires, by Southern Railway; fare, 21 pesos; time, 7½ hours. Products: Wheat, corn, cattle, etc. Granite quarries near by. Banks: Banco de la Nación Argentina; Banco de Olavarria; Banco Provincia de Buenos Aires. Hotels: Avinon, B. Gonzalez, A. Labadie, A. Presa, Usabiaga y Cruzat, Grand, Argentino, Nacional, Universal, De Mayo, Hispano Argentino. Mail coach service to Bolivar.

Pehuajo, Province of Buenos Aires; population of district, 32,000; 224 miles (362 km.) from Buenos Aires, by Western Railway; fare,

22.65 pesos; time, 7½ hours. Products: Wheat, corn, flax, cattle, sheep, wool, hides. Industries: Grain elevators, foundries, and patent-food factories. Banks: Banco Nacional Argentina; Banco Provincia de Buenos Aires; Banco Español del Río de la Plata. Hotels: Golfo de Napoli, El Catalan, De France. Mail coach service to Bolivar, 8 pesos; Belle Visto, 13 pesos.

Pergamino, Province of Buenos Aires; population, 9,540; 141 miles (229 km.) from Buenos Aires. Products: Wheat, corn, linseed, oats, cattle. Industries: Flour mills, brewery, tanneries, carriage and wagon works. On Central, Western, and Central Buenos Aires Railways; average time by rail from Buenos Aires (Retiro station), 5½ hours; fare, 13.30 pesos. Banks: Banco de la Nación; Banco de la Provincia; Banco Comercial Agrícola de Pergamino; Banco Español del Río de la Plata; Banco Credito Argentina. Hotels: España, Frances, Londres, Colon, Roma. Mail coach service to San Pedro, 5 pesos. Important railway center.

Pringles, Province of Buenos Aires; population, 21,270; 304 miles (490 km.) from Buenos Aires, by Southern Railway; fare, 26.65 pesos; time, 11 hours. Banks: Banco Comercio de Azul, Banco de la Nación Argentina. Hotels: Imperial, La Paz, Comercio, Cabanne. Agricultural and cattle-breeding center.

Rauch, Province of Buenos Aires; population, 15,000; 167 miles (269 km.) from Buenos Aires, by Southern Railway; fare, 17 pesos; time, 6½ hours. Products: Wheat, corn, oats, cattle, etc. Bank, Banco de la Provincia de Buenos Aires. Hotels: Artica & Martinez, P. Escostegny, J. Maisonave.

Rawson, capital of Territory of Chubut; population, about 5,000; principal industries, sheep and cattle raising; reached by coasting steamers. Hotels: Paris, Luiz Marzulo, Rinaldo Mottino, N. Roselli. Banks: Banco de la Nación; C. Rivadavia. This is one of the chief ports in Patagonia and a large supply and outfitting business is done. There are several large houses, also a number of small firms; chiefly dependent upon Buenos Aires.

Resistencia, capital of Gobernacion del Chaca; population, 32,200; port on Parana River; 345 miles (557 km.) from Santa Fe, by Santa Fe Railway; fare from Buenos Aires, 67.85 pesos. Steamers for Barranqueras leave Buenos Aires Wednesdays and Sundays, at 10 a. m. (Compañía General de Navegacion). Agricultural and cattle-raising district. Banks: Banco de la Nación Argentina; Banco Español del Río de la Plata; Banco de Italia y Río de la Plata. Hotels: Legrand, Laguayo.

Rojas, Province of Buenos Aires; population, 17,000; 167 miles (269 km.) from Buenos Aires, by Central Argentine Railway, fare 12.80 pesos, time 3 hours. Products: Wheat, cattle, etc. Banks: Banco Credito Argentina; Banco de la Nación Argentina. Hotels: Arzubi & Cía., M. Marti, Tco. Mina, S. Sorriguieta.

Saladillo, Province of Buenos Aires; population, 27,000; on Southern Railway, 114 miles (184 km.) from Buenos Aires. Products: Cereals and cattle. Average train time from Buenos Aires, 4½ hours; fare, 11.55 pesos. Banks: Banco de la Nación; Banco de la Provincia de Buenos Aires; Banco Español del Río de la Plata; Banco de Galicia y Buenos Aires; Banco Popular Español. Hotels: El Porvenir, Progreso, Otamendi, Listoc.

San Antonio los Cobres, capital of Territory of Los Andes; altitude, 11,000 feet; population, 1,500; 1,056 miles (1,699 km.) from Buenos Aires; fare, 101.50 pesos. Industries: Cattle raising and agriculture. Reached overland from station of Rosario de Lerma by auto. This is a very small town, chiefly dependent upon the merchants of the larger places, and difficult of access.

San Fernando, Province of Buenos Aires; population, 10,000; port on Plata River, 15 miles (25 km.) from Buenos Aires; fare, 1.20 pesos; time, 1 hour. Products: Fruit and timber. On Central Argentine Railway. Banks: Banco de la Nación Argentina; Banco Provincia de Buenos Aires; Banco Galicia y Buenos Aires.

San Isidro, Province of Buenos Aires; population, 13,000; on Plata River; 12 miles (20 km.) from Buenos Aires and 5 miles (9 km.) from Tigre; on Central Railway; average rail time from Buenos Aires, 1 hour and 40 minutes, trains hourly, fare 1 peso. Bank, Banco de la Provincia. Hotels: Vignolles, Chacabuco.

San Luis, Province of San Luis; altitude, 2,513 feet; population, 11,000; on Chorrillos River; 148 miles (240 km.) from Mendoza, 58 miles (96 km.) from Villa Mercedes, and 488 miles (788 km.) from Buenos Aires. Products: Cereals, cattle, grapes, and other fruits. On Buenos Aires Pacific Railway; time, 18 hours 26 minutes; fare, 46.50 pesos. Stage-coach service to Belgrano, Ayaencho, and Villa Dolores on the 2d, 9th, 17th, and 25th of each month. Hotels: España, Mitre, Pringles, Royal. Banks: Banco de la Nación, Banco Español del Río de la Plata; Banco Hipotecario Nacional.

Santiago del Estero, Province of same name; population, 12,000; temperature averages 70° F.; on Río Dulce; 630 miles (1,014 km.) from Buenos Aires and 229 miles (370 km.) from Tucumán, by Central Railway. Products: Sugar, tobacco, timber, cattle, cereals, rice. Average rail time from Buenos Aires, 20 hours; fare, 53.45 pesos. Hotels: El Globo, Argentina, Victoria, Paris, Central. Banks: Banco de la Nación; Banco Español del Río de la Plata; Banco Hipotecario Nacional; Banco Edificador de Santiago del Estero.

Tandil, Province of Buenos Aires; altitude, 581 feet; population, 7,088; on Southern Railway; 295 miles (331 km.) from Buenos Aires, 205 miles (331 km.) from Temperley, and 220 miles (354 km.) from Bahía Blanca. Carretera to Azul. Cattle-breeding district. Average rail time from Buenos Aires, 8½ hours. Principal hotels: Frances, Maritorea, Roma, Buena Sopa. Banks: Banco Comercial del Tandil; Banco de la Nación; Banco de la Provincia.

Ushuaia, capital of Territory of Tierra del Fuego; population, 1,500; 1,610 miles (2,598 km.) from Buenos Aires. Products: Cattle and timber. Reached by steamers of Cía. Argentina de Navegación and Cía. Importadora y Exportadora de la Patagonia. Hotel, M. Freire. This town is canvassed by the merchants of Punta Arenas and the larger towns of southern Argentina.

Veinticinco de Mayo, Province of Buenos Aires; population, 32,000; on Southern Railway, branch to Saavedra and Lobos; 128 miles (205 km.) from Buenos Aires. Products: Corn, wheat, linseed, alfalfa, and cattle. Industries: Furniture and soap factories. Center of cereal belt. Average rail time from Buenos Aires, 5

hours; fare, 12.75 pesos. Banks: Banco de la Nacion Argentina; Banco Italiano; Banco de la Provincia; Banco Español del Rio de la Plata. Hotels: España, Hispano-Argentino, Galileo, Roma. Mail-coach service to Bragado, 5 pesos.

Viedma, capital of the Territory of Rio Negro; population, 3,500; on the right bank of the Rio Negro; 577 miles (929 km.) from Buenos Aires and 13 miles (30 km.) from Atlantic Ocean. Products: Agricultural and pastoral. Reached from Buenos Aires by steamers of Cfa. Sud Atlantica; sailings three times per month. Hotels: Greloni, Malpeli and Casaday, Manuel Perez. This is a small town, chiefly dependent upon the houses of Buenos Aires.

Villa Maria, Province of Cordoba; population, 6,000; on Rio Tercero; 343 miles (554 km.) from Buenos Aires, by Central Argentine or Buenos Aires Pacific Railway; fare 31.40 pesos; average time, 11 hours. Products: Wheat, linseed, corn, alfalfa, timber, etc. Bank: Banco de la Nacion Argentina. Hotels: F. Rodriguez, P. Iseru, Francisco Rodriguez. Important railway center.

Villegas, Province of Buenos Aires; population, 17,000; 285 miles (458 km.) from Buenos Aires. Reached by Western Railway and Compañia General de Navegación; average train time, 10 hours; fare, 25.25 pesos. Mail-coach service to Piedritas, 4 pesos. Hotels: Las Palmas, Americano, El Progreso, Umberto. Cattle-breeding and agricultural district.

Zarate, Province of Buenos Aires; population, 17,000; on the Parana River; 56 miles (92 km.) from Buenos Aires, via Central Argentine Railroad; average train time, 2½ hours; fare, 5.05 pesos. Ferryboats of Entre Rios Railway to Entre Rios and Corrientes. Hotels: Betebeder, Masoni, El Globo, Italia, San Martin. Industries: Paper mills, refrigerated-meat factories, etc. Banks: Banco de la Nacion Argentina; Banco Popular Español.

URUGUAY.

Maps Nos. 25 and 27.

Location.—This is one of the smaller but one of the most progressive South American Republics. It is bounded on the north by Brazil, on the east by the Atlantic Ocean and Plata River, and on the west by Argentina.

Topography.—The most notable feature of Uruguay is its extent of rolling plains. The land slopes gently toward the west, south, and east, and forms the natural watersheds of the Plata River, the Uruguay, etc. The valleys thus formed are well suited for raising sheep and cattle, the principal industry of the Republic.

Climate.—The climate is temperate with slight variations, and at all times healthful, bracing, and pleasing. The mean temperature for the summer is about 72° F., and for the winter about 55° F. The maximum in the summer is 86°, the minimum in the winter, 36°. The annual rainfall is about 43 inches, providing a fairly abundant water supply. In February frosts are common in the uplands. Rain falls generally throughout the year, but the heaviest rains are in May and October. During winter there are "pamperos," or cold storms, which blow from the southwest.

Seasons are approximately as follows: Spring, September, October, November; summer, December, January, February; autumn, March, April, May; winter, June, July, August.

Rivers and Lakes.—Uruguay has over 700 miles (1,127 km.) of navigable rivers, the principal ones being the Plata and Uruguay Rivers, which together furnish over 500 miles (800 km.). There are 10 ports on the Uruguay River which are open to interoceanic trade, namely: Carmelo, Nueva Palmira, Soriano, Fray Bentos, Nuevo Berlin, Casa Blanca, Paysandu, Nuevo Paysandu, Salto, and Santa Rosa. The Uruguay River is navigable by vessels of 14-foot draft as far as Paysandu, and above that for vessels of 9-foot draft. The Rio Negro is navigable by ocean-going vessels as far as Mercedes, and above that for light-draft vessels. Other rivers, all of which are navigable by ocean-going vessels for short distances, and for small craft into the interior, are the San Salvador, Cuareim, Yi, Tacuarembó, Queguay, Arapey, Cebollati, Santa Lucia, San Jose, Yaguaron, Olimar, Tacuari, Dayman, and San Luis.

The only lake of importance is Lake Mirim, on the border of Brazil. A regular line of steamers maintains communication between the different towns along its shores.

Inhabitants.—A very large percentage of the people are foreigners, the Italians and Spanish predominating; French, British, Swiss, German, and other nationalities are also represented. A considerable proportion of the remainder are "criollos," or descendants of the Spanish and other foreign immigrants.

Area and Population.—The area exceeds that of New England. The population is estimated at about 1,450,000, or approximately 20 per square mile. The statistics of population by Departments,

given in the table below—which also gives the areas of the Departments—are for December, 1916:

Departments.	Area.	Popula- tion, 1916.	Population per square mile.
	<i>Square miles.</i>		
Artigas.....	4,394	37,350	8.5
Canelones.....	1,834	112,092	61.1
Cerro Largo.....	5,763	56,272	9.7
Colonia.....	2,193	80,275	36.6
Durazno.....	5,525	53,785	9.7
Flores.....	1,744	22,630	13.0
Florida.....	4,673	59,916	12.8
Maldonado.....	1,587	38,955	24.5
Minas.....	4,819	65,893	13.7
Montevideo.....	256	373,964	1,460.8
Paysandu.....	5,115	65,915	12.9
Río Negro.....	3,269	35,714	10.9
Rivera.....	3,793	44,824	11.8
Rocha.....	4,280	45,369	10.1
Salto.....	4,865	74,415	15.3
San Jose.....	2,688	59,533	22.2
Soriano.....	3,560	54,018	15.1
Tacuarembó.....	8,112	58,708	7.2
Treinta y Tres.....	3,682	39,180	10.6
Total.....	72,152	1,378,808	19.1

Industries.—Uruguay is not primarily a manufacturing country, most of the industries being confined to the preparation of meat and meat products. There are also flour mills, dairies, creameries, breweries, starch factories, and numerous small plants devoted to local needs, such as shoes and other goods.

Mineral Wealth.—There is a considerable amount of mineral wealth, but at present chiefly stone and sand are being exported. Gold, copper, manganese, and petroleum have been found. The outlook for mineral development is promising.

Agricultural Wealth.—Live stock constitutes the most important source of Uruguay's national income. Cattle raising and sheep herding are particularly profitable. Wool, hides, skins, jerked beef, refrigerated beef, beef extract, etc., are exported. The chief crops are wheat, corn, flax, oats, and barley. Other products of the soil are tobacco, linseed, sugar cane, alfalfa, and potatoes.

Language.—Spanish.

Currency.—Uruguay has a gold standard, but has never coined any gold pieces. The gold coins which circulate in the Republic come from foreign nations. These have a value established by law. The unit of value is the peso, of 100 centesimos, valued in United States gold at \$1.034. The silver coins are 1 peso, 50, 20, and 10 centesimos. Minor coins are the 5, 2, and 1 centesimo pieces.

Weights and Measures.—The metric system of weights and measures is the official one.

Postage.—First-class letter postage to and from the United States is 5 cents for first ounce and 3 cents for each additional ounce or fractional part thereof.

Telegraph Rates.—Ordinary telegrams may be sent at the rate of 30 cents for the first 10 words and 2 cents for each additional word; urgent telegrams at double rates; address and signature are not taken into consideration.

Cable Rates.—To New York, 50 cents per word.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Lamport & Holt Line.—British steamers; Pier 8, Brooklyn, Wall Street Ferry. Departures for Barbados; Trinidad; Bahia, Rio de Janeiro, and Santos, Brazil; Montevideo, Uruguay; and Buenos Aires, Argentina. Sailings semimonthly. Average time to Montevideo, 24 days; fare, \$370. Distance, 6,109 nautical miles.

Prince Line.—Paul F. Gerhard & Co., agents, 10 Bridge Street; British steamers. Departures from Pier 4, Bush Terminal, Forty-fifth Street, Brooklyn, for Montevideo about twice a month. Transshipment at Montevideo for other ports. Passenger service temporarily suspended.

Norton Line.—Norton, Lilly & Co., agents, Produce Exchange Building. Sailings from Pier 67, North River (West Twenty-seventh Street), about once a month. Fare to Montevideo, \$225-\$450.

COAST AND RIVER SERVICE.

The *Compañía Argentina de Navegación* (Mihanovich Line) maintains service as follows:

Uruguay River Line.—Departures from Montevideo and Buenos Aires for Nueva Palmira, Soriano, Mercedes, Gualeguaychu, Fray Bentos, Concepción del Uruguay, Paysandu, Colon, Concordia, and Salto, and return; transshipment at Buenos Aires. Steamers *Washington* and *Triton y Paris*. Departures from Buenos Aires Sundays, Tuesdays, and Thursdays at 3 p. m.; returning from Salto Sundays, Wednesdays, and Fridays at 8.30 a. m. Fare from Buenos Aires to Salto, one way, 28 Argentine pesos; round trip, 50.40 pesos.

Buenos Aires-Montevideo Line.—Steamers *Ciudad de Buenos Aires* and *Ciudad de Montevideo*. Departures every night from each place at 10 o'clock. Fare, 25 to 40 Argentine pesos. Distance, 120 nautical miles.

Buenos Aires to Carmelo.—Leave Buenos Aires Wednesdays and Sundays at 8 a. m.; leave Carmelo Mondays and Thursdays at 8 a. m. Stops at intermediate points.

OTHER LINES VISITING MONTEVIDEO.

The traveler may frequently take advantage of the sailings of various European lines that make Montevideo a port of call. Information concerning these lines should be sought locally. Among the lines that have more or less frequent sailings are the following:

Italian Lines.—*La Veloce*, *Lloyd Italiano*, *Lloyd Sabauda*, *Lloyd Brasileiro*.

British Lines.—*Royal Mail Steam Packet Co.*, *White Star Line*, etc.

French Lines.—Chargeur Reunis, Compagnie de Navigacion Sud Atlantique, etc.

Spanish Lines.—Transatlantica de Barcelona Pinillos, Izquierdo y Cía., etc.

Dutch Lines.—Royal Holland Lloyd.

CANVASSING URUGUAY.

SALESMEN'S SAMPLES.—Samples which are plainly of no value, or which have been rendered unsalable through mutilation, may enter without bond. Samples which have a value may be entered upon giving a bond providing for their reexportation within 90 days. If samples are declared as such upon importation and duty is paid, the sum is refunded upon reexportation, with a deduction of 10 or 15 per cent. Reexportation through other than port of entry is definitely prohibited. Practically all entries and departures are made through the port of Montevideo.

Duty on Advertising Matter.—A reasonable quantity of advertising matter is admitted free. The duty on advertising matter, according to the tariff, ranges from \$0.96 to \$1.46 per pound. It is dependent upon the number of colors used in printing and whether or not calendars are included.

Best Visiting Time.—Uruguay generally has a very pleasant climate. The sale of goods depends upon the seasons and conditions which prevail in the individual lines of merchandise.

TRAVELERS' TAXES.—The law of Uruguay compels traveling representatives, before beginning business, to obtain a license. This is issued by the Dirección de Impuestos y Derechos. It is valid for one year and costs 200 pesos (\$206.80) in the Department of Montevideo and 100 pesos (\$103.40) in the other Departments of Uruguay. If taken out after the first six months of the year, only half of the fee is collected.

Avoiding Payment.—It is often possible for a traveler who comes only for a short visit to avoid this license by associating himself with some established house in Montevideo and selling under its license. For this a fee is sometimes paid, and the traveler is specifically entitled to desk room, typewriter service, and interpreter. The traveler should not attempt to sell goods without a license arrangement as a delinquent may be imprisoned in addition to being fined. If a traveler desires a general license for the entire country he may obtain one upon payment of 300 pesos (\$310.20).

Treaty Governing Licenses.—A treaty recently ratified between the United States and Uruguay provides that commercial travelers may obtain a license to canvass all territory under the jurisdiction of Uruguay by paying a single fee. To obtain this license the applicant must present a certificate from an authority to be designated (probably the Secretary of Commerce) attesting his character as a commercial traveler, which certificate must be viséed by a Uruguayan consul in the United States. Regulations putting the treaty into effect have not yet been formulated.

CANVASSING THE REPUBLIC.—The chief city of Uruguay is the capital, Montevideo, which is generally chosen for the establishment of an agency. Some travelers who prefer to work Uruguay from

Buenos Aires make the trip overnight by comfortable steamers. The cities of Paysandu and Salto are sometimes included in the itinerary of travelers wishing to do business with certain firms located in these places who are accustomed to making direct importations. As a rule, however, the chief distributing houses in Montevideo may be depended upon to thoroughly canvass the smaller places, and the traveler should make a thorough investigation before undertaking trips.

Methods of Working.—When distribution is done through wholesale dealers, it is the custom to sell only to the large houses in Montevideo. The wholesale importers of Montevideo regularly visit the dealers in the interior or "camp" (from "campo" meaning country). It is impossible to sell to wholesale importers and expect to do business with their customers.

Numerous houses of Buenos Aires also canvass the small towns of Uruguay.

Hotels.—In Montevideo the better hotels charge from \$3 to \$5 per day (American plan); others \$2 to \$3 per day. In the smaller towns the rates vary, but the average rate is from \$2 to \$3 per day. As in all Latin-American countries, in most of the small places the accommodations are inferior. In Montevideo European plan may be obtained. There are good restaurants.

Railroads.—The total mileage in Uruguay in 1917 approximated 1,647 (about 2,650 km.). The starting point is Montevideo, and the Central Uruguay Railway has numerous branches, covering the entire country very thoroughly. A study of the map will show how well Uruguay has already been developed, and other necessary lines are in prospect.

Highways.—In addition to the railroad development, considerable attention has been paid to the ordinary roads, and those places which are not accessible by railroads can easily be reached by vehicular transportation. Practically all of the towns which are of interest to the majority of the salesmen can be reached by rail. The total of national roads is 2,240 miles. Of departmental roads 3,100 miles, 200 being macadamized. There is also a very extensive system of river transportation.

Railway Guide.—The Expreso Villalonga, having its main office in Buenos Aires and branch offices in Montevideo and Asuncion, can render the traveler much assistance. It publishes a monthly railroad guide and time-table.

Baggage.—When salesmen become members of an association entitling them to special baggage rates, this privilege is extended to them. The fee is \$10.

Compañía Expreso Internacional.—Travelers will find the service of the Compañía Expreso Internacional very useful. This company maintains relations with all the railroads and the best hotels in Argentina, Brazil, and Uruguay. It issues hotel coupons and travel orders for anything from a straight journey to the most extended tour. The rates charged are not more than the ordinary current rates and in some cases they are lower. The company has offices in Rio de Janeiro (Avenida Rio Branco 184), Buenos Aires (Pasaje Guemes), and Montevideo.

RAILROADS.

Central Uruguay Railroad.—Montevideo to the Rio Negro, 169 miles (273 km.); Sayago to Manga, 8 miles (13 km.); 25 de Agosto to San Jose, 20 miles (33 km.). Western Extension: San Jose to Mal Abrigo, 22 miles (36 km.); Mal Abrigo to Mercedes, 104 miles (168 km.); Mal Abrigo to Rosario, 29 miles (48 km.); Rosario to Colonia, 41 miles (66 km.); Rosario to Sauce, 13 miles (21 km.). Northern Railroad: Rio Negro to Rivera, 185 miles (297 km.).

Uruguay East Coast Railroad.—Olmos to Maldonado, 70 miles (114 km.).

Northern Railway of Montevideo.—Montevideo to Barra Santa Lucia, 14 miles (23 km.).

Midland Uruguay Railroad.—Rio Negro to Paysandu and Salto, 198 miles (318 km.); Algorta to Fray Bentos, 85 miles (138 km.); Tres Arboles to Piedra Sola, 31 miles (51 km.).

Northwestern Uruguay Railroad.—Salto to Santa Rosa and Cuareim, 112 miles (181 km.).

Uruguay Northern Railway.—Isla de Cabellos to San Eugenio, 71 miles (114 km.).

Distances.—From Montevideo to: Canelones, 36 miles (57 km.); Cerro Largo, 310 miles (500 km.); Colonia del Sacramento, 153 miles (245 km.); Durazno, 127 miles (203 km.); Florida, 64 miles (103 km.); Fray Bentos, 244 miles (392 km.); Maldonado, 109 miles (175 km.); Minas, 78 miles (124 km.); Paysandu, 298 miles (479 km.); Rocha, 150 miles (240 km.); Salto, 366 miles (590 km.); San Eugenio, 508 miles (812 km.); San Fructuoso, 277 miles (446 km.); San Jose de Mayo, 60 miles (96 km.).

From Paysandu to: Fray Bentos, 62 miles (100 km.); Salto, 90 miles (144 km.).

All-Rail Route, Montevideo to Rio de Janeiro.—Trains leave Montevideo on Saturday at 18.35 o'clock, arrive at Sao Paulo on Thursday at 7.30 and Rio de Janeiro same day at 18.32. (Uruguay and Brazil use the 24-hour clock.)

Fares: Montevideo to Santa Anna, 14.34 Uruguayan pesos; Santa Anna to Marcellino Ramos, 29\$200 (Brazilian currency); Marcellino Ramos to Unaio do Victoria, 10\$300; Unaio do Victoria to Ponta Grossa, 12\$800; Ponta Grossa to Itarare, 19\$700; Itarare to Sao Paulo, 25\$100; Sao Paulo to Rio de Janeiro, 32\$100. The distance from Montevideo to Rio de Janeiro is 1,993 miles (3,215 km.).

ITINERARIES.

If the traveler uses Montevideo as a base, the outline suggested below will probably be the most satisfactory. The towns can, of course, be visited in a different order than the one given. By consulting the time tables it will be found that in a number of instances some towns, such as Fray Bentos, Paysandu, and Salto, can also be reached by river steamers. The route outlined is only for the purpose of suggestion.

From Montevideo, by Central Uruguay Railway, to Canelones, Florida, Durazno, Rivera, Minas, Colonia, Cerro Largo.

From Durazno, by Midland Railway, to Fray Bentos, Paysandu, and Salto.

From Montevideo, by East Coast Railway, to Rocha and Maldonado.

From Montevideo to Rio de Janeiro by railroad, via Rio Negro, Rivera, Santa Maria, Passo Fundo, Marcellino Ramos, Umulo de Victoria, Ponto Grossa, Itarare, and Sao Paulo.

Holidays.—The State religion is Roman Catholic, and many of the feast days of the church are scrupulously observed. The following paragraph gives the list of holidays officially recognized, on which days, also, business is suspended, except in the smaller towns:

January 1, New Year's Day; February 3, Battle of Monte Caseros; February 28, Proclamation of Independence; May 18, Battle of Las Piedras; May 25, Independence of Plate River Province; July 4, American Independence Day; July 14, Fall of the Bastille; July 18, Constitution Day; August 25, Independence of Uruguay; September 20, Italian Liberty Day; October 12, Columbus Day; December 25, Christmas Day. In addition to these, April 18, 19, and 20 are celebrated every four years (coincident with leap year), in memory of the Landing of Uruguayan Patriots.

CHIEF COMMERCIAL CENTERS.

CANELONES (OR GUADALUPE), capital of Department of Canelones; population, 10,000; 36 miles (57 km.) from Montevideo. Principal product, cereals. Industries: Flour mills and agriculture.

How Reached.—From Montevideo, by Central Uruguayan Railway.

Banks.—Sucursal (branch) del Banco de la Republica Oriental del Uruguay; Banco de Seguros del Estado (agency).

Note.—Because of its close proximity to Montevideo, the merchants here depend largely upon the importers of the capital, and the town is worked usually only by those who canvass closely.

CERRO LARGO (MELO), Department of Cerro Largo; population, 15,000; on an affluent of the Tacuary River; 310 miles (500 km.) from Montevideo. Principal products: Grain, wool, hides, coal, copper, lead, granite. Industry, cattle raising.

How Reached.—From Montevideo or Florida, by Central Uruguayan Railroad.

Banks.—Banco de Seguros del Estado; Banco de la Republica.

Hotels.—Español, Frances, Oriental, Gran Hotel Cheroni.

Note.—This place is of considerable importance owing to the rich agricultural district which surrounds it. The volume of business is fairly large. Its chief dependence is on the importers of Montevideo, and it is usually worked only by those who canvass small towns.

COLONIA DEL SACRAMENTO, capital of Department of Colonia; situated on a peninsula on Plata River, opposite Buenos Aires (15 miles distant), below island of Martin Garcia; 153 miles (245 km.) from Montevideo; population, 15,000. Principal products: Leather, wool, meat, meat extract, live stock. Lloyd's subagent, A. H. Coaker. Customhouse brokers; Manuel Caballero; Suarez y Cia.

How Reached.—From Montevideo, by Central Uruguay Railway; also by coastal steamers.

Bank.—Banco de la Republica.

Hotels.—Del Ruso, Esperanza, Garden, Brighton, Casino.

Note.—This place is located in the center of a rich agricultural and cattle country; chiefly depends on the importers of Montevideo; canvassed usually only by those who work small towns.

DURAZNO, capital of Department of Durazno; population, 17,000; on the south bank of the Yi River; 127 miles (203 km.) from Montevideo. Products, chiefly agricultural. Industries: Soap and candle factories.

How Reached.—From Montevideo, by Central Uruguay Railway, 5-hour journey.

Hotels.—Bula, Ferrocarril, De la Hermosa, Iberico, Oriental, Naciones, Continental, Comercio.

Banks.—Banco de la Republica; Banco de Seguros del Estado (G. R. Nogueira, agent).

Note.—Durazno is canvassed usually by those who work the small towns. Considerable volume of business is done with Montevideo. This is an important distributing center for the surrounding country.

FLORIDA, capital of Department of Florida; population, 10,000; on junction of Pintado and Santa Lucia Chico Rivers; 64 miles (103 km.) from Montevideo. Principal product, cereals. Industry, cattle raising.

How Reached.—From Montevideo, by Central Uruguayan Railway, 3 hours; from Durazno, by Central Uruguayan Railway, 2 hours.

Bank.—Banco de la Republica.

Hotels.—Pastorizo, Fernandez, Anchustequi.

Note.—Florida is chiefly dependent on the grain trade. The wealth of the surrounding country is great. Merchants usually make their purchases in Montevideo, which is not far distant. Canvassed as a rule only by those who work very closely.

FRAY BENTOS, capital of Department of Rio Negro; population, 12,000; situated on east bank of Uruguay River, about 50 miles (80 km.) above its mouth; 62 miles (100 km.) south of Paysandu and 244 miles (392 km.) from Montevideo. Principal products: Fruit, cereals, lumber. Industries: Manufacture of meat extracts and meat preserving. Lloyd's agent, Mariano Suarez.

How Reached.—From Montevideo, by Central Uruguay Railway; from Buenos Aires, by Mihanovich Line steamers; from Mercedes, by autobus.

Bank.—Banco de la Republica.

Note.—This place is famous for the large plant of Liebig's Extract of Meat Co. It is easily accessible from Montevideo. Some direct importing is done, but in the main the business is with Montevideo.

WALDONADO, capital of Department of Maldonado; population, 4,000; situated at the mouth of the River Plate; 109 miles (175 km.) east of Montevideo. Principal products: Copper, limestone, corn, wheat, wine, hides, meats, leather, butter, and cheese. Lloyd's agent, H. W. Burnett.

How Reached.—From Montevideo, by Central and East Coast railways; 5½-hour journey; fare, \$5.30; also by steamers. Auto service to near-by towns.

Bank.—Banco de la Republica.

Note.—This is the port for the mining district of Minas; not important from a commercial standpoint; dependent chiefly upon

Montevideo; not visited, as a rule, by foreign salesmen, except those who canvass closely.

MERCEDES, Department of Soriano; population, 25,000; on Rio Negro (south bank), 30 miles (48 km.) above its confluence with the Uruguay River; 198 miles (320 km.) from Montevideo. Principal products: Cattle and wool.

How Reached.—From Montevideo by Central Uruguayan Railway, western extension; fare, \$8.80. Auto service to Dolores and Tray Bentos.

Hotels.—Comercio, Franco-Español, Paris, Universal, Navarro.

Note.—This place is a well-known health resort. An important trade in cattle and wool is carried on.

MINAS, capital of Department of Minas; population, 15,000; 78 miles (124 km.) from Montevideo. Principal products: Gold, silver, lead, antimony, marble, and granite.

How Reached.—From Montevideo, by Central Uruguayan Railway.

Banks.—Banco de la Republica; Banco Nacional (agency).

Hotels.—Garibaldi, Oriental.

Note.—This is the center of a very rich district, which possesses great mineral wealth, but very little exploited. Business is usually done with Montevideo. As a rule, Minas is canvassed only by those who work closely.

MONTEVIDEO, capital of the Republic; population, about 400,000; on left bank of Plata River; steamers lie alongside wharf; climate, temperate; 125 miles (200 km.) east of Buenos Aires, Argentina; 298 miles (479 km.) from Paysandu. Principal products: Live stock, hides, and skins. Industries: Flour mills, tanneries, cigar, cigarette, soap, and candle factories. American minister, consul, and vice consul. Lloyd's agent, Edward Cooper & Son. Electric cars to all parts of city. Cabs, \$1 per hour; motors, \$4 per hour.

How Reached.—From Buenos Aires, Argentina, by Mihanovitch Line; nightly service. From Salto and Paysandu, by railroad or steamers. Through train service between Montevideo and Sao Paulo, Brazil; trains leave Montevideo on Saturdays and Sao Paulo on Wednesdays; fare, \$47, plus \$14 for lower berth.

Hotels.—Gran Hotel Lanata, Sarandi 325; Colon, corner Rincon and B. Mitre; Alhambra; Oriental, Solis 1536; Palacio, Calle Colon 17; Park; Globo, Colon 1579; Pirimides, Sarandi 548; Florida, Florida 1440; Morini, Soriano 882; Español, Sarandi 399; Campiotti; Barcelona, Ciudadela 1372; Splendid, Buenos Aires 698; Balcarrce, Sarandi 369; Central, 25 de Mayo 480; Novo; Comercio, Andes 1377; De Mayo, 25 de Mayo 521; Moretti, 25 de Agosto 350; Grand, Sarandi 594.

Suburban Hotels.—Parque, at Parque Urbano; Urbano, at Playa Ramiriz; Pocitos, at Pocitos.

Customhouse Brokers.—Pedro E. Cassarino, Misiones 1565; Rudolfo Favaro, Zabala 1536; Justo A. Iglesias, Piedras 597; Juan M. Merlo, Misiones 1577; Passano Hermanos, Misiones 1635; Alberto M. Pittaluga, Piedras 415.

Banks.—Banco Anglo Sudamericano (Ltd.), Zabala 1480; Banco Británico de la America del Sur, Zabala 1480; Banco Bresilienne Italo Belge, Zabala 1412; Caja Nacional de Ahorros y Descuentos, Colonia 751; Banco Comercial, Cearitos 394; Banco Credito Terri-

torial del Uruguay, Treinta y Tres 1426; Banco Español del Rio de la Plata, 25 de Mayo 401; Banco Frances (Supernielle y Cia.), 25 de Mayo 427; Banco Hipotecario del Uruguay, Cerrito 428; Banco Londres y Brasil, Zabala 1477; Banco Londres y Rio de la Plata, Cerrito 418; Banco la Caja Obrera, Treinta y Tres 1432; Banco Mercantil del Rio de la Plata, Zabala 1432; Banco Popular del Uruguay, 25 de Mayo 402; Banco Seguros del Estado, Misiones 1371; Banco Territorial del Uruguay, Zabala 1372; National City Bank of New York, Zabala 1451; Banco Italiano de Uruguay, Cerrito 428; Banco de Credito, Cerrito 425; Banco de Cobranza Liquidaciones, Sarandi 402; Banco de Prestamos Inmobiliarios, 25 de Mayo 411; Royal Bank of Canada.

Notes.—This is the chief business city of Uruguay; generally visited from Buenos Aires, which is easily accessible. Agency may be established here if it is found desirable to divide the territory of Uruguay and the Plata River district of Argentina. There are importers of practically all kinds of goods. Salesmen should arrange to spend some time here.

A line of steamers operates between Montevideo and Puerto Suarez, Bolivia, via the Paraguay, Parana, and Plata Rivers; distance, 1,500 miles (2,410 km.).

PAYSANDU, Department of Paysandu; population, 26,000; situated on east bank of Uruguay River, 90 miles (144 km.) from Salto, 298 miles (479 km.) from Montevideo (by rail). Principal products: Cattle, maize, wheat, alfalfa. Industries: Preserved meats. Lloyd's agent, Majo & Bozzo.

How Reached.—From Salto, by Midland Railway, 3½ hours; from Montevideo, by railroad, fare \$15; also by Mihanovitch Line; from Buenos Aires, Argentina, by Mihanovitch Line.

Hotels.—Concordia, Splendid, Paris, Central, Bayonne, Del Vapor.

Banks.—Banco de la Republica; Banco Italiano del Uruguay; Banco de Seguros del Estado (Julio E. Riero, agent); Banco de Londres y Rio de la Plata.

Note.—This is a very important commercial center, worthy of a visit. A great business is carried on in agricultural products. There is some direct importing, but the majority of dealers depend upon the houses of Montevideo.

ROCHA, capital of Department of Rocha; population, 12,000; 9 miles (14 km.) from Lake Rocha; 150 miles (240 km.) from Montevideo, and 12 miles (19 km.) from La Paloma. Principal products: Agricultural produce and cattle.

How Reached.—From Montevideo, by East Coast Railway.

Bank.—Banco de la Republica.

Hotels.—Uruguayo, Roma.

Note.—Rocha is not generally visited by foreign salesmen. Merchants here are mostly supplied by importers of Montevideo.

SALTO, Department of Salto; population, 30,000; a port on eastern bank of Uruguay River, 12 miles (19 km.) below rapids, which mark the limit for steam navigation; 366 miles (590 km.) from Montevideo by land, 90 miles (144 km.) from Paysandu, and 221 miles (356 km.) from Buenos Aires by water. Principal products: Oranges, agricultural produce, etc. Industries: Cattle raising, wine, abattoirs. Customhouse brokers, Fonca & Prere.

How Reached.—From Montevideo, by Midland Railway to Paso de los Toros, thence Central Railway (17 hours); fare, \$18.60; also by water via Mihanovitch Line. From Buenos Aires, by Mihanovitch Line. From Paysandu, by Mihanovitch Line; also by railroad. Auto service to near-by towns.

Banks.—Banco de la Republica; Banco de Londres and Rio de la Plata.

Hotels.—Comercio, Uruguay, Concordia, Oriental, Americano, Salto, De los Amigos.

Note.—A considerable volume of trade is transacted with the surrounding country, including Brazil. There is some direct importing, but the merchants chiefly depend upon the dealers of Montevideo. Salto has intimate relations with the Argentine city of Concordia, across the river; it is well worth a visit.

SAN EUGENIO, capital of Department of Artigas; population, 9,000; situated on west bank of Cuareim River; 508 miles (812 km.) from Montevideo and 110 miles (176 km.) from Salto. Principal product, agricultural produce. Customhouse agents: Victor Madrazo, Domingo Ornetti.

How Reached.—From Montevideo, by Northern Uruguayan Railway.

Bank.—Banco de la Republica.

Note.—This is one of the smaller towns, but a busy commercial place; rather a large trade with Brazil; not generally canvassed by foreign salesmen because of its distance from Montevideo; might pay to work in certain lines.

SAN FRUCTUOSO, capital of Department of Tacuarembó; population, 9,000; situated on right bank of Tacuarembó River; 277 miles (446 km.) from Montevideo and 72 miles (115 km.) from Brazilian boundary. Principal products: Tobacco, lumber, white marble, rock crystal. Industry: Cattle raising. Considerable trading in wool, hides, and skins.

How Reached.—From Montevideo, by Central Railway of Uruguay.

Hotel.—Domingo Campa.

Bank.—Banco de la Republica.

Note.—San Francisco does a fair volume of business, there being considerable wealth in the surrounding territory; it is generally dependent upon the importers of Montevideo; usually canvassed only by those who "make" the smaller towns.

SAN JOSE DE MAYO, capital of Department of San Jose; population, 13,000; on San Jose River, 60 miles (96 km.) from Montevideo. Principal product, wool.

How Reached.—From Montevideo, by Central Railway.

Principal Hotel.—Londres.

Bank.—Banco de la Republica.

Note.—This is an important and growing town with some direct importing, but merchants are chiefly supplied by the dealers of Montevideo; as a rule, canvassed only by those who visit the smaller places.

TOWNS OF LESS IMPORTANCE.

Aguas Bueas, Department of Durazno; population, 5,000; 186 miles (300 km.) from Montevideo and 62 miles (100 km.) from Durazno. Nearest railway station is Molles, on Central Railway. Carreteras to Durazno, Polanco, Sarandi del Yi, and Carmen.

Bellaco, Department of Rio Negro; population, 2,000; 310 miles (500 km.) from Montevideo and 43 miles (70 km.) from Fray Bentos. Railway from Algorta to Fray Bentos. Carreteras to Cuchilla, Haedo, and Paysandu. Products: Linseed, wheat, corn, and cattle.

Carmelo (Las Vacas), Department of Colonia; population, 9,350; on east bank of Uruguay River; 56 miles (90 km.) from Montevideo and 61 miles (100 km.) from Colonia del Sacramento. Products: Cereals, vegetables, and cattle. Industry, stone quarries. Reached from Montevideo by Mihanovich Line. Hotels: Amorena, Rattaro.

Dolores (Salvador), Department of Soriano; population, 7,900; port on the San Salvador, 19 miles (30 km.) from point where it empties into Uruguay River; 31 miles (50 km.) from Mercedes, 245 miles (395 km.) from Montevideo, and 3½ miles (6 km.) from General Fernandez (nearest railroad station). Products: Cereals, gold, silver, copper, coal, mercury.

Nueva Palmira, Department of Colonia; population, 6,000; 60 miles (99 km.) from Colonia del Sacramento and 20 miles (32 km.) above mouth of Uruguay River, at its confluence with the Parana. Products: Cereals and cattle. Reached by Mihanovich Line of steamers.

Pando, Department of Canelones; population, 7,927; on La Plata River, 34 miles (55 km.) from Canelones (Guadalupe), and 22 miles (36 km.) from Montevideo; on Central Uruguay Railway.

Piedras, Department of Canelones; population, 8,100; 15 miles (25 km.) from Guadalupe (Canelones) and 12 miles (20 km.) from Montevideo; on Central Uruguay Railway. Ostrich feathers are produced here.

Rosario, Department of Colonia; population, 10,685; 31 miles (50 km.) from Colonia del Sacramento and 112 miles (180 km.) from Montevideo; on Central Uruguay Railway; branches from here to Colonia and to Sauce; active port with import and export trade. Industries: Paper mills, flour mills, distilleries. Hotel, Etcheverry.

Rivera, Department of Rivera; population, 10,000; 352 miles (567 km.) from Montevideo; opposite Santa Ana, on the frontier of Brazil. Products: Tobacco and cattle. Northern terminus of the Central Uruguay Railway. Hotels: Brasil, Central.

San Carlos, Department of Maldonado; population, 5,200; 9 miles (15 km.) from Maldonado and 102 miles (165 km.) from Montevideo. Bank, Banco de la Republica. Merchants depend chiefly upon the importers of Montevideo.

San Ramon, Department of Canelones; population, 5,955; on Santa Lucia River; 51 miles (82 km.) from Montevideo and 31 miles (50 km.) from Canelones (Guadalupe); on Central Uruguay Railway.

Santa Lucía (San Juan Bautista), Department of Canelones; population, 4,000; on Santa Lucía River; 8 miles (13 km.) from Canelones (Guadalupe) and 37 miles (59 km.) from Montevideo; on Central Uruguay Railway; flour mills; agricultural district.

Santa Rosa, Department of Artigas; population, 4,800; on left bank of Uruguay River; 15 miles (25 km.) from San Eugenio and 52 miles (84 km.) north of Salto. Products: Cereals, vegetables, grapes, oranges. On Northwestern Railway to Salto and to Uruguayana in Brazil.

Sauce, Department of Canelones; population, 7,200; on north bank of River Plate; 15 miles (25 km.) from Canelones and 23 miles (37 km.) from Montevideo; on Central Uruguay Railway. Products: Corn, wheat, and alfalfa. Industry: Flour mills.

Tacuarembó, Department of Tacuarembó; population, 9,215; on bank of Arroyo de Tacuarembó; 279 miles (449 km.) from Montevideo; on Central Uruguay Railway. Products: Timber, yerba maté, tobacco. Hotels: Central, Español, Internacional.

Treinta y Tres, capital of Department of Treinta y Tres; population, 7,709; on east bank of Arroyo del Yerbol; 192 miles (309 km.) from Montevideo; on Central Uruguay Railway. Products: Cattle, cereals, fruits.

Trinidad, Department of Flores; population, 10,000; 136 miles (220 km.) from Montevideo; diligencias to Durazno, San José, Mercedes, and Barra del Río Negro. Products: Cattle and wool. Active commerce. Bank, Banco de la República. Hotels: Comercio, Esperanza, Frances, Trinidad.

PARAGUAY.

Maps Nos. 22 and 25.

Location.—Southwest of Brazil and northeast of Argentina. Bounded on the north and east by Brazil, on the southeast, south, and west by Argentina, and on the northwest by Bolivia.

Area and Population.—Paraguay has an area estimated at 97,722 square miles. The population is probably in excess of 800,000 (about 8 per square mile). The estimate in 1917 was over 1,000,000.

Inhabitants.—The people are largely of Guarani (Indian), European, and Negro blood. The Guarani predominates and the European element is chiefly Spanish.

Physical Features.—Paraguay is one of the two inland countries of South America. It consists of a plain, surmounted by low mountain ranges lying to the eastward. There is a considerable amount of forest area. The extensive plain of the Gran Chaco in the western section affords excellent pasturage for cattle, and the mountain slopes are covered with forests. The Paraguay River divides the country into two sections, the eastern of which is the more important.

Climate.—The climate is hot, but in the main healthful. The lower two-thirds of the Republic is within the Temperate Zone, and the upper one-third within the Tropics. Atmospheric conditions are modified by the numerous rivers and by several mountain chains. There are refreshing breezes from the south. The mean summer temperature is 81° F.; winter, 63° F.

Seasons.—There is no special rainy season, although during August, September, and October the rains are heaviest, and most frequent. Roughly, the seasons are as follows: Summer, October to March; winter, April to September.

Rivers and Lakes.—Paraguay lies between the Paraguay and Parana Rivers, which connect at Curupaiti, in the extreme southern end of the Republic, and together with the Uruguay River form the great estuary of the Plata, one of the largest bodies of water in the world. The Parana River has a total length of 2,043 miles (3,288 km.) from its source in the Goyaz Mountains, Brazil, to its junction with the Paraguay. It is navigable as far as the city of Corrientes, a distance of 676 miles (1,090 km.), by vessels of 12-foot draft. From that point to the Guayra Falls, about 676 miles (1,090 km.), it is navigable for small vessels. The Paraguay is the most important river of the Republic. It is navigable by vessels of 12-foot draft as far as the cities of Asuncion and Villa Concepcion, and beyond that for smaller vessels for its entire length of 1,800 miles (2,896 km.). Corumba, Brazil, and Puerto Suarez, Bolivia, are reached by this route. Other rivers, navigable for short distances, are the Pilcomayo, Jejuy, and Tebicuary, all affluents of the Paraguay River.

The principal lakes are Ipoa and Ipacaray. The former is over 100 square miles (259 sq. km.) in area. Both are navigable for small craft.

Pastoral Products.—The country is well adapted, through its great extent of grazing land, to the raising of cattle. Meat packing and allied industries have developed considerably. There are millions of cattle, sheep, horses, mules, etc.

Agricultural Wealth.—Tobacco growing is becoming more important; orange groves are also adding to the wealth. Coffee, rice, cotton, and sugar are cultivated.

Forest Wealth.—The most important product is "yerba mate," or Paraguay tea, which comes from the virgin forests, and of which many million pounds are annually produced. Quebracho wood and other timbers are shipped.

Manufacturing Industries.—There are not many large factories in Paraguay, but numerous plants are devoted to the manufacture of small local needs. These include tanneries, breweries, etc.

Mineral Wealth.—This has but slightly developed, and the production is as yet unimportant.

Language.—Spanish.

Currency.—The unit of value is the gold peso, based on the Argentine peso, valued at \$0.965 United States gold. The currency is depreciated paper whose conversion rate fluctuates widely. In November, 1919, the Paraguayan paper peso was worth about \$0.05 United States currency. Argentine gold and silver coins are recognized as legal currency in Paraguay. The gold unit is generally so stated and is employed in reports of financial transactions, while the paper peso is the commercial currency.

Weights and Measures.—The metric system prevails.

Postage.—First-class rate from the United States is 5 cents for the first ounce, and 3 cents for each additional ounce or fractional part thereof.

TRAVEL ROUTES.

Paraguay has no ocean port. The chief means of communication are the Parana and Paraguay Rivers. Asuncion, the capital, is now accessible by rail from Buenos Aires, Argentina. Following are the chief routes.

FROM BUENOS AIRES BY RAIL.

Train leaves Lacroze (F. C. C. B. A.) on Thursdays and Saturdays, arriving at Asuncion Saturdays and Mondays; returns on Tuesdays and Thursdays, reaching Lacroze station, Buenos Aires, on Tuesdays and Saturdays. Time, one way, 58 hours; rail distance, 938 miles (1,514 km.). Fare, 71.25 Argentine pesos; round trip, 106.75 Argentine pesos. Sleeper berth, one way, 14.25 Argentine pesos; baggage allowance, 110 pounds (50 kilos). [The value of the Argentine paper peso is approximately \$0.42.]

FROM BUENOS AIRES BY STEAMER.

Compañía Argentina de Navegacion (Mihanovich Line).—Steamers leave Buenos Aires for Asuncion on Sundays and Wednesdays at 10 a. m. and on Saturdays at 11 a. m.; leave Asuncion for Buenos Aires Sundays at 7 a. m., Wednesdays at 8 a. m., and Fridays 11 a. m. Fare, to Asuncion, 102.50 Argentine pesos; to Buenos Aires from Asuncion, 80 Argentine pesos; round trip, 164.25 Argentine

pesos. Baggage allowance, 50 kilos* (110 pounds); excess baggage rate, 24 Argentine pesos per ton. Stops are made en route at Rosario, Diamante, Parana, Santa Elena, La Paz, Esquina, Mal Abrigo, Goya, Lavalle, Bella Vista, Pracuacito, Emperado, Marraueras, Corrientes, Las Palmas, Humaita, Bermejo, Pilar, Formosa, Villa Oliva, Colonia, Dalmacia Villeta Colonia Bouvier, and Pileo-mayo.

Upper Paraguay River Line.—Steamer leaves Buenos Aires on the 15th of each month for Rosario, Parana, Santa Elena, La Paz, Esquina, Goya, Bella Vista, Corrientes, Formosa, Humaita, Pilar, Asuncion, Concepcion, Porto Murtinho, Forte Coimbra, Corumba, and Cuyaba.

Corrientes-Rosadas Line.—Leave Corrientes Sundays and Thursdays at 7 a. m., returning from Posadas Sundays and Wednesdays at 7 a. m.

Alto Parana Line.—From Buenos Aires to Ita-Ibate, Ituzaingo, Villa Encarnacion, and Posadas. Fare from Buenos Aires to Posadas, one way, 87.50 Argentine pesos; round trip, 135 Argentine pesos.

Buenos Aires to Corumba, Brazil.—Departures from Buenos Aires on Sundays and Wednesdays, with transshipment at Asuncion to steamers *Asuncion* and *Corumba*, which leave Asuncion every Thursday. Stops are made at intermediate ports, including Concepcion, Guarany, etc.

CANVASSING THE REPUBLIC.

SALESMEN'S SAMPLES.—Samples without commercial value may be brought into Paraguay duty free. "Without commercial value" is interpreted to mean samples which can not be sold or used; for instance, a single sock or shoe, a hat which has a hole punched in it or is in some other way rendered useless or unsalable, or pieces of cloth too small to be salable.

Bond.—Samples which have value may be imported upon payment of the duty specified in the customs tariff on the classification represented by the sample. This amount of duty will be refunded upon the reexportation of the samples. Instead of making cash payment, bond can sometimes be arranged.

Charges.—There are certain charges which are not refunded. These include wharfage and lighterage charges (\$2.90 per 100 kilos or \$1.32 per 100 pounds), statistical charge (one-twentieth of 1 per cent of value of goods imported), and a small sum for stamped paper in connection with the clearance of the goods through the customhouse. These charges are levied on all goods entering Paraguay.

Reexportation.—The time limit for reexportation of samples is two months. A reasonable extension may be obtained if the traveler is unavoidably detained, and if he makes the request for extension several days before the expiration of the two-month period. Application for refund in case of reexportation should be made several days before departure is contemplated.

Refund of Duties.—If the traveler finds it necessary to dispose of a part of his samples, he may obtain a refund of the duties paid on that portion not reexported. However, in order to do this, the reexportation of the samples must be made through the port of entry. This is preferable in any case, because the procedure necessary to

obtain refund if samples are reexported through another port is very tedious.

Time Required for Clearance.—From two days to a week is required for clearance of samples through the customhouse. A good customs broker may be able to clear the average lot of samples carried by a commercial traveler in two or three days. If samples have no value there is no delay.

Duties on Advertising Matter.—No duty is collected in Paraguay on bona fide advertising matter, such as printed circulars, cards, pamphlets, calendars, catalogues, when carried by commercial travelers.

Best Visiting Time.—The most desirable time from the standpoint of comfort is May to October. During that period the heat is not as intense as during the rest of the year. Visits to Paraguay, however, must conform to the conditions which govern each line of business.

Commercial Travelers' Tax.—There is no national license, but a commercial traveler who represents a foreign firm must have a municipal license, which is obtained upon application to the intendente municipal (mayor). Application must be made on a sheet of stamped paper with a value of 2 pesos (approximately \$0.08, United States currency), and must be accompanied by another sheet of stamped paper of the same value. These licenses are issued for a term of six months, the semesters beginning January 1 and July 1. A discount is allowed for the months which have already passed, when a license is secured in the middle of a semester. These licenses are valid only in the municipalities in which they are issued. A special license is required for each municipality in which the traveler transacts business.

The following are the fees per semester in the five principal municipalities of Paraguay: Asuncion, 1,200 pesos; Concepcion, 1,200 pesos; Villa Encarnacion, 300 pesos; Pilar, 200 pesos; Villa Rica, 800 pesos. In Asuncion, in addition to the license, a municipal tax of 360 pesos per annum is levied on all commercial travelers taking out licenses, this tax being assigned to public lighting, street cleaning, etc. In the municipality of Villa Rica a license may be taken out for as short a time as one month.

These licenses are the same for all lines of goods. A commercial traveler may represent as many firms as he desires and may do business with any firms he wishes, provided always that they are located in the municipality from which he has a license.

Avoiding License.—Very few commercial travelers representing foreign firms obtain licenses. Most frequently the traveler makes an arrangement with any firm licensed as an importer to act as agent during his stay. For this he pays a small fee or a percentage of the sales. If the traveler represents a firm which already has a local agent licensed as an importer, this agent either accompanies the commercial traveler or sends an employee to do so, the local agent making the sales.

Special Documents.—In Paraguay, as in other Latin-American countries, if the salesman is required to collect money, a power of attorney is necessary; and this is also required for any other special settlements requiring the exercise of authority from the firm represented. In Paraguay the power of attorney should have the

signatures legalized by a consul of the Republic of Paraguay in the United States. For use in Paraguay the document should be presented to the Ministerio de Relaciones Exteriores (Minister of Foreign Affairs) for registration. This registration costs 5 pesos.

Business Conditions.—Up to the present time much of the business of Paraguay has been done through the importers of Buenos Aires. However, there are numerous houses in Asuncion, and some in the smaller towns, who are well able to import direct. Dealers generally expect to buy on credit against drafts of 60 to 90 days' sight. Business hours are from 7 to 11 a. m. and 2 to 6 p. m. Banking hours are 8 to 11 a. m. and 2 to 4.40 p. m.

Railroad Guide.—The Expreso Villalonga, having its main office in Buenos Aires and branch offices in Montevideo and Asuncion, can render the traveler much assistance. It publishes a monthly railroad guide and time-table.

Hotels.—The hotels in the larger places, such as Asuncion, Villa Encarnacion, and Villa Rica, charge \$3 to \$5 per day (American plan). The second-class hotels charge somewhat less. In the smaller towns the cost ranges from \$2 to \$3 per day, and the accommodations, necessarily, are inferior. In Asuncion the European plan may be obtained in some hotels. There are a number of excellent restaurants.

Agencies.—The most important city of Paraguay is Asuncion, the capital, with 90,000 inhabitants. The important wholesale houses are all located here, although there are some direct importers in Villa Rica, Concepcion, and Villa Encarnacion. If a special agency for Paraguay is desired, it should be established in Asuncion. Certain merchants find it preferable to locate their agencies in Buenos Aires, Argentina, and canvass Uruguay, as well as Paraguay, from that point. As a general rule, this can not be recommended for maximum results.

RAILWAYS.—The chief method of transportation in Paraguay is by steamer. The country roads, as a rule, are suitable only for ox-carts, and travel over them is very difficult and costly. There is one important railway line, the Paraguay Central, which extends from Asuncion to Villa Encarnacion, a distance of some 230 miles. The total mileage in Paraguay is about 290. A train ferry operates between Villa Encarnacion and the Argentine town of Posadas, from which point trains run direct to Buenos Aires.

Baggage.—No special rates are allowed for baggage of foreign commercial travelers. If the traveler arranges to represent a Paraguayan firm, he may secure a reduction of 50 per cent from the usual rates.

ITINERARY.—The majority of travelers find it convenient to use Buenos Aires as a base. The trip to Asuncion is made by the Argentine Northeast Railway and Paraguay Central Railway, or by the steamships of the Compañia Argentina de Navegacion (Mihanovich Linc). The traveler may come by rail and return by steamer, or vice versa.

By steamers via the Parana and Paraguay Rivers, the principal towns in the order of departure from Buenos Aires are as follows: Rosario, Parana, and Corrientes, Argentina; Pilar, Paraguay; Formosa, Argentina; Asuncion and Concepcion, Paraguay.

By railroad from Buenos Aires the traveler can make the following principal towns: Concordia and Posadas, Argentina; Villa Encarnacion, Villa Rica, and Asuncion, Paraguay.

Holidays.—The State religion being Roman Catholic, many of the feast days of the Church are scrupulously observed. Generally speaking, business is suspended on the holidays officially recognized. The following legal holidays are observed, in addition to the church feast days:

January 1, New Year's Day; February 3, San Blas Day; May 14 and 15, Independence Days; October 12, Columbus Day; November 25, Adoption of Constitution; December 25, Christmas Day. August 15 is also celebrated at Asuncion as the date of the founding of the city in 1536.

COMMERCIAL CENTERS.

ASUNCION, capital of the Republic; population, 90,000; on east bank of Paraguay River, 132 miles (212 km.) from Concepcion, 93 miles (149 km.) from Villa Rica, 935 miles (1,514 km.) from Buenos Aires, Argentina (by railroad); and 1,200 miles (1,932 km.) from the ocean. Temperature averages 72° F. Industries: Sugar refineries, cotton and woolen mills, tanneries, distilleries, American minister and consul. Lloyd's agent, Walter R. Haywood. Customhouse brokers: Delpino y Cia.; Ugarriza & Sernedei; Fressura & Compos.

How Reached.—From Villa Rica or Villa Encarnacion, by Paraguay Central Railway; from Buenos Aires, by Paraguay Central Railway or the Mihanovich Line of river steamers.

Banks.—Banco Agricola del Paraguay, Villa Rica 185-191; Banco Constructor del Paraguay, Alberdi 217; Banco de España y Paraguay, Alberdi and Villa Rica; Banco Mercantil del Paraguay, Estrella 101; Banco de la Republica, Palma 249.

Hotels.—Cosmos, Hispano-Americano, Italia, Roma, St. Pierre, Gran Hotel del Paraguay, Palermo.

Note.—Asuncion is easily accessible from Buenos Aires, and should be visited more frequently by foreign salesmen than it has been in the past. Numerous important wholesale and retail firms are located here who can make direct importation. In the past it has depended largely on Buenos Aires, but many firms seek direct connections. This is the logical place to establish an agency for Paraguay.

CONCEPCION, Department of Concepcion; population, 25,000; situated on east bank of Paraguay River, 132 miles (212 km.) from Asuncion. Principal products: Agricultural produce. Industries: Cattle raising and yerba maté growing. Lloyd's agent, T. Herrero. Customhouse brokers: Peluffo & Otano; Amelia Troche y Cia.

How Reached.—From Asuncion, by steamers; from Villa Rica, by rail to Asuncion, thence by steamer to Concepcion; from Corumba, weekly steamer service.

Banks.—Banco Mercantil del Paraguay; Banco Industrial.

Hotels.—Central, Frances, San Martin, Victoria, Aurora.

Note.—The merchants of this place are largely dependent upon the importers of Asuncion and Buenos Aires. Concepcion is easily accessible, has a growing trade, and there are several important houses; may be visited to advantage. This is a port of entry.

PILAR, port on the Paraguay River, opposite mouth of Bermejo River; population, about 8,000; 165 miles (267 km.) from Asuncion. Principal products: Hides, timber, tobacco, oranges, yerba maté. Customhouse broker, Prospero Azzarini.

How Reached.—From Asuncion or Buenos Aires, by steamer or Paraguay Central Railway.

Hotel.—Paris.

Banks.—Banco Agricola; Banco Mercantil del Paraguay.

Note.—Pilar depends chiefly on the importers of Asuncion.

VILLA ENCARNACION, Department of Encarnacion; population, about 16,000; on Alto Parana River, opposite Argentine town of Posadas; 136 miles (220 km.) from Villa Rica and 230 miles (368 km.) from Asuncion. Principal products: Yerba maté, timber, tobacco, hides. Center of a rich agricultural and grazing district. Customhouse brokers: O. Divverti, E. Fernandez, E. Zavala.

How Reached.—From Asuncion or Villa Rica, by Paraguay Central Railway; from Buenos Aires via Posadas and Argentine Northeastern Railroad.

Banks.—Banco Mercantil; Banco de la Republica.

Hotels.—Engelsbourg, Palmas, Universal.

Note.—This is the terminus of the Paraguay Central Railway. A ferry connects with the Argentine Northeast Railroad at Posadas, whence railway communication with Buenos Aires is obtained. This place is easily reached. The dependence of its merchants heretofore has been on the importers of Buenos Aires and Asuncion, but there are some firms who are in a position to make direct importations.

VILLA RICA, Department of Guaira; population, 34,500; 93 miles (150 km.) from Asuncion and 136 miles (220 km.) from Villa Encarnacion. Principal products: Yerba maté, tobacco, corn, sugar cane, timber, hides, essences. Industries: Brick and tile work, saw-mills, distilleries.

How Reached.—From Asuncion or Villa Encarnacion, by Paraguay Central Railroad.

Banks.—Banco Agricola; Banco Mercantil del Paraguay.

Hotels.—Central, Español, Franco Suizo.

Note.—This town is second in importance to Asuncion; a considerable volume of business is done, both of a wholesale and retail nature. It is on the main railroad line from Buenos Aires, Argentina.

TOWNS OF LESS IMPORTANCE.

Achay, Department of Quindi; population, 13,000; on south bank of Canabe River; 51 miles (81 km.) from Asuncion and 45 miles (71 km.) from Villa Rica. Products: Tobacco, oranges, sugar cane.

Ajos; population, 14,000; 27 miles (45 km.) from Villa Rica and 93 miles (150 km.) from Asuncion. Industries: Cattle raising and agriculture.

Altos, Department of Caraguatay; population, 9,715; 23 miles (38 km.) from Asuncion, 9 miles (15 km.) from Aregua (nearest railway station), and 70 miles (112 km.) from Villa Rica. Products: Coffee, sugar, bananas, and grapes. Best reached by train from Kendall, thence steamer to San Bernardino, thence to Altos by coach or horseback.

Aregua, Department of Villeta; population, 7,620; 18 miles (28 km.) from Asuncion and 75 miles (120 km.) from Villa Rica.

Products: Tobacco, sugar, coffee. Industries: Woolen clothes, liquors, bricks, and tile. Connected with Asuncion and Villa Encarnacion by railway. Hotel, Aregua.

Barrero Grande, Department of Caraguatay; population, 10,050; 27 miles (45 km.) from Ipucaral (nearest railway station). Carreteras to Tobaty and to Piribebuy, Valenzuela, and Altos. Agricultural and cattle district.

Bella Vista, Department of Concepcion; population, 5,500; on Apa River. Products: Corn, rice, beans, tobacco, oranges, cattle, iron, manganese. Carretera to Concepcion. On Northern Paraguay Railway from Concepcion to Sanguina.

Caazapa, Department of Caazapa; population, 17,000; 131 miles (211 km.) from Asuncion by railroad. Agricultural and cattle district.

Caacupe, Department of Caraguatay; population, 7,680; 31 miles (50 km.) from Asuncion. Products: Cereals, fruits, timber, cattle. Reached by train to Ipucaral or Pirayu; thence by road. Hotel, Avenida, 14 de Mayo.

Caraguatay, Department of Caraguatay; population, 14,000; 68 miles (108 km.) from Asuncion and 44 miles (70 km.) from Tacuaral (nearest railroad station). Products: Oranges, sugar cane, cotton, coffee, tobacco, corn. Bank, Banco Agricola. Dealers here generally depend on the importers of Asuncion.

Horqueta, Department of Concepcion; population, 8,500; 36 miles (57 km.) from Concepcion. Products: Cattle and yerba maté.

Humaita, Department of Pilar; population, 6,820; on east bank of Paraguay River; steamer communication with Asuncion, Buenos Aires, and Montevideo. Carreteras to Pilar and Itapiru. Products: Cattle, sugar cane, coffee, tobacco, fruits, woods. Bank, Banco Hipotecario. Customhouse brokers, Acosta & Co.

Ita, Department of Villata; population, 14,250; 31 miles (50 km.) from Asuncion, 55 miles (88 km.) northwest of Villa Rica. Products: Alfalfa, rice, corn, sugar, vegetables, cattle. Industry: Pottery making. Hotel, Progreso.

Itagua, population, 10,000; 2½ miles (4 km.) from Potino-cue (railway station). Famous for production of nanduti lace.

Paraguari, capital Department of Paraguari; population, 11,328; 45 miles (72 km.) from Asuncion by rail, 48 miles (76 km.) from Villa Rica by rail; on Central Paraguay Railway, which branches here to Carapegua. Products: Tobacco, cotton, cattle. Industries: Potteries, distilleries, and tanneries. Hotel, Abadie. Important distributing center; chiefly depends on the houses located in Asuncion. Banks: Banco Mercantil del Paraguay; Banco Constructor del Paraguay (agency).

Pirayu, population, 10,000; 34 miles (55 km.) from Asuncion, on the Paraguay Central Railway. Products, agricultural. Industries: Nanduti lace and hammock making.

Piribebuy, Department of Caraguatay; population, 12,000; northwest of Paraguari; 44 miles (72 km.) from Asuncion and 21 miles (35 km.) from Caraguatay. Products: Rice, tobacco, beans, corn, cattle. Industry, blanket weaving. Good carreteras. Hotels: Giu, Spain.

Quindy, capital of Department of Quindi; population, 12,250; 77 miles (125 km.) from Asuncion. Agricultural products and cattle.

San Bernardino, located on Lake Ipacarai; a pleasure resort, easily reached from Asuncion by railroad, 2 hours' journey.

San Jose, Department of Caraguatay; population, 9,120; 84 miles (137 km.) from Asuncion and 22 miles (37 km.) from Caballero (nearest railroad station). Products: Tobacco, sugar, corn, cotton. On carretera to Piribebuy and Valenzuela.

San Juan Bautista, Department of San Ignacio; population, 8,500; 82 miles (134 km.) from Asuncion; on carretera from Paraguari to Ayolas. Products: Cattle, gold, and silver.

San Estanislao, Department of San Pedro; population, 13,600; 193 miles (312 km.) from Asuncion and 61 miles (99 km.) from Rosario. Products: Corn, sugar, coffee, rice, tobacco, woods. Carretera to Villa Rica, via Ihu, and to San Jose and Piribebuy, via La Union and Ajos.

Santiago, Department of San Ignacio; population, 7,300; 190 miles (305 km.) from Asuncion, 97 miles (155 km.) from Villa Rica. Reached from Asuncion by railway to Carapegua, thence carretera via Caapucu and Villa Florida. Agricultural and cattle district.

Valenzuela, Department of Caraguatay; population, 7,140; 66 miles (105 km.) southeast of Asuncion and 25 miles (40 km.) northwest of Villa Rica; on carretera from Piribebuy to San Jose and Ajos. Agricultural and cattle district.

Villa San Pedro, Department of San Pedro; population, 15,000; on Jejuy River, affluent of Paraguay River; reached via Puerto Antequera. Carreteras to Poroto, Lima, Rosario, and Concepcion. Products: Tobacco, rice, yerba maté, sugar, corn, and alfalfa.

BRAZIL.

Maps Nos. 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 22, 23, 25, and 27.

Location.—This Republic includes the central and eastern portions of South America, lying in longitudes which correspond to those of the mid-Atlantic. The Brazilian ports are as near to London as to New York, and considerably nearer to Spain, France, and Italy. This fact has an important bearing on European competition. Brazil is bounded on the north by Colombia, Venezuela, and the Guianas; on the northeast and east by the Atlantic Ocean; on the south by Uruguay, Argentina, and Paraguay; and on the west by Bolivia, Peru, and Colombia.

Inhabitants.—There is a very great admixture of blood, African and Indian perhaps predominating. Many of the people, however, are whites of European nationalities, the Portuguese, Italians, and Spaniards being most numerous.

Area and Population.—Brazil is the largest Republic of South America, and has an area greater than that of the United States exclusive of Alaska. Its coast line is over 4,000 miles in length. There are approximately 8 inhabitants to the square mile. The table which follows gives the estimated area and population of the various States, and also the population of the respective State capitals:

States.	Area.	Population.	Capital.	Population.
	<i>Sq. miles.</i>			
Alagoas.....	22,583	785,000	Maceio.....	70,000
Amazonas.....	732,430	387,000	Mannaos.....	82,000
Bahia.....	164,643	3,000,000	Bahia (Sao Salvador).....	350,000
Ceara.....	40,247	886,000	Fortaleza.....	75,000
Espirito Santo.....	17,312	297,000	Vietoria.....	21,000
Goyaz.....	288,536	280,000	Goyaz.....	16,000
Maranhao.....	177,561	562,000	Sao Luiz.....	60,000
Matto Grosso.....	532,633	142,000	Cuyaba.....	32,000
Minas Geraes.....	221,951	4,500,000	Bello Horizonte.....	50,000
Para.....	443,903	568,000	Para (Belem).....	280,000
Parahyba.....	28,854	520,000	Parahyba.....	235,000
Parana.....	85,451	406,000	Curitiba.....	70,000
Pernambuco.....	49,573	2,000,000	Pernambuco (Recife).....	250,000
Piahy.....	116,523	400,000	Therezina.....	55,000
Rio de Janeiro.....	26,634	968,000	Nietheroy.....	88,000
Rio Grande do Norte.....	22,195	279,000	Natal.....	30,000
Rio Grande do Sul.....	91,333	1,400,000	Porto Alegre.....	160,000
Santa Catharina.....	28,632	353,000	Florianopolis (Desterro).....	40,000
Sao Paulo.....	112,307	4,500,000	Sao Paulo.....	400,000
Sergipe.....	15,093	413,000	Aracaju.....	25,000
Federal District.....	538	1,500,000	Rio de Janeiro.....	1,500,000
Acre Territory.....	73,009	154,000	Rio Branco.....	5,000
Total.....	3,292,000	24,300,000	.....	.....

Geographical Divisions.—The various sections of Brazil differ from each other as widely as New England and southern California

Amazon River Section.—The Amazon is a tropical valley basin, over twice the size of the great Middle Western section of the United States. This valley is divided into the huge States of Amazonas, Para, Maranhao, and Piauhy, the two first named being two and three times as large, respectively, as the State of Texas. In this valley are over 30,000 miles of navigable waterways. Rubber is the chief commercial product of this section, which produces about 95 per cent of the rubber exported from Brazil.

Northeastern Section.—This includes the States of Ceara, Rio Grande do Norte, Parahyba, Pernambuco, Alagoas, Sergipe, and Bahia. This section may be likened to the States which comprise the cotton region of the South. It may also be compared to the West Indian and Central American sugar and banana-raising countries. It is as large as all the Atlantic seaboard States with Ohio added. Cotton, tobacco, sugar, cacao, and manioc are the chief products. About 96 per cent of the tobacco exported from Brazil is produced in this region and practically all of the sugar.

Rio de Janeiro Section.—This region has characteristics similar to those of Tennessee, Kentucky, and Virginia. It includes the States of Rio de Janeiro, Espirito Santo, Minas Geraes, Sao Paulo, Parana, Santa Catharina, Rio Grande do Sul, and the Federal District, and is as large as all our Atlantic States, plus Ohio and Illinois. The chief product of this section is coffee, over 60 per cent of the world's supply being produced here. Among the other agricultural products are corn, yerba maté, and tropical fruits. Cattle raising is an important industry. Nearly all of the paper mills of Brazil are located in this section.

Matto Grosso Section.—This includes Matto Grosso and Goyaz. The former alone is twice as large as Texas. This great hinterland of Brazil may be likened to the cattle-raising district of our Middle West, or to a similar region of Australia.

Climate.—The climate of Brazil is much diversified, due to the country's vast area and to numerous local influences. In the most heavily populated districts of the south, the climate is very agreeable. Although Brazil lies almost wholly within the Torrid Zone, a considerable area is modified by high table-lands and mountains, as well as by the country's extensive waterways.

Seasons.—In a general way these may be described as wet and dry. Winter, as in all Latin-American countries, is the wet season and summer the dry—that is, with but moderate rainfall. These seasons are just the reverse of those in the United States. In the far northern portion the rainy season lasts throughout the winter months, changing greatly as one proceeds southward. The precipitation is very heavy along the coast, but becomes lighter and lighter as one proceeds westward. In the upper Amazon region heavy rains occur from February to June, light rains from July to October. The dry season extends from January to February. The period of great flood is from March to June, when the rise is 45 feet. Another period of flood is November to December. In northern Brazil, in the region of Para, the temperature is always very high, while in the vicinity of Sao Paulo and Rio de Janeiro and in the extreme southern part of the Republic it is usually pleasant. During the height of the summer the heat is great.

Rivers.—The length of the Amazon River (3,850 miles) is three-fourths that of the Mississippi and Missouri Rivers combined; and it

is navigable for almost its entire extent. So far as width is concerned there is no comparison at all, one island in the mouth of the Amazon being in itself as large as the State of Massachusetts. The Atlantic Ocean is discolored by this vast stream for over 200 miles out.

The section drained by the Parana, Uruguay, and Paraguay Rivers, which all combine to form the Plata, covers the same amount of territory as is drained by the Mississippi, Missouri, and Ohio Rivers together.

Other important rivers are the Negro, Purus, Madeira, Parahyba, Juruá, Tapajós, Ningu, Tocantins, Yavari, Para, and Araguay. Many are navigable, with regular steamboat service. The total navigable length of rivers exceeds 27,000 miles.

Lakes.—The most important lakes are the Lagoa dos Patos and the Lagoa Mirim. These two lakes form a considerable body of navigable water. The former is an enlargement of the Jacuhy River, near its mouth in the Atlantic. It is about 140 miles long and 40 miles wide. At its northern end is the important city of Porto Alegre, and at the southern point is Rio Grande do Sul. Lagoa Mirim forms part of the boundary line with Uruguay.

Agricultural Wealth.—The chief crop of Brazil is coffee. Second in importance is rubber. The growing of coconuts for their oil has increased. Cacao is an exceedingly important product, and beans, cotton, rice, tobacco, sugar, and numerous other products are adding constantly to the wealth of the country.

Live-Stock Industry.—This is another important and rapidly developing resource. Numerous companies have been formed for raising cattle, operating packing houses, etc. The export of meats, both refrigerated and preserved, and of hides, wool, etc., is constantly growing.

Minerals.—Although Brazil is highly mineralized, the actual development has not yet been large. The diamond districts of Diamantina, however, have become very famous. Gold, manganese, and copper are all found. Manganese and monazite sand within the last two years have assumed particular importance. There are large deposits of iron ore.

Manufacturing.—Brazil is not primarily a manufacturing country, yet a great deal of industrial progress has been made. This is especially true of the textile industry, over 300 factories now being operated. There are also numerous flour mills, manufactories of explosives, breweries, etc. The supplying of local needs is an important function of numerous small factories, of which there are in the neighborhood of 11,500.

Language.—Portuguese is the official language. Brazilians are proud of their language and dislike the use of Spanish, either in conversation or printed matter.

Weights and Measures.—The metric system is official.

Clock Time.—Time in Brazil is measured by the 24-hour clock instead of by two divisions of 12 hours each.

Postage.—The rate on letters from the United States is 5 cents for the first ounce and 3 cents for each additional ounce or fraction thereof; on letters from Brazil to the United States, 200 reis per 15 grams (about 5 cents per one-half ounce). The domestic postal service has grown rapidly and is dependable.

Currency.—The milreis (1\$000) is the unit of value. The gold milreis (1,000 reis) is equivalent to \$0.546 in United States currency. While gold coins of 1, 5, 10, and 20 milreis are issued, they are seldom seen in circulation. Paper milreis is the ordinary currency of the country, having a nominal value of \$0.33, which fluctuates from time to time, the exchange rate being \$0.28 to the milreis on January 1, 1920. Silver milreis, and multiples and fractions thereof, are also in circulation. Minor coins of nickel and bronze are minted, the values of which correspond to the reis equivalent in paper currency. A conto is 1,000 milreis (written 1,000\$000).

To exchange American funds for Brazilian currency, application should be made to banks, express companies, etc. It is advisable to consult several banks in order to obtain the most favorable rate.

Wireless Telegraph.—Wireless stations are located at the following points: Abrolhos, Amaralina, Anhatomirim, Babylonia, Cruzeiro do Sul, Fernando de Noronha, Ilha das Cobras, Ilha do Governador, Ilha Raza, Junceao, Ladario, Lagoa, Manaos, Monte Serrat, Olinda, Para, Porto Velho, Rio Branco, Santarena, Sao Thome, Senna Madureira, Tarauaca. The rate for coastal messages not exceeding 10 words is \$1.80; each additional word, 12 cents; for messages to ships, 85 cents for 10 words; each additional word, 6 cents. For rates from ship to points in Brazil, application should be made to wireless operator.

Cable.—The rate per word for messages from the United States is 90 cents. Urgent messages, triple rate.

TRAVEL ROUTES.

LINES FROM NEW YORK.

Lamport & Holt Line.—Office, 42 Broadway (British steamers). Sailings from Pier 8, Brooklyn (Wall Street Ferry). Departures for Bahia, Rio de Janeiro, and Santos semimonthly. For other ports at irregular intervals, or by transshipment at most convenient port. Time to Bahia, 14 days; Rio de Janeiro, 18 days; Santos, 19 days. Fare to Rio de Janeiro, \$325.

Lloyd Brasileiro (Brazilian Steamship Line).—Office, 44 Whitehall Street. Sailings from Pier 5, Bush Terminal, Forty-third Street, Brooklyn. Departures about twice a month for Para, Fortaleza, Pernambuco, Bahia, and Rio de Janeiro. Departures for Parahyba, Natal, Cabedelo, and Maceio occasionally. Fare to Rio de Janeiro, \$360; distance, 4,805 nautical miles. Fare to Para, \$225; Fortaleza, \$300; Pernambuco, \$335; Bahia, \$350.

Booth Steamship Co.—Messrs. Booth & Co. (Inc.), 17 Battery Place, agents. Sailings from Pier 6, foot of Forty-third Street, Brooklyn. Regular sailings for Para, Manaos, and Pernambuco.

Prince Line.—Paul Gerhard & Co., 10 Bridge Street, agents. Sailings from Pier 4, Bush Terminal, Brooklyn. Before the war this line had regular sailings for Rio de Janeiro, Santos, Pernambuco, Bahia, and other Brazilian ports. Service temporarily suspended.

COASTWISE DISTANCES AND FARES.—From Rio de Janeiro to: Pernambuco, 1,120 nautical miles, \$67; Santos, 110 nautical miles, \$17; Bahia, 738 nautical miles, \$62. These fares are for steamers of Royal Mail Steam Packet Co. and Pacific Steam Navigation Co.

Fares of the Lamport & Holt Line from Rio de Janeiro are: To Santos, \$15; to Bahia, \$48.60; to Montevideo, Uruguay (1,100 nautical miles), \$48.60; to Buenos Aires, Argentina (1,210 nautical miles), \$48.60.

LOCAL STEAMSHIP SERVICE.

Below are given the principal steamship lines of Brazil and an outline of the service they render. Much of the transportation in this country is by waterway, both on interior streams and by coasting vessels. The accuracy of the statements can not be guaranteed, but the information is reasonably correct. The fares are quoted in paper milreis (nominal value, \$0.33), and are subject to change.

AMAZON RIVER STEAM NAVIGATION CO.—From Para: West to Manaus (100\$), calling at Obidos (75\$), Itacoatiara (94\$), etc.; southwest to Itaituba (93\$), calling at Santarem (63\$), Bohn (77\$), etc.; west to Maues (120\$), calling at Garupa (38\$), Barreirinha (108\$), etc.; west to Remate dos Maes, Peru, 1,713 miles (243\$), calling at Manacapuru (113\$), Coary (141\$), Tefé (157\$), Caicara (165\$), Fonte Boa (181\$), Tabatinga (230\$), etc.; southwest to Madeira River, 1,617 miles, calling at Silves (96\$), Borba (142\$), Vista Alegre (154\$), Manicore (181\$), Cimbra (222\$), Boa Hora (240\$), San Antonio (260\$); southwest to Purus River "Acre," 1,934 miles, calling at Manacapuru (113\$), confluence of Purus (125\$), Guajaratuba (163\$), Arima (199\$), Jaburu (218\$), confluence of Tapaua (226\$), Coratia (236\$), Cabotama (249\$), Axioma (255\$), Labrea (266\$), etc.; to Oyapok (239\$), north Para coastal line; to Sao Joao de Pirahas (40\$), south coast of Para.

From Manaus: To Castello (65\$), on Antazes River; northwest 423 miles (680 km.) to Santa Isabel (146\$), on Negro River; to Jatuarana, on Pajura River (190\$); to Cruzeiro do Sul (458\$), on Jurua River, 1,090 miles (1,755 km.), calling at Fortaleza (220\$), Sao Felipe (276\$), and Redempcao (385\$).

LLOYD BRASILEIRO.—All service originates at Rio de Janeiro, and the figures in parentheses give distances in miles from this point.

North Line.—Weekly departures on Fridays at 10 o'clock. Stops: Victoria (265), Bahia (740), Maceio (1,010), Pernambuco (1,130), Cabedelo (1,202), Natal (1,282), Fortaleza (1,552), Maranhao (1,962), Para (2,322), Santarem (2,839), Obidos (2,907), Itacoatiara (3,139), and Manaus (3,249).

Fares from Rio de Janeiro: Victoria, 59\$900; Bahia, 119\$; Maceio, 341\$; Pernambuco, 148\$; Cabedelo, 167\$; Natal, 191\$; Fortaleza, 236\$; Maranhao, 294\$; Para, 338\$; Santarem, 436\$; Obidos, 436\$; Itacoatiara, 473\$; Manaus, 473\$.

South Line.—Weekly departures on Thursdays. Stops: Santos (210), Paranagua (350), Antonina (392), Sao Francisco (469), Itajahy (529), Florianopolis (574), Rio Grande (934), and Montevideo (1,244). These steamers take on cargoes destined to ports in the State of Matto Grosso, for transshipment to Montevideo, in accordance with a mutual traffic arrangement existing between Lloyd Brasileiro and the Companhia Minas & Viacao of Matto Grosso.

Fares from Rio de Janeiro: Santos, 33\$300; Paranagua, 83\$900; Sao Francisco, 99\$500; Itajahy, 99\$; Florianopolis, 99\$; Rio Grande, 181\$; Pelotas, 189\$; Porto Alegre, 213\$; Montevideo, 225\$; Buenos Aires, 251\$.

Line of Laguna.—Stops: Dois Rios (65), Santos (216), Cananea (340), Iguape (375), Paranagua (465), Sao Francisco (530), Itajahy (590), Florianopolis (635), and Laguna (695).

Line of Parana.—Stops: Angra dos Reis (70), Paraty (95), Ubaituba (143), Caraguatatuba (173), Villa Bella (183), Sao Sebastiao (187), Santos (252), Cananea (377), Iguape (412), Paranagua (502), and Guaratuba (552).

Line of Sergipe.—Stops: Victoria (275), Caravellas (465), Ponta d'Areia (468), Ilheos (653), Bahia (768), Aracaju (933), Villa Nova (998), and Penedo (1,001).

Line of Caravellas.—Stops: Cabo Frio (75), Itapemirim (225), Piuma (233), Benevento (237), Guarapary (291), Victoria, Ponta d'Areia (478), and Caravellas (481).

Line of Amarracao.—Stops: Victoria, Bahia, Maceio, Pernambuco, Cabedello, Natal, Macao, Mossoro, Aracaty, Fortaleza, Camocim, and Amarracao.

American Line.—Stops from Rio de Janeiro northward: Bahia, Pernambuco, Para, Barbados, and New York. Stops from Rio de Janeiro southward: Santos, Montevideo, and Buenos Aires.

Return Trip and Baggage.—Return-trip tickets are allowed a discount of 10 per cent. All first-class passengers are allowed a baggage space of 300 cubic decimeters (10.6 cubic feet) free.

OTHER LOCAL SERVICE.—**Companhia de Navegacao de Maranhao.**—North, Maranhao to Para, calling at intermediate ports (70\$); Central, Maranhao to Sao Bento (10\$); south, Maranhao to Pernambuco (130\$), calling at Camocim (50\$), Fortaleza (70\$), Natal (110\$), Cabedello (120\$).

Companhia Nacional de Navegacao Costeira.—Departures from Rio de Janeiro: Saturday, to the south, calling at Santos (Sunday), Paranagua (Monday), Florianopolis (Tuesday), Rio Grande (Wednesday), Pelotas (Thursday), Porto Alegre (Friday); Wednesday, to the south, arriving at Porto Alegre Saturday, calling at Antonina, Sao Francisco, etc.; Thursday, to the north, for Pernambuco, calling at Victoria (Friday), Bahia (Sunday), Maceio (Monday), arriving at Pernambuco on Tuesday; also, departures three times per month to the north for Ilheos (3 days), Bahia (4 days), Aracaju (5 days).

Fares from Rio de Janeiro: Santos, 30\$000; Paranagua, 80\$; Sao Francisco, 92\$; Florianopolis, 92\$; Rio Grande, 170\$; Pelotas, 176\$; Porto Alegre, 200\$; Victoria, 55\$600; Ilheos, 86\$; Bahia, 110\$; Maceio, 130\$; Pernambuco, 137\$; Cabedello, 164\$; Natal, 177\$.

Companhia Pernambucana de Navegacao.—From Pernambuco: North to Maranhao (90\$), calling at Natal (19\$), Fortaleza (28\$), and other ports en route; south to Bahia (33\$), calling at Maceio (9\$), Penedo (20\$), and other ports en route; east to Rocca (35\$), calling at Fernando Noronha (20\$).

Companhia Comercio e Navegacao.—From Rio de Janeiro to Manaos, via Victoria, Bahia, etc.

Empresa Brasileira de Navegacao.—From Rio de Janeiro northerly to Itapemirim, Benevento, Victoria, Ponta d'Areia, Caravellas, Ilheos, etc.

Companhia de Navegacao S. Joao da Barra e Campos.—Miguel A. Luz, agent, Sigma 234-240, Rio de Janeiro. Service on Parahyba River, calling at ports in the States of Rio de Janeiro and Espirito Santo.

Compañía Argentina de Navegación (Mihanovich Line).—Buenos Aires to Corumba: Departures, Sundays and Wednesdays from Buenos Aires; transshipment at Asuncion to steamer *Asuncion* or *Corumba*, which leaves every Wednesday and returns from Corumba every Thursday. The stay in Asuncion is for the expense of the traveler until the day of departure of continuing steamer. Stops are made at Villa Concepcion, Guarany, and other points en route.

Companhia Navegacao Bahiana.—From Bahia north to Sergipe, Alagoas, and Pernambuco.

Empresa Esperanca Maritima.—From Rio de Janeiro north to Aracaju.

Companhia Maranhense.—From Maranhao northwest to Para, calling at intermediate ports.

EUROPEAN STEAMSHIP SERVICE.

The steamers of the lines specified below may be found of some convenience to travelers. Inquiries regarding arrivals and departures should be made at the various ports of call.

Royal Mail Steam Packet Co.—Agent, E. L. Harrison, Rio Branco 53, Rio de Janeiro. From England to Pernambuco, Bahia, Rio de Janeiro, Santos, Montevideo, etc.

Pacific Steam Navigation Co.—Agent, E. L. Harrison, Rio Branco 53, Rio de Janeiro. From England to Pernambuco, Bahia, Rio de Janeiro, Santos, Montevideo, etc.

Harrison Line.—From England to Rio de Janeiro, etc.

Compagnie Générale Transatlantique.—From France to Rio de Janeiro and other ports.

Transportes Maritimes.—From France to Santos, etc.

Compagnie Sud Atlantique.—Agent, D. Orey & Co., Rio Branco 14 and 16, Rio de Janeiro. From France to Rio de Janeiro; from Spain to Bahia (or Pernambuco), Rio de Janeiro, and Santos.

Lloyd Italian Line; La Veloce; Navigazione Generale Italiana.—Agents, Sociedade Anonyma Martinelli, 1 de Marco 29, Rio de Janeiro. Sailings from Italy to Rio de Janeiro, Santos, etc.

Pinillos, Izquierdo & Co.—Agents, Zenha, Ramos & Co., 1 de Marco 73, Rio de Janeiro. From Spain to Santos, etc.

Compañía Trasatlántica Española.—Agents, Zenha, Ramos & Co., 1 de Marco 73, Rio de Janeiro. From Spain to Santos, etc.

Lloyd Sabauo.—Agents, Carlo Pareto & Co., 1 de Marco 35, Rio de Janeiro. From Italy to Rio de Janeiro, etc.

Transatlántica Italiana.—Agents Carlo Pareto & Co., 1 de Marco 35, Rio de Janeiro. From Italy to Rio de Janeiro, etc.

White Star Line.—Agents, Wilson & Co. (Ltd.), Alfandega 32, Rio de Janeiro. From England to Rio de Janeiro, etc.

Royal Holland Lloyd.—Sailings direct from Holland to Pernambuco, Bahia, Rio de Janeiro, and Santos.

PORT FORMALITIES.

Quarantine Regulations.—There are the usual quarantine regulations. Passengers who are suspiciously ill are subject to detention. Cost while in quarantine is for the account of the traveler.

Passengers' Baggage.—Getting one's luggage through the customs in Brazil requires more patience than is required in any of the other Latin-American countries. Many travelers have found it advantageous, in order to obtain an expeditious clearance, to give personal attention to this matter.

Travelers who carry in their baggage commercial merchandise should give consideration to an official order promulgated August 30, 1917. This contains certain rules regarding the clearance of passengers' baggage through the Brazilian customs, which should be observed by persons visiting the country. Packages containing commercial merchandise are not subject to clearance as "baggage," regardless of the nature of the container, but must be deposited in regular customs warehouses and cleared in the same manner as ordinary commercial shipments. Furthermore, for such articles a consular invoice will be required, and unless it is presented a "termo de responsabilidade" must be given to guarantee its production within three months. The exemption from import duties for personal effects is held not to extend to unused clothing and utensils, even if for the personal use of the passenger.

Duties on Advertising Matter.—The Brazilian customs duties are payable 55 per cent gold and 45 per cent paper at the current rate of exchange. Surtaxes must also be taken into consideration. The actual duty on printed matter in one color is 6\$764 per kilo (\$1.67 per pound); in two or more colors, 11\$837 per kilo (\$2.88 per pound). The law, however, provides special tariffs for catalogues, circulars, and other advertising matter, and the budget law of 1916 granted a 50 per cent reduction from the scheduled rates for such matter. The actual tariff, as given below, is computed on the basis of this reduction and with the addition of surtaxes:

Prints, drawings, and photographs for posters, advertisements, etc., including illustrated catalogues; actual tariff in gold, 1\$500 per kilo (\$0.37 per pound).

Printed books, stitched, bound with cardboard, covered with paper or cloth, including prospectuses, catalogues, posters, and similar articles exclusively intended to advertise industrial products and imported for free distribution, whatever be the color in which printed; actual tariff in gold, 0\$578 per kilo (\$0.143 per pound).

SALESMEN'S SAMPLES.—Declarations as to the contents of baggage are usually required aboard the steamers which enter Rio de Janeiro and other ports. Salesmen who carry samples are cautioned not to strive to make concealments, as much delay and perhaps a heavy customhouse fine may result if they have not been frank in their statements.

Consular Invoice.—The Brazilian customs laws require a Brazilian consular invoice on all goods entering, if they are valued at more than £10 sterling (\$48.65). In the absence of a consular invoice, shipments valued at more than this amount can not be cleared. American travelers who go to Brazil are urgently advised to provide themselves with a duly legalized consular invoice from the Brazilian consular agent at New York, regardless of the value of their samples and even though this be less than the minimum stated.

Metric System.—All documents should have dimensions, weights, etc., carefully converted to the metric system.

Bond.—Samples having no value are permitted to enter without bond. Those of value may be entered under bond. However, to obtain advantage of this provision, the samples must be accompanied by consular invoice and a memorandum in addition thereto, stating in detail the articles contained in the various packages. Samples are subject to the payment of the "expediente" tax of 5 per cent of their official valuation, and other supplementary charges, such as storage tax, handling fees, etc. The amount of bond required is fixed by the customs officials.

Bond is generally given by arranging with an agent or customer of the firm represented. Where such a connection is impossible, the firm represented should authorize the salesman to deposit the amount of the bond with some reliable customs broker. The American consul will gladly lend his assistance in the selection of such a broker.

Reexportation of Samples.—Samples need not be exported through the original port of entry. All Brazilian customhouses are prepared to recognize the bond given upon the reexportation of the goods and to issue a certificate affirming the reexportation of the samples. Upon presentation of this certificate at the port of original entry, the amount deposited will be immediately refunded.

The period within which samples may be reexported and the bond canceled is determined by the customs officials. It may be extended for a reasonable time if the customs authorities find it desirable to do so. If the traveling representative is supplied with the proper consular certificate and list of samples, furnishing of bond is the only point of difficulty.

CANVASSING THE REPUBLIC.

Licenses and Taxes.—No licenses for commercial travelers are exacted by the Federal Government. Taxes are levied, however, by some of the States, and by the principal cities of Brazil, with the exception of Rio de Janeiro, unless one is represented in those cities by fixed agents who pay annual taxes. In the States of Minas Geraes, Ceara, and Sao Paulo no fees are charged. The charge for license varies in different cities and the rates are changed from time to time. This tax may be avoided by the means suggested for Argentina, on page 411. Difficulties resulting are not frequent. The following rates current in some of the cities and States are payable in paper milreis unless otherwise specified:

States: Goyaz, 200\$; Matto Grosso, 600\$ to 1,000\$, according to the number of houses represented; Para, 300\$ gold; Amazonas, 16\$; Bahia, 100\$.

Cities: Corumba, 150\$; Manaus, 500\$; Maranhao, 150\$; Netheroy, 100\$; Nova Friburgo, 100\$ to 300\$; Para, 345\$; Petropolis, 300\$; Victoria, 500\$.

Licenses are issued for the current year, payable in full, regardless of the date of issue.

Resident agents pay a uniform tax, varying according to the class of business transacted, and amounting to 200\$ to 1,000\$ annually, paper currency.

The Time Element.—It should be particularly noted that the time required to travel from one section of Brazil to another is very great. The journey from Rio de Janeiro to Para by certain steamers is as long as from Rio to London. From Manaus to Rio Grande do Sul sometimes requires as much as three weeks. Only in the southern part are there adequate transportation facilities. The railroads by no means connect all the important points in Brazil.

AGENCIES.—The matter of appointing agents is one of particular importance. Most sections of South America, and particularly the different regions of Brazil, are isolated in peculiar fashion one from the other. They are separated by natural obstacles, such as mountains, plains, and rivers, by vast distances, and, most of all, by the lack of railroads. Even where railroads exist, trains may run only once or twice a week, making some towns difficult to "work." Such a lack of communication has a tremendous bearing on agencies and should be carefully studied both by the exporter in the United States and the commercial traveler who visits Brazil. American firms often place their representation in the hands of an agent in Rio de Janeiro and expect results from Pernambuco, Para, or Manaus. The futility of this course is evidenced by the fact that Manaus is about three weeks' distant from Rio de Janeiro. If it is desired to place local agencies, it is suggested that the territory be divided somewhat as follows:

Rio de Janeiro and the surrounding districts of Espirito Santo, Minas Geraes, and Sao Paulo. Some firms find it satisfactory to work the entire southern part of Brazil from Rio de Janeiro, including the States of Parana, Santa Catharina, and Rio Grande do Sul. In some cases it is advisable to grant an agency only for Rio Janeiro and make separate appointments for Sao Paulo and Porto Alegre. This is essential unless the agent in Rio has an adequate organization to cover the other places.

In the north, Pernambuco, with the surrounding territory to the south, including Alagoas, Sergipe, and Bahia; also Rio Grande do Norte, Parahyba, and Ceara. The extreme north: Para, including the State of Maranhao. Certain firms choose Bahia as headquarters in preference to Pernambuco, if they have a traveling representative who makes periodical stops.

For Amazonas, the great interior of Brazil, Manaus is the logical point. This region also is often left to the agent at Pernambuco.

ROUTES TO FOLLOW.—The route to be followed in canvassing Brazil depends entirely upon the time at the traveler's disposal and whether he comes from the north or the south. If coming from the north, it will pay him to stop off at some points and take succeeding steamers, which in ordinary times ply at sufficiently short intervals not to make necessary a stay in any one place for too long a period. The first point visited will be Para, the second perhaps Fortaleza; Pernambuco is also decidedly important and should invariably be included. Bahia is the next place of importance before reaching Rio de Janeiro. From this point the traveler can easily make side trips to the near-by places of Ouro Preto, Bello Horizonte, and Sao Paulo. From Sao Paulo he can go to Santos, thence by rail to Curitiba, or by steamer from Santos to Itapacoroy, with short trips to Blumenau, Florianopolis, Porto Alegre, and Rio Grande.

The routes taken will vary as circumstances require. Towns which some travelers may well ignore should be included by others. For these reasons a detailed itinerary is not attempted, but the larger centers are grouped below by sections so that their relative positions and importance may be studied by the help of the descriptions given on later pages:

Northeastern Group.—Para, Maranhao, Parahyba, Therezina, Portaleza (Ceara), Natal, Parahyba, Pernambuco (Recife), Maccio. Manaus, in the Amazonas region, may also be visited in connection with Para.

East Central Group.—Aracaju, Bahla (Sao Salvador), Victorlu, Caravellas.

Southeastern Group.—Rio de Janeiro, Parahyba do Sul, Campos, Santos, Sao Paulo, Campinas, Curitiba, Paranagua, Florianopolis, Blumenau, Joinville, Porto Alegre, Rio Grande do Sul, Pelotas, Uruguayana.

Central Group.—Bello Horizonte, Diamantina, Ouro Preto.

RAILROADS.—In October, 1918, Brazil had only 26,646 kilometers of railroad in operation, 4,134 kilometers under construction, and 7,509 kilometers projected. A little over half of this mileage is Government owned, but less than one-fifth is operated by the Government.

Short lines extend inland from various ports north of Rio de Janeiro; longer lines radiate from Rio de Janeiro and Sao Paulo; the most important southern ports are connected with the main line from Sao Paulo into Uruguay; and railways in the interior connect isolated centers with river ports. The following are the principal lines:

Brazilian Railway Co. (Farquhar Interests).—Main line from Sao Paulo to Uruguayana and Santa Anna do Livramento; branches to the ports of Paranagua, Sao Francisco, Porto Alegre, and Rio Grande do Sul. Sao Francisco line is being extended to connect with line to Asuncion, Paraguay. This company also operates the Parana Railway, extending across the Serra do Mar from Paranagua and Antonina to Curitiba; the Thereza-Christiana Railway (State of Santa Catharina); and the system known as the Compagnie Auxiliaire de Chemins de Fer au Brazil, which includes most of the lines operating in the State of Rio Grande do Sul.

Sao Paulo Railway Co.—Main line runs from Santos to Sao Paulo and on to Jundiaby (double tracked). This is one of the best-equipped lines in Brazil.

Paulista Co. of Brazil.—Lines from Jundiaby to Campinas; and from Campinas north into the coffee country.

Mogyana Railway.—Runs along eastern frontier of Sao Paulo, from Campinas to Araguary, in the State of Minas Geraes.

Araraquara Railway.—From Araraquara, on Paulista Co.'s system, to Sao Jose de Rio Preto, with extension projected to Cuyaba.

Leopoldina Railway Co.—Lines from Rio de Janeiro to Petropolis and on into Minas Geraes; from Nictheroy northeast to Campos and Victoria; and from Nictheroy to Nova Friburgo. Numerous small branches.

Central Railway of Brazil.—Main line runs from Rio de Janeiro to Barra de Pirahyl, with branches from this point south to Sao

Paulo and north into the manganese region of Minas Geraes. These lines are operated by the Government.

South Minas Railway.—Line runs north and west from Santa Anna and Cruzeiro, connecting with the Mogyana Railway at Mogy Mirim and Muzambinho.

Western of Minas.—Main line runs from Citio, on the Central Railway of Brazil, to Paraopeba, on the Paraopeba River; branch from Angra dos Reys to Formiga. Operated by Federal Government.

Victoria & Minas Railway.—From the port of Victoria to Cachoeira Escura, in the State of Minas Geraes. An extension is projected, which will connect with the Central Railway of Brazil.

State of Bahia Railway System.—Lines from Bahia to Joazeiro, on the Sao Francisco River; from Sao Felix inland to Bandeira de Melol and Machado Portella; from Nazareth to Jecque; and from Caravellas to Aymores.

State of Bahia Southwestern Railway Co.—From the port of Ilheos to Conquista; 23 miles completed, the remainder under construction.

Santo Amaro.—Runs north from Santo Amaro for over 330 miles, tapping a rich sugar section. Owned by the State of Bahia.

Great Western of Brazil.—Lines from Pernambuco to Pilar, Lambeiro, Natal, and Maceio; also a number of branches. The total mileage operated by this company is over 1,000.

Ceara Railway System.—Lines in the State of Ceara, from the port of Camocin to Cratheus, and from Fortaleza southward through Igatu nearly to the boundary of Pernambuco.

Madeira-Mamore Railway.—From Puerto Velho, on the Madeira River, to Guajara Mirim, on the Mamore River, passing through Villa Bella, Bolivia, and around the rapids of the Madeira.

Northwestern Railway of Brazil.—From Bauru westward across the State of Matto Grosso to the Paraguay River; partially under construction.

Brazil Great Southern.—Line from Quarahim, on the Uruguayan border, to Itaiqui, on the Argentine border. An extension from Itaiqui to Sao Borja is operated by the Brazil Great Southern Railway Extensions (Ltd.).

Santa Catharina Railway.—This road runs for 44 miles along the right bank of the Itenhajy River.

Caxias and Terezina Railway.—Connects Caxias, on Itapicuru River, which is navigable from the ocean to this point, with Cajazeiras, on the Parahyba River.

Braganca Railway.—Main line runs from Para to Braganca, and has several branches; owned and operated by the State of Para.

RAILROAD GUIDES.—There are several excellent monthly publications which contain the time-tables of Brazil. These differ somewhat from each other in treatment. Among the more important are the *Horario Oficial*, published by G. Castaglione, Sao Paulo, and *Guia Levi*, published at Rua S. Bento 27, Sao Paulo.

Directories.—The traveler will usually find it advantageous before canvassing a city to look over the list of merchants and dealers in his particular line of trade. By doing this he may discover some important house whose name does not appear on the list supplied him by his home office. Nearly all the large cities of Brazil have their own directories, but there is an excellent compendium,

called Laemmert's Almanak do Brazil, in three volumes, which may be found very useful. This almanac is published by Manoel Jose da Silva Limitada, Avenida Rio Branco 131, Rio de Janeiro.

Distances.—The distances below are given in miles with kilometer equivalents in parentheses. From Rio de Janeiro to: Bahia, 738 (1,187 km.); Bello Horizonte, 376 (605 km.); Caravelas, 447 (720 km.); Curitiba, 849 (1,367 km.); Diamantina, 559 (900 km.); Macelo, 1,003 (1,760 km.); Manaus, 3,204 (5,158 km.); Para, 2,142 (3,449 km.); Paranagua, 306 (492 km.); Pelotas, 829 (1,334 km.); Pernambuco, 1,290 (2,076 km.); Porto Alegre, 938 (1,510 km.); Rio Grande do Sul, 730 (1,175 km.); Santos, 200 (322 km.); Sao Paulo, 305 (490 km.); Victoria, 398 (640 km.).

From Pernambuco to Bahia, 400 (644 km.); to Macelo, 120 (192 km.).

From Santos to Florianopolis, 255 (410 km.); to Rio Grande do Sul, 600 (966 km.); to Sao Paulo, 50 (80 km.).

From Porto Alegre to Florianopolis, 240 (384 km.); to Pelotas, 106 (170 km.); to Rio Grande do Sul, 135 (217 km.).

From Fortaleza to Natal, 260 (417 km.); to Maranhao, 348 (560 km.).

From Para to Manaus, 982 (1,580 km.); from Therezina to Parna-hyba, 263 (432 km.).

HOTEL RATES.—In the city of Rio de Janeiro the rates at the best hotels are about on a par with those for accommodations of the same class in the United States. They range from \$1 to \$3 per day for American plan and somewhat less for European plan. In the second-class hotels the rates are from \$2.50 to \$4 per day for European plan. In Santos, Sao Paulo, and Pernambuco the prices charged depend upon the character of the accommodations. In the best hotels in these places the rates range from \$3 to \$8 per day on the American plan and somewhat less for the European plan. Those of the second class run from \$2.50 to \$3.50. In the smaller towns the rates are lower—from \$2 to \$4 per day—and, generally speaking, in accordance with the accommodations to be had.

Not only in Brazil, but in all countries of Latin America, the American plan, almost without exception, is the best. At hotels which make a separate charge for rooms and meals usually the traveler pays about 50 per cent more for these items separately than he would if he took the straight American plan, including meals.

Power of Attorney.—In order to do business properly in Brazil, the traveler should be provided with a power of attorney, as outlined on page 16. For Brazil this should be translated into Portuguese, and viséed by the Brazilian consular representative in New York or other American city. This document is not legally required for the clearance of samples, but its possession enables the salesman to proceed more easily. The power of attorney should be a general statement announcing the appointment of the salesman, his authority to carry samples, obtain orders, etc.

Compañía Expreso Internacional.—Travelers will find the service of the Compañía Expreso Internacional very useful. This company maintains relations with all the railroads and the best hotels in Argentina, Brazil, and Uruguay. It issues hotel coupons and travel orders for anything from a straight journey to the most extended

tour. The rates charged are not more than the ordinary current rates, and in some cases they are lower. This company has offices at Rio de Janeiro, Avenida Rio Branco 184; and at Buenos Aires, Argentina, Pasaje Guemes.

Companhia Expresso Federal.—This company is the Brazilian agent for the American Express Co. and also has local delivery service. The company's office is located at Rua da Alfandega 48, Rio de Janeiro.

Holidays.—The national holidays for all Brazil are as follows: January 1, New Year's Day; February 24, promulgation of Constitution; April 21, Tiradentes Day; May 3, discovery of Brazil; May 13, abolition of slavery; July 14, Liberty Day; September 7, Independence Day; October 12, discovery of America; November 2, Memorial Day; November 15, proclamation of the Republic; November 19, Flag Day. Since a large proportion of the population is Roman Catholic, the chief holidays of the church are also generally celebrated throughout the Republic.

Local holidays commemorating notable events in State or municipal history are observed on the following dates: City of Rio de Janeiro, January 20, September 20; State of Alagoas, June 11, September 16; State of Amazonas, June 10, July 1, August 17, September 5, November 21; State of Bahia, July 2, November 7; State of Ceara, March 25, July 12, November 16, November 24; State of Espirito Santo, May 2, May 23, June 12, August 25, September 2, December 26; State of Goyaz, June 1, December 16; State of Maranhao, July 28, November 18; State of Matto Grosso, January 22, June 13, August 15, December 9; State of Minas Geraes, June 15; State of Para, June 22, August 15; State of Parahyba, July 20, August 5; State of Parana, April 7, December 19; State of Pernambuco, January 27, March 6, June 17, July 24, November 10; State of Piauhy, January 24, June 13, November 16; State of Rio Grande de Norte, March 19, April 17, June 12; State of Rio Grande do Sul, September 20; State of Rio de Janeiro, April 9, September 18; State of Santa Catharina, June 11, November 17; State of Sao Paulo, January 25, July 8, December 15; State of Sergipe, May 18, October 11, October 24.

CHIEF COMMERCIAL CENTERS.

ARACAJU, capital of the State of Sergipe; altitude, 15 feet; population, 35,000; on the right bank of the Sergipe River, near Atlantic coast; maximum temperature, 88°; minimum, 67°; average annual rainfall, 40 inches; 268 miles (431 km.) from Bahia and 904 miles (1,455 km.) from Rio de Janeiro. Products: Coffee, sugar, cotton, hides, cacao, and salt. Industries: Cotton mills, tanneries; sugar, soap, and cigar factories. Lloyd's agent, L. P. Monteiro.

How Reached.—From Maceio, by steamer; from Bahia, by steamer or by Bahia, Alagoinhas & Aracaju Railway, fare 20\$900; from Penedo, by railway.

Hotels.—Brazil, Internacional, Grande.

Banks.—Banco de Sergipe; Banco au Provincia Rio Grande do Sul; National City Bank of New York; Banco de Recife; British Bank of South America (agency); London & Brazilian Bank (Ltd.).

Note.—This is an excellent port in eastern Brazil, between Bahia

and Maceio. Large imports of many kinds. The business done is principally with Rio de Janeiro and the importing houses of Bahia, although a number of concerns here are in a position to import direct.

BAHIA, capital of State of Bahia; altitude, 150 feet; population, 350,000; situated on eastern shore of Bahia Todos os Santos; landing, steamer to wharf; 400 miles (644 km.) from Pernambuco, 358 miles (576 km.) from Joazeiro, 738 miles (1,187 km.) from Rio de Janeiro, and 267 miles (431 km.) from Aracaju; temperature averages 78°; rainfall, 52 inches. Principal products: Cocon, tobacco, coffee, sugar, hides, monazite, india rubber. Industries: Diamond cutting; shoe, furniture, soap, and candle factories. American consul and vice consul. Lloyd's agent, E. P. W. Duder.

How Reached.—From New York, by direct steamers of Lamport & Holt and Prince Lines; from Pernambuco, by steamer, 30-hour trip; from Joazeiro, by rail, 33-hour trip; fare, 25\$300; from Rio de Janeiro, by rail, 2-day trip.

Coastwise Steamship Service.—Two round trips per month between Bahia and Pernambuco, with stops at Estancia, Aracaju, Villa Nova, Penedo, and Maceio; one round trip per month between Bahia and Belmonte, stopping at Maranhu, Ilheos, and Cannavieiras; two round trips per month between Bahia and Mueury, stopping at Ilheos, Cannavieiras, Porto Seguro, and other small ports.

Hotels.—Sul Americano, Meridional, Harbord, Kloppenburg, Avenida, Brazil, Schleier, Bellevue, Ferrelra, Paris.

Banks.—National City Bank of New York; Banco da Bahia; Banco do Brazil; British Bank of South America; London & Brazilian Bank; London & River Plate Bank.

Customhouse Brokers.—A. da Silva Lopes; Mendes, Olimpio de Castro; Oliveira, Adelino Ribeiro de; also, Despachante Adlio and Despachante Cabral. The despachantes' rate is \$2.50 for each piece of baggage.

Note.—This is the distributing center for the State of Bahia, one of the most important ports of eastern Brazil. A large trade is done with the interior as well as the ports to the north and south. A good place to establish an agency for the central-eastern part of the Republic. There are numerous railways and steamship lines, both foreign and local.

BELEM.—See Para.

BELLO HORIZONTE, capital of State of Minas Geraes; altitude, 3,000 feet; population, 50,000; on the Arrudas River; 376 miles (605 km.) from Rio de Janeiro, 12 miles (19 km.) from General Carneiro Station, and 97 miles (156 km.) from Divinopolis. Principal products: Gold, manganese, iron, diamonds, coffee. Industry: Cotton textile mills.

How Reached.—From Rio de Janeiro, by Central do Brasil Railway, 15 hours' journey, fare 43\$800; from Divinopolis, by railway (Bello Horizonte-Para branch), fare 11\$300, 6½ hours' trip.

Railroads.—Bello Horizonte branch of Oeste de Minas Railway; Central do Brasil Railway.

Banks.—Banco de Credito Real de Minas Geraes; Banco Hypothecario e Agricola do Estado de Minas.

Hotels.—Avenida, Internacional, Globo, Grande, Unlao, Central, Democrata, Norte, Oeste.

Note.—A very picturesque place; great agricultural wealth, especially cotton. Mining is carried on very extensively. Coffee is also raised on a large scale. Many of the merchants depend upon the importers of Rio de Janeiro, but some good connections may be established.

BLUMENAU, State of Santa Catharina; altitude, 92 feet; population, 10,000; on the Itajahy River, 43 miles (70 km.) from Hansa, and equidistant from Florianopolis and Joinville. Maximum temperature, 95° F.; minimum, 38° F.; average annual rainfall, 65 inches. Products: Cereals, maize, sugar, fruit, vegetables, tobacco, etc. Industries: Foundries and weaving mills.

How Reached.—From Hansa, by Santa Catharina Railway (Hansa branch), 3½ hours' journey, fare 7\$200; from Joinville, by Santa Catharina Railway; also by steamers of Companhia Fluvial and Richard Paul.

Note.—This is a center of fair importance, dependent chiefly upon the agricultural resources of the surrounding district. It is usually canvassed by those who make the smaller towns.

CAMPINAS, State of Sao Paulo; altitude, 2,220 feet; population, 50,000; 65 miles (105 km.) from Sao Paulo and 90 miles (144 km.) from Santos; maximum temperature, 98° F.; minimum, 32° F.; average annual rainfall, 56 inches. Products: Coffee, sugar, and tropical fruits. Industries: Foundries, sugar refineries, and soap works.

How Reached.—From Sao Paulo, by Paulista Railway; fare, 9\$400; 2½ hours' journey.

Banks.—Banco Brasileira Italo-Belge; Banco Companheiro de Joao Jorge Figueiredo & Co.; Banco do Comercio e Industria; Banco Luzitano.

Hotels.—De Europa, Paulista, Pinheiro, Villela, Victoria, Do Theatro, Vignoli, Brasil, d'Oeste, Suissa.

Note.—Several branch railroad lines run to various coffee plantations. A very considerable volume of business is transacted here, due to the importance of the coffee industry. There are a number of sugar mills, foundries, etc., which give the place industrial prominence.

CAMPOS, State of Rio de Janeiro; population, 40,000; on the Parahyba River, 37 miles (59 km.) from its mouth; 168 miles (275 km.) from Nitheroy (fare, 23\$800), 150 miles (242 km.) from Rio de Janeiro, and 104 miles (168 km.) from San Antonio. Industries: Sugar refining, fruit preserving, foundries, and ice plants. Products: Tobacco, coffee, cacao, fruits, silver, gold, iron, etc.

How Reached.—From Nitheroy, by Leopoldina Railway, fare 23\$800, 7 hours' trip; from Rio de Janeiro, by Leopoldina Railway (Littoral branch); from San Antonio via Carangola Railway.

Banks.—Banco do Brasil (agency); Banco Commercial Hypothecario de Campos; Banco Commercial do Porto (Sampaio Ferreira & Cia., agents).

Hotels.—Central, Amazonas, Gasper, Marco, Flavio, Perazzo.

Note.—This is the center of the sugar-refining and fruit-preserving industries. A very fair volume of business is done. From an industrial standpoint the sugar mills and distilleries are quite important. Campos is usually canvassed by those who visit the small towns.

CARAVELLAS, situated in southeastern part of State of Bahia, on the north bank of Caravellas River, about 4 miles from its

mouth; population, 8,000; distant 447 miles (720 km.) from Rio de Janeiro (by steamer) and 235 miles (378 km.) from Theophilo Ottoni. Principal products: Coffee, fish, whale oil, furina, and lumber. Industry: Fishing. Lloyd's agent, G. Costa & Co.

How Reached.—From Bahia, by regular steamer service; from Rio de Janeiro, by steamer; from Theophilo Ottoni, by branch of the Bahia & Minas Railway.

Hotels.—Argentina and Metzber.

Note.—Caravellas is dependent chiefly upon the merchants of Bahia. It is the center of the Brazilian whale-fishing industry.

CORUMBA, State of Matto Grosso; population of city, 10,000; of district, 16,000; situated at confluence of Bagna and Corumba Rivers, 50 miles (81 km.) from Paranagua. Products: Coffee, sugar, etc.

How Reached.—Via Mihanovich Line steamers from Buenos Aires, Asuncion, etc. (See p. 452.)

Note.—This is an important distributing point for a large area. It is canvassed in connection with Puerto Suarez, Bolivia, from which it is only two hours distant by steam launch.

CURITIBA, capital of State of Parana; altitude, 3,010 feet; population, 70,000; near the Cubatao River; 80 miles (128 km.) from Paranagua, 849 miles (1,367 km.) from Rio de Janeiro, 113 miles (183 km.) from Ponta Grossa, and 26 miles (43 km.) to Rio Branco. Temperature averages 65° F.; average rainfall, 58 inches. Principal products: Coffee, sugar cane, bananas, and yerba maté. Industries: Woolen mills, sugar refineries, tobacco factories, breweries, distilleries, and dairying.

How Reached.—From Paranagua, by Parana Railway; fare, 10\$100; time, 4 hours; from Sao Paulo, by railway; from Ponta Grossa, by Parana Railway (Curitiba-Ponta Grossa branch); fare, 15\$500; 6 hours' trip; from Rio Branco, by Parana Railway; fare, 4\$900; 2½ hours' journey.

Banks.—Banco de Curitiba; London & Brazilian Bank; London & River Plate Bank; Banque Francaise et Italienne pour l'Amérique du Sud; Banco de Brazil.

Hotels.—Stumbo, Branco, Estrada, Grande, Commercio, Parana, Pavario's, Roma, Bella Vista, Moderno, Guarany, Paris.

Note.—This is the principal center for the preparation of yerba maté (Paraguay tea), there being over 75 mills in this vicinity. Due to the importance of this industry, a large volume of business is transacted. Curitiba is well worthy of a visit. It is easily reached from Sao Paulo.

CUYABA, capital of State of Matto Grosso; altitude, 771 feet; on Cuyaba River; population of city, 20,000; of district, 32,000. Maximum temperature, 106° F.; minimum, 39° F.; average annual rainfall, 63 inches; distant 324 miles (522 km.) from Matto Grosso. Products: Cattle, gold, and diamonds. Reached via Central do Brazil Railway.

Note.—This is an important distributing center and rapidly developing; visited by those who use the Mihanovich Line service; often canvassed in connection with Corumba. The Mogyana Railroad proposes to extend its lines to this point.

DIAMANTINA, State of Minas Geraes; altitude, 2,900 feet; population of district, 58,000; of city alone, 15,000; 559 miles (900 km.) from Rio de Janeiro, and 91 miles (148 km.) from Curralinho.

Maximum temperature, 77°; minimum, 48°; average annual rainfall, 65 inches. Industries: Center of the diamond industry of Brazil; also cotton weaving, tanning; boot, shoe, and cheese factories.

How Reached.—From Rio de Janeiro, by Central Railway via Curralinho; from Ouro Preto, by railway; from Rio das Velhas, by mule train; from Curralinho, by branch of Victoria-Minas Railway; fare, 18\$400; 7 hours' journey.

Note.—This is a place of growing importance a short distance north of Bello Horizonte. Because of the important diamond industry and cotton weaving, its commercial prospects have been rapidly developed. The chief dependence for imports is on Rio de Janeiro. Canvassed by those who work very closely.

FLORIANÓPOLIS (DESTERRO), capital of State of Santa Catharina; population, 40,000; temperature averages 65° F.; situated on the west coast of Santa Catharina Island, facing the mainland, on Caraha River; 255 miles (410 km.) from Santos; 347 miles (558 km.) from Rio Grande; 453 miles (730 km.) from Rio de Janeiro; 240 miles (384 km.) from Porto Alegre; 102 miles (165 km.) from Sao Francisco; and 200 miles (323 km.) from Sitio. Principal products: Coffee, manioc, tobacco, corn, beans, pork, lard. Custom-house brokers: Joao Oliveira, Joa Vieira de Freitas, Julio Voigt. Lloyd's agent, W. B. Chaplin.

How Reached.—From Santos, Porto Alegre, and Rio de Janeiro, by steamer; from Sitio, by Oesta de Minas Railway; fare, 23\$600; 7½ hours' journey.

Banks.—Andre Wendhausen & Co.; Banco de Commercio de Porto Alegre; Carl Hoepeke & Co.

Hotels.—Macedo, Metropol, Taranto, Paraiso, Matto Grosso, Grande Hotel do Commercio Italo-Brazileiro, Sud America, Brazil, Universal.

Note.—This is the principal port of the State of Santa Catharina. A considerable volume of trade is transacted at this place.

FORTALEZA (CEARA), capital of State of Ceara; a seaport; landing, by shore boat, 2\$000 to 4\$000 round trip; sometimes direct to wharf, with small fee for porters; population, 75,000; distant 360 miles (578 km.) from Maranhao, 1,542 miles (2,480 km.) from Rio de Janeiro, 260 miles (417 km.) from Natal, 257 miles (414 km.) from Iguatu, and 63 miles (101 km.) from Baturite. Temperature averages 80°; average annual rainfall, 39 inches. Principal products: Cotton, rubber, drugs, coffee, sugar, wax, mallow, hides, and skins. Industries: Cotton mills, sugar refineries, soap factories. American consular agent. Lloyd's agent, Salgado, Rogers & Co. Two chambers of commerce.

How Reached.—From Parahyba and Natal, by steamer; from Iguatu and Baturite, by Brazil Northeastern Railway.

Banks.—Banco de Ceara; London & Brazilian Bank (Ltd.); Salgado, Rogers & Co.; Valente & Costa.

Customhouse Brokers.—Jose Nogueira, Jose Oriano Menescal, Antonio Machado.

Hotels.—De France, Avenida, Central, Internacional, Do Norte, Bitu, Familiar, Rendal.

Note.—Fortaleza is usually worked by those who canvass closely. There is considerable direct importation; there is also a large trade

with Pernambuco. Occasionally, agencies for this part of Brazil are established here. Heavy exports of cotton, rubber, drugs, coffee, and sugar to Europe and the United States.

JOINVILLE, State of Santa Catharina; population, 8,000; on margin of Cachoeira River; 95 miles (153 km.) northwest of Florianopolis, 25 miles (41 km.) from Sao Francisco, and 106 miles (172 km.) from Rio Negro; climate, subtropical; temperature averages 65° F. Principal products: Yerba maté, sugar, arrowroot, tupioca, maize, butter, and tobacco. Industries: Breweries and distilleries, furniture factories, and shipbuilding.

How Reached.—From Sao Francisco, by Sao Paulo-Rio Grande Railway; fare, 3\$700; 1½ hours' journey from Florianopolis, by steamer.

Bank.—Banco do Comercio de Porto Alegre.

Hotels.—Beckmann, Commercial, Adriano Schoondermark, Muller, Medinos.

Note.—This place is easily reached from Florianopolis. Considerable volume of business is transacted. Trade is chiefly in the hands of Germans.

MACEIO, capital of State of Alagoas; a port; landing, boat to shore, 3\$000 round trip; population, 70,000; temperature averages 80° F.; 120 miles (192 km.) from Pernambuco, 82 miles (133 km.) from Glycerio, 1,093 miles (1,760 km.) from Rio de Janeiro, and 270 miles (435 km.) from Bahia. Principal products: Sugar, cotton, maize, beans, rubber, castor beans, hides, and skins. Industries: Foundries; cigar, paper, soap, and candle factories; cotton mills and sugar refineries. Lloyd's agent, Kenneth C. Macray.

How Reached.—From Pernambuco and Natal, by Great Western Railway of Brazil (fare, 22\$200), or by steamer: from Bahia, by steamer; from Jaragua, by Great Western Railway (Glycerio-Jaragua branch); from Unaio and Vieosa, by Central Railway of Alagoas; from Glycerio, by Great Western Railway (Glycerio-Jaragua branch).

Banks.—Banco de Alagoas; Banque Francaise et Italienne pour l'Amerique du Sud.

Hotels.—Petropolis, Nova Cintra, Universal, Pimenta, Commercial.

Note.—A large trade is transacted, both export and import: heavy export of sugar, rubber, castor seeds and beans, cotton, maize, etc. A number of large cotton mills are established at this place. There is considerable direct importing.

MANAOS, capital of State of Amazonas; population, 82,000; situated on northern bank of Rio Negro, about 7 miles (12 km.) from confluence with the Amazon; 4,150 miles from New York, 3,204 miles (5,158 km.) from Rio de Janeiro, and 925 miles (1,580 km.) from Para. Rainy season, April to June, inclusive; temperature averages 79° F. Principal products: India rubber, cacao, aromatic and medicinal fruits and plants, sarsaparilla, and yerba maté. Industry: Rubber gathering. American consular agent, Lloyd's agent, Booth & Co. Chamber of commerce.

How Reached.—From Para, by steamer (4 days' journey upstream); from Obidos, by steamer; from New York, by Booth Steamship Line via Para.

Banks.—Banco do Amazonas; Banco do Brasil; London & Brazilian Bank; London & River Plate Bank (Ltd.); Zarges, Ohlger &

Co.; Dusenschon, Zarges & Co.; Tancredo, Porto & Co.; Ventilari, Canavarro & Co.

Customhouse Brokers.—Benj. Farias, Manoel Frazar, Joao Baptista, Cordeiro de Mello.

Hotels.—Grande, Internacional, Casino, Palace, Pension Moderno, Excelsior.

Note.—This is the most important inland port on the Amazon; worthy of a visit, but this requires considerable time because of its distance in the interior. Iquitos, Peru, can easily be made from this place.

MARANHAO, capital of the State of Maranhao; population, 60,000; a port; landing, by shore boat, 28000 to 48000 round trip; 360 miles (578 km.) from Fortaleza and 250 miles (404 km.) from Para. Principal products: Cotton, sugar, balsam, rubber, hides and skins, grains. Industries: Cotton spinning and weaving, hammock making, sugar refineries, distilleries, and fruit preserving. American consular agent. Lloyd's agent, Oliveira & Co.

How Reached.—From Fortaleza, by steamer; from Para and Pernambuco by steamers of Cia. Navegacao a Vapor do Maranhao; also, Companhia Fluvial Maranhense, and Lloyd Brasileiro.

Banks.—Banco Commercial; Banco do Maranhao; Banco Hypotecario e Commercial do Maranhao.

Hotels.—Central, Champoudry.

Note.—This is an excellent port with a large trade, and is well connected by railways with towns in the interior. There are numerous importers.

NATAL, capital of State of Rio Grande do Norte; population, 30,000; situated on south side of Rio Grande River, about 1 mile from the coast; 78 miles (125 km.) from Cabedello (Parahyba), 260 miles (418 km.) from Fortaleza, and 74 miles (120 km.) from Pedra Preta; climate, temperate. Principal products: Sugar, cotton, cattle, rubber, salt, carnauba wax, and hides. Industries: Cotton spinning and weaving; cattle raising; salt refineries. Lloyd's agent, O. de Garcia.

How Reached.—From Pernambuco, by rail or steamer; from Fortaleza, by steamer; from Parahyba, by Cabedello-Natal Railway (fare, 16\$700; time, 7½ hours); from Maceio, by railroad or steamer; from Pedra Preta, by Central do Rio Grande do Norte Railway (fare, 10\$200; average time of trip, 5 hours).

Banks.—Banco do Natal; Julius von Sohsten; London Bank.

Hotels.—Internacional, Avenida, Tyrol, Commercial, Continental.

Note.—Natal is a flourishing city in northeastern Brazil, having an excellent port with modern improvements. A large import and export business is carried on.

NICTHEROY, State of Rio de Janeiro; population, 88,000; on the Bay of Rio, opposite the city of Rio de Janeiro; 147 miles (237 km.) from Portella and 272 miles (438 km.) from Itapemirim. Products: Rice, sugar, bananas. Industry: Powder manufacturing.

How Reached.—From Rio de Janeiro, by ferry, service every half hour; from Portella, by rail; average time, 10½ hours; fare, 21\$700; from Itapemirim, by rail; average time, 13 hours; fare, 37\$700; from Petropolis, by Leopoldina Railway.

Banks.—Agencia do Banco do Brasil; Arpou & Co.

Hotels.—Alemédia, Bento, Central, Paris, Rio Branco, Soares.

Note.—This is a suburb of Rio, and may be considered in connection with the capital. Fine beaches are accessible via electric cars.

OURO PRETO, State of Minas Geraes; altitude, 3,900 feet; population, 15,000; situated on the Puntl River and on Ouro Preto branch of Central do Brazil Railway; 335 miles (540 km.) from Rio de Janeiro and 309 miles (498 km.) from Burnier. Principal products: Gold, iron, fruits, and manganese. Industries: Textile mills and shoe factories.

How Reached.—From Rio de Janeiro, by Central do Brazil Railway to Burnier, thence Ouro Preto branch; from Santos, by rail.

Hotels.—Grande, Internacional.

Note.—This town is visited by those who canvass closely. Its chief dependence for importations is on Rio de Janeiro, from which place it is not far distant. There is considerable agricultural wealth in this vicinity.

PARA (or Belem), capital of Department of Para; population, 280,000; situated on Guajara Bay (Para River), at the mouth of the Amazon River; landing, steamer to wharf, and sometimes by shore boat; 62 miles (100 km.) from the ocean, 2,142 miles (3,449 km.) from Rio de Janeiro, and 981 miles (1,580 km.) from Manaus. Most agreeable season, June 1 to October 15. Principal products: Rubber, coconuts, rice, sugar, cotton, tobacco, and fruits. Industries: Sawmills, machine shops, shipyards; brick, tile, biscuit, soap, and candle factories. American consul and vice consuls. Lloyd's agent, Booth & Co. (Ltd.).

How Reached.—From Pernambuco, Rio de Janeiro, and Manaus, by steamer. Railroad to seacoast town of Braganca, 186 miles (300 km.).

Customhouse Brokers.—Carlos Pinto de Lemos, Joao Nogueira.

Banks.—Banco do Brazil; Banco Commercial do Para; Banco do Credito Popular; Banco do Para; London & Brazilian Bank (Ltd.); London & River Plate Bank; Casa Bancaria Santos Sobrinho; Casa Bancaria de Lagotellerie & Co.; Casa Bancaria Zarges Borringer & Co.; Casa Bancaria A. F. de Souza & Co.; Casa Adelbert H. Alden (Ltd.); Casa Manoal dos Santos Moreira & Co.; National City Bank of New York; American Mercantile Bank of Brazil; Cortez, Coelho & Co.; Moreira, Gomes & Co.; Pires Teixeira & Co.

Hotels.—Paz, Central, America, Grand, Santa Ana, Alfredo, Do Commercio, Coelho, Universal, Dos Estrangeiros.

Note.—This is the gateway to the Amazon Valley. The States of Amazonas, Para, and Matto Grosso are chiefly dependent upon it. Excellent communication is enjoyed with many parts of the world. Numerous important concerns established here do a large import as well as export trade. Should be visited by every salesman who "makes" Brazil. An agency may advantageously be established at this point for northern Brazil.

PARAHYBA, capital of State of Parahyba; population, 35,000; on Parahyba River, 12 miles (20 km.) from its mouth (sea); landing, by shore boat, 2\$000 to 4\$000 round trip; 11 miles (18 km.) from Cabedello (port), 133 miles (215 km.) from Pernambuco, and 78 miles (125 km.) from Natal. Products: Tobacco, sugar, cotton, and fruits.

How Reached.—From Cabedello and Pernambuco, by Great Western Railway (Recife-Cabedello branch).

Steamship Service.—Companhia Comercio e Navegacao Rio de Janeiro; Companhia Pernambucana de Navegacao Costeira a Vapor; Lloyd Brasileiro.

Bank.—American Mercantile Bank of Brazil.

Hotels.—Central, d'Europa, Do Norte, Pensao Allema.

Note.—A very fair volume of business is transacted. The merchants, however, are chiefly dependent on the importers of Pernambuco.

PARAHYBA DO SUL, State of Rio de Janeiro; altitude, 950 feet; population, 30,000; on the Parahyba do Sul River; 117 miles (188 km.) from Rio de Janeiro and 102 miles (165 km.) from Alfredo Maia. Products: Coffee, sugar, cereals. Lloyd's agent, George H. Wilcox.

How Reached.—From Nictheroy, by railroad, 4-hour trip; from Rio de Janeiro, by Central of Brazil Railway (L. do Centro); fare, 15\$600; time, 2½ hours; from Alfredo Maia, by Central of Brazil (Linha Auxiliar); fare, 10\$900; time, 10 hours.

Note.—This place is usually canvassed from Nictheroy or Rio de Janeiro; visited by those who canvass very closely.

PARANAGUA, State of Parana; population, 22,000; situated at the mouth of the Itubere River (Bay of Paranagua), on Parana-Paranagua-Curitiba branch of Brazil Railway, 66 miles (110 km.) from Curitiba, 305 miles (492 km.) from Rio de Janeiro. Principal products: Sugar, rice, corn, beans, yerba maté. Lloyd's agent, Euripides Branco.

How Reached.—From Curitiba, by Sao Paulo-Rio Grande Railway; fare, 10\$100; time, 4 hours; from Rio de Janeiro, by railroad or steamer.

Hotels.—Brasil, Tristao, Zanchetta.

Bank.—Guimaraes & Co.

Note.—This is an important seaport in the State of Parana, having a very fair volume of imports and exports; canvassed by those who work closely.

PARNAHYBA, State of Piahy; population, 10,000; situated on the Parnahyba River, about 9 miles (15 km.) from the ocean; 270 miles (432 km.) from Therezina, and 9 miles (15 km.) from Amarracao (port). Principal products: Coffee, sugar, cotton. Lloyd's agent, J. F. Clark.

How Reached.—From Fortaleza, Para, Natal, Pernambuco, and Maranhao, by steamer. Lines of the Companhia Pernambucano, Companhia de Navegacao Bahiana, Companhia Maranhense de Navegacao, Lloyd Brasileiro, and Booth Steamship Co. make this a port of call.

Hotel.—Internacional.

Note.—This is a fairly important commercial port, with a very bright future; easily reached from Maranhao and Fortaleza; some direct importing; canvassed by those who work closely.

PELOTAS, State of Rio Grande do Sul; population, 30,000; on left bank of San Gonzalo River, about 33 miles (53 km.) from coast; 29 miles (46 km.) from Rio Grande, 106 miles (170 km.) from Porto Alegre, 829 miles (1,334 km.) from Rio de Janeiro, 142 miles (228 km.) from Bage; temperature averages 72½°. Principal products: Tobacco, maize, cereals. Industries: Tanneries, dried meats,

flour mills; shoe, furniture, soap, and candle factories. Chamber of commerce.

How Reached.—From Rio Grande do Sul and Bage, by Rio Grande-Bage Railway; from Porto Alegre, by steamer.

Customhouse Brokers.—Pedro Espellet, Urbano Martuo Garcia.

Banks.—Banco Commercial Franco Brasileiro; Banco do Comercio de Porto Alegre-Pelotense; Banco da Provincia do Rio Grande do Sul de Nueva York; London & River Plate Bank (Ltd.); British Bank of South America (Ltd.); F. Nunes de Souza.

Hotels.—Allianca, Delgrande, Brazil, Grindler.

Note.—This is the center of the dried-meat industry of Brazil. A considerable volume of trade is transacted here. Some houses are in a position to make direct importations; generally dependent on the houses of Rio Grande do Sul, Sao Paulo, and Rio de Janeiro.

PERNAMBUCO (RECIFE), capital of State of Pernambuco; population, 250,000; a port; landing, by motor launch or alongside wharf; on the Great Western Railway of Brazil; 1,120 nautical miles from Rio de Janeiro, 120 nautical miles from Macelo, 382 nautical miles from Bahia, 89 miles (143 km.) from Itabayana, and 144 miles (233 km.) from Cabedello. Temperature averages 82°. Principal products: Sugar, cotton, tobacco, coal, jerked beef. Industries: Cotton goods, machinery, sugar refining, brewing, distilling, and tanning. Lloyd's agent, J. A. Thom. American consul and vice consul.

How Reached.—From Natal, by railway or steamer; from Bahia, by steamer (about 28 hours); from Macelo, by railway or steamer; from Cabedello, by Great Western Railway (fare, 168000; time, 10 hours).

Customhouse Brokers.—A. Ommundsen; Griffith, Williams & Johnson (Ltd.).

Hotels.—Americano, Commercial, Bunn, Recife, Franceza, Parque, Continental, Pension von Landy, Hotel de France, Brazil, Europe, Dos Estrangeiros, Universa.

Banks.—Banco do Brasil; Banco dos Classes; Banco do Credito Real de Pernambuco; Banco de Emisor de Pernambuco; London & Brazilian Bank (Ltd.); London & River Plate Bank (Ltd.); Banco de Pernambuco; Banco do Recife; American Mercantile Bank of Brazil; National City Bank of New York; British Bank of South America.

Note.—This is the most easterly port of South America, and the terminus of four railway lines; it is a city of remarkable wealth and a strategic center, being the distributing point for the State of Pernambuco. Within the immediate vicinity are over 60 sugar centrals. This city should be visited by all salesmen. Agencies are frequently established here. The cost of living in Pernambuco is very high.

PETROPOLIS, State of Rio de Janeiro; altitude, 2,130 feet; population, 30,000; 8 miles (13 km.) from Entroneamento and 38 miles (62 km.) from Praia Formosa. Industries: Shoe, hat, cotton, silk, and tobacco factories.

How Reached.—From Entroneamento and Praia Formosa, by Leopoldina Railway; fare from Praia Formosa, 38500; time, 2 hours.

Bank.—Constructor do Brasil.

Hotels.—Braganca, Do Europa, Rio de Janeiro, Commercio, Majestic, Moderno, Palace.

Note.—This is a suburb, chiefly residential, of Rio de Janeiro. The homes of many diplomats and wealthy citizens are located here. The climate is more pleasant than in the capital. There is considerable manufacturing.

PORTO ALEGRE, capital of State of Rio Grande do Sul; population, 160,000; situated at the head of Lagoa dos Patos; 935 miles (1,510 km.) from Rio de Janeiro (by water), 73 miles (118 km.) from Caxias, 240 miles (384 km.) from Florianopolis, 135 miles (217 km.) from Rio Grande do Sul, and 243 miles (389 km.) from Santa Maria; climate temperate; temperature averages 65° F. Principal products: Manioc, maize, hides, lard, and tobacco. Industries: Sawmills, foundries, breweries, and woolen mills. Lloyd's agent, Thomas Cantrell Dillon, M. D.

How Reached.—From Rio Grande, by railway or steamer; from Caxias, by Rio Grande do Sul Railway (fare 18\$700, time 9 hours); from Florianopolis, by steamer; from Uruguayana, by railroad; from Santa Maria, by branch of Brazil Railway (time 12½ hours).

Steamer Service.—Steamers ascend the river to Triumpho and Santo Amaro and cross the lake to Rio Grande do Sul.

Hotels.—Central, Londres, Moderno, Paris, Sud America, Grande, Grande Hotel Schmidt, Baromo, Becker, Colombo, Familiar, Jung, Lagache, Portugal, Savoia.

Banks.—Banco Commercial Franco Brasileiro; Banco do Commercio de Porto Alegre Pelotense; Banco do Brasil (agency); Banco da Provincia do Rio Grande do Sul; London & Brazilian Bank (Ltd.); National City Bank of New York.

Note.—This is one of the most important ports in southern Brazil; extremely prosperous because of the great agricultural wealth. A considerable volume of business is done in direct importing. It should be canvassed by all travelers. Many firms find it advisable to establish a local agency here. Porto Alegre will become increasingly important as a distributing center.

PORTO VELHO, State of Matto Grosso; population, 1,500; on Madeira River. 205 miles (330 km.) from Guajara Mirim. Products: Tropical, chiefly rubber.

How Reached.—From Para, by steamer (seven sailings per month), via Amazon and Madeira Rivers; from Guajara Mirim, by Madeira-Mamore Railway.

Note.—Porto Velho is the terminus of the Maderia-Mamore Railway.

RIO DE JANEIRO.—State of Rio de Janeiro; population, 1,500,000; on west shore of Bay of Rio de Janeiro; landing, by motor launch (fare, \$1 gold), or from steamer to wharf; distant 4,805 nautical miles from New York; 304 miles (490 km.) from Sao Paulo, 738 miles (1,187 km.) from Bahia, and 1,297 miles (2,088 km.) from Buenos Aires, Argentina. Dry season lasts from May to November; wet season, December to April, inclusive. Industries: Textile, jute, and flour mills; sugar refineries; furniture, boot, and shoe factories; and shipbuilding yards. American ambassador, consul general, and vice consul. American commercial attaché. Lloyd's agent, Ernest Laurence Harrison. Chambers of commerce; Centro Industrial do Brazil; American Chamber of

Commerce; Camara de Commercio Internacional do Brazil. Mercantile agency. R. G. Dun & Co., Rio Branco 110.

How Reached.—From Sao Paulo, by Central do Brasil Railway; 12 hours; fare, 32\$100; from Bahla, by steamer; from Therezopolis, by Therezopolis Railway; 3 hours; fare, 9\$000.

Railway Connections.—Rio de Janeiro has four railways: Central do Brasil, Leopoldina, Rio de Oruro, Corcovado, which operate to different points in the States of Minas Geraes, Sao Paulo, Rio de Janeiro, and Distrito Federal.

Customhouse Brokers.—Companhia Expresso Federal, Rua da Alfandega 48; Raul Macedo, Rua General Camara 1.

Hotels.—Palace Hotel, Avenida Rio Branco; Avenida, Av. Rio Branco 152-162; Metropole, Sarangelos 519; Central, Praca do Flamengo 202-208; Rio Palace, Rua Andrados 10; Bellevue, Marinho 1; Estrangeiros, Praca Jose de Alencar 5; Internacional, Rua do Aqueducto 976; Fluminense, Praca da Republica 207-209; Henry's Hotel, Rua Catteta 196; Bristol, Av. Rio Branco 247; Grande Hotel, Maranguape 1; Vista Alegre, Rua Aqueducto 322-324; America, Rua Catteta 234; Corcovado, Nas Palmeiras; Santa Theresa, Rua Aqueducto 108; English Hotel, Rua Catteta 176.

Banks.—Agencia Financiera de Portugal, Rua General Camara; Banco Brasil e Norte America, 1 de Marco 43; Banco Commercial do Porto, Visconde de Inhauma 38; Banco Allianca do Porto, Rosario 146; Banco do Commercio, General Camara 8; Banco do Credito Real de Minas Geraes, 1 de Marco 127; Banco do Credito Rural e Internacional, Alfandega 7; Banco do Estado do Rio de Janeiro, General Camara 33; Banco dos Funcionarios Publicos, Constitucio 61; Banco Hypothecario do Brasil, 1 de Marco 51; Banco di Napoli, 1 de Marco 35; Banco do Brasil, Alfandega 17; Banco do Commercial do Rio de Janeiro, 1 de Marco 81; Banco da Provincia do Rio Grande do Sul, Alfandega 10; Banco Francaise et Italienne pour l'Amérique du Sud, Quitanda 117; Banco Italo-Belge, Buenos Aires 51; Banco da Lavoura e do Commercio do Brasil, 1 de Marco 85; Banco Mercantil do Rio de Janeiro, 1 de Marco 67; Banco do Minho, Rua da Quitanda 151; British Bank of South America (Ltd.), 1 de Marco 45; Caixa Economica e Monte de Socorro, D. Manoel 25; Carlos Pareto & Co., 1 de Marco 35; Banco Nacional Brasileiro, Alfandega 28; Banco Nacional Ultramarino, Alfandega and Quitanda; Borges e Irmao, Alfandega 24; Casa Bancaria Peixoto & Co., Alfandega 12; Credito Foncier du Bresil et de l'Amérique du Sud, Rio Branco 44; London & Brazilian Bank (Ltd.), Alfandega 10; Casa Forte, 1 de Marco 66; Custodio de Almeida Magalhães & Co., General Camara 44; London & River Plate Bank (Ltd.), Alfandega 29-31; National City Bank of New York, Quintada 141; Sociedade Anonima Martinelli, 1 de Marco 114; Zenha, Ramos & Co., 1 de Marco 73; American Foreign Banking Corporation; Banco Español del Rio de la Plata; Banco da Lavoura e do Commercio do Brazil, 1 de Marco 85; Société Financière du Bresil, Rua S. Pedro 36; Banco di Roma, Avenida Rio Branco; Banco Portugues do Brasil, Rua da Alfandega 10; W. R. Grace & Co.; Royal Bank of Canada.

Note.—Rio de Janeiro is an important distributing point for the States of Rio de Janeiro and Minas Geraes, as well as the other States in southern Brazil. Agencies should be established at this place. An enormous volume of business is transacted in practically

all lines. The city should be canvassed thoroughly and sufficient time should be given to obtain the best results.

RIO GRANDE DO SUL, State of Rio Grande do Sul; population, 50,000; a port, situated 5 miles inland, on Lagoa dos Patos; landing, by shore boat (1\$000, plus small charge for hand luggage); 730 miles (1,175 km.) from Rio de Janeiro (by water), 174 miles (280 km.) from Bage, 135 miles (217 km.) from Porto Alegre, 85 miles (137 km.) from Nietheroy, 600 miles (966 km.) from Santos, and 29 miles (46 km.) from Pelotas. Temperature averages 65° F. Principal products: Cattle, wool, tobacco, and yerba maté. Industries: Tobacco factories, dried meats, woolen, jute, and cotton mills. Lloyd's agent, E. J. Wiggs & Son. American consular agent. Chamber of commerce.

How Reached.—From Rio de Janeiro, by rail or steamer; from Porto Alegre, by steamer; from Bage, by Rio Grande-Bage Railway (time 9½ hours); from Pelotas, Sao Paulo, and Uruguayana, by Rio Grande-Bage Railway; from Nietheroy, by Leopoldina Railway (fare 13\$500, 4½ hours).

Hotels.—Brazil, Paris, Porto Alegre, Schmidt, De Europa, Cosmo, Viajantes, Internacional, Central.

Banks.—Banco do Commercio de Porto Alegre; Banco da Provincia do Rio Grande do Sul; London & Brazilian Bank (Ltd.); Thomssen & Co.; Banco Pelotense; Lawson, Son & Co.

Customhouse Brokers.—Agencia Marti, Silva & Irmao.

Note.—This is a most important port of southern Brazil. If agencies need to be established at the smaller places, this is one that may well be utilized.

SANTOS, State of Sao Paulo; population, 112,000; situated in the eastern part of the State, separated from the mainland by a narrow channel; landing, steamer to wharf; 50 miles (80 km.) from Sao Paulo (by rail) and 200 miles (322 km.) from Rio de Janeiro. Climate, subtropical; temperature averages 72° F. Principal products, coffee. Lloyd's agent, J. G. Cramer. American consul and vice consul.

How Reached.—From Sao Paulo, by Sao Paulo Railway (fare 6\$500, time 2¼ hours); from Rio de Janeiro, by rail (14 hours' journey) or by sea; from Montevideo, Uruguay, by rail or steamer.

Railroads.—Tronco branch of Sao Paulo Railway; Santos branch to Guarujá branch of Guarujá Railway; Santos to Juquia branch of Southern Sao Paulo Railway.

Customhouse Brokers.—J. G. Cramer, Carraresi & Co., F. Macchioslate & Co.

Banks.—Banco Agricola de Sao Paulo; Banco Allianca do Porto; Banco do Brazil; Banco Campineiro; Banco Commercial do Estado de Sao Paulo; Banco Commercial do Porto; Banco do Commercio e Industria de Sao Paulo; Banco do Credito Hypothecario de Estado de Sao Paulo; Banco Español del Rio de la Plata; Banco do Minho; Banco de Sao Paulo; Banco Francaise pour le Bresil; Banco Francaise et Italienne pour l'Amerique du Sud; British Bank of South America (Ltd.); London & Brazilian Bank (Ltd.); London & River Plate Bank (Ltd.); National City Bank of New York; Banco Bresilienne Italo-Belge.

Hotels.—Grand; America, Rua 15 de Novembro 179; Sportsman, Rua 15 de Novembro 138; Bristol, Rua Jose Ricardo 49; Washing-

ton, Rua 15 de Novembro 207; Palace, Praia Jose Menino 124; Internacional, Rua 15 de Novembro 65; Parque Balneario, Avenida Anna Costa; De Europa, Rua Jose Ricardo 21; Grande Hotel Espana, Praça Republica 77.

Note.—Through this port all merchandise for the State of Sao Paulo is handled. Millions of bags of coffee are exported annually. A great volume of direct importing is done. Santos may be canvassed with profit by many salesmen.

SAO PAULO, capital of State of Sao Paulo; altitude, 2,500 feet; population, 400,000; on Sao Paulo Railway; 304 miles (490 km.) from Rio de Janeiro, 37 miles (60 km.) from Jundiahy, 50 miles (80 km.) from Santos, 144 miles (233 km.) from Cachocira, and 270 miles (431 km.) from Itarare. Climate, subtropical. Principal products: Coffee and gold. Industries: Cotton spinning and weaving, foundries, furniture, shoe, and match factories. American consul and vice consul. Chamber of commerce, Rua 15 de Novembro 20. Also American Chamber of Commerce.

How Reached.—From Rio de Janeiro, by Central do Brasil Railway (10 hours' trip, fare 32\$100); from Santos, by Sao Paulo Railway (2 hours' trip, fare 6\$500); from Jundiahy, by Sao Paulo Railway (fare 3\$000, 1 hour's trip); from Itarare, by Sorocabana Railway (fare 23\$100, 4½ hours' trip).

Railroads.—In addition to the line to Rio de Janeiro, there is railway service to the interior of Minas Geraes by way of Uberaba, Araguary; also to Bello Horizonte. Southward a series of lines extend through the States of Parana, Santa Catharina, and Rio Grande, connecting at the border town of Santa Anna with a line running south to Montevideo.

Hotels.—Sportsman, Rua Sao Bento 16; Suisso, Largo Paysandu 38; Paz; D'Oeste, Boa Vista 72; Majestic, Rua Sao Bento; Bella Vista, Rua Sao Bento 34; Bristol, Gusmoes 29; Grande, Rua Sao Bento 49; Comercio, Manó 113; Continental, Rua General Conto do Magalhães 88.

Banks.—Agencia Financal Paulista; Banco Agricola de Sao Paulo; Banco Commercial do Estado de Sao Paulo; Banco Comercio e Industria de Sao Paulo; Banco de Construccoes e Reservas; Banco Constructor e Agricola; Banco de Credito Hypothecario; Banco Español del Rio de la Plata; Banco de Minho; Banco di Napoli; Banco de Sao Paulo; Banco Uniao de Sao Paulo; Banco Italo-Belge; Banco Borges e Irmao; Banque Francalse pour le Brésil; Credit Foncier du Brésil et de l'Amérique du Sud; British Bank of South America (Ltd.); Giordano & Co.; London & Brazilian Bank; National City Bank of New York; Sociedade Anonyma Commercial e Bancaria Leonidas Moreira; Banco Allianca do Porto (Zerrener & Co., agents); Banco Commercial do Porto; London & River Plate Bank.

Customhouse Brokers.—Benjamin Machado & Co., Rua 15 de Novembro 34; Pestena & Co., Rua Jose Bonifacio 35; Belli & Co., Rua Boa Vista 15; J. A. de Filho Caldas, Rua Jose Bonifacio 41.

Note.—This is the second city of importance in Brazil, and the coffee mart of the Republic. An enormous volume of trade is transacted here. There are numerous direct importers. The commerce between Sao Paulo and Rio de Janeiro is large. Sao Paulo should be included in the itinerary of all salesmen.

THEREZINA, capital of State of Piauhy; population, 45,500; situated on the Parnahyba River; 270 miles (432 km.) from Parnahyba and 223 miles (360 km.) from Amarracao (port). Temperature averages 80° F. Principal products: Cotton, sugar, rice, rubber, and cattle. Industries: Cattle raising, cotton mills, soap making, sugar refining, and distilling.

How Reached.—From Parnahyba, by river steamer to Caxias; thence railway via Senado Furtoda (across Parnahyba River).

Steamship Lines.—Cia. de Vapores do Rio Parnahyba; Empresa Fluvial Parnahyba.

Hotels.—Hotel 15 de Novembro, Moura, Rua Grande, Dias, Velezo.

Note.—A flourishing city easily reached from its port, Parnahyba; in a rich agricultural district, of which cotton is the chief product. There are several cotton mills at this place. Visited by those who canvass closely, and worthy of general attention.

URUGUAYANA, State of Rio Grande do Sul; population, 14,000; on Uruguay River, 62 miles (100 km.) from Itaqui, 232 miles (374 km.) from Santa Maria, and 483 miles (778 km.) from Porto Alegre. Products: Jerked beef, soap, candles, etc.

How Reached.—From Itaqui, by Itaqui & Uruguayana Railway; fare, 11\$000; 4 hours' journey from Porto Alegre, via Uruguayana Railway; fare, 55\$700; and from Santa Maria, via Uruguayana Railway; fare, 26\$600; 12 hours' journey.

Banks.—Banco Pelotense; Banco da Provincia.

Hotels.—Masgrau, Allianca, Progresso, Familiar, Pellegrini, Moderno.

Note.—Uruguayana is a flourishing city with a brisk trade.

VICTORIA, capital of State of Espirito Santo; population, 21,000; on the southwest shore of island on Espirito Santo Bay; 680 miles (1,095 km.) from Sao Paulo, 398 miles (640 km.) from Rio de Janeiro, and 77 miles (124 km.) from Itapemirim. Principal products: Coffee, cacao, tobacco, timber. Industries: Sugar refining, cotton weaving, boot and shoe making. Lloyd's agent, Brian Barry. American consular agent.

How Reached.—From Rio de Janeiro, by Leopoldina Railway, or steamer. From Sao Paulo, by Central Railway to Rio; steamer to Nictheroy; Leopoldina Railway to Victoria; average time of trip, 36 hours; fare, 48\$900.

Banks.—London & River Plate Bank (agency); Banco Hypothecario e Agricola.

Hotels.—Palace, d'Europa, Internacional, Commercio, Luzo-Brasileiro, Porto Rico.

Note.—This is a port in southeastern Brazil; dependent chiefly upon Rio de Janeiro for its imports; canvassed by those who work their territory very closely. A considerable distributing business is carried on with the surrounding country.

TOWNS OF LESS IMPORTANCE.

Alagoas, capital of the State of Alagoas; on Utinga River, 6 miles (10 km.) from its mouth (Lago Manguabo); population of district, 18,000. Products: Cotton, sugar, cereals. Daily communication with Pilar by Companhia de Navegacao dos Lagos.

Alcantara, State of Maranhão; population of district, 16,000; port on Bay of São Marcos; on Des États Unis du Brésil Railway; exports cattle, hides, rubber, and gum; distant 12 miles (20 km.) from Maranhão; 8 miles (12 km.) from Neves; fare, 1\$200; time, 24 minutes; 9 miles (14 km.) from Nitheroy; fare, 1\$200; 2 hours journey by Cangallo Branch.

Alegrete, State of Rio Grande do Sul; population, 8,000; on Ibirapuitan River, 89 miles (145 km.) from Uruguaiana, 144 miles (232 km.) from Santa Maria, and 370 miles (594 km.) from Porto Alegre. Products: Maize, wheat, sugar, rice. Railroads: Auxiliaire L. Uruguayana (branch of Brazil Railway). Hotels: Amena, Europa, Brasil, Central, Alegretense. Banks: Fihul do Banco da Provincia do Rio Grande do Sul; Fihul do Banco Pelotense.

Amarante, State of Piauí; population of district, 10,000; port on Parnahyba River; reached by steamers of Companhia de Navegação do Rio Parnahyba. Products: Sugar, cotton, cereals, hides, aguardiente, silver, copper, iron.

Amargosa, State of Bahia; population of district, 25,000; altitude, 1,225 feet; on Jequerica-Mirim River, 61 miles (96 km.) from Nazareth. Reached by Amargosa branch of Nazareth Railway; fare, 5\$700; time of trip, 5½ hours. Products: Cotton, cereals, cattle.

Amparo, State of São Paulo; population of district, 50,000; altitude, 2,150 feet; on Camandueia River, 105 miles (169 km.) from São Paulo. Reached by Mogiana Railway (Amparo, Serra Negra & Secorrio branch); fare, 15\$900; average time of trip, 5 hours. Hotels: Grande Hotel Zucchi and Grande Hotel Bernardo. Coffee-growing section.

Angra dos Reis, State of Rio de Janeiro; population of district, 20,000; seacoast town, on Central Railway to Rio de Janeiro. Products: Aguardiente, coffee, cereals, and fruits. Hotel, Da Silva.

Antonina, State of Paraná; population of district, 12,000; good port on west shore of Cachoeira Bay, on Paraná Railway. Antonina branch, 11 miles (17 km.) from Morretes (fare, 0\$800; time, 1 hour). Products: Rice, sugar, iron, timber, manganese. Carretera to Graciosa, 52 miles (86 km.) distant. Bank, Mareallo & Co.

Aracaty, State of Ceará; population of city, 12,500; of district, 33,000; near mouth of Jaguaribe River; steamship communication with União and Russas. Products: Cotton, wax, sugar, hides. Industries: Fiber and straw weaving. Hotel, Brazil. Port of call for Lloyd Brasileiro steamers from Parnahyba and Fortaleza. Distant 178 miles (287 km.) from Praia Formosa, which is reached by Linha do Centro (Rede Mineira); fare, 25\$600; time, 10 hours.

Araguary, State of Minas Geraes; population, 6,000; on Araguary branch of Tronco Railway and Tronco branch of Mogiana Railway; climate, temperate. Products: Cereals, rice, cattle, horses. Distant 555 miles (894 km.) from São Paulo, via Baldecao and Mogiana Railway (fare, 45\$900; time, 11½ hours); 97 miles (156 km.) from Ipameri, via Goyaz Railway (fare, 14\$700; time, 8 hours). Hotels: Brazil and Flavio.

Araraquara, State of São Paulo; population, 12,000 (district, 40,000); on D'Ouro River. Products: Coffee, sugar, cereals, cattle. Reached from São Paulo, 200 miles (322 km.), by Paulista & Arara-

quara Railway (Rio Claro branch); fare, 20\$500. Hotels: Mozza and Oeste.

Araras, State of Sao Paulo; population, 8,000; on Paulista Railway (Jundiahy to Descalvado line), 120 miles (195 km.) from Sao Paulo; fare, 16\$100; time of trip, 4 hours. Products: Coffee, sugar, cereals. Industry, meat packing. Hotels: Central and Mantorana.

Araxa, State of Minas Geraes; population, 13,000; 32 miles (52 km.) from Sacramento, on Mogyana Railway. Products: Rice, cereals, sheep.

Areias, State of Sao Paulo; population, 6,000; on Vermeilho River, 8 miles (12 km.) from Queluz, which is on Central Railroad. Good carretera to Queluz. Products: Coffee, aguardiente, cereals.

Assu, State of Rio Grande do Norte; population, 5,000; on left bank of Piranhas River, 186 miles (300 km.) from the capital. Products: Salt, coal, iron, lead, cotton, cereals, hides. Hotel, Assu.

Atalaia, State of Alagoas; population of city, 8,000; of district, 50,000; on Parahyba River, and on railway from Vicoso to Maceio (branch of Great Western of Brazil Railway), 25 miles (40 km.) from Maceio. Sugar is an important product.

Avare, State of Sao Paulo; population, 6,000; altitude, 2,450 feet. Products: Cereals, sugar, cotton. On Sorocabana-Tibagy branch of Brazil Railway; 241 miles (387 km.) from Sao Paulo (fare, 23\$700; time, 11½ hours). Hotel, Guarany Bella Vista.

Bage, State of Rio Grande do Sul; population of city, 18,000; of district, 38,000; on Quebracho River. Mines: Lead, gold, copper. Products: Wheat, maize, alfalfa, potatoes, wine, cattle. Distant 198 miles (320 km.) from Santa Maria on Santa Maria-Bage branch (fare, 23\$100; time, 11½ hours); 174 miles (280 km.) from Rio Grande, reached by Rio Grande-Bage Railway. Hotels: Brazil, Comercio, Paris, Estacio, Tres Nacoes. Bank, Banco Pelotense.

Bananeiras, State of Parahyba; population of district, 27,000; on Great Western Railway; 216 miles (347 km.) from Porto Velho, via Madeira-Mammore Railway (time, 31 hours); 4 miles (6 km.) from Borboreme (railway station); 262 miles (421 km.) from Nietheroy (fare, 36\$300; time, 12 hours). Products: Coffee, cotton, cereals, fruits, sugar, tobacco, granite, chalk. Hotels: Anisio do Silva Barbosa; Luiz Barreto de Almeida; D. Maria Veronica.

Barbacena, State of Minas Geraes; population, 10,000; altitude, 3,250 feet; 112 miles (181 km.) from Ouro Preto, 200 miles (320 km.) from Bello Horizonte, and 235 miles (378 km.) from Rio de Janeiro via Central Railway (fare, 29\$300; 8½ hours). Industries: Tanning, cotton mills, boot making, cheese factories. Hotels: Allianca, Martinelli, Central.

Barra do Pirahy, State of Rio de Janeiro; population, 10,000. Industries: Distilleries, dairies, agricultural machinery. Products: Tobacco and agricultural products. Distant 242 miles (390 km.) from Sao Paulo, via Central Railway (25\$600 fare, 10 hours' journey); 68 miles (109 km.) from Rio de Janeiro, by Central Railway (fare, 9\$600; time, 3 hours). Hotels: Universal, Central.

Barra do Rio Grande, State of Bahia; at confluence of Sao Francisco and Grande Rivers. Products: Wine, etc. Center of river trade for States of Minas, Goyaz, and Piahy.

Barra Mansa, State of Rio de Janeiro; population of district, 26,000; on right bank of Parahyba River; 33 miles (52 km.) from

Cedro; fare, 4\$500; time, 2½ hours; 95 miles (153 km.) from Rio de Janeiro, and 214 miles (345 km.) from Sao Paulo, on Sao Paulo-Rio branch of Central Railway (average time from Sao Paulo, 8½ hours; fare 22\$700). Products: Coffee, cereals, sugar, coal, iron, manganese. Hotels: Santos, Ferreira. This town is also on Carancas-Angra dos Reis branch of Oeste de Minas Railway.

Barreiras, State of Bahia; population, 5,000; port for large and small steamers on the Rio Grande. Products: Cattle, rubber, timber.

Baturite, State of Ceara; population of city, 30,000; of district, 45,000. Distant 63 miles (101 km.) from Fortaleza, via Brazil Northeastern Railway; fare, 7\$200; time of trip, 4½ hours. Products: Sugar, rubber, manioc, coffee. Hotel: Francisco M. da Silveira.

Bauru, State of Sao Paulo; population, 6,500; altitude, 1,700 feet; 268 miles (432 km.) from Sao Paulo (fare, 25\$200; time, 124 hours); on Sorocabana trunk line of the Brazil Railway Co. Products: Coffee, cereals, sugar, fruits, cotton, timber, cattle.

Belmonte, State of Bahia; population, 6,000; on right bank of Jequitinhonha River, 26 miles (42 km.) from Cannavieiras, via motor boat across the Canal de Peso. Products: Cacao, timber, coffee, sugar, cattle.

Bomfim, State of Bahia; population, 10,000; 59 miles (95 km.) from Rio, via Central Railway (fare, 6\$300; time, 4½ hours); 277 miles (446 km.) from Bahia, via Bahia-Sao Francisco-Joazeiro Railway (fare, 21\$800; time, 33 hours). Products: Coffee, tobacco, cigars, rice, cotton, copper, iron. On Railway do Bahia do Rio Sao Francisco. Hotel, Lobo.

Bomfim, State of Goyaz; population, 2,500; altitude, 2,740 feet; 3 miles (5 km.) from Goyaz Railroad, 150 miles (240 km.) from Goyaz; climate, excellent. Products: Minerals, cattle, sugar, tobacco.

Bom Successo, State of Minas Geraes; population of city, 7,000; of district, 28,000. Products: Agricultural produce, starch, gold, platinum, iron. Reached from Rio de Janeiro by West Minas Railway. Distant 134 miles (216 km.) from Sitio via West Minas Railway; fare, 16\$500; time, 8½ hours. Hotel, Dos Viajantes.

Botucatu, State of Sao Paulo; population, 10,000; altitude, 2,450 feet; 192 miles (309 km.) from Sao Paulo (fare, 21\$100; time, 9½ hours), on Sorocabana trunk line of the Brazil Railway Co. Products: Coffee, sugar, cereals, tobacco, cattle, hides. Hotel, Rabello Areiros.

Braganca, State of Para; population, 18,000; 144 miles (233 km.) from Para, via Para-Braganca branch of Braganca Railway. Products: Cotton, sugar, maize, rice, tobacco. Hotels: Bianchi, Braganca, Central, Sportsman, Carvalho.

Brusque, State of Santa Catharina; population, 1,200; on Itajahymerim River; chiefly dependent on steamship service; distant 63 miles (102 km.) from Florianopolis, from which it is reached by carretera. Products: Maize, rice, coffee, sugar, tobacco, lime. Hotel, Joao Schaefer.

Cabo, State of Pernambuco; population of district, 26,000; on Pirapaima River. Products: Rice, coffee, cotton, sugar, maize, beans. Reached from Nazareth (State of Pernambuco) or Pernam-

bucu, via Great Western Railway of Brazil; 20 miles (32 km.) from Cinco Pontas (Pernambuco) via Great Western Railway (fare, 2\$000; time of trip, 44 minutes). Hotels: Benecio, Brasil.

Cabo Frio, State of Rio de Janeiro; population of district, 8,000; on Araruama Lake. Products: Sugar, fruits, coffee, salt.

Cacapava, State of Rio Grande do Sul; population of district, 18,000; 37 miles (60 km.) from Porto Alegre. Products: Wheat, maize, tobacco, copper, gold, iron. Hotels: Viajantes, Tasso de Bem, Alves & Co., Pedro dos Santos, Oliviera.

Cachoeira, State of Bahia, population of city, 9,000, of district, 30,000; situated on Paraguassu River, 40 miles (64 km.) from its mouth, 14½ miles (233 km.) from Sao Paulo by Central Railway; fare, 15\$600, 5½ hours; and 48 miles (78 km.) from Bahia, via Central Railway of Bahia. Products: Rice and cereals; meat-preserving factory near by. On Feira de Santa Ana branch of Federeaux de l'Est Brazilian Railway. Hotels: Juvenal, Nacoss.

Cachoeiro de Itapemirim, State of Espirito Santo; population, 6,000; on Itapemirim River, 26 miles (42 km.) from its mouth; and 100 miles (160 km.) from Victoria (3 hours' journey), on Leopoldina Railway to Rio de Janeiro. Hotels: Macado, Serpa. Products: Coffee, sugar, cotton, cereals.

Caetite, State of Bahia; altitude, 2,550 feet; climate, cold from May to August, temperate rest of year; distant 388 miles (625 km.) from Bahia.

Caldas, State of Minas Geraes; population, 7,000; altitude, 3,725 feet; on Capipary River; 8 miles (14 km.) from Santa Rita das Caldas, 192 miles (310 km.) from Sao Paulo, via Mogyana Railway, Caldas branch; fare, 27\$300; time of trip, 9½ hours; 26 miles (42 km.) from Campestre, and 362 miles (582 km.) from Rio de Janeiro. Hotels: Globo, Sul. Products: Wines and coffee.

Cameta, State of Para; population of city, 20,000; of district, 32,000; on Tocantins River; steamship service by Liuha Fluvial do Tocantins, 3 trips monthly; 93 miles (150 km.) southwest of Para. Products: Cocoa, tobacco, woods, manioc. Reached from Abaete by Norte do Brasil Railway; fare, 36\$100.

Campos Novos, State of Sao Paulo; population of district, 15,500; altitude, 1,375 feet; on Sorocabana Railway to Sao Paulo and Santos. Products: Sugar, alcohol, coffee, rice, tobacco.

Cannavieiras, State of Bahia; population of district, 20,000; at mouth of Pardo River; reached from Bahia by steamers of Cia. de Navegacao Bahiana. Products: Cacao, coffee, gold, diamonds, iron, mica. Port of call for coasting vessels.

Cantagallo, State of Rio de Janeiro; population, 3,000; altitude, 1,200 feet; 103 miles (167 km.) from Nitheroy; fare, 16\$600, time 7 hours; 31 miles (50 km.) from Novo Friburgo; on Cantagallo branch of Leopoldina Railway. Products: Coffee, sugar, salted meat, etc.

Caruaru, State of Pernambuco; population, 9,000; altitude, 1,040 feet; on the Ipojuca River; 87 miles (140 km.) from Pernambuco, via Pernambuco branch of Great Western Railway; fare, 10\$100, time, 7 hours. Products: Sugar cane, cotton, coffee.

Casa Branca, State of Sao Paulo; population of district, 17,000; on trunk line of Mogyana Railway; 171 miles (277 km.) northwest of Sao Paulo; fare, 24\$700; time, 7½ hours. Products: Sugar, rice, manioc. Hotel, Comercio.

Catalao, State of Goyaz; population, 8,000; on Araguary section of Goyaz Railway; 72 miles (116 km.) from Araguary; fare, 10\$000, time of trip, 5 hours. Products: Cereals, rice, cattle, sugar, coffee, diamonds. Hotels: Barbosa, Jorge Elias.

Caxias, State of Maranhao; population of district, 42,000; on right bank of Itapicuru River, 298 miles (480 km.) from Maranhao. Hotel, Pellizarri. Products: Sugar, cotton, tobacco, wax, cereals, rubber. Industries: Textile mills, pottery works, sugar refineries. Terminus of river navigation and beginning of railway to Flores. Railroads: Caxias Cajaseiras Railway; San Luis-Caxias Railway.

Ceara-Mirim, State of Rio Grande do Norte; population, 6,000; 52 miles (86 km.) from Pedra Preta and 22 miles (36 km.) from Natal (its port), via Central do Rio Grande Norte Railway; fare, 3\$300; time, 1½ hours. On Rio Grande do Norte Railway, Pedra Preta branch. Products: Sugar, cotton, cereals, brandy. Hotel, Joao Matthias.

Conceicao do Arroio, State of Rio Grande do Sul; population of district, 14,000; 81 miles (132 km.) from Porto Alegre. Products: Sugar, wheat, rice, hides, alcohol. The Uruguayana Railway proposes to extend its line to this point. Hotels: Daniel Doca, Pili-grini, Germano Correa da Silva.

Coruripe, State of Alagoas; population, 13,000; on left bank of Coruripe River. Products: Sugar, rice, corn.

Cruz Alta, State of Rio Grande do Sul; population, 7,000; railroad, Auxiliaire L. Riv. Uruguay (Brazilian Railway Co. subsidiary). 308 miles (496 km.) from Porto Alegre; 230 miles (373 km.) from Marcellino Ramos station via Rio Grande do Sul Railway; fare, 27\$400; time, 13½ hours. Products: Cattle, cereals. Hotels: Espellet, Dos Viajantes, Deutsche, Italiano.

Curvello, State of Minas Geraes; population, 8,000; on Riacho River; climate, dry and healthful; 496 miles (798 km.) from Rio de Janeiro, by Central Railway; fare, 54\$100. Products: Copper, pot-ter's clay, rice, sugar, tobacco, coffee, cattle, and hides. Active commerce.

Curralinho, State of Goyaz; population, 2,000; altitude, 2,675 feet; on right bank of Pedras River, near Goyaz Railway; 21 miles (33 km.) from Goyaz, 54 miles (86 km.) from Campinas. Products: Timber, rubber. On Central Railway. Cattle-breeding district.

Descalvado, State of Sao Paulo; population of district, 22,000; on Jundiaby-Descalvado branch of Paulista Railway, 177 miles (285 km.) from Sao Paulo; fare, 21\$000; time of trip, 9½ hours. Products: Coffee, sugar, tobacco. Hotels: Central, Borini, Madalon.

Encruzilhada, State of Rio Grande do Sul; population of district, 20,000; on Pequary River. Products: Cereals and tobacco. Hotels: Baeruzillhadense, Estevao Gastinsky.

Entre Rios, State of Minas Geraes; population, 12,000; 123 miles (198 km.) from Rio de Janeiro, which is reached by Central and Leopoldina Railways; fare, 16\$300; time, 5½ hours. Products: Cereals, cattle, manganese. Hotels: Franklin, Francisco Ribeiro Penna.

Estancia, State of Sergipe; population, 13,000; on Piahy River; climate, healthful. Products: Sugar, coconuts, coffee, aguardiente. Industries: Soap and oil factories, tile works. River communication. Hotel: Manoel Ribeiro.

Faxina, State of Sao Paulo; altitude, 1,950 feet; population, 7,000; 232 miles (365 km.) from Sao Paulo; fare, 22\$900; time, 11 hours; on Sorocabana-R. de Itarare branch of Brazil Railway; climate, temperate. Products: Coffee, tobacco, cotton, sugar, cereals, cattle, diamonds, gold, lead. Carreteras to Rio Grande, Bom Successo, Apiauhy, Iporanga, Sao Paulo.

Feira de Santa Anna, State of Bahia; population, 32,000; 28 miles (45 km.) from Cachoeira via Central Railway of Bahia; fare, 3\$400; time of trip, 2½ hours. Products: Cereals, tobacco, vegetables, fruits, diamonds, gold, iron, silver, copper, marble. Industry, cigar making. This town is famous for cattle fairs.

Goyana, State of Pernambuco; population, 5,000; on the Goyana River, 48 miles (80 km.) from Pernambuco, with which it is connected by regular steam launch service. Reached from Praia Formosa by Juiz de Fora branch; fare, 25\$100; 9½ hours' journey. Products: Sugar cane, tobacco, cotton. Hotel: Papagaio.

Goyaz, capital of State of Goyaz; population, 16,000; altitude, 1,500 feet; on Vermelho River, 21 miles (33 km.) from Curralinho. Products: Coffee, sugar cane, vanilla, copper, gold, diamonds, cattle. Hotel: Cinco de Novembro.

Granja, State of Ceara; population of district, 18,000; on Co-reahu River; 15 miles (25 km.) from Camocim (fare 1\$800) and 134 miles (127 km.) from Ipu, via Northeastern Railway. Industries: Salt and tile works. Products: Cotton, maize, wax, hides, and tobacco.

Guarapuava, State of Parana; altitude, 3,560 feet; on Lageado River; population of district, 30,000. Products: Cereals, timber, cattle, yerba maté. Reached from Curitiba by Sao Paulo-Rio Grande Railway. Hotel, Manoel Horacio dos Santos.

Guarapary, State of Espirito Santo; population, 8,000; on Sao Paulo Railway to Curitiba. Products: Coffee, cereals, and sugar.

Ilheos, State of Bahia; population, 16,000; near mouth of Cachoeira River; port of call for coasting steamers of Bahia Co.; on Bahia Southwestern Railway to Conquista. Products: Coffee, cocoa, sugar, tobacco, coal, petroleum, naphtha, gold. Hotels: Lopes, Coelho. Grande Hotel Ilheos.

Ipu, State of Ceara; on Ipicaba River; Sobral Railway to Sobral, Granja, and Camocim (port); 47 miles (77 km.) from Cratheus, 6½ hours' trip; 18 miles (28 km.) to Ipuieras.

Irara, State of Bahia; population, 3,000; 1 mile (1½ km.) from railway station of Entroncamento, which is on Bahia-Sao Francisco branch of Federeaux de l'Est Brasilien Railway; 27 miles from Alagoinhas.

Itabira de Matto Dentro, State of Minas Geraes; population of district, 38,000; 37 miles (60 km.) from Caethe by road. (Caethe is on the Central Railway to Rio de Janeiro.) Distant 325 miles (524 km.) from Rio de Janeiro via Central Railway; fare 39\$300; 12½ hours' journey. Industries: Textile mills and straw-hat factories. Products: Sugar, coffee, cereals, gold, iron. Hotels: Antonio Napolos, Joao Christiano Nunes, Rosa & Balthazar.

Itacoatiara (Serpa), State of Amazonas; population, 5,000; on Amazon River, 71 miles (114 km.) from Manaus; reached by river steamers. Products: Cacao, rubber, tobacco, brazil nuts, fish.

Itajahy, State of Santa Catharina; population, 8,000; situated at mouth of Itajahy River; 120 miles (192 km.) south of Pernambuco. Products: Cedar wood, rosewood, mahogany, sugar, rice, coffee, manganese, iron, mercury. Reached from Pernambuco by railway. This town is the port for Blumenau, Brusque, and Luis Alves. Hotels: Central, Brazil.

Itaqui, State of Rio Grande do Sul; population, 7,000; on Upper Uruguay River; 545 miles (877 km.) from Porto Alegre, 62 miles (100 km.) from Uruguaiana (reached by Great Southern Railway; fare, 11\$000; average time, 4 hours), and 400 miles (644 km.) from Rio Grande; on Itaqui-Quarahy Railway and Itaqui-San Borja branch of Brazil Great Southern Railway. Products: Sugar, cereals, cattle, flour, cotton. Hotel, Commercio.

Itu, State of Sao Paulo; population, 11,000; on south bank of Tiete River; 82 miles (131 km.) from Sao Paulo, via Sorocabana Railway (Ituana section); fare, 8\$700; time, 3¼ hours. Products: Coffee, cotton, sugar. Industry, cotton-textile mills.

Jaboticabal, State of Sao Paulo; population of district, 25,000; 259 miles (418 km.) from Sao Paulo. Reached by steamers of Companhia Paulista de Vias Ferreas & Fluviales; also by Paulista Railway; average rail time from Sao Paulo, 10½ hours; fare, 23\$400. Products: Coffee, sugar, cereals, manioe. Hotels: Central, Migliori.

Jacobina, State of Bahia; population of district, 36,000; on Rio do Ouro and on extension of the Central Railway from Bomfim to Morro do Chapen. Products: Cotton, sugar, rice, tobacco, maize, gold, timber. Industry, fruit preserving.

Jaguaro, State of Rio Grande do Sul; population of district, 18,000; 9 miles (15 km.) above mouth of Jaguaro River; on Lago Mirim, opposite Artigas, Uruguay; 18 miles (30 km.) from Pelotas and 235 miles (380 km.) from Porto Alegre; wine and fruit-growing district. Hotels: Biot, Frances.

Jahu, State of Sao Paulo; population of district, 26,000; on Jahu branch of the Paulista Railway. Products: Coffee, cattle. Climate, dry, temperate. Distant 245 miles (394 km.) from Sao Paulo; fare, 23\$900; time of trip, 10½ hours. Hotels: Toscano, Grande Hotel Ovidio, Cappone, Ferrari.

Januaria, State of Minas Geraes; population, 12,000; climate temperate; on Sao Francisco River; reached by small vessels from Joazeiro and Pirapora, terminals of the Bahia and Central Railways. Products: Gold, rice, sugar.

Jardim do Serido, State of Rio Grande do Norte; population of district, 15,000; on Serido River, an affluent of the Piranhas, 34 miles (54 km.) from Caicos, 205 miles (330 km.) from Natal, and 19 miles (30 km.) from Acary; terminal of the Great Western Railway. On Natal-Pedra Preta branch of the Central do Rio Grande do Norte Railway; average rail time from Natal, 4½ hours; fare, 8\$000. Products: Cattle, hides, rice, sugar. Carreteras to Caico and Acary.

Joazeiro, State of Bahia; population, 14,000; altitude, 1,150 feet; on Sao Francisco River, opposite Petrolina. On Sao Francisco Railway (Federeaux de l'Est Brazil) to Bahia and Alagoinhas, 280 miles (452 km.) from Alagoinhas, and 358 miles (576 km.) from

Bahia (fare, 25\$300; time, 9½ hours). Products: Salt, soda, sugar, cotton, manioc, wax, rubber, cocoa. Hotel, Paris.

Juiz de Fora, State of Minas Geraes; population, 30,000; altitude, 2,170 feet; on the Parnahyba River, 228 miles (367 km.) from Bello Horizonte, 172 miles (276 km.) from Rio de Janeiro via Central Railway. Fare from Rio de Janeiro, 22\$000; time of trip, 8 hours. Products: Cotton, sugar, coffee, tobacco, cereals, cattle. Hotels: Grande, Central, Renaissance. Bank: Banco Credito Real de Minas Geraes (agency). Railroads: Central Brazil; Juiz de Fora branch of Leopoldina.

Jundiahy, State of Sao Paulo; population, 16,000; 37 miles (60 km.) from Sao Paulo, by Sao Paulo Railway (fare, 5\$100; time, 1¼ hours); also on Sorocabana-R. de Jundiahy branch of Brazil Railway. Hotels: Stadt, Hamburgo, Petrom.

Labrea, State of Amazonas; on Purus River, 778 miles (1,252 km.) from Manaos. Products: Coal, iron. Reached from Manaos by steamers of Companhia do Amazonas, 5 days' journey; to Manaos, 3 days' journey. Hotels: Abraham Litaife, Galdino de Moura Brasil, Joao Jose de Lima.

Lage, State of Santa Catharina; population of district, 26,000; altitude, 2,450 feet. Products: Wheat, fruits, cereals, cattle. Distant 42 miles (68 km.) from Rio de Janeiro via Central Railway; fare, 1\$300; time of trip, 2¼ hours. Hotels: Josapha Lenzi, Jose Sonto Negro.

Lagoa Vermelha, State of Rio Grande do Sul; population, 16,000; 197 miles (316 km.) from Capital, by carretera. Products: Alfalfa, rice, sugar, cereals, fruits, vegetables.

Laguna, State of Santa Catharina; population of district, 33,800; on Theresa-Christina branch of the Brazil Railway Co.; reached from Rio de Janeiro by coasting steamers. Products: Maize, sugar, alcohol, rice. Distant 21 miles (34 km.) from Imbitumba, via Imbitumba branch; fare, 2\$600; time, 1¾ hours. Hotels: Augusto Westphol, Egydio Taranto, Ernesto Wilke, Monteclaro.

Lavras, State of Minas Geraes; population, 8,000; altitude, 2,950 feet; 222 miles (357 km.) from Bello Horizonte, 6 miles (10 km.) from Ribeirao Vermelho. Railroad: Oeste de Minas, Bom Jardim branch. Products: Gold, coal, iron, woods, cattle, pigs, cheese. Hotels: Central, Moreira. Bank: Agencia do Banco de Credito Real de Minas Geraes.

Leopoldina, State of Minas Geraes; population, 3,000; reached from Rio de Janeiro by Leopoldina Railway; 183 miles (295 km.) from Praia Formosa, via Leopoldina Railway; fare, 26\$200. Products: Sugar, tobacco, coffee, cereals.

Limeira, State of Sao Paulo; population, 10,000; altitude, 1,620 feet; on railroad (Paulista) from Campinas to Sao Joao do Rio Claro. Products: Coffee, sugar, cereals. Hotels: Dos Viajantes, Grande Hotel Central.

Livramento, State of Rio Grande do Sul; population, 9,000; on Ibicuby do Armado River; 94 miles (152 km.) from Barra do Pirahy, via Central Railway (fare, 16\$200; 7 hours' journey); 372 miles (600 km.) from Porto Alegre, by branch of Uruguayana Railway; 216 miles (350 km.) from Rio de Janeiro, via Piranga branch of Central (fare, 23\$000). Sheep and cattle raising district. Hotels: Pinto, Correa, Antonio Joaquim Gomes, Alfredo Antonio

Alves, Ernesto Labarthe, Pedro Giannetti. Banks: Filial do Banco do Provincia do Rio Grande do Sul; Filial do Banco Pelotense.

Macau, State of Rio Grande do Norte; population, 7,000; at mouth of Piranhas River, 150 miles (241 km.) from Natal; climate, temperate, healthful. Products: Salt, cotton, cereals, fish. Reached by sea and by river. Hotels: Europa, Pensao Macau. Port of call for Companhia Comercio e Navegacao, Companhia Maranhense, and Lloyd Brasileiro.

Macahe, State of Rio de Janeiro; population, 8,000; seaport; reached by Companhia de Navegacao de Sao Joao do Barra e Campos; 112 miles (181 km.) from Nitheroy via Leopoldina Railway; fare, 17\$400; time, 4 $\frac{3}{4}$ hours; climate, healthful. Products: Coffee, alcohol, sugar, textiles.

Macapa, State of Para; population, 9,000; on Amazon River; reached by steamers. Products: Rubber and gold.

Mage, State of Rio de Janeiro; population of district, 26,300; on Therosopolis & Leopoldina Railway; reached from Rio de Janeiro, time, 1 $\frac{1}{2}$ hours; climate, variable.

Mamanguape, State of Parahyba; population, 7,000; on Parahyba River (steamship service). Products: Sugar, cereals, rubber, manioc.

Manicore, State of Amazonas; population of district, 17,000; on right bank of Madeira River, short distance from mouth of Manicore River; river communication with Humaita and Itacoutara; 290 miles (469 km.) from Manaus. Products: Rubber, tobacco, hides, manioc, cocoa, skins, fish, oil. Port of call for river steamers.

Maragogipe, State of Bahia; population, 7,000; district, 25,000; 35 miles (56 km.) from Bahia; on Maragogipe River, where it enters Lake Paraguasso; reached from Cachoeira by steamers. Products: Tobacco, cocoa, cereals, rice, sugar, maize, arrowroot. Industries: Cigar and soap making; distilleries. Hotels: Uniao Pensao Rocha.

Maranguape, State of Ceara; population, 18,000; 16 miles (27 km.) from Fortaleza, via Baturite Railway; fare, 2\$100; time, 35 minutes. Products: Cotton, bananas, rubber.

Marianna, State of Minas Geraes; population, 5,000; 8 miles (12 km.); northeast of Ouro Preto; 7 miles (11 km.) from Old Highway. Products: Cereals, sugar, cattle, gold. Railroad: Ouro Preta branch of Central do Brazil Railway. Ouro Preta Gold Mine Co. operates here.

Maroim, State of Sergipe; population, 9,000; on Ganhamoraba River, 25 miles (42 km.) north of Aracaju; on Alagoinhas-Propria Railway. Products: Sugar, cotton, alcohol, cereals. Banks: Cruz & Irmao; Sabino Ribeiro & Co.

Matto Grosso, State of Matto Grosso; population, 5,000; on right bank of Guapore River, 342 miles (552 km.) from Cuyaba; 47 miles (76 km.) from Bento Quirino by Sao Paulo e Minas Railway. fare, 7\$600; 4 $\frac{1}{2}$ hours' journey. Products: Rubber, medicinal plants, minerals. Government military station.

Mococa, State of Sao Paulo; population of district, 19,000; 212 miles (342 km.) from Sao Paulo (fare, 2\$900) and 26 miles (42 km.) from Caconde. Products: Coffee, cereals, cattle. Railroad: Mococa branch of Mogyana Railway; fare from Sao Paulo, 2\$900; time of trip, 9 $\frac{1}{2}$ hours. Hotels: Dos Viajantes, Central, Terraco.

Mogy Mirim, State of Sao Paulo; population, 10,000; 112 miles (181 km.) from Sao Paulo; fare, 16\$900; time, 4½ hours. Products: Sugar, fruits, aguardiente. On trunk line of Mogyana Railway. Hotel, Brasi.

Morretes, State of Parana; population, 8,000; on Parana-Paranagua-Curitiba branch of Brazil Railway; 42 miles (69 km.) from Curitiba; fare, 6\$400; time, 3 hours. Products, tropical fruits. A fishing center.

Mossoro, State of Rio Grande do Norte; population of district, 13,000; on left bank of Mossoro River, 175 miles (281 km.) from Natal; climate, dry. Products: Alabaster, iron, salt, wax, cattle, rubber. Hotels: Todo, Dos Viajantes.

Nazareth, State of Bahia; population, 10,000; on Jaguaripe River; steamer communication with Bahia every other day; 5-hour trip; 99 miles (159 km.) from Conquista, by railroad; 61 miles (99 km.) from Amargosa, by Nazareth Railway (fare, 5\$700; 5½ hours' journey). Products: Tobacco, coffee, sugar, manioc, timber, manganese. Industries: Sugar refineries, distilleries. Hotels: Hermilo Antonio de Moura, Jose Severiano da Trindade.

Nazareth, State of Pernambuco; population of district, 70,000; on left bank of Tracunhaem River; 45 miles (73 km.) from Pernambuco, by Recife-Cabedello Railway; fare, 5\$300; 3 hours' journey; 102 miles (164 km.) from Sitio, by Oeste de Minas Railway; fare, 13\$000; 6½ hours' journey. Products: Sugar, cotton, coffee, cereals. On Great Western Railway. Tram road to Conquista, 100 miles (162 km.) distant. This place is noted for its fairs.

Nova Cruz, State of Rio Grande do Norte; population, 8,000. Products: Brazilwood, coffee, rice, hides. Distant 75 miles (120 km.) from Natal, via Natal-Pernambuco branch of Great Western Railway; fare 7\$700; time of trip, 6½ hours. Also reached from Pernambuco, 187 miles (301 km.) distant, by Natal-Pernambuco branch of Great Western Railway; fare, 20\$100. Carreteras to Campestre and Sao Bento. Hotel, Eneas Rocha.

Nova Friburgo, State of Rio de Janeiro; population, 20,000; altitude, 2,875 feet; 31 miles (50 km.) from Cantagallo; reached from Campos by Leopoldina Railway. Hotel, Grand.

Obidos, State of Para; population of district, 30,000; on Amazon River, 595 miles (959 km.) from Para; port of call for river steamers. Products: Cacao, rubber, brazil nuts. Industries: Chocolate making, fruit preserving.

Oeiras, State of Piauh; population of district, 35,000. Products: Cattle, hides, butter, rubber, cheese, wax. Important trading center.

Olinda, State of Pernambuco; population, 10,000; 27 miles (45 km.) from Pernambuco, by Great Western Railway; fare, 3\$400; time of trip, 1½ hours. Industries: Sugar refineries, tobacco and cotton factories. Products: Sugar, coffee, tobacco, cotton.

Ouro Fino, State of Minas Geraes; population, 8,000; altitude, 2,550 feet; reached from Sao Paulo or Cruzeiro (314 miles) by Sapucahy branch of Federaes Brasileiras Railway. Products: Coffee, cereals, sugar, woods, wines. Hotels: Paiva, Sá, Silva, Grande Hotel Pinheira. Bank, Agencia do Banco de C. Real de Minas.

Palmyra, State of Minas Geraes; population of district, 11,000; 200 miles (324 km.) from Rio de Janeiro, via Central Railway; fare, 25\$400; time, 7½ hours. Products: Cattle, cereals, cheese. Hotels: Barbosa, Central, Mineiro, Palmyra.

Penedo, State of Alagoas; population of district, 20,000; of city, 16,000; on Sao Francisco River, 34 miles (55 km.) from its mouth. Products: Sugar, cotton, cereals, pottery. Reached from Bahla by regular steamship service. Hotels, Alagoano, Vicencla, Rio Branco.

Pesqueira, State of Pernambuco; population of district, 16,000; on Panema River; 142 miles (230 km.) from Pernambuco, via Great Western Railway; fare, 15\$700; time, 11 hours. Products: Cotton, cereals, hides, guava jelly. Hotels: Clotario Duque do Silva, Pernambuco.

Picos, State of Piahy; population of district, 20,000; on Guribas River (navigable); 291 miles (470 km.) from Therezina. Products: Cattle, hides, skins, etc.

Pindamonhangaba, State of Sao Paulo; population of district, 14,000; on Parahyba River; 105 miles (171 km.) from Sao Paulo, via Central Railway; fare, 11\$700; time, 4½ hours. Products: Coffee, sugar, maize. Manufacturing town. Hotel, Central.

Piracicaba, State of Sao Paulo; population, 16,000; on Piracicaba River; 122 miles (196 km.) from Sao Paulo, via Sorocabana Railway; fare, 16\$000; time, 6½ hours. Products: Cotton, sugar, coffee, tobacco, manioc. Industries: Cotton mills, sugar refineries. Near by is Rio Claro, reached by electric railway. Hotels: Gardinera, Central.

Piracuruca, State of Piahy; population of district, 18,000; on Guaribas River (navigable). Products: Cattle, cotton, hides, skins, wax.

Pirahy, State of Parana; population, 7,000; 97 miles (157 km.) from Sao Paulo, via Sao Paulo-Rio Grande Railway; fare, 13\$700; time of trip, 5½ hours. Products: Cattle, sugar, coffee, iron.

Pirahy, State of Rio de Janeiro; population, 2,500; on right bank of Pirahy River. Products: Coffee, cereals, sugar, cattle. Railroad: Barra do Pirahy branch of Federaes Brasileiras Railway. Distant 11 miles (18 km.) from Barra do Pirahy; fare, 2\$500; time, 1½ hours.

Pirapora, State of Minas Geraes; population, 7,000; on Sao Francisco River; terminus of Central Railway, connecting it with Bello Horizonte and Rio de Janeiro; 625 miles (1,006 km.) from Rio de Janeiro; fare, 65\$400. Agricultural district; also cotton mills.

Ponta Grossa, State of Parana; population, 13,000; altitude, 2,935 feet; on Tibagy River; its port is Paranagua. Distant 113 miles (183 km.) from Curitiba, via Sao Paulo-Rio Grande Railway; fare, 15\$500; time of trip, 6 hours. Products: Timber, sugar, tobacco, cattle, jerked beef. This is a railroad junction; several roads converge here. Hotels: Bindo, Palermo, Santos.

Porto da Folha, State of Sergipe; population of district, 12,000; 2½ miles (4 km.) from Sao Francisco River; climate, tropical, except June to August, which period is very cold. Products: Cattle, cereals, cotton, rice.

Pyrenopolis, State of Goyaz; population, 4,000; altitude, 2,210 feet; on Rio das Almas, 94 miles (152 km.) from Goyaz. Prod-

ucts: Cattle, hides, tobacco, sugar, cotton, timber, rubber, precious stones, gold, silver.

Quarahy, State of Rio Grande do Sul; population, 8,000; on Quarahy River; 324 miles (522 km.) from Porto Alegre, by Great Southern and Uruguayana Railways. Products: Jerked beef, hides, horns, wool, cattle. Hotels: Central, Comercio.

Quixada, State of Ceara; population, 6,000; near Titia River; 115 miles (187 km.) from Fortaleza, via Baturite Railway; 7½ hours' journey; fare, 11\$400; fare from Rio de Janeiro, 10\$500. Hotels: Gervasio Franco, Jose Rosendo Silveira. Sugar is an important product.

Quixeramobim, State of Ceara; population, 10,000; on Quixeramobim River; 146 miles (236 km.) from Fortaleza, via Baturite Railway, 9½ hours' journey; fare from Rio de Janeiro, 12\$300. Products: Cotton; cereals, cattle. Health resort.

Redempcao, State of Ceara; population of district, 26,000; 40 miles (66 km.) from Fortaleza, via Baturite Railway, Fortaleza-Ica branch. Products: Cotton, coffee, sugar.

Rezende, State of Rio de Janeiro; population, 14,000; on Parahyba River; 118 miles (190 km.) from Rio de Janeiro, by Sao Paulo-Rio Branch of Central Railway; fare, 15\$800; 191 miles (308 km.) from Sao Paulo, via Central Railway; fare, 20\$600; time, 7½ hours. Products: Coffee, cattle, sugar, butter, cheese.

Riachuelo, State of Sergipe; population, 9,000; on Sergipe River; reached by steamer or rail from Aracaju, 18 miles distant; on Alagoinhas-Propria Railway. Products: Sugar, cotton, tobacco, rice, manoc.

Ribeirao Preto, State of Sao Paulo; population, 28,000; altitude, 1,837 feet; on trunk line of Mogyana Railway, 262 miles (423 km.) from Sao Paulo; fare, 31\$500; time, 11 hours. Center of coffee-growing district. Hotels: Fonseca, Simaes.

Rio Formoso, State of Pernambuco; population of district, 39,000; on Formoso River. Products: Sugar, cotton, coffee, maize, manioc.

Rio Negro, State of Parana; population of district, 17,000; on Rio Negro; port is Sao Francisco; reached from Parana and Curitiba by Parana Railway; steamer service to Uniao de Victoria. Products: Yerba maté, maize, beans, timber. Distant 132 miles (213 km.) from Sao Francisco, by Sao Paulo-Rio Grande Railway; fare, 17\$100; time of trip, 8½ hours; 15 miles (25 km.) from Bage, by Rio do Sul Railway; fare, 2\$000; 1 hour's journey; 55 miles (89 km.) from Serrinha, by Parana Railway; fare, 7\$500; 4 hours' journey.

Santa Cruz, State of Espirito Santo; population of district, 12,000; on Piraguassu River. Products: Iron, copper, sugar, woods. Distant 30 miles (48 km.) from Victoria, and 34 miles (55 km.) from Rio de Janeiro, by Central Railway; fare, 0\$900; time, 1½ hours.

Santa Maria, State of Rio Grande do Sul; population, 12,000; on Vaccacahy-Mirim River, 331 miles (535 km.) from Marcelino Ramos, by Rio Grande do Sul Railway; fare, 36\$800; time, 20 hours; 199 miles (320 km.) from Porto Alegre, by Uruguayana Railway; 63 miles (102 km.) from Porto Sapucahy, via Rede-Sul-Mineira (Linha Fluvial). Also reached from Bage and Rio Grande. Products: Rice, wine, timber, coal, fruit. Hotels: Hamburg, Allianca, Cen-

tral, Muller, Paris, Viajantes. Banks: Banco do Commercio do Porto Alegre; Banco da Provincia do Rio Grande.

Santa Maria Magdalena, State of Rio de Janeiro; population, 1,500; 199 miles (321 km.) from Nitheroy, by Santa Maria Magdalena branch of Leopoldina Railway; fare, 26\$900; time, 11½ hours. Products: Coffee, aguardiente, cattle, poultry, eggs. Hotels: Durcilio Lima, Joao A. da Rocha.

Santarem, State of Para; population, 6,000; on right bank of Tapajos River, at confluence with Amazon; climate, dry. Products: Cacao, caoutchouc, sugar, cattle, rubber, vanilla, fish. Port of call for Lloyd Brasileiro, Companhia de Commercio e Navegacao, and the Amazon River Co. Distant 310 miles (500 km.) from Para, by river. Important commercial center. Hotels: O. Castello, V. Bastos & Co., Pensao, Familiar.

Santo Amaro, State of Bahia; population of district, 28,000. Products: Sugar, spirits. Industries: Sugar refineries, distilleries, soap factories, foundries. Reached from Jaen by Santo Amaro Railway.

Sao Carlos de Pinhal, State of Sao Paulo; population, 15,000; altitude, 2,762 feet; on Mongolhuo River, 169 miles (272 km.) from Sao Paulo. Reached by Rio Claro section of Sao Paulo Railway; fare, 20\$200; time of trip, 6½ hours. Products: Coffee, sugar, tobacco, cereals, cattle.

Sao Cristovao, State of Sergipe; population of district, 14,000; on Alagoinhas-Propria Railway, 12 miles (20 km.) from Aracaju. Products: Sugar, fruits, cereals, salt, coconut oil. Situated on Parampopona River.

Sao Felix, State of Bahia; population, 8,000; seaport on Paraguassu River, opposite Cachoeira; on Central Railway, 160 miles (257 km.) from Machada Portella; fare, 18\$500. Products: Tobacco, sugar, coffee, cereals. Industry, cigar making. Hotel, Frederico Dantas. Bank, Plinio Moscoso & Co.

Sao Fidelis, State of Rio de Janeiro; population, 4,500; on Parahyba River; bridge to Lucca, station on Leopoldina Railway. Products: Mica, timber, cattle, sugar. Distant 31 miles (50 km.) from Campos and 202 miles (325 km.) from Nitheroy, on the Campos Miracema branch of Leopoldina Railway; fare, 27\$000; time, 10 hours. Hotel, Brandao.

Sao Francisco, State of Santa Catharina; population, 16,000; a port on Sao Francisco Island, 203 miles (327 km.) from Canoinhas, via Sao Paulo-Rio Grande Railway; time, 14 hours. Products: Rice, yerba mate, manioc, flour, aguardiente. Port of call for Navegacao Costeira; Lloyd Brasileiro; Companhia de Navegacao.

Sao Gabriel, State of Rio Grande do Sul; population, 8,000; on Vacocohy River; 117 miles (190 km.) from Santa Maria, via Santa Maria-Uruguayana Railway, 7 hours' journey; 280 miles (452 km.) from Porto Alegre, and 80 miles (130 km.) from Bage; on Auxillares Linho Rio Uruguay (Uruguay River branch) of Brazil Railway. Hotels: Prado, Grande. Banks: Filial do Banco Pelotense; Banco Rio Grande do Sul.

Sao Joao da Barra, State of Rio de Janeiro; population, 6,000; on Parahyba River, 2½ miles (4 km.) from its mouth; 25 miles (40 km.) from Campos, and 195 miles (315 km.) from Nitheroy, via Campista branch of Leopoldina Railway; fare, 26\$200. Port of call for Companhia de Navegacao Sao Joao da Barra. Products: Sugar,

coffee, rice, coal, manioc. Hotels: Julia Franco, Ludomiro Diaz, Pedro Henrique Garcia.

Sao Joao d'el Rey, State of Minas Geraes; population, 20,000; altitude, 2,800 feet; on left bank of Mortes River, 161 miles (260 km.) from Bello Horizonte (10-hour trip), 287 miles (463 km.) from Rio de Janeiro (12-hour trip), and 62 miles (100 km.) from Sitio (3½-hour trip, fare 7\$900). On Oeste de Minas Railway, Central branch. Products: Coffee, sugar, tobacco, cereals, cattle. Industries: Tanning, textile and other factories. Bank, Custodio Almeida Magalhaes & Co. Hotels: Oeste de Minas, Brasil, Das Familias.

Sao Jose de Mipibu, Rio Grande do Norte; population, 3,000; on left bank of Trahiry River. Products: Sugar, cotton, cattle, cereals. Distant 23 miles (38 km.) from Natal, via Independencia branch of Great Western Railway, 2½ hours' journey; 237 miles (381 km.) from Parahyba, by Cabedello & Natal Railway; fare, 14\$500; 5½ hours' journey, Carretera to Caida.

Sao Jose do Rio Pardo, State of Sao Paulo; population, 6,000; on Pardo River. Products: Coffee, rice, wheat, sugar, cotton. On Mococa branch of Mogyana Railway to Santos and Sao Paulo, 193 miles (312 km.) from Sao Paulo; fare, 27\$100; time, 8½ hours. Bank: Banco Francesca e Italiana per l'America del Sud. Hotels: Brasil, Paulista.

Sao Leopoldo, State of Rio Grande do Sul; population, 7,500; 21 miles (33 km.) from Porto Alegre, via Brazil Railway Co., fare, 4\$100; time, 1¼ hours; 220 miles (356 km.) from Santa Maria, by Santa Maria-Porto Alegre Railway. Products: Coal, jasper, chalcidony. Hotel, Kock.

Sao Luis de Caceres, State of Matto Grosso; population, 5,000; on Paraguay River; 150 miles (241 km.) from Cuyaba, reached by steamers. Products: Rubber, medicinal plants, cattle, hides. Hotel, Elite. Bank, Jose Dulce & Co.

Sao Matheus, State of Espirito Santo; population of district, 12,000; on Sao Matheus River; river steamer service. Products: Coffee, sugar, cocoa, maize, rice, timber, gold, precious stones.

Sao Miguel, State of Alagoas; population, 5,000; on right bank of San Miguel River; port for small vessels. Products: Sugar and cotton. Center of an agricultural district near the coast.

Sao Vicente, State of Sao Paulo; population, 6,090; 5 miles (8 km.) from Santos and 51 miles (82 km.) from Sao Paulo, via Southern Sao Paulo Railway.

Sapucaia, State of Rio de Janeiro; population of district, 12,000; 16 miles (26 km.) from Porto Alegre, via Central Railway; fare, 3\$400; time 1 hour. Products: Coffee, aguardiente, cereals, cattle, coal.

Serpa, See Itacoatiara.

Serra, State of Espirito Santo; population, 6,000; altitude, 220 feet; 47 miles (76 km.) from Rio de Janeiro, by Central Railway; fare, 6\$800; 1½ hours' journey; 6 miles (10 km.) from Jacarahype; 262 miles (423 km.) from Sao Paulo, by Sao Paulo Railway; fare, 27\$600; 11 hours' journey. Products: Coffee, silver, graphite, copper.

Sertaozinho, State of Sao Paulo; population, 7,000; altitude, 1,750 feet. Products: Sugar, cotton, tobacco, rice. Distant 276 miles

(445 km.) from Sao Paulo, on Sertaozinho branch of Mogyana Railway; fare, 33\$300; time, 14 hours.

Sete Lagoas, State of Minas Geraes; population, 6,000; on Rio dos Velhas; 56 miles (90 km.) from Bello Horizonte; 424 miles (684 km.) from Rio de Janeiro, via Central Railway; fare, 48\$400. Products: Coffee, sugar, iron, gold. Hotels: Drummond, Quinquilha, Gil.

Sobral, State of Ceara; population of district, 65,000; on Aracaju River; 53 miles (87 km.) from Ipu and 79 miles (128 km.) from Camocim, by Sobral Railway; fare, 8\$700; time, 6 hours. Products: Cattle, cotton, manioc, tobacco, timber. Hotels: P. Dante, Sinhasinha, Saboya, Francisco Rufino.

Sorocaba, State of Sao Paulo; population, 20,000; altitude, 1,770 feet; on left bank of Sorocaba River; 68 miles (110 km.) from Sao Paulo, via Sorocabana Railway; fare, 10\$500; time of trip, 3½ hours. Products: Cotton, minerals, timber, sugar, cereals, gold, coffee. Industries: Weaving and knitting of cotton cloth. Important cattle market. Cattle fairs are held.

Souza, State of Parahyba; population, 2,000; on right bank of Peixe River; climate, dry and healthful. Products: Cotton, sugar, cereals, wax.

Taquary, State of Rio Grande do Sul; population, 2,000; steamboat service to Jacuhy, Tacuhy, and Porto Alegre. Products: Sugar, bacon, yerba mate, tobacco, cereals.

Taubate, State of Sao Paulo; population, 18,000; 96 miles (154 km.) from Sao Paulo, by Central Railway; fare, 10\$600; time of trip, 3½ hours. Products: Coffee, cotton, sugar, coal, etc. Hotels: Pereira, Central, Lino, Torino.

Therezopolis, State of Rio de Janeiro; population, 5,000; reached from Rio by Therezopolis Railway; fare, 9\$000; time, 3 hours. Products: Wines and fruits. Hotels: Anthero Bessa, Hygine, Jullo Magouron.

Uberaba, State of Minas Geraes; population, 15,000; altitude, 2,300 feet; on Rio do Prato; 444 miles (715 km.) from Sao Paulo, via Mogyana Railway; fare, 46\$300. Products: Cattle, pigs, cereals, diamonds. Bank: Banco de Credito Real de Mina. Hotels: Carvalho, Jose David & Co., Rosa de Moraes, do Comercio.

Valenca, State of Bahia; population of district, 30,000; at mouth of Una River; reached from Bahia by steamer. Products: Rice, cacao, coffee, tobacco, sugar, spirits, flour. Industries: Shipbuilding, textile mills, sugar refineries, iron works.

Valenca, State of Rio de Janeiro; population, 4,000; altitude, 675 feet; 98 miles (157 km.) from Rio de Janeiro, by Central Railway; fare, 13\$400; time of trip, 4½ hours. Products: Coffee, sugar, cereals, cattle. Hotels: Central, Italia, Brasil.

Vassouras, State of Rio de Janeiro; population, 12,000; near Parahyba River, 3 miles (5 km.) from railway station (Central Railroad); 93 miles (150 km.) from Rio de Janeiro, by Central Railroad; fare, 10\$100; time, 7½ hours. Products: Coffee, sugar, hemp. Hotels: A. Leite de Souza, A. de Oliveira Rocha, Arthur Pereira da Silva, D. Corina Costa.

Vicosa, State of Ceara; population of district, 47,000; altitude, 2,600 feet; 60 miles (97 km.) from Maceio, via Central Railway of Alagoas; 240 miles (386 km.) from Praia Formosa, by Leopoldina

Railway; fare, 34\$700; time, 6½ hours. Exports through Camocim, on Parahyba River. Products: Cotton, hides, rice, coffee.

Victoria, State of Pernambuco; population of district, 12,000; on Tapacora River; 32 miles (51 km.) from Pernambuco, by Pernambuco branch of Great Western Railway; fare, 3\$800; time, 2½ hours. Products: Cereals, flour, vegetables. Hotels: M. Furtado da Silva, P. Jose Alvarez, P. Goncalvez.

Appendix I.—TRADE STATISTICS.

CENTRAL AMERICA.

GUATEMALA.

IMPORTS INTO GUATEMALA BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$4,532,361	\$5,053,060	\$4,879,200	\$3,751,761	\$6,535,407
United Kingdom.....	1,739,589	1,650,387	1,389,645	577,206	1,320,994
France.....	436,882	402,025	317,631	124,492	186,893
Mexico.....	135,971	113,578	104,207	107,349	162,673
Spain.....	115,934	111,475	131,234	77,528	94,206
China and Japan.....	307,937	305,151	221,463	78,786	47,953
Netherlands.....	401	1,713	26,328	87,825	47,410
Sweden.....				32,170	45,611
Italy.....	96,496	125,316	123,005	55,964	42,763
Central America.....	44,075	29,768	35,176	2,931	13,309
Cuba.....	3,728	2,094	2,525	5,318	12,086
Germany.....	2,250,862	2,043,329	1,842,738	146,053	6,211
Jamaica.....	847	75	955	1,114	5,911
Belgium.....	146,431	121,543	171,508	10,573	1,235
South America.....	2,061	98,599	28,525	4,119	a 100
Other countries.....	8,887	4,215	56,975	9,282	16,502
Total.....	9,822,462	10,062,328	9,331,115	5,072,476	b 8,539,294

a Ecuador only.

b The customs valuations of imports for 1916 amounted to only \$6,725,601, to which in the table above has been added 25 per cent (\$1,681,401), an estimate of the Director General of Statistics, Dr. Ubico, to cover ocean freights, insurance, commissions, and other like charges. On over 80 per cent of imports from Mexico (\$132,292 out of \$162,673), received by the overland routes, the 25 per cent has not been added.

EXPORTS FROM GUATEMALA BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$3,863,829	\$3,923,354	\$4,874,379	\$6,881,411	\$8,608,574
Netherlands.....	54,779	47,632	172,417	1,771,241	947,042
Sweden.....			19,999	550,903	245,183
British Honduras.....	251,553	257,077	230,800	272,334	147,647
Central America.....	53,282	71,234	149,608	132,835	108,540
Germany.....	6,975,006	7,653,557	5,412,580	50,237	91,658
United Kingdom.....	1,458,498	1,600,029	1,245,906	1,049,937	86,087
Italy.....	11,310	506	6,678	45,848	74,933
South America.....	173,782	264,056	98,114	357,901	74,473
Mexico.....	47,311	77,970	137,252	115,667	72,169
Spain.....	8,247	4,734	6,799	23,012	47,560
Denmark.....				204,043	35,837

GUATEMALA—Continued.

EXPORTS FROM GUATEMALA BY COUNTRIES OF DESTINATION, 1912-1916—Continued.

Countries.	1912	1913	1914	1915	1916
Norway.....				\$61,396	\$11,003
Cuba.....	\$977		\$5	18	6,619
France.....	969	\$21,268	34,185	212	837
China and Japan.....		71		a 2,256	a 5
Switzerland.....				5,897	
Austria-Hungary.....	215,164	514,213	306,105	149	
Canada.....	2,295	2,593	2,123	1,138	
Belgium.....	18,585	1,332	45,718		
Exports through the frontiers of Salvador and Honduras.....	20,950	10,300	11,359	10,151	19,710
Total.....	13,156,537	14,449,926	12,754,027	11,566,586	10,637,886

a Japan only.

IMPORTS INTO GUATEMALA BY PRINCIPAL ARTICLES, 1914-1916.

Articles.	1914	1915	1916
Cotton textiles and manufactures:			
Drill.....	\$217,623	\$98,918	\$215,029
Yarn—			
Bleached or unbleached.....	96,433	61,935	135,792
Red.....	43,987	12,133	53,042
Other.....	30,427	16,145	57,780
Spool thread.....	65,289	47,335	76,571
Knit goods.....	83,182	33,566	49,178
Muslin—			
Unbleached.....	101,785	194,096	291,006
Bleached.....	79,025	49,328	103,203
Dyed.....	81,963	23,265	68,392
Prints.....	145,911	51,817	304,168
Tissues, figured or twilled.....	57,717	17,190	44,211
Tissues, plain.....	89,841	31,266	87,907
Cotton, raw.....	12,928	100,451	53,158
Iron and steel manufactures:			
Iron tubing and accessories.....	18,557	9,879	48,507
Ornamental iron work.....	40,970	26,502	34,235
Galvanized iron for roofing.....	101,147	26,382	44,910
Household utensils.....	71,594	11,079	30,000
Sewing machines.....	48,672	11,182	14,236
Typewriters.....	19,368	17,156	31,814
Fence wire.....	27,014	11,569	35,550
Nails.....	16,357	4,401	23,094
Electrical apparatus.....	67,891	33,590	53,364
Machinery and accessories.....	281,185	83,732	140,689
Tools for arts and trades.....	106,996	21,816	44,712
Preserved foods.....	107,955	46,638	55,960
Rice.....	28,839	34,128	15,213
Barley.....	8,160	27,370	31,199
Confectionery.....	23,798	9,397	18,036
Lard.....	13,828	67,327	65,893
Indian corn.....	117,004	187,411	12,939

GUATEMALA—Continued.

IMPORTS INTO GUATEMALA BY PRINCIPAL ARTICLES, 1914-1916—
Continued.

Articles.	1914	1915	1916
Wines and liquors:			
Spirits and liquors.....	\$87,098	\$55,712	\$106,071
Wines:—			
Red.....	33,257	15,324	27,955
White and full bodied.....	54,227	27,209	46,792
Sparkling.....	28,102	2,934	23,060
Beer.....	73,141	18,890	43,878
News-print paper.....	25,711	16,221	34,074
Skins, tanned and dressed.....	71,829	54,195	122,252
Automobiles and accessories.....	54,421	17,690	55,413
Oils, lubricating.....	16,386	6,593	17,458
Cement.....	33,995	11,760	23,532
Bags, empty, of jute, pita, or henequen.....	193,173	239,306	269,129
Perfumery.....	38,619	15,225	34,560
Paraffin unmanufactured.....	7,730	18,213	33,024
Matches.....	46,256	60,432	49,345
Stearine.....	52,872	31,193	39,083
Gold in dust, ingots, or coined.....	556,650	209,100	185,000

Imports by ports, in 1916, were as follows: Puerto Barrios, \$5,136,079; Champerico, \$795,132; San Jose, \$540,898; Livingston, \$239,500; Ocos, \$13,983.

IMPORTS INTO GUATEMALA BY CLASSES OF GOODS AND PRINCIPAL
COUNTRIES, 1914-1916.

Classes of articles and countries.	1914	1915	1916
Cotton textiles and manufactures.....	\$1,089,105	\$758,570	\$1,676,030
United Kingdom.....	596,813	241,848	701,449
United States.....	311,111	455,540	952,086
Germany.....	286,073	25,884	1,500
Italy.....	36,729	21,437	10,053
France.....	23,865	1,960	2,061
Spain.....	20,685	1,672	6,400
Iron and steel manufactures.....	515,517	121,198	348,327
United States.....	284,569	86,796	323,149
Germany.....	149,482	10,040	.....
United Kingdom.....	65,909	11,458	22,988
Food products.....	545,087	538,236	488,073
United States.....	234,777	488,350	397,163
United Kingdom.....	43,957	17,787	39,521
Central America.....	24,253	1,528	12,068
Germany.....	85,041	2,145	776
South America.....	18,676	.....	.....
Railway material.....	423,226	121,844	175,780
United States.....	390,006	121,844	172,416
Belgium.....	32,182	.....	.....
Wheat flour.....	509,280	506,510	612,809
United States.....	507,713	506,510	612,809

BRITISH HONDURAS.

IMPORTS FROM THE UNITED STATES BY ARTICLES, 1916.

Articles.	Value.	Articles.	Value.
Aerated water.....	\$2,064	Machinery.....	\$25,144
Agricultural implements.....	1,722	Matches.....	6,981
Ammunition.....	7,323	Meats, canned.....	21,554
Bacon and hams.....	24,705	Military goods.....	5,101
Beef, salted.....	11,323	Milk condensed.....	48,125
Books, printed.....	3,230	Musical instruments.....	4,200
Boots and shoes.....	119,895	Oats and feedstuffs.....	7,156
Building materials:		Oils:	
Doors, sashes, blinds.....	3,988	Mineral—	
Lime and cement.....	2,849	Fuel.....	22,065
Roofing, iron.....	14,759	Gasoline.....	29,258
Butter and substitutes.....	27,282	High-test.....	25,956
Candies.....	3,694	Vegetable, etc.....	7,920
Cheese.....	15,958	Paints and varnishes.....	10,495
Church supplies.....	3,572	Perfumery.....	13,302
Cigarettes.....	4,022	Piece goods, cotton and silk.....	107,707
Coal and coke.....	7,438	Pork.....	102,249
Coffee.....	16,062	Poultry.....	1,288
Confectionery.....	8,210	Railway materials.....	16,669
Corn (maize).....	9,248	Rice.....	16,245
Drugs and chemicals.....	38,032	Rope and twine.....	13,934
Earthen and glass ware.....	9,799	Salt.....	2,227
Fertilizers.....	1,102	Sewing machines.....	2,471
Firearms.....	2,410	Ship chandlery.....	5,557
Fish, salted.....	7,699	Soap.....	16,553
Flour.....	162,343	Spirits and beverages:	
Foodstuffs, miscellaneous.....	51,970	Beer, porter, cider.....	5,764
Fruit and vegetables:		Whisky.....	9,373
Canned.....	54,272	Other.....	7,057
Fresh.....	19,088	Stationery, etc.....	6,675
Furniture.....	8,859	Sugar.....	5,636
Haberdashery.....	13,847	Tanks and vats.....	4,124
Hardware and cutlery.....	46,237	Telephone supplies.....	2,161
Harness and saddlery.....	2,157	Tobacco, leaf.....	14,274
Hats and caps.....	15,823	Toys.....	2,108
Hay.....	2,952	Trucks, lumbering.....	4,094
Jewelry and plate.....	3,764	Wearing apparel.....	69,134
Lard and compounds.....	56,596	Wooden and wicker ware.....	1,610
Leather.....	2,039	Woolen goods.....	2,928
Lumber:		All other articles.....	116,928
Dressed.....	19,217		
Rough.....	14,737	Total.....	1,583,650

NOTE.—In addition to the above, goods were imported from Great Britain to the value of \$430,345; British colonies, \$30,359; and other countries (chiefly goods in transit), \$645,952. Total imports in 1916 were valued at \$2,690,306, a gain of \$561,303 over the previous year.

HONDURAS.

IMPORTS INTO HONDURAS BY COUNTRIES OF ORIGIN, FISCAL YEARS
1911-1915.

Countries.	1910-11	1911-12	1912-13	1913-14	1914-15
United States.....	\$2,524,133	\$2,891,838	\$3,463,662	\$5,262,043	\$5,177,000
United Kingdom.....	500,029	585,008	751,652	496,205	327,000
Central America.....	52,310	69,426	97,960	94,701	113,000
Germany.....	300,685	487,969	558,327	521,837	96,000
France.....	97,771	190,382	148,280	141,598	55,000
Spain.....	26,987	30,343	45,857	33,901	31,000
Italy.....	16,704	21,614	32,842	42,942	25,000
Belgium.....	12,661	22,566	12,418	9,381	(a)
Mexico.....	13,054	6,422	5,639	1,750	(a)
Japan.....	8,098	7,071	11,800	17,249	6,000
Other countries.....	8,507	5,675	4,242	3,323	44,000
Total.....	3,560,939	4,317,314	5,132,679	6,624,930	5,874,000

a Included in "Other countries."

NOTE.—Gold premium averaged as follows: 1910-11, 160; 1911-12, 1912-13, and 1913-14, 150; 1914-15, 175.

EXPORTS FROM HONDURAS BY COUNTRIES OF DESTINATION, FISCAL
YEARS 1911-1915.

Countries.	1910-11	1911-12	1912-13	1913-14	1914-15
	<i>Pesos silver.</i>	<i>Pesos silver.</i>	<i>Pesos silver.</i>	<i>Pesos silver.</i>	<i>Pesos silver.</i>
United States.....	6,732,567	6,805,023	6,913,706	7,435,240	8,362,750
Central America.....	430,742	331,482	416,619	553,358	146,990
United Kingdom.....	108,796	177,568	141,395	133,380	38,500
Italy.....			329	300	11,000
Germany.....	268,991	321,890	424,367	411,467	1,933
Peru.....		50,060	28,990	5,790	(a)
France.....	7,220	4,542	12,519	9,632	(a)
Mexico.....	1,500	3,420	10,265	4,160	(a)
Other countries.....	12,000	6,460	4,231		79,750
Total.....	7,561,816	7,700,445	7,952,421	8,553,327	8,640,932
Value in United States gold.....	\$3,024,726	\$3,080,178	\$3,180,968	\$3,421,331	\$3,142,157

a Included in "Other countries."

HONDURAS—Continued.

IMPORTS INTO HONDURAS BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1914-15.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Animals.....	\$27,918	Earthen and china ware and porcelain.....	\$14,179
United States.....	27,147	United States.....	10,949
Arms and ammunition.....	37,705	Germany.....	1,735
United States.....	36,364	Electrical goods.....	27,656
Automobiles.....	29,431	United States.....	26,693
United States.....	29,431	Germany.....	963
Breadstuffs:		Explosives.....	75,078
Corn.....	200,610	United States.....	75,069
United States.....	200,483	Fibers, manufactures of.....	29,952
Rice.....	112,627	United States.....	25,872
United States.....	110,194	United Kingdom.....	3,358
Germany.....	1,421	Fish, cured or preserved.....	24,600
Flour.....	429,109	United States.....	20,354
United States.....	424,142	Germany.....	1,340
United Kingdom.....	3,923	Fruits, canned or preserved.....	29,383
All other breadstuffs.....	12,705	United States.....	25,960
United States.....	12,064	Glass and glassware.....	37,370
Buttons.....	3,684	United States.....	31,925
Germany.....	876	Germany.....	3,704
United States.....	1,956	Hats and caps.....	29,914
Candles.....	48,809	United States.....	21,688
United States.....	42,737	Germany.....	1,326
Germany.....	1,417	Hay and forage.....	25,937
United Kingdom.....	2,359	United States.....	25,937
Cement.....	37,016	Instruments, scientific.....	7,614
United States.....	36,484	United States.....	5,536
Chemicals, drugs, dyes, and medicines.....	272,213	Germany.....	1,867
United States.....	256,270	Iron and steel, and manufactures of:	
Germany.....	3,608	Bars, rods, plates, castings, structural, etc.....	278,129
United Kingdom.....	9,017	United States.....	268,201
Clocks, watches, and parts.....	3,770	Germany.....	1,652
United States.....	3,467	United Kingdom.....	8,251
Coal:		Cutlery.....	25,349
United States.....	58,387	United States.....	19,180
Copper.....	25,213	Germany.....	2,762
United States.....	19,140	United Kingdom.....	3,027
Cotton, and manufactures of:		Domestic ware, including enamel.....	30,818
Cloth.....	796,927	United States.....	24,905
United States.....	593,929	Germany.....	3,894
United Kingdom.....	116,138	United Kingdom.....	1,856
Germany.....	9,166	Machinery.....	281,992
France.....	16,402	United States.....	272,627
Clothing.....	170,819	Germany.....	1,703
United States.....	154,975	United Kingdom.....	5,639
Germany.....	4,241	Rails.....	61,492
United Kingdom.....	6,849	United States.....	61,492
Thread.....	32,264	Tools and implements.....	66,731
United Kingdom.....	27,399	United States.....	63,892
United States.....	2,652	Germany.....	532
Germany.....	1,060	United Kingdom.....	2,008
All other cotton, and manufactures of.....	107,741	Wire.....	61,651
United States.....	59,225	United States.....	61,479
Germany.....	9,131	All other manufactures.....	124,156
United Kingdom.....	27,795	United States.....	118,739
Dairy products.....	65,428	Germany.....	1,234
United States.....	60,204	United Kingdom.....	3,409
Germany.....	1,950		
United Kingdom.....	1,833		

HONDURAS—Continued.

IMPORTS INTO HONDURAS BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1914-15—Continued.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Jewelry.....	\$28,323	Soap.....	\$35,218
United Kingdom.....	2,077	United States.....	31,271
Germany.....	509	Sugar, chocolate, and confection- ery.....	125,741
United States.....	1,564	United States.....	35,598
Mexico.....	23,800	Central America.....	87,278
Leather, and manufactures of:		United Kingdom.....	2,658
Boots and shoes.....	202,452	Salt.....	8,071
United States.....	199,347	United States.....	7,797
Leather and tanned skins.....	16,720	Spices.....	10,360
United States.....	14,677	United States.....	8,969
Germany.....	1,000	Tobacco, and manufactures of.....	20,520
United Kingdom.....	195	United States.....	13,436
All other.....	25,269	Toys.....	4,716
United States.....	17,005	United States.....	4,011
United Kingdom.....	6,241	Germany.....	506
Germany.....	1,254	Vegetables, preserved and nat- ural state.....	87,352
Matches.....	15,281	United States.....	82,844
United States.....	13,946	Vehicles, bicycles, etc.....	24,928
Germany.....	1,006	United States.....	24,907
Meat products.....	167,471	Wines, liquors, and bottled waters:	
United States.....	166,116	Beer.....	49,196
Musical instruments.....	17,314	United States.....	42,188
United States.....	15,544	Germany.....	2,730
Germany.....	1,027	Mineral waters.....	6,119
Oils:		United States.....	3,711
Animal.....	13,999	Germany.....	540
United States.....	13,838	Spirits.....	65,062
Mineral.....	76,076	United States.....	35,566
United States.....	74,583	Germany.....	2,419
Vegetable.....	24,444	France.....	13,095
United States.....	20,618	Wines.....	48,379
Paints and varnishes.....	27,944	United States.....	19,340
United States.....	27,281	Germany.....	8,538
Germany.....	5	France.....	5,099
Paper, and manufactures of:		Wood, and manufactures of:	
Books and printed matter.....	13,790	Furniture.....	24,464
United States.....	10,855	United States.....	23,013
Writing, glazed, and blank books.....	28,933	Germany.....	941
United States.....	20,117	Lumber.....	635,030
Germany.....	3,848	United States.....	634,778
Newspaper and all other.....	35,922	All other manufactures.....	26,436
United States.....	27,380	United States.....	25,797
Germany.....	4,539	Germany.....	314
Perfumery and toilet prepara- tions.....	16,380	Wool, manufactures of:	
United States.....	13,376	Cloth.....	19,856
Germany.....	866	United Kingdom.....	9,782
France.....	1,713	Germany.....	479
Railroad cars.....	99,034	United States.....	7,743
United States.....	98,378	Clothing.....	3,260
Rubber and manufactures of.....	12,280	United States.....	2,526
United States.....	11,714	Miscellaneous.....	143,793
Silk, manufactures of:		United States.....	122,453
Cloth.....	4,653	Germany.....	5,676
United States.....	1,705	United Kingdom.....	1,789
Clothing.....	19,383	All other countries.....	12,875
United States.....	18,731		
Germany.....	374		
All other manufactures.....	12,598		
United States.....	12,133		

SALVADOR.

IMPORTS INTO SALVADOR BY COUNTRIES, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$2,627,700	\$2,491,146	\$2,027,732	\$2,474,281	\$3,586,508
United Kingdom.....	1,904,546	1,603,846	1,283,636	966,939	1,338,700
France.....	397,252	418,111	298,285	131,983	316,136
Italy.....	288,400	224,827	234,263	113,973	166,423
Spain.....	87,631	110,258	106,581	69,169	148,185
Japan.....	55,839	87,615	97,413	56,038	113,685
Sweden.....	12,626	18,751	22,378	21,317	41,834
Netherlands.....	74,718	92,680	79,901	58,545	36,496
China.....	81,279	56,889	48,194	24,217	26,547
Denmark.....	5,724	4,076	6,536	16,989	11,281
Mexico.....	239,931	58,009	29,788	9,744	4,955
Switzerland.....	7,184	8,948	14,293	5,114	3,660
Germany.....	664,674	713,855	484,796	40,038	935
Belgium.....	224,275	204,195	138,384	10,239	227
Austria-Hungary.....	23,298	24,943	18,095	2,213	22
Other countries.....	79,782	55,395	68,349	21,368	28,025
Total.....	6,774,859	6,173,544	4,958,624	4,022,167	5,823,619

NOTE.—Comparisons, one year with another, when the exchange medium is silver converted into gold values are at the best always unsatisfactory. The statistician is more or less forced to make the conversions on the basis of yearly average price of silver. The result reached thereby is fairly accurate from an international viewpoint, but is often, as above, misleading from the domestic viewpoint.

EXPORTS FROM SALVADOR BY COUNTRIES, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$2,955,794	\$2,823,851	\$2,662,168	\$3,715,551	\$4,102,410
France.....	1,510,492	2,030,346	1,559,639	1,098,312	2,779,179
Norway.....	243,593	262,090	421,784	1,542,787	1,420,184
Sweden.....	295,874	283,373	368,307	854,630	1,217,951
Italy.....	941,137	1,208,377	1,087,511	927,921	1,175,421
Netherlands.....	.....	93,519	332,217	1,127,043	210,312
Denmark.....	38,544	17,891	32,789	609,162	162,660
Chile.....	36,719	77,155	32,329	44,764	123,158
Panama.....	103,615	58,498	43,232	67,189	103,220
Spain.....	68,058	47,825	115,369	51,882	90,428
United Kingdom.....	445,456	705,608	595,528	415,747	67,253
Germany.....	2,294,500	1,699,694	2,614,350	11,934	38,520
Peru.....	19,068	4,767	16,739	600	43,452
Honduras.....	14,453	22,936	7,234	7,289	27,268
Costa Rica.....	30,150	42,759	27,910	20,688	18,478
Ecuador.....	36,710	4,684	21,620	3,080	10,500
Nicaragua.....	58,277	8,246	6,045	1,860	9,211
Austria-Hungary.....	770,447	505,974	809,015	4,575	.....
Belgium.....	11,108	894	7,015	.....	.....
Russia.....	20,426	12,106	28,444	46,770	.....
Other countries.....	47,763	18,130	7,250	12,087	5,146
Total.....	9,942,184	9,928,723	10,796,495	10,563,871	11,604,751

SALVADOR--Continued.

IMPORTS INTO SALVADOR BY PRINCIPAL ARTICLES AND COUNTRIES, 1914
AND 1916.

Articles and countries.	1914		1916	
	Kilos.	Value.	Kilos.	Value.
Fertilizers.....		\$64,716		\$48,137
United States.....		32,504		32,318
United Kingdom.....		15,068		15,819
Fence wire.....		45,088		27,894
United States.....		44,251		27,236
Cotton yarn.....		8,983		42,516
United Kingdom.....		6,745		21,021
Spain.....		1,800		12,442
United States.....		327		9,053
Cotton thread.....		152,239		328,354
United Kingdom.....		141,072		238,165
Japan.....				35,026
United States.....		1,693		33,930
Cotton piece goods, white.....	246,934	172,723	190,636	172,230
United Kingdom.....	218,404	159,981	154,891	143,200
United States.....	1,656	2,109	25,573	20,555
Cotton prints.....	556,131	611,555	527,487	627,352
United Kingdom.....	418,894	397,315	269,754	351,818
United States.....	67,516	57,716	179,982	195,531
France.....	50,210	28,206	60,105	49,215
Italy.....	16,106	23,384	16,595	20,225
Cement.....	3,348,529	30,265	4,617,876	49,612
United States.....	1,193,461	11,651	4,616,976	49,600
Germany.....	1,067,899	9,037		
Boots, shoes, and findings.....		47,279		82,602
United States.....		20,027		56,816
Italy.....		7,994		19,051
Leather and leather goods.....		245,377		348,376
United States.....		178,024		337,834
Germany.....		56,461		
Drugs and medicines.....		203,687		280,012
United States.....		88,601		141,021
United Kingdom.....		17,479		94,700
France.....		42,975		41,204
Germany.....		42,682		
Iron tubing.....		41,659		34,609
United States.....		27,844		33,690
Iron in bars and plates.....		11,404		32,985
United States.....		7,470		32,122
Iron for roofing.....		36,315		44,157
United States.....		27,693		42,049
Machinery, agricultural.....		144,582		79,508
United States.....		80,394		62,481
United Kingdom.....		60,011		17,027
Machinery, industrial.....		78,049		41,636
United States.....		40,322		38,814
Germany.....		20,729		
Wheat flour.....	6,954,029	319,051	6,642,053	375,085
United States.....	6,954,029	319,051	6,642,053	375,085
Woolen piece goods and other manufac- tures.....		53,801		42,414
United Kingdom.....		22,296		22,716
United States.....		971		13,631
Italy.....		11,596		1,476
Germany.....		9,368		
Liquors, distilled.....		65,935		50,305
France.....		49,948		31,197
United Kingdom.....		7,533		9,802

SALVADOR—Continued.

IMPORTS INTO SALVADOR BY PRINCIPAL ARTICLES AND COUNTRIES, 1914
AND 1916—Continued.

Articles and countries.	1914		1916	
	Kilos.	Value.	Kilos.	Value.
Liquors, distilled—Continued.				
Spain.....		\$4,360		\$5,636
United States.....		6,726		5,376
Wines.....		94,080		57,044
France.....		35,064		17,226
United States.....		10,723		15,223
Spain.....		23,785		15,002
Soap and candle grease.....	597,221	102,016	967,762	205,049
United States.....	118,630	15,423	871,503	182,218
Belgium.....	411,228	78,369		
Paper, news print.....		14,096		29,337
United States.....		8,728		28,760
Petroleum and fuel oil.....		29,939		56,995
United States.....		29,156		56,995
Oil, edible.....		18,466		33,570
United States.....		11,477		23,204
Bags for coffee and sugar.....	811,317	154,452	886,427	222,493
United Kingdom.....	616,016	124,037	630,734	153,847
United States.....	94,155	16,695	195,144	55,046
Silk fabrics and manufactures of.....		148,632		58,182
Japan.....		90,991		48,940
Automobiles.....		34,011		87,622
United States.....		15,696		87,622
Lard.....		15		66,397
United States.....		15		66,397

NICARAGUA.

IMPORTS INTO NICARAGUA BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$2,549,026	\$3,244,008	\$2,566,368	\$2,592,799	\$3,855,900
United Kingdom.....	939,290	1,150,611	718,264	302,294	610,522
France.....	256,255	400,776	254,108	138,218	202,205
Italy.....	121,610	144,361	116,312	43,963	31,246
Spain.....	53,656	55,883	53,969	20,247	29,399
Salvador.....	77,340	13,203	3,779	3,059	9,288
Honduras.....	3,490	141	1,206	2,106	8,516
Costa Rica.....	2,659	3,234	3,299	4,030	4,196
West Indies.....					4,055
Guatemala.....	16,785	798	1,553	914	1,381
British Honduras.....					951
Germany.....	604,034	619,213	391,411	36,960	321
Japan.....	15,569	5,227	1	136	146
China.....	130,292	67,932	665	196	39
Countries of Africa.....	129				
Other countries of America.....	102,914	28,470	7,061	9,102	8,586
Other countries of Europe.....	88,767	36,149	17,327	5,196	7,846
Total.....	4,966,820	5,770,006	4,134,323	3,159,220	4,777,597

NICARAGUA—Continued.

EXPORTS FROM NICARAGUA BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$1,766,548	\$2,722,385	\$2,428,383	\$3,079,810	\$3,730,952
France.....	626,083	1,763,187	1,156,498	600,684	925,744
Italy.....	48,437	98,169	203,485	274,312	253,512
United Kingdom.....	515,381	998,564	367,066	438,500	37,955
Canada.....					35,900
Spain.....	1,779	2,759	5,388	35,217	27,137
Salvador.....	23,009	24,049	27,915	10,134	23,137
Guatemala.....	721	17,386	6,886	3,623	14,549
Honduras.....	31,147	45,436	15,695	17,438	8,169
British Honduras.....					3,767
Costa Rica.....	9,177	7,542	1,439	6,571	3,497
China.....		1,245		12,766	
Germany.....	702,256	1,887,698	560,756		
Other countries of Europe.....	108,959	118,451	145,428	64,318	139,366
Other countries of America.....	28,019	25,176	36,111	23,828	81,178
Total.....	3,861,516	7,712,047	4,955,050	4,567,201	5,284,863

IMPORTS INTO NICARAGUA BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1917.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Animals.....	\$2,799	Cars and carriages—Continued.	
United States.....	2,765	Carriages and parts.....	\$5,982
Costa Rica.....	22	United States.....	5,982
Other American countries.....	12	Wagons and parts.....	9,683
Animal products, n. e. s.....	30,810	United States.....	8,495
United States.....	27,179	All other countries.....	1,188
France.....	2,863	Cement.....	20,621
All other countries.....	768	United States.....	20,586
Asbestos.....	5,172	All other countries.....	35
United States.....	4,935	Chemicals, drugs, dyes, and medicines.....	501,561
All other countries.....	237	United States.....	398,727
Breadstuffs:		England.....	55,344
Corn.....	18,178	France.....	29,283
United States.....	18,178	Salvador.....	10,634
Rice.....	180,807	All other countries.....	8,173
United States.....	154,100	Clocks and watches.....	5,575
Salvador.....	9,808	United States.....	5,417
All other countries.....	16,899	All other countries.....	158
Wheat flour.....	400,322	Coal.....	12,770
United States.....	400,322	United States.....	12,760
All other (including macaroni and vermicelli).....	37,624	France.....	10
United States.....	33,426	Coffee.....	17,239
England.....	2,865	United States.....	15,349
All other countries.....	1,333	Honduras.....	1,881
Cacao and chocolate.....	1,943	All other countries.....	6
United States.....	1,785	Confectionery.....	13,040
All other countries.....	158	United States.....	12,103
Candles.....	37,058	All other countries.....	937
United States.....	36,330	Copper, and manufactures of.....	63,191
All other countries.....	728	United States.....	55,204
Cars and carriages:		England.....	2,283
Bicycles and parts.....	1,360	France.....	2,841
United States.....	1,360	Italy.....	2,412
		All other countries.....	418

NICARAGUA—Continued.

IMPORTS INTO NICARAGUA BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1917—Continued.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Cork, and manufactures of.....	\$1,795	Fruits and nuts.....	\$31,552
United States.....	1,178	United States.....	24,756
Spain.....	611	England.....	5,596
Italy.....	6	All other countries.....	1,200
Cotton, manufactures of:		Glass and glassware.....	32,096
Cloth.....	1,412,263	United States.....	31,613
United States.....	891,654	All other countries.....	483
England.....	417,133	Glue.....	807
France.....	95,169	United States.....	800
All other countries.....	8,307	All other countries.....	7
Clothing and wearing apparel.....	220,585	Gold and silver, manufactures of.....	65,405
United States.....	212,594	United States.....	65,027
England.....	742	All other countries.....	378
France.....	636	Hair, and manufactures of.....	313
Spain.....	4,624	United States.....	279
Italy.....	1,267	All other countries.....	34
All other countries.....	722	Hats and caps, and materials for.....	40,763
Thread.....	86,786	United States.....	25,062
United States.....	8,887	Italy.....	10,743
England.....	63,415	All other countries.....	4,418
France.....	14,411	Instruments, scientific.....	18,150
All other countries.....	73	United States.....	15,589
All other.....	155,575	England.....	2,242
United States.....	96,926	All other countries.....	319
England.....	42,130	Iron and steel, and manufactures of:	
France.....	11,080	Bar, rods, ingots, etc.....	25,076
All other countries.....	5,439	United States.....	11,533
Earthen, stone, and china ware.....	15,447	Salvador.....	243
United States.....	11,554	Cutlery.....	12,131
England.....	2,994	United States.....	11,830
All other countries.....	899	England.....	240
Explosives:		All other countries.....	71
Dynamite.....	70,673	Domestic ware, including	
United States.....	70,673	enamel ware.....	40,982
Gunpowder and other.....	32,004	United States.....	38,759
United States.....	32,002	England.....	2,194
Costa Rica.....	2	All other countries.....	29
Feathers, and manufactures of.....	396	Machinery.....	457,910
United States.....	374	United States.....	447,070
All other countries.....	22	England.....	5,290
Fibers, vegetable, and manufactures of:		All other countries.....	5,550
Bags and bagging of jute.....	92,210	Rails.....	27,067
United States.....	16,388	United States.....	27,067
England.....	75,624	Sheet and plate.....	35,812
All other countries.....	198	United States.....	35,796
Linen cloth, and manufactures of.....	20,082	England.....	16
United States.....	3,094	Tools and implements.....	82,818
England.....	16,514	United States.....	70,202
All other countries.....	474	England.....	10,902
All other.....	55,805	All other countries.....	1,714
United States.....	43,729	Wire.....	44,493
England.....	5,030	United States.....	43,173
All other countries.....	7,046	France.....	1,160
Firearms.....	7,439	All other countries.....	160
United States.....	5,313	All other, including nails.....	140,188
England.....	2,116	United States.....	135,324
Costa Rica.....	10	England.....	3,300
Fish, cured or preserved.....	31,123	All other countries.....	1,564
United States.....	30,120	Jewelry.....	14,756
Spain.....	531	United States.....	13,329
All other countries.....	477	All other countries.....	1,427

NICARAGUA—Continued.

IMPORTS INTO NICARAGUA BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1917—Continued.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Lead, and manufactures of.....	\$571	Paper, and manufactures of—	
United States.....	571	Continued.	
Leather, and manufactures of:		All other.....	\$50,739
Leather and tanned skins.....	102,444	United States.....	39,713
United States.....	101,864	Spain.....	5,782
France.....	580	All other countries.....	5,244
Boots and shoes.....	113,023	Perfumery, cosmetics, and toilet	
United States.....	112,583	preparations.....	54,314
All other countries.....	440	United States.....	23,292
All other manufactures.....	14,274	France.....	28,431
United States.....	12,737	All other countries.....	2,591
All other countries.....	1,537	Rubber, gutta-percha, celluloid,	
Matches.....	28,191	and manufactures of.....	37,250
United States.....	28,192	United States.....	35,634
All other countries.....	2	All other countries.....	1,616
Meat and dairy products:		Salt.....	6,165
Meat products.....	42,792	United States.....	6,080
United States.....	42,407	All other countries.....	85
All other countries.....	385	Seeds.....	1,676
Butter, cheese, and substitu-		United States.....	1,659
tutes.....	23,240	All other countries.....	17
United States.....	23,036	Silk and manufactures of:	
All other countries.....	204	Cloth.....	24,237
Milk and substitutes.....	13,712	United States.....	20,096
United States.....	13,677	England.....	2,129
All other countries.....	35	France.....	1,513
Metal, metal compositions, and		All other countries.....	499
manufacturers, of n. e. s.....	20,879	Clothing and wearing apparel.....	42,591
United States.....	20,495	United States.....	31,611
All other countries.....	384	France.....	9,232
Musical instruments and parts.....	13,633	All other countries.....	1,748
United States.....	12,722	All other.....	22,652
All other countries.....	911	United States.....	15,707
Oil cloth and linoleum.....	4,672	France.....	4,924
United States.....	4,672	All other countries.....	2,012
Oils:		Soap.....	75,938
Benzine, gasoline, and naph-		United States.....	47,714
tha.....	123,963	England.....	27,632
United States.....	123,819	All other countries.....	592
All other countries.....	146	Spices.....	14,210
Petroleum, refined.....	101,495	United States.....	13,795
United States.....	101,495	All other countries.....	415
Other mineral oils.....	72,114	Spirits, wines, malt liquors, etc.:	
United States.....	71,501	Malt liquors.....	46,448
All other countries.....	613	United States.....	42,722
All other.....	106,025	England.....	1,838
United States.....	100,831	All other countries.....	1,888
All other countries.....	5,194	Spirits, distilled.....	43,130
Paints, pigments, and colors.....	25,086	United States.....	22,339
United States.....	24,935	England.....	11,052
All other countries.....	151	France.....	8,983
Paper, and manufactures of:		Spain.....	756
Book and other printed mat-		Wines.....	47,179
ter.....	18,448	United States.....	27,101
United States.....	11,224	France.....	5,636
France.....	3,837	Italy.....	10,351
Spain.....	1,276	Spain.....	2,060
All other countries.....	2,111	All other countries.....	2,031
Surface-coated paper and		Other, including mineral water	16,059
blank books.....	40,186	United States.....	6,690
United States.....	34,694	England.....	7,395
France.....	3,185	All other countries.....	2,064
All other countries.....	2,307		

NICARAGUA—Continued.

IMPORTS INTO NICARAGUA BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1917—Continued.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Stone, and manufactures of.....	\$12,725	Wood, and manufactures of—	
United States.....	9,374	Continued.	
Costa Rica.....	1,345	Unmanufactured and lumber.	\$13,542
All other countries.....	2,006	United States.....	13,472
Sugar and molasses.....	10,597	All other countries.....	70
United States.....	10,213	All other.....	18,889
All other countries.....	379	United States.....	17,692
Tea.....	3,702	All other countries.....	1,197
United States.....	3,346	Wool, and manufactures of:	
England.....	353	Cloths.....	34,787
All other countries.....	3	United States.....	15,535
Tobacco, and manufactures of.....	31,308	England.....	15,805
United States.....	26,285	France.....	3,298
West Indies.....	3,342	All other countries.....	149
All other countries.....	1,681	Clothing and wearing apparel.	36,427
Toys.....	6,103	United States.....	17,941
United States.....	5,869	England.....	15,056
France.....	183	France.....	1,768
All other countries.....	51	All other countries.....	1,662
Vegetables:		All other.....	2,814
In natural state.....	105,804	United States.....	1,927
United States.....	104,919	All other countries.....	887
Costa Rica.....	885	Zinc, and manufactures of.....	10,789
Prepared or preserved.....	18,556	United States.....	10,789
United States.....	16,732	All other articles.....	93,376
England.....	1,303	United States.....	80,380
All other countries.....	521	France.....	5,536
Wood, and manufactures of:		All other countries.....	7,460
Furniture and cabinetware....	11,059		
United States.....	10,736		
All other countries.....	323		

COSTA RICA.

IMPORTS INTO COSTA RICA BY COUNTRIES OF ORIGIN, 1913-1917.

Countries.	1913	1914	1915	1916	1917
United States.....	\$4,467,829	\$4,022,147	\$3,031,907	\$4,677,407	\$3,887,603
United Kingdom.....	1,289,324	1,088,576	548,810	790,851	706,257
Spanish America.....	303,683	330,262	254,856	310,866	355,027
Central America.....	349,717	270,942	131,584	223,820	216,809
France.....	387,514	300,771	84,132	180,228	137,973
Spain.....	158,974	136,689	117,849	162,578	112,785
Italy.....	170,598	177,293	137,615	124,923	83,527
Germany.....	1,340,998	1,065,468	42,969	1,340	559
Belgium.....	46,958	34,903	933	.....	.....
Other countries.....	169,513	124,628	128,027	134,912	94,700
Total.....	8,685,108	7,551,679	4,478,782	6,603,925	5,595,240

COSTA RICA—Continued.

EXPORTS FROM COSTA RICA BY COUNTRIES OF DESTINATION, 1913-1917.

Countries.	1913	1914	1915	1916	1917
United States.....	\$5,240,793	\$1,893,596	\$4,864,803	\$7,830,977	\$8,119,295
United Kingdom.....	4,318,006	5,192,253	4,438,233	3,668,408	2,496,191
Spanish America.....	59,721	72,539	275,022	324,616	628,188
Central America.....	38,618	40,264	90,217	131,652	79,159
France.....	95,636	123,697	62,975	93,418	31,886
Germany.....	504,381	471,907	13,225	.....	.....
Other countries.....	64,413	67,522	227,107	72,101	27,447
Total.....	10,321,568	10,861,748	9,971,582	11,121,172	11,382,166

IMPORTS INTO COSTA RICA BY LEADING ARTICLES AND PRINCIPAL COUNTRIES, 1913-1916.

Articles and countries.	1913	1914	1915	1916
Automobiles.....	\$69,606	\$29,860	\$23,282	\$68,218
United States.....	65,678	26,740	18,164	68,218
Cattle.....	323,067	221,885	95,964	184,235
Nicaragua.....	323,067	221,885	95,964	171,457
Coffee sacks.....	88,958	77,389	98,531	131,118
United Kingdom.....	69,424	65,710	83,919	90,614
United States.....	11,161	8,104	13,220	38,153
Cotton goods.....	828,948	800,291	466,699	657,447
United States.....	243,802	285,041	266,333	416,758
United Kingdom.....	355,042	302,333	129,848	155,014
Germany.....	124,699	112,613	4,491	169
France.....	39,009	34,247	10,907	28,128
Italy.....	51,463	37,997	30,749	25,302
Drugs and chemicals.....	150,142	162,898	115,903	73,485
United States.....	76,173	90,547	85,194	51,901
United Kingdom.....	23,378	23,847	11,196	10,238
France.....	24,039	19,924	4,977	3,482
Germany.....	29,690	23,063	4,065	.....
Electrical materials.....	150,339	174,341	95,176	112,746
United States.....	121,416	159,432	86,773	101,716
Flour.....	258,407	189,329	224,480	488,660
United States.....	257,457	183,542	203,662	470,670
Lard.....	200,362	204,927	144,181	174,304
United States.....	194,968	202,485	142,270	172,610
Railway material.....	296,772	241,139	62,387	29,914
United States.....	272,242	140,981	59,725	5,737
Rice.....	143,393	160,311	108,640	142,859
United States.....	31,621	59,383	93,283	122,076
Germany.....	82,088	76,405	.....	.....
Wheat.....	219,487	366,641	323,567	262
United States.....	219,487	366,624	323,567	262
Coal.....	261,975	250,226	106,953	(a)
United States.....	258,329	228,224	92,030	.....

(a) Not available.

PANAMA.

IMPORTS INTO PANAMA BY PRINCIPAL COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$5,413,305	\$6,378,702	\$6,344,873	\$6,822,236	\$6,674,990
United Kingdom.....	2,421,637	2,465,432	1,755,026	983,404	1,267,149
China and Japan.....	142,197	256,773	243,119	209,449	565,948
France.....	280,784	336,816	211,545	170,555	143,393
Spanish America.....	225,184	238,694	177,367	190,558	(a)
Italy.....	117,781	168,882	127,566	90,322	(a)
Spain.....	140,371	162,574	105,099	142,349	(a)
Netherlands.....	.....	5,946	42,731	104,550	(a)
Denmark.....	33,539	79,950	57,735	40,791	(a)
Germany.....	957,806	1,078,168	461,960	35,025	(a)
Belgium.....	117,875	208,540	301,036	.....	(a)
Austria-Hungary.....	11,361	5,476	3,575	230	(a)
Sweden.....	3,450	8,945	.....	.....	(a)
Switzerland.....	6,317	2,102	.....	.....	(a)
Other countries.....	.....	.....	65,920	247,731	545,974
Total.....	9,871,617	11,397,000	9,891,553	9,037,200	9,197,454

^a Included in "Other countries."

EXPORTS FROM PANAMA BY PRINCIPAL COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$1,779,660	\$4,801,608	\$3,269,696	\$3,118,754	\$5,360,788
United Kingdom.....	72,714	65,024	109,869	42,064	55,687
Italy.....	.....	310	2,778	1,120	27,787
Spain.....	.....	.....	1,543	8,804	336
France.....	7,863	15,776	1,646	2,400	.....
Germany.....	202,152	216,939	125,899	.....	.....
Spanish America.....	.....	281,067	197,692	.....	.....
Canal Zone.....	(a)	(a)	48,269	74,494	62,127
Other countries.....	2,259	2,304	240,818	175,119	.....
Total.....	2,064,648	5,383,028	3,800,517	3,422,755	5,506,725

^a Included in United States.

PANAMA—Continued.

IMPORTS INTO PANAMA BY MAJOR CLASSIFICATIONS, 1912-1916.

Articles.	1912	1913	1914	1915	1916
Animal products.....	\$1,661,268	\$867,123	\$1,549,363	\$1,459,805	\$1,473,251
Vegetable products.....	2,923,934	1,379,290	2,808,918	2,566,011	2,549,619
Mineral products.....	1,000,248	634,219	1,435,150	1,028,102	970,839
Textiles and manufactures.....	1,666,355	838,219	1,666,245	1,285,935	1,694,509
Chemical and pharmaceutical products.....	419,800	560,997	657,403	598,172	775,785
Liquors and mineral waters.....	473,447	574,375	432,011	351,944	288,969
Paper and manufactures.....	129,464	74,491	133,460	138,083	168,742
Machinery and apparatus.....	200,920	588,439	293,618	199,235	170,868
Vehicles.....	44,882	36,969	129,069	108,858	237,801
Arms and explosives.....	70,899	86,771	62,261	35,553	63,723
Dry goods ^a.....	.....	3,051,557	.....	.....	.....
Food products ^a.....	.....	1,421,536	.....	.....	.....
Building material ^a.....	.....	583,876	.....	.....	.....
Jewelry and like valuable articles ^a.....	.....	51,528	.....	.....	.....
Miscellaneous.....	1,280,400	647,590	722,055	1,265,502	803,348
Total.....	9,871,617	11,397,000	9,891,553	9,037,200	9,107,454

^a Included under other classification in years for which no figures are shown.

WEST INDIES.

CUBA.

IMPORTS INTO CUBA BY COUNTRIES OF ORIGIN, FISCAL YEARS 1913-1917.

Countries.	1912-13	1913-14	1914-15	1915-16	1916-17
United States.....	\$71,753,872	\$71,420,042	\$78,971,636	\$149,590,768	\$194,822,851
United Kingdom.....	17,411,522	15,618,673	15,003,714	16,714,838	19,352,765
Spain.....	10,602,302	10,884,058	10,459,426	12,399,319	16,151,692
France.....	8,237,276	8,257,297	4,240,171	5,358,342	6,227,217
British India.....	2,390,438	2,896,929	3,023,206	3,410,185	4,578,116
Uruguay.....	2,234,436	1,714,298	1,588,847	2,661,578	4,239,010
Porto Rico.....	3,403,716	2,987,510	2,427,750	2,427,344	3,168,664
Canada.....	1,498,964	1,664,902	1,309,457	1,316,667	3,630,870
Mexico.....	938,180	1,353,899	1,710,763	1,297,097	2,573,712
China.....	130,943	118,423	151,616	426,662	1,232,787
Italy.....	624,540	770,019	717,161	735,783	738,061
Argentina.....	1,657,796	1,457,633	888,244	766,610	694,553
Japan.....	170,854	141,789	97,238	269,426	647,067
Netherlands.....	768,316	992,353	1,779,861	862,846	526,191
Switzerland.....	385,386	480,082	143,844	222,991	461,063
Chile.....	.....	1,938	123,018	16,412	394,600
Denmark.....	234,478	204,802	253,516	256,791	380,525
Norway.....	859,400	1,419,925	2,186,724	1,296,031	356,631
Germany.....	9,515,104	8,275,766	2,218,556	64,367	3,170
Other countries.....	3,033,047	3,347,800	837,342	929,593	197,689
Total.....	135,810,590	134,008,138	128,132,090	201,023,670	261,377,234

CUBA—Continued.

EXPORTS FROM CUBA BY COUNTRIES OF DESTINATION, FISCAL YEARS 1913-1917.

Countries.	1912-13	1913-14	1914-15	1915-16	1916-17
United States.....	\$132,581,459	\$136,936,029	\$185,995,364	\$247,197,416	\$255,728,562
United Kingdom.....	15,663,022	18,245,309	24,218,061	52,378,661	53,457,223
Spain.....	878,236	1,326,109	3,156,967	20,339,325	29,807,450
France.....	1,825,766	2,651,792	854,035	8,366,324	9,031,096
British West Indies.....	28,775	36,069	9,131	2,989	1,686,639
Argentina.....	1,518,857	971,820	582,969	1,058,718	1,501,976
Canada.....	2,919,664	2,065,715	1,415,946	770,841	1,022,164
Italy.....	36,087	91,273	49,899	2,380,642	764,551
Portugal.....	33,809	16,250	58,403	34,045	743,084
Mexico.....	61,065	30,511	61,733	111,927	639,198
Netherlands.....	594,140	374,585	807,547	1,830,252	341,724
Uruguay.....	415,836	342,797	239,695	348,847	302,464
Australia.....	338,885	412,643	230,810	228,315	240,351
Denmark.....	249	1,306	107,229	406,942	185,427
Germany.....	6,497,665	4,436,040	644,582	7	.....
Other countries.....	1,814,750	2,858,603	1,014,951	1,346,627	1,587,874
Total.....	165,208,265	170,796,858	219,447,322	336,801,378	357,039,783

IMPORTS INTO CUBA BY CLASSES OF ARTICLES, FISCAL YEARS 1913-1917.

	1912-13	1913-14	1914-15	1915-16	1916-17
Earths, stones, and manufactures of:					
Stones and earths.....	\$1,616,725	\$1,801,036	\$1,384,209	\$2,008,162	\$2,034,159
Mineral oils, bitumen, etc.	1,346,830	1,521,616	1,447,779	2,380,552	3,109,421
Glass and crystal ware.....	1,796,902	1,577,972	1,021,971	1,644,871	2,064,183
Earthenware and porcelain.....	939,163	1,099,527	765,079	902,967	1,258,902
Metals, and manufactures of:					
Gold, silver, and platinum.....	237,890	351,867	209,581	377,763	576,999
Iron and steel.....	6,814,244	7,460,425	5,346,326	8,488,552	15,233,541
Copper and alloys.....	1,102,349	1,108,818	734,498	952,404	1,742,475
All other metals.....	376,618	394,450	244,529	349,651	424,960
Chemicals, drugs, paints, and perfumeries:					
Primary products.....	632,113	496,440	532,481	576,817	730,180
Paints, etc., varnishes, and inks.....	874,359	868,261	764,173	1,056,377	1,340,802
Chemical products.....	4,246,634	4,159,059	5,119,590	6,834,837	8,667,812
Oils, soap, etc.....	2,334,144	2,302,883	2,506,789	3,264,819	4,347,095
Fibers, and manufactures of:					
Cotton.....	12,647,332	10,478,932	9,715,869	12,819,237	17,821,931
Other vegetable fibers.....	4,739,402	5,382,098	6,263,707	6,377,227	9,126,791
Wool, hair, etc.....	1,220,257	1,216,528	822,476	1,399,093	2,270,238
Silk.....	524,291	595,314	544,923	876,548	936,173
Paper, and manufactures of:					
Paper and cardboard.....	1,764,799	1,949,875	1,601,458	2,573,381	3,929,005
Books and prints.....	449,945	485,192	316,589	275,308	329,386

CUBA—Continued.

IMPORTS INTO CUBA BY CLASSES OF ARTICLES, FISCAL YEARS 1913-1917—Continued.

	1912-13	1913-14	1914-15	1915-16	1916-17
Wood and other vegetable substances:					
Wood, and manufactures of.....	\$3,674,558	\$3,344,998	\$3,025,151	\$5,037,296	\$5,107,768
All other.....	280,224	227,756	217,996	377,355	565,587
Animals and animal products:					
Animals.....	416,261	379,258	282,156	404,445	693,888
Hides, skins, and feathers.....	703,961	816,904	756,818	1,113,848	1,267,958
Manufactures of leather.....	5,806,433	5,109,520	5,532,295	7,072,899	8,256,171
Instruments, machinery, and apparatus:					
Musical instruments, watches, and clocks.....	321,926	371,653	227,382	338,235	430,004
Machinery.....	11,436,444	11,061,667	8,538,012	19,543,575	29,974,076
Apparatus.....	3,587,936	3,986,826	3,295,803	6,779,467	11,960,479
Foods and drinks:					
Meats.....	12,629,886	12,636,236	11,110,964	13,975,932	20,823,774
Fish.....	1,833,800	2,289,553	2,510,331	3,119,831	3,283,455
Breadstuffs.....	16,440,564	16,175,070	17,954,196	21,999,946	25,845,427
Fruits.....	768,201	800,265	776,586	1,206,362	1,451,324
Vegetables.....	5,512,761	5,176,203	6,060,031	8,773,508	11,460,918
Beverages and oils.....	3,459,419	3,997,262	4,245,695	5,096,082	6,410,484
Dairy products.....	2,908,422	3,313,834	3,241,295	3,710,983	4,060,992
All other.....	5,765,486	5,231,975	4,424,075	4,899,725	6,293,348
Miscellaneous.....	3,581,979	4,886,361	3,767,855	5,215,982	7,419,671
Articles free of duty.....	13,009,332	10,951,949	12,823,419	39,199,633	40,124,657
Total.....	135,801,590	134,008,138	128,132,090	201,023,670	261,377,234

JAMAICA.

IMPORTS AND EXPORTS BY COUNTRIES, 1914 AND 1915.

Countries.	Imports from.		Exports to.	
	1914	1915	1914	1915
United States.....	\$5,942,725	\$6,055,175	\$8,611,077	\$5,113,236
United Kingdom.....	4,799,431	3,758,980	2,578,290	4,132,637
British colonies.....	1,276,234	1,181,204	1,248,414	1,032,290
Norway.....	30,614	86,897	1,720	70
Netherlands.....	41,584	50,483	241,844	.....
Denmark.....	35,296	43,019	5,380	23,992
Italy.....	7,560	16,899	60,649	17,599
France.....	18,752	9,585	588,434	289,800
All other countries.....	334,369	124,336	796,103	236,202
Total.....	12,486,565	11,326,578	14,134,911	10,845,796

JAMAICA—Continued.

IMPORTS INTO JAMAICA FROM UNITED STATES AND UNITED KINGDOM,
BY PRINCIPAL ARTICLES, 1915.

Articles.	From United States.	From United Kingdom.	Articles.	From United States.	From United Kingdom.
Ale and beer.....	\$74,628	\$131,658	Oils:		
Apparel.....	136,109	123,597	Gasoline.....	\$66,382	.....
Bags and sacks.....	24,549	117,388	Petroleum.....	249,549	\$604
Boots and shoes.....	290,583	84,103	Vegetable.....	97,437	9,763
Butter.....	46,873	37,072	All other.....	22,778	21,914
Cement.....	76,585	10,437	Paper.....	89,274	64,749
Coal.....	298,566	457	Pork.....	96,365	.....
Corn.....	171,515	.....	Roofing, iron.....	16,819	26,445
Cotton manufactures.....	897,575	814,869	Rice.....	86	502,355
Fish.....	78,352	27,496	Silk manufactures....	4,870	23,274
Flour.....	1,335,444	.....	Soap.....	19,889	286,942
Haberdashery and millinery.....	25,278	121,583	Spirits.....	246	43,621
Hardware.....	78,916	73,031	Wood:		
Machinery.....	114,927	145,638	Pine lumber.....	122,817	.....
Meal.....	171,885	.....	Shooks.....	174,899	29,871
Medicine (drugs).....	95,211	57,000	Other and manu- factures.....	37,006	6,127
Milk, condensed.....	60,543	89,741	Woolen manufactures	1,842	61,832
Motor cars.....	197,158	8,859	All other articles.....	880,228	838,551
			Total.....	6,055,175	3,758,980

HAITI.

IMPORTS INTO HAITI BY COUNTRIES OF ORIGIN, 1911-1915.

Countries.	1911	1912	1913	1914	1915
United States.....	\$5,790,203	\$7,302,484	\$5,908,956	\$6,381,688	\$3,806,673
United Kingdom.....	886,517	761,206	595,319	409,811	293,228
France.....	331,849	1,050,416	817,335	345,190	167,779
Germany.....	439,732	484,915	535,543	338,004	20,509
Other countries.....	499,816	277,534	242,972	138,099	53,574
Total.....	7,948,117	9,876,555	8,100,125	7,612,792	4,344,763

EXPORTS FROM HAITI BY COUNTRIES OF DESTINATION, 1911-1915.

Countries.	1911	1912	1913	1914	1915
United States.....	\$1,000,000	\$1,100,000	\$1,000,000	\$1,171,649	\$1,494,927
France.....	7,500,000	8,500,000	5,000,000	3,500,000	5,000,000
United Kingdom.....	1,200,000	1,300,000	800,000	1,000,000	1,000,000
Germany.....	5,400,000	6,100,000	4,200,000	3,000,000	100,000

HAITI—Continued.

IMPORTS INTO HAITI FROM THE UNITED STATES, 1917.

Articles.	Quantity.	Articles.	Quantity.
Building materials:		Hardware, cutlery, etc.:	
Bricks and tiles.....number..	8,825	Anchors.....pounds..	4,769
Cement.....bags..	35,922	Buckets.....number..	9,021
Lumber.....feet..	3,061,352	Castings.....pounds..	32,755
Carriages, etc.:		Copper, sheet.....do..	16,896
Buggies.....number..	37	Chairs.....do..	35,811
Carriages, children's...do..	23	Lead roofing.....do..	527,450
Carriage materials...cases..	261	Locks.....dozen..	3,717
Carts.....number..	25	Iron manufactures:	
Whips.....dozen..	213	Bars.....pounds..	211,066
Chemicals, drugs, etc.:		Bolts.....do..	24,087
Acids.....cases..	622	Doors.....do..	4,365
Aniseed.....pounds..	14,922	Nails.....do..	317,166
Carbolicum.....gallons..	529	Screws.....gross..	1,515
Cinnamon.....pounds..	23,088	Spoons.....number..	12,938
Cloves.....do..	12,747	Rope.....pounds..	35,811
Disinfectants.....gallons..	120	Scissors.....number..	3,171
Extract, kola.....do..	182	Solder.....pounds..	1,494
Face powder.....pounds..	7,624	Tin, sheet.....do..	12,880
Indigo.....do..	2,000	Table cutlery.....dozen..	41,901
Insect powder.....do..	5,538	Water pipes.....feet..	196,082
Nutmegs.....do..	863	Wire—	
Vaseline.....do..	115,000	Barbed.....do..	14,750
Dry goods:		Bottling.....pounds..	115,000
Batiste.....yards..	38,632	Fencing.....feet..	4,385
Bedspreads.....number..	2,534	Jewelry, etc.:	
Checks.....yards..	213,042	Eyeglasses.....dozen..	174
Cotton cloth, unbleach- ed.....yards..	4,570,891	Jewelry, fine.....sets..	427
Cotton prints.....do..	766,489	Watches.....number..	1,084
Denims.....do..	920,169	Machines, etc.:	
Drill.....pieces..	1,390,126	Cotton machinery.....do..	22
Duck.....do..	30,881	Motors, gasoline.....do..	7
Gingham.....do..	658,436	Sugar-cane mills.....do..	16
Handkerchiefs.....dozen..	2,340	Notions:	
Lace.....yards..	42,665	Buttons.....gross..	2,888
Linen.....do..	114,656	Combs.....dozen..	3,948
Muslin.....do..	67,700	Dress fasteners...packages..	3,650
Nankinet.....do..	1,862,040	Elastic braid.....yards..	6,191
Napkins.....dozen..	1,960	Hooks and eyes.....dozen..	963,264
Ribbons.....yards..	51,680	Oils, paints, etc.:	
Serge.....do..	46,470	Blacking.....pounds..	5,020
Woolens.....do..	32,069	Glue.....do..	5,409
Zephyrs.....do..	33,935	Oakum.....do..	32,758
Furniture, etc.:		Ocher.....do..	48,072
Bedsteads.....number..	259	Oils—	
Bureaus.....do..	54	Cottonseed.....gallons..	21,088
Chairs.....do..	6,644	Kerosene.....do..	797,011
Hat racks.....do..	130	Other.....do..	22,015
Ice chests.....do..	16	Paints.....do..	344,524
Sideboards.....do..	20	Shellac, gum.....pounds..	2,119
Sofa beds.....do..	254	Tallow.....do..	24,256
Tables.....do..	162	Tar.....barrels..	4,347
Wardrobes.....do..	40	Turpentine.....gallons..	4,227
Washstands.....do..	43	Varnish.....do..	1,726
Glass and tableware.		Whitening.....pounds..	1,011
Bottles.....do..	2,005	Provisions, etc.:	
Crockery.....cases..	181	Bacon.....barrels..	2,284
Decanters.....number..	252	Biscuits.....pounds..	21,650
Lamps.....dozen..	509	Butter.....do..	375,702
Lanterns.....do..	256	Candles.....do..	1,000
Tumblers.....do..	10,700	Candies.....do..	43,154
		Cheese.....do..	1,114,748

HAITI—Continued.

IMPORTS INTO HAITI FROM THE UNITED STATES, 1917—Continued.

Articles.	Quantity.	Articles.	Quantity.
Provisions, etc.—Continued.		Stationery and supplies—Con.	
Cocoa.....pounds..	12, 853	Pencils—	
Codfish.....do.....	1, 736, 133	Lead.....gross..	881
Fruits, dried.....do.....	30, 815	Slate.....number..	15, 288
Hams.....do.....	74, 873	Pens.....gross..	204
Herrings—		Sealing wax.....pounds..	18, 886
Smoked.....boxes..	82, 393	Slates, school.....dozen..	140
Pickled.....barrels..	17, 004	Wearing apparel:	
Lard.....pounds..	2, 236, 237	Cravats.....do.....	898
Macaroni.....do.....	79, 071	Corsets.....do.....	86
Matches.....gross..	25, 738	Dresses.....number..	301
Olives.....pounds..	2, 384	Hats.....dozen..	1, 282
Pork.....barrels..	2, 410	Shirts.....do.....	562
Rice.....pounds..	915, 780	Rubber coats.....number..	249
Salt, table.....do.....	6, 606	Miscellaneous:	
Sausages.....do.....	19, 581	Asphalt.....pounds..	17, 125
Soap.....do.....	6, 529, 998	Automobiles, and parts of	
Starch.....do.....	3, 402	.....cases..	231
Sugar.....do.....	259, 988	Cigarettes.....number..	789, 970
Tea.....do.....	743, 743	Coal.....tons.....	233
Vinegar.....gallons..	2, 081	Fishinglines.....pounds..	13, 870
Stationery and supplies:		Motorcycles.....number..	10
Blank books.....number..	3, 099	Molding.....feet..	14, 750
Billheads.....do.....	7, 900	Oats.....bags.....	65, 644
Envelopes.....dozen..	291, 233	Oilcloth.....yards..	41, 940
Labels.....number..	133, 000	Thread, sailmakers' pounds..	12, 402
Paper—		Tin plates.....dozen..	1, 857
Blotting.....sheets..	1, 623	Tobacco.....pounds..	1, 108, 109
Letter.....reams..	821	Twine.....do.....	18, 931
Tissue.....sheets..	63, 000	Valises.....number..	528
Typewriter.....reams..	5, 886	Velocipedes.....do.....	70
Wrapping.....do.....	623		

DOMINICAN REPUBLIC.

IMPORTS INTO THE DOMINICAN REPUBLIC BY COUNTRIES OF ORIGIN,
1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$5, 100, 001	\$5, 769, 061	\$4, 452, 347	\$7, 361, 259	\$10, 162, 698
United Kingdom.....	720, 242	730, 191	567, 037	630, 923	481, 305
Port Rico.....	41, 901	62, 900	134, 487	376, 231	378, 219
France.....	224, 912	274, 318	161, 378	93, 200	152, 358
Spain.....	149, 734	210, 781	97, 696	144, 688	151, 451
Cuba.....	6, 578	7, 352	12, 438	74, 619	136, 587
Italy.....	131, 356	173, 105	185, 043	92, 869	63, 450
Germany.....	1, 628, 286	1, 677, 833	927, 842	95, 317	.....
Other countries.....	214, 888	366, 737	190, 741	249, 408	138, 362
Total.....	8, 217, 898	9, 272, 278	6, 729, 007	9, 118, 514	11, 664, 430

DOMINICAN REPUBLIC—Continued.

EXPORTS FROM THE DOMINICAN REPUBLIC BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$7,274,606	\$5,600,768	\$8,572,562	\$2,044,271	\$17,412,088
Porto Rico.....	48,220	28,994	91,190	248,921	425,483
France.....	933,212	887,907	288,210	189,448	287,799
United Kingdom.....	1,242,980	241,810	186,593	84,366	105,017
Cuba.....	15,429	27,536	7,029	22,871	19,447
Italy.....	26,999	20,430	23,405	21,813	2,496
Germany.....	1,774,049	2,068,384	818,717	5,644	.....
Other countries.....	1,069,753	1,594,118	601,081	2,591,727	3,275,543
Total.....	12,385,248	10,469,947	10,588,787	15,209,061	21,527,873

IMPORTS INTO THE DOMINICAN REPUBLIC BY ARTICLES AND COUNTRIES OF ORIGIN, 1917.

Articles.	United States.	United Kingdom.	France.	Spain.	Porto Rico.	Other countries.
Agricultural machinery.....	\$109,152	\$6,200	\$497	\$429	.....	\$429
Animals.....	3,652	.....	.....	.....	\$1,390	700
Books and other printed matter.....	14,287	325	3,956	2,975	2,380	\$15
Cars, carriages, other vehicles, and parts of:						
Automobiles.....	105,831	.....	.....	.....	14,862	1,291
Railway and tram cars.....	177,627	.....	.....	.....	156	.....
All other.....	50,495	.....	2	41	5,366	495
Cement.....	186,552	900	.....	.....	2,537	.....
Chemical and pharmaceutical products, etc.:						
Simple drugs, oils, fats, etc.....	34,264	.....	.....	.....	1,398	.....
Caustic soda.....	8,755	.....	.....	.....	.....	.....
Almond oil.....	784	.....	10	.....	.....	25
Vegetable juices, oils, and extracts.....	6,050	220	2	74	17	100
Resins.....	12,407	.....	.....	.....	.....	.....
Tallow and greases.....	33,814	.....	.....	.....	2,397	.....
All other.....	316,177	3,235	38,185	2,277	9,376	7,475
Clocks and watches.....	11,464	44	611	8	640	2,968
Coal.....	167,365	.....	.....	.....	7,650	.....
Coke, briquets, and other fuels.....	201	.....	.....	.....	28	.....
Copper and alloys, and manufactures of.....	140,358	825	22	3	4,590	62
Cork, and manufactures of.....	8,587	594	1	495	224	152
Cotton, and manufactures of:						
Raw.....	5,168	.....	.....	.....	115	.....
Blankets and blanket cloth.....	44,199	.....	.....	2,693	7,265	.....
Cloths—						
Plain woven—						
Bleached or unbleached.....	314,531	45,708	176	650	63,794	622
Dyed or printed.....	372,957	77,570	61	.....	123,699	59
Embossed or manufactured with dyed yarns.....	796,555	19,822	6	2,390	215,858	1,089
Twilled or figured in the loom—						
Bleached or unbleached.....	107,983	19,244	377	599	60,745	75
Dyed or printed.....	215,922	38,925	6	93	106,647	10
Embossed or manufactured with dyed yarns.....	260,346	17,341	438	2,259	55,514	708
Clothing (except knit goods).....	111,257	30	1,355	857	28,379	1,129

DOMINICAN REPUBLIC—Continued.

IMPORTS INTO THE DOMINICAN REPUBLIC BY ARTICLES AND COUNTRIES OF ORIGIN, 1917—Continued.

Articles.	United States.	United Kingdom.	France.	Spain.	Porto Rico.	Other countries.
Cotton, and manufactures of—Con.						
Duck.....	\$17,740				\$330	\$75
Knit goods.....	107,283	\$35	\$1,725	\$9,304	59,226	726
Pique.....	4,083	1,454			3,366	2
Yarns, and manufactures of.....	27,333	141,061	6,601	179	1,442	593
All other.....	204,428	123,626	13,534	6,315	74,887	12,722
Earthenware, porcelain, clay, and pottery.....	144,443	21,821	147	296	10,252	3,438
Explosives:						
Cartridges.....	41			2	98	
All other.....	10,395				336	
Feathers, intestines, and manufactures of.....	1,160		237	185	103	2
Fibers, vegetable, and manufactures of:						
Jute bags.....	351,272	10,836			2,467	
Yarns, threads, twines, and cords.....	54,495	631	564	1,069	9,276	2,505
All other.....	26,184	11,588	364	1,844	5,014	240
Foodstuffs and beverages:						
Meats—						
Beef, mutton, and pork, fresh.....	93				16	
Beef, jerked.....					540	
Lard.....	278,573			342	2,169	
Salted or pickled.....	35,199				844	37
Sausages.....	73,194		46	128	626	
Smoked.....	67,614			45	1,900	
All other (except canned).....	10,124				18	
Fish—						
Pickled.....	10,340			7	265	
Salted or dry.....	211,648				7,341	331
Smoked.....	103,570				3,728	
All other (except canned).....	172					2
Grains, fruits, vegetables, and preparations of—						
Beans, peas, and pulse (dried).....	11,598			281	5,564	171
Bread, biscuit, and crackers.....	96,997	513	144	76	585	381
Onions and garlic.....	16,004			5,949	26,376	1,000
Potatoes, fresh.....	26,532				1,654	
Rice.....	1,160,565	13,354			131,858	11,335
Sugar, refined.....	96,460			68	1,196	
Wheat flour.....	818,857				11,662	2,630
Vermicelli, macaroni, and pastes for soup.....	47,457				7,968	
All other.....	76,849	523	11,449	2,740	3,240	10,953
Liquors and beverages—						
Malt liquors.....	179,129	183	366	1,027	41,878	1,112
Spirits, distilled.....	7,783	6,509	17,124	11,636	438	8,157
Wines.....	6,122	730	17,022	54,928	3,491	18,213
All other.....	12,878	866	926	10,646	2,678	1,033
Oils for table use.....	230,708	4	1,124	14,809	21,767	46
Spices.....	36,091	103	2	2,388	1,459	1
Miscellaneous—						
Butter.....	30,655	2		1,075	362	69,909
Canned or preserved goods—						
Fish.....	73,935	673	437	4,742	2,148	36
Fruits.....	9,930	96	241	1,143	562	
Meats.....	18,522	44	352	353	322	1
Vegetables.....	6,999	440	496	976	1,812	174
Cheese.....	45,388	150	110		174	546
Condensed milk.....	45,231	57	792		1,017	
Confectionery.....	100,123	2,039	1,227	4,849	1,534	3,102

DOMINICAN REPUBLIC—Continued.

IMPORTS INTO THE DOMINICAN REPUBLIC BY ARTICLES AND COUNTRIES OF ORIGIN, 1917—Continued.

Articles.	United States.	United Kingdom.	France.	Spain.	Porto Rico.	Other countries.
Foodstuffs and beverages—Contd.						
Miscellaneous—Continued.						
Canned or preserved goods—Con.						
Oleomargarine and butter substitutes.....	\$16,640				\$72	\$552
Olives.....	9,991	\$214	\$9	\$900	592	
Pickles and sauces.....	4,846	813	8	469	286	16
All other.....	10,908	2	1,991	3,534	1,706	106
Stock food.....	1,821				123	
Glass and glassware.....	63,867	314	230	762	6,595	592
Gold, silver, platinum, and manufactures of.....	29,390		1,430		3,111	10,783
Hats and caps.....	62,652	9	1,545	250	23,811	42,574
Hides and skins, and manufactures of:						
Tanned hides and skins, curried, dyed, or dressed.....	172,698		238	1,865	21,693	
Boots, shoes, and slippers.....	316,522		76	2,461	117,017	203
All other.....	71,472	1,074	193	3,764	4,769	58
Iron and steel, and manufactures of:						
Cast iron—						
Bars, beams, plates, etc.....	5,058				147	
Pipes and fittings.....	45,862				2,172	
All other.....	20,902	9,090			2,804	
Wrought iron, steel and malleable iron—						
Galvanized sheets.....	148,834				33,115	
All other.....	139,563				24,671	282
Cutlery.....	34,963	2,485	542	51	1,417	91
Firearms.....	293	291		392	202	31
Nails and tacks.....	54,457	9	101		7,057	12
Pipes and fittings, n. e. s.....	189,559				8,011	
Rails.....	183,769					
Railway track material (except rails).....	46,602				1,391	
Structural material.....	275,227			918	2,909	
Tools and implements.....	45,204	193	229	22	1,033	15
Wire—						
Barbed, with staples therefor.....	69,238				17,755	
Plain, galvanized, or not.....	20,121				1,037	205
All other.....	407,437	5,434	2,112	528	25,790	2,891
Machinery and apparatus:						
Electrical.....	82,897		122		3,652	7
Engines, steam—						
Locomotives and tenders.....	84,941				3,470	
All other.....	104,945				20,635	
Power pumps.....	42,670				384	
Sewing machines.....	28,024				684	328
Sugar machinery.....	371,459				123,831	
Typewriters.....	25,917				2,554	10
All other.....	375,186	421	26	278	31,252	977
Metal wastes and scoria.....	583			4	15	
Musical instruments, and parts of.....	26,373		15	152	582	15
Oils, mineral:						
Crude.....	45,164				160	
Gasoline.....	115,456				1,994	
Illuminating.....	214,453				3,358	
Lubricating.....	68,877				462	
All other.....	68,387		10		177	

DOMINICAN REPUBLIC—Continued.

IMPORTS INTO THE DOMINICAN REPUBLIC BY ARTICLES AND COUNTRIES OF ORIGIN, 1917—Continued.

Articles.	United States.	United Kingdom.	France.	Spain.	Porto Rico.	Other countries.
Paints, pigments, varnishes, etc.:						
Paints and pigments.....	\$87,448	\$3,495	\$2	.....	\$1,431	\$2
All other.....	46,534	1,472	24	.....	443	1
Paper, and manufactures of.....	202,448	57	1,349	\$15,533	11,965	17,029
Pearls, precious stones, and imitations of, unset.....	46	.....	.....	.....	2	.....
Perfumery, cosmetics, and other toilet preparations.....	31,273	448	39,085	1,074	3,855	1,615
Plated ware, gold and silver.....	27,292	.....	26	1	1,401	30
Rattan, bamboo, etc., and manufactures of.....	23,949	58	290	2	896	269
Rubber, and manufactures of.....	76,479	215	112	449	6,949	62
Silk, and manufactures of.....	79,112	695	9,723	447	25,136	3,478
Soap.....	240,915	14	854	1,229	5,291	599
Stones and earths, and manufactures of.....	31,553	28	9	11	2,609	204
Tin, lead, zinc, and other metals, and manufactures of.....	14,833	.....	487	354	566	198
Wood, and manufactures of:						
Boards, planks, and beams.....	234,090	.....	.....	.....	21,555	.....
Furniture.....	103,822	1	129	56	6,569	408
All other.....	109,345	25	193	1,688	7,124	5,141
Wool, and manufactures of.....	67,834	5,237	1,451	373	11,041	794
All other dutiable articles.....	137,800	2,371	6,616	2,392	13,536	14,973
All other free articles.....	191,398	278	618	666	18,872	2,221
Legal currency.....	130,000	.....	.....	.....	51,750	.....

PORTO RICO.

IMPORTS BY ARTICLES, FISCAL YEAR 1916.

Articles.	Domestic merchandise from United States.		Merchandise imported from foreign countries.	
	Quantity.	Value.	Quantity.	Value.
Agricultural implements.....	.....	\$47,114	.....	\$37,271
Animals.....	.....	18,391	.....	1,155
Breadstuffs:				
Bread and biscuits.....pounds	5,703,251	391,908	.....	12,975
Corn meal.....barrels	90,653	340,160	.....	.....
Oats.....bushels	236,213	128,706	32	22
Wheat flour.....barrels	337,299	1,954,301	.....	.....
Rice.....pounds	143,171,261	5,596,068	64,376	2,711
All other.....	.....	179,313	.....	25,975
Candles.....pounds	1,069,231	95,883	.....	.....
Cars, carriages, and parts of.....	.....	1,087,748	.....	.....
Cement.....barrels	245,084	278,882	.....	.....
Chemicals, drugs, dyes, and medicines.....	.....	625,283	.....	80,312
Coal.....tons	135,518	423,947	.....	.....
Cocoa and chocolate, prepared.....	.....	40,767	.....	29,410
Cotton, manufactures of:				
Cloths.....yards	28,376,142	1,855,828	156,383	22,250
All other manufactures of.....	.....	2,012,608	.....	30,579

PORTO RICO—Continued.

IMPORTS BY ARTICLES, FISCAL YEAR 1916—Continued.

Articles.	Domestic merchandise from United States.		Merchandise imported from foreign countries.	
	Quantity.	Value.	Quantity.	Value.
Earthen, stone, and china ware.....		\$117,724		\$1,022
Explosives.....		61,506		14
Fertilizer..... tons..	37,725	1,673,329	1,977	62,062
Fibers, vegetable, and textile grasses:				
Cordage..... pounds..	810,416	82,737		
Jute bags..... pounds..		104,964		295,710
All other.....		78,977		27,338
Fish:				
Dried, smoked, or cured..... pounds..	8,181,795	499,772	9,161,984	612,918
All other.....		85,822		41,725
Fruits and nuts.....		132,405		37,231
Glass and glassware.....		98,371		10,508
India rubber, manufactures of.....		551,506		51
Instruments and apparatus, scientific.....		27,689		
Iron and steel, manufactures of.....		2,601,909		39,103
Leather, and manufactures of.....		1,567,251		31,245
Meat and dairy products:				
Meat products—				
Bacon..... pounds..	367,353	56,939		
Hams and shoulders, cured...do...	3,753,999	503,140	2,709	874
Pork, pickled.....do...	14,891,530	1,552,980		
Lard.....do...	4,729,010	570,309		
Lard compounds.....do...	6,140,630	615,079		
All other meat products.....		252,729		11,038
Dairy products—				
Butter..... pounds..	797,786	128,031	161,111	77,239
Cheese.....do...	974,288	183,655	95,717	17,805
Condensed milk.....do...	2,089,495	184,491	1,132,482	99,709
Musical instruments, and parts of.....		43,202		2,666
Oils:				
Mineral..... gallons..	4,827,124	766,689	11,298,000	212,520
Vegetable.....		106,311		154,996
Paints, pigments, and varnishes.....		227,788		7,470
Paper, manufactures of.....		709,102		54,595
Perfumeries, cosmetics, and toilet preparations.....		69,476		40,067
Seeds.....				19,648
Silk, manufactures of.....		280,503		1,055
Soap:				
Toilet or fancy.....		51,501		9,819
All other..... pounds..	15,767,287	718,373		
Spirits, wines, and malt liquors:				
Malt liquors..... gallons..	297,412	132,543	8,210	5,112
Spirits, distilled..... proof galls..	1,496	4,806	4,792	16,018
Wines..... gallons..	72,780	35,539	61,634	63,510
Champagne.....dozen quarts..			314	5,803
Sugar, refined..... pounds..	10,265,579	612,041		
Straw and palm leaf, manufactures of.....		71,836		1,222
Tobacco, and manufactures of:				
Unmanufactured..... pounds..	1,764,341	285,041		
All other manufactures of.....		72,391		12
Toys.....		46,860		615
Vegetables:				
Beans and dried peas..... bushels..	216,747	795,276	6,471	24,427
Onions.....do...	36,131	43,381	34,505	32,400
Potatoes.....do...	252,964	218,825	5,580	6,440
All other, canned.....		54,084		6,012
All other (including pickles and sauces).....		9,835		174,314

PORTO RICO—Continued.

IMPORTS BY ARTICLES, FISCAL YEAR 1916—Continued.

Articles.	Domestic merchandise from United States.		Merchandise imported from foreign countries.	
	Quantity.	Value.	Quantity.	Value.
Wood, and manufactures of:				
Boards, deals, planks, and scantlings, M feet.....	23,974	\$499,834	2,572	\$45,236
Furniture.....		212,526		3,742
All other.....		460,108		14,484
Wool, manufactures of.....		187,247		8,913
All other articles, including foreign merchandise.....		2,369,172		539,233
Total value.....		35,892,515		3,058,641

EXPORTS.—Exports of domestic merchandise in 1916 amounted to \$66,628,624, of which \$60,906,463 worth was sent to the United States.

BERMUDA ISLANDS.

IMPORTS AND EXPORTS BY COUNTRIES, 1916 AND 1917.

Countries.	Imports from.		Exports to.	
	1916	1917	1916	1917
United Kingdom.....	\$557,637	\$232,599	\$5,655	\$959
British colonies:				
Canada.....	398,153	701,374	12,117	28,313
Antigua.....	44	311		
Barbados.....	12,356	7,981	15,650	35,676
Demerara.....	16,668	27,340	341	24,551
Dominica.....	798	2,861	1,314	1,115
Jamaica.....	11,986	6,463		
St. Kitts.....	6,341	8,897	10	
Trinidad.....	608	15,325		
Egypt.....	102			
India.....	1,523	268		
St. Lucia.....	414	1,002		
Total.....	448,993	771,822	29,432	89,655
Foreign countries:				
United States.....	2,560,426	2,274,622	645,371	920,274
France.....	1,626	83		
Holland.....	219			
Teneriffe.....	2,195	2,910		
St. Thomas.....	63	311		
Cuba.....	4,740			
Porto Rico.....		73		
Total.....	2,569,269	2,277,999	645,371	920,274
Grand total.....	3,575,809	3,282,420	680,458	1,010,888

BERMUDA ISLANDS—Continued.

IMPORTS INTO BERMUDA BY PRINCIPAL ARTICLES AND LEADING COUNTRIES OF ORIGIN, 1916 AND 1917.

Articles	1916, total.	1917			
		Total.	United States.	United Kingdom.	Canada.
Agricultural implements.....	\$1,796	\$2,891	\$2,798	\$88	\$5
Alcohol.....	7,913	4,497	4,497		
Barrels, empty.....	12,784	9,840	4,195		5,645
Bicycles.....	12,775	6,414	812	5,149	423
Bicycle sundries.....	6,137	4,740	3,280	1,460	
Boats.....	3,339	2,642	78	48	2,516
Books.....	7,047	4,321	2,530	1,562	229
Box material.....	42,830	46,407	15,894		30,513
Bran.....	54,612	73,679	28,133		45,546
Brandy.....	2,399	1,528	681	847	
Bread (biscuits, etc.).....	25,247	21,646	11,373	311	9,962
Building material.....	12,886	8,302	6,029		2,273
Butter.....	116,864	116,971	92,347		24,624
Carriages.....	5,597	2,458	2,361		97
Cattle.....	126,247	142,140	139,250		2,890
Cement.....	12,706	15,665	15,665		
Cheese.....	30,605	38,664	17,310	21,340	14
Clothing.....	163,977	67,177	58,870	4,224	4,083
Coal.....	118,543	198,592	198,592		
Coffee and cocoa.....	16,449	15,339	15,251		88
Confectionery.....	27,744	25,603	24,630	647	326
Cordials.....	2,462	749	126	574	
Corn.....	28,562	25,442	21,972		88
Cotton goods.....	188,165	131,902	97,501	32,503	1,898
Drugs.....	42,042	31,367	26,946	4,886	2,535
Earthenware.....	13,889	7,645	2,526	4,589	530
Eggs.....	27,958	15,339	15,091		248
Electrical goods.....	23,140	27,175	18,391	1,475	7,309
Fancy goods.....	51,210	38,742	26,780	11,023	784
Fertilizer.....	50,344	89,072	81,188	4,764	3,120
Fish, preserved.....	49,205	65,123	24,211	510	40,402
Flour.....	171,583	245,520	100,844		144,676
Fruit:					
Dried.....	24,415	19,087	18,313	204	570
Fresh.....	52,402	42,937	26,104		8,132
Fruit and meats, canned.....	116,164	133,741	93,247	3,465	37,029
Furniture.....	37,292	19,695	16,717	1,231	1,479
Gas.....	2,949	2,161	1,703		458
Gasoline and naphtha.....	3,027	4,122	4,122		
Gin.....	14,561	4,594		4,594	
Glassware.....	20,191	10,906	10,341	497	68
Groceries.....	81,927	73,937	63,673	2,608	7,271
Hardware.....	79,704	69,702	61,975	5,455	2,272
Hay.....	33,292	25,963	4,195		21,768
Horses.....	21,262	9,592	5,246		4,346
Jewelry.....	27,102	17,281	13,208	3,518	555
Lard.....	26,625	30,158	25,851		4,307
Leather manufactures.....	100,255	76,944	70,822	4,896	1,226
Linen goods.....	10,833	5,533	487	4,997	49
Liquor, malt.....	89,091	72,039	20,133	16,103	35,803
Lumber.....	26,590	23,281	17,149		6,132
Machinery.....	28,610	13,519	13,349	136	34
Matches.....	7,465	6,667	6,667		
Meal.....	11,806	21,690	21,583		
Meats:					
Beef.....	199,439	170,547	131,214		36,333
Smoked and salted.....	162,546	152,443	151,372	287	784

BERMUDA ISLANDS—Continued.

IMPORTS INTO BERMUDA BY PRINCIPAL ARTICLES AND LEADING COUNTRIES OF ORIGIN, 1916 AND 1917—Continued.

Articles.	1916, total.	1917			
		Total.	United States.	United Kingdom.	Canada.
Metal manufactures.....	\$2,852	\$3,665	\$3,212	\$49	\$404
Musical instruments.....	9,543	8,443	8,069	238	136
Oats.....	91,062	100,342	26,624	73,718	.....
Oil, kerosene.....	42,470	43,954	43,954	.....	.....
Oilmen's stores.....	17,670	7,358	3,124	4,078	156
Oils and paints.....	19,213	18,702	13,135	2,107	3,460
Oleomargarine.....	12,595	19,782	19,476	306	.....
Paper.....	25,418	21,768	14,123	467	7,178
Peas and beans.....	20,653	22,415	20,381	.....	1,630
Perfumery.....	6,127	964	555	331	78
Photograph supplies.....	11,066	4,287	4,151	136	.....
Potatoes.....	85,869	99,389	66,861	.....	31,992
Poultry and meats, n. e. s.....	10,555	3,387	3,343	.....	44
Preserves.....	14,799	14,293	6,487	1,246	6,370
Rice.....	16,191	27,238	22,035	857	3,665
Rope.....	9,986	7,455	7,290	53	112
Rubber goods.....	6,784	5,246	2,900	978	1,368
Rum.....	12,657	9,018	.....	253	.....
Salt.....	3,363	3,616	3,348	83	185
Sculpture.....	6,930	1,153	423	.....	730
Seeds.....	5,124	8,949	5,626	413	.....
Sheep.....	11,310	7,636	7,636	.....	.....
Ship chandlery.....	7,782	6,706	6,292	414	.....
Silk goods.....	16,673	8,502	1,703	6,799	.....
Soap and starch.....	25,534	24,133	12,531	11,339	263
Sporting goods.....	4,443	2,901	1,431	1,251	219
Stationery.....	20,658	18,191	10,837	6,254	1,080
Straw goods.....	12,137	9,733	4,477	4,721	306
Sugar.....	108,976	115,954	48,563	.....	31,919
Tea.....	24,001	23,369	14,677	1,441	7,251
Tinware.....	2,978	2,818	2,735	49	34
Tobacco:					
Leaf.....	12,784	9,709	6,103	3,596	10
Cigarettes.....	46,913	32,060	6,409	23,714	1,830
Cigars.....	22,863	9,947	2,292	2,462	200
Vegetables.....	18,887	8,925	6,098	.....	2,365
Whisky.....	91,775	11,081	277	10,595	209
Wine.....	14,400	13,174	6,215	6,365	243
Wooden ware.....	7,178	6,137	4,385	1,280	472
Woolen goods.....	38,022	25,213	8,098	16,288	827

BAHAMA ISLANDS.

IMPORTS AND EXPORTS BY COUNTRIES, 1915 AND 1916.

Countries.	Imports from.		Exports to.	
	1915	1916	1915	1916
United States.....	\$1,380,323	\$1,000,547	\$707,666	\$1,061,683
Great Britain.....	285,753	267,190	264,261	204,603
Canada.....	18,117	10,390	10,873	26,897
Other British possessions.....	66,765	91,803	2,361	4,610
Cuba.....			110,994	142,535
France.....			44,609	99,693
Netherlands.....			33,585	68,575
All other countries.....	21,756	47,147	13,107	14,272
Total.....	1,772,714	2,317,377	1,187,456	1,622,808

IMPORTS INTO THE BAHAMAS BY ARTICLES, 1916.

Articles.	Value.	Articles.	Value.
Alcohol:		Flour, rye or wheat.....	\$299,548
Proof.....	\$327	Foodstuffs.....	81,531
Denatured.....	415	Furniture.....	25,146
Ale, porter, and stout.....	8,024	Gasoline.....	12,000
Apples.....	1,595	Gin.....	11,902
Beans and peas.....	6,214	Gunpowder.....	190
Bicycles.....	3,415	Hardware and tinware.....	165,247
Biscuits, common.....	4,185	Hats and caps.....	18,171
Books and pamphlets, printed.....	3,171	Hay.....	8,195
Boots and shoes.....	72,477	Hulls and materials of wrecked vessels.....	1,429
Brandy, proof.....	1,829	Ice.....	7,683
Butter.....	33,561	Insecticide.....	287
Candles:		Lard.....	65,804
Other than tallow.....	624	Lumber.....	28,292
Tallow.....	683	Matches.....	7,883
Cattle.....	1,601	Machetes.....	1,326
Cement.....	3,951	Machinery.....	38,341
Cheese.....	8,707	Meats:	
Cigars.....	3,946	Cured, dried, or salted.....	73,706
Coal.....	21,195	Fresh.....	31,409
Coffee:		Metal ceiling, roofing, and siding.....	424
Raw.....	8,517	Milk.....	32,609
Roasted or prepared.....	3,888	Motor boats.....	11,607
Coin.....	43,414	Motor cars.....	13,219
Confectionery.....	11,658	Motor cycles.....	59
Corn, whole or cracked.....	7,132	Molasses and cane sirup.....	883
Corn meal and hominy.....	105,731	Moving-picture films.....	9,732
Cotton, linen, and woolen goods.....	323,054	Musical instruments.....	5,585
Dairy and chicken feed.....	36,863	Nails, iron.....	5,732
Drugs and druggists' sundries.....	24,439	Oakum.....	1,341
Dynamite.....	976	Oil:	
Earthenware and glassware.....	10,390	Kerosene.....	19,561
Electrical apparatus and appli- ances.....	9,146	Lard, olive, and sperm.....	839
Fertilizers.....	5,956	All other.....	11,785
Fish:		Oleomargarine.....	7,097
Dried or salted.....	2,951	Packages for the exportation of native produce.....	27,341
Fresh.....	859		

BAHAMA ISLANDS—Continued.

IMPORTS INTO THE BAHAMAS BY ARTICLES, 1916—Continued.

Articles.	Value.	Articles.	Value.
Paints.....	\$26,317	Starch.....	\$3,917
Paper bags, boxes, and wrap- ping paper.....	16,219	Stationery and toys.....	12,166
Photographic materials.....	3,537	Sugar:	
Plants, roots, seeds, and bulbs.....	1,151	Other than white.....	64,936
Potatoes and onions.....	12,278	White.....	40,273
Power presses.....	317	Surgical appliances and instru- ments.....	829
Printer's type and material.....	1,317	Tea.....	5,878
Railroad material.....	11,415	Tobacco:	
Rice.....	51,087	Unmanufactured.....	10,341
Rope and canvas.....	43,561	Manufactured.....	15,536
Rum:		Fine cut and cigarettes.....	13,780
In bottles.....	420	Trunks and valises.....	1,805
In wood.....	18,551	Turpentine.....	737
Shingles, cypress:		Typewriters.....	805
4-inch.....	268	Whisky.....	8,030
5-inch.....	12,585	Wines.....	13,678
6-inch.....	88	Wire fencing.....	834
Soap, common washing.....	16,058	Yellow metal, in sheets.....	683
Sponge.....	1,537		

VIRGIN ISLANDS.

IMPORTS INTO ST. THOMAS BY PRINCIPAL ARTICLES AND COUNTRIES OF ORIGIN, FISCAL YEAR ENDED MARCH 31, 1914, AND CALENDAR YEAR 1916.

Articles.	1914	1916	Articles.	1914	1916
Ammunition.....	\$6,718	\$2,102	Breadstuffs—Continued.		
United States.....	6,562	1,919	Flour—		
Apparel.....	9,470	5,575	Wheat (practically all from the United States).....	\$46,336	\$62,301
United Kingdom.....	4,388	2,213	Rye.....	2,224	3,377
United States.....	3,966	2,764	United States.....	2,086	3,377
Beverages:			Rice.....	6,247	5,420
Coffee.....	3,818	2,863	Germany.....	4,064	.....
West Indies.....	(a)	2,468	Netherlands.....	1,303	.....
United States.....	112	353	United Kingdom.....	815	4,770
Tea.....	883	2,280	United States.....	.....	342
United Kingdom.....	.....	1,340	All other.....	4,848	4,023
Germany.....	861	.....	United States.....	2,876	2,439
Boats, etc.....	2,935	1,338	United Kingdom.....	1,262	1,450
United States.....	2,000	599	Cement.....	3,671	6,339
Boots and shoes.....	14,632	14,504	Denmark.....	2,269	5,626
United States.....	13,751	11,662	United States.....	238	31
United Kingdom.....	283	1,034	Chinaware, crockery, etc.	3,075	1,671
Breadstuffs:			Germany.....	920	.....
Cereals.....	1,314	1,634	United Kingdom.....	865	951
United States.....	543	1,106	United States.....	675	578
Corn.....	4,098	3,715	Coal.....	262,805	83,214
United States.....	4,094	3,415	United States.....	262,805	82,013
Corn meal.....	7,437	10,153			
United States.....	7,437	10,028			

a Not separately stated.

VIRGIN ISLANDS—Continued.

IMPORTS INTO ST. THOMAS BY PRINCIPAL ARTICLES AND COUNTRIES OF ORIGIN, FISCAL YEAR ENDED MARCH 31, 1914, ETC.—Continued.

Articles.	1914	1916	Articles.	1914	1916
Confectionery, chocolate, cocoa, etc.	\$4,792	\$5,548	Oils, mineral and vegetable.	\$21,136	\$149,850
Denmark.	2,033	123	United States.	10,253	7,286
United States.	1,217	1,612	Paints, colors, etc.	17,223	7,291
United Kingdom.	1,204	1,115	United States.	10,955	1,453
Dairy products:			United Kingdom.	6,052	5,430
Butter.	17,982	12,979	Paper and paper goods.	8,996	7,627
Denmark.	14,871	10,408	United Kingdom.	2,939	1,178
United States.	1,937	2,560	United States.	2,497	3,688
Cheese.	7,308	5,072	France.	1,446	816
United States.	4,041	4,437	Perfumes, toilet soaps, etc.	7,410	3,297
Germany.	2,049	129	France.	3,025	2,066
Drugs and chemicals.	6,725	4,282	United Kingdom.	1,413	491
United States.	3,907	2,534	United States.	1,605	505
United Kingdom.	1,302	875	Preserves.	12,046	7,524
Germany.	1,204	.....	United Kingdom.	3,906	1,340
Fancy goods.	11,237	7,750	United States.	3,271	4,262
United States.	6,296	6,625	Soap, common.	1,341	7,471
United Kingdom.	3,138	1,096	United States.	1,123	739
Fish, dried, salted, etc.	8,080	5,840	United Kingdom.	.....	6,465
United States.	5,349	4,475	Spirits, wines, and liquors:		
Denmark.	2,395	1,143	Beer, porter, and malt extract.	15,104	10,145
Fruits and vegetables:			Denmark.	10,743	9,353
Beans and peas.	6,651	7,308	United Kingdom.	2,783	683
United States.	6,483	7,220	United States.	223	107
Other.	32,433	12,364	Brandy.	1,552	1,150
United States.	28,921	5,064	United Kingdom.	527	807
West Indies.	2,279	7,300	France.	420	343
Fruits and nuts, dried.	2,317	1,506	Germany.	692	.....
France.	2,080	36	Gin.	12,602	10,069
United States.	.....	1,256	Netherlands.	12,109	9,662
Glassware.	12,799	6,800	Liqueurs.	1,341	427
Germany.	10,831	.....	France.	781	268
United States.	1,102	3,817	Rum (West Indies).	6,835	5,848
Denmark.	66	2,200	Whisky (practically all from United Kingdom).	7,101	3,632
Gold, silver, and plated ware.	1,443	526	Wine.	11,807	4,797
United States.	310	289	France.	4,342	2,526
Hats and caps, v. o. s.	1,420	605	United States.	63	461
United Kingdom.	1,263	420	Other spirits.	23,704	20,171
United States.	17	185	West Indies.	17,067	19,150
Lard, animal and vegetable.	1,925	10,124	Germany.	4,403	.....
United States.	1,705	10,122	Starch.	3,050	2,029
Live stock (West Indies).	14,409	12,397	United States.	2,988	2,015
Margarine.	9,083	5,781	Straw and straw goods (hats, baskets, etc.).	28,986	7,772
United States.	7,212	5,043	United Kingdom.	5,173	3,542
Meats, smoked, salted, etc.	1,667	7,807	United States.	297	744
Denmark.	1,351	139	Sugar.	38,232	4,130
United States.	.....	7,652	United States.	6,133	4,023
Metals, and manufactures of:			Textiles:		
Machinery.	1,765	789	Cotton.	70,006	39,398
United States.	1,103	274	United Kingdom.	49,828	24,902
Denmark.	187	474	United States.	13,798	11,517
Wire, pipes, plates, etc.	18,984	10,364	Germany.	4,614	101
United Kingdom.	7,918	2,899	Woolen.	5,940	678
United States.	7,791	6,741	United Kingdom.	5,473	664
All other.	21,957	8,250	Silk.	2,432	329
United States.	14,817	2,787	United Kingdom.	1,231	181
United Kingdom.	4,749	2,681	Mixtures.	3,680	1,670
Germany.	1,405	185	United Kingdom.	3,657	639
			France.	.....	992

VIRGIN ISLANDS—Continued.

IMPORTS INTO ST. THOMAS BY PRINCIPAL ARTICLES AND COUNTRIES OF ORIGIN, FISCAL YEAR ENDED MARCH 31, 1914, ETC.—Continued.

Articles.	1914	1916	Articles.	1914	1916
Tobacco, and manufactures of:			Wood, and manufactures of:		
Unmanufactured.....	\$7,194	\$14,461	Lumber.....	\$34,783	\$4,707
United States.....	5,230	4,027	United States.....	28,631	4,334
West Indies.....	(a)	10,434	Matches.....	1,005	2,224
Cigarettes.....	7,776	5,268	Denmark.....	463	772
United Kingdom.....	4,069	2,577	Staves.....	5,090	4,846
United States.....	160	45	United States.....	265	4,213
West Indies.....	(a)	2,501	All other, n. e. s.....	1,555	3,873
Cigars.....	8,851	5,029	United States.....	441	3,292
United States.....	1,388	158			
West Indies.....	(a)	3,926			

a Not separately stated.

GUADELOUPE.

IMPORTS BY COUNTRIES, 1916 AND 1917.

Countries.	1916	1917
France.....	\$1,717,682	\$1,964,045
French colonies.....	44,069	157,498
England.....	67,083	8,405
British colonies.....	265,075	643,453
United States.....	2,426,055	1,343,822
All other.....	296,392	508,439
Total.....	4,816,356	7,625,662

TOTAL IMPORTS INTO GUADELOUPE AND IMPORTS FROM UNITED STATES, BY ARTICLES, 1916 AND 1917.

Articles.	Total imports.		Imports from United States.		
	1916	1917	1916	1917	
Alimentary fats.....	{pounds..	349,803	653,735	312,319	461,885
	{value....	\$67,452	\$168,572	\$62,928	\$118,760
Beer.....	{gallons..	11,126	13,618	5,728	8,644
	{value....	\$8,132	\$16,405	\$3,797	\$9,418
Breadstuffs:					
Biscuits.....	{pounds..	653,917	754,107	631,395	502,654
	{value....	\$48,452	\$66,378	\$46,775	\$43,817
Corn.....	{pounds..	375,974	368,000	375,974	337,279
	{value....	\$12,803	\$18,327	\$12,803	\$17,090
Corn meal.....	{pounds..	31,960	39,965	31,960	38,497
	{value....	\$1,064	\$2,346	\$1,064	\$2,276

GUADELOUPE—Continued.

TOTAL IMPORTS INTO GUADELOUPE AND IMPORTS FROM UNITED STATES,
BY ARTICLES, 1916 AND 1917—Continued.

Articles.	Total imports.		Imports from United States.		
	1916	1917	1916	1917	
Breadstuffs—Continued.					
Flour.....	pounds..	10,230,483	10,934,810	10,134,834	10,177,418
	value...	\$450,119	\$784,395	\$443,001	\$737,972
Oats.....	pounds..	396,124	515,128	396,124	507,766
	value...	\$13,557	\$21,033	\$13,557	\$20,707
Rice.....	pounds..	9,300,996	7,835,040	1,838,349	2,043,488
	value...	\$451,338	\$405,026	\$96,913	\$163,221
Butter.....	pounds..	30,516	22,842	12,035	3,373
	value...	\$7,990	\$7,670	\$3,147	\$977
Cheese.....	pounds..	26,643	24,211	6,329	15,119
	value...	\$9,362	\$15,350	\$2,250	\$11,074
Cement.....	pounds..	567,309	3,197,015	492,098	2,825,000
	value...	\$9,717	\$83,963	\$9,041	\$74,193
Chemicals: Sulphuric acid.....	pounds..	96,807	36,923	27,013	22,928
	value...	\$6,055	\$2,912	\$1,810	\$1,801
Coal.....	tons ^a ..	8,006	8,489	7,515	8,324
	value...	\$62,730	\$139,121	\$59,184	\$136,805
Fertilizers.....	tons ^a ..	4,164	6,060	1,290	5,637
	value...	\$196,139	\$456,908	\$90,011	\$428,421
Fish, salted:					
Cod.....	pounds..	2,687,664	2,501,153	1,531,522	895,478
	value...	\$245,650	\$287,309	\$136,053	\$112,661
Herring.....	pounds..	273,605	306,088	267,202	288,400
	value...	\$27,451	\$35,238	\$26,871	\$32,838
Hides.....	pounds..	47,188	90,974	4,061	.....
	value...	\$20,339	\$6,278	\$1,206	.....
Iron and steel manufactures:					
Machinery and tools.....	value..	\$52,558	\$405,300	\$22,075	\$277,880
All other.....	do....	\$131,453	\$181,282	\$71,933	\$160,070
Jewelry.....	do....	\$13,224	\$73,575	\$181	\$1,864
	pounds..	103,551	114,241	103,357	103,790
Lard.....	value...	\$21,040	\$33,137	\$21,003	\$30,448
	pounds..	52,846	38,764	47,968	36,574
Matches.....	value...	\$24,449	\$16,747	\$22,671	\$15,797
	pounds..	281,008	191,039	281,008	175,565
Beef.....	value...	\$36,441	\$29,283	\$36,441	\$26,871
	pounds..	871,621	790,061	871,474	776,027
Pork.....	value...	\$107,885	\$133,774	\$107,855	\$131,725
	pounds..	797,842	771,966	797,842	731,458
Cottonseed.....	value...	\$116,920	\$156,800	\$116,920	\$149,314
	pounds..	2,918,959	2,148,880	2,911,730	2,127,603
Mineral—	value...	\$108,185	\$133,350	\$107,657	\$131,318
	pounds..	360,123	453,616	376,827	442,361
Heavy.....	value...	\$10,406	\$14,577	\$9,739	\$11,181
	pounds..	236,662	447,896	105,002	171,704
Paper.....	value...	\$21,259	\$39,565	\$5,604	\$10,396
	pounds..	25,289	48,000	397	408
Perfumery.....	value...	\$4,717	\$12,190	\$100	\$386
	tons ^a ..	1,200	1,348	.....	.....
Salt.....	value...	\$14,964	\$22,375	.....	.....
	pairs..	55,454	59,161	4,800	11,142
Shoes.....	value...	\$63,615	\$88,109	\$19,168	\$26,130
	pounds..	631,620	1,300,727	467,045	1,130,917
Soap.....	value...	\$68,777	\$129,285	\$40,887	\$113,638

^a Ton of 2,000 pounds.

GUADELOUPE—Continued.

TOTAL IMPORTS INTO GUADELOUPE AND IMPORTS FROM UNITED STATES,
BY ARTICLES, 1916 AND 1917—Continued.

Articles.	Total imports.		Imports from United States.	
	1916	1917	1916	1917
Textiles:				
Jute bags.....	founds.. 943,962	1,205,009	206,771	238,980
	{value... \$58,531	\$181,130	\$10,016	\$27,780
All other.....	{value... \$622,210	\$682,948	\$82,713	\$109,157
Tobacco:				
Cigarettes.....	founds.. 50,634	55,340	42	29
	{value... \$32,662	\$49,895	\$29	\$26
Leaf.....	founds.. 124,398	170,088	124,385	160,118
	{value... \$24,237	\$49,583	\$24,224	\$46,932
Vegetables:				
Beans.....	founds.. 386,702	(a)	203,008	(a)
	{value... \$45,932	(a)	\$21,974	(a)
Potatoes.....	founds.. 610,731	587,551	312,397	192,595
	{value... \$26,000	\$24,785	\$13,223	\$8,326
All other.....	founds.. 959,914	779,642	333,800	241,685
	{value... \$82,327	\$110,305	\$35,115	\$46,879
Vehicles: Automobiles.....	number.. 52	114	48	108
	{value... \$41,784	\$132,012	\$37,924	\$123,906
Wood, and manufactures of:				
Furniture.....	value.... \$16,944	\$20,387	\$13,239	\$17,790
Lumber—				
Pine—				
White.....	do.... \$120,870	\$116,254	\$82,404	\$116,254
Pitch.....	do.... \$85,373	\$119,061	\$85,373	\$119,061
Shooks and staves.....	do.... \$316,297	\$429,232	\$231,947	\$380,879
All other articles.....	do.... \$909,015	\$1,823,590	\$325,229	\$344,775
Total.....	do.... \$4,816,356	\$7,625,662	\$2,426,055	\$4,343,822

a Included in "All other vegetables" for 1917.

MARTINIQUE.

IMPORTS BY COUNTRIES OF ORIGIN, 1916 AND 1917.

Countries of origin.	1916	1917	Countries of origin.	1916	1917
Argentina.....	\$5,558	\$10,047	Panama.....	\$4,364	\$6,174
Brazil.....	5,100	11,385	Peru.....		1,158
British Empire:			Porto Rico.....	79,193	39,399
Great Britain....	399,446	597,664	St. Croix.....		6,677
India.....	36,808	16,605	St. Martin.....	21,140	12,403
Colonies.....	700,858	1,460,945	Spain.....	1,628	1,301
Chile.....	139,188	321,264	Sweden.....	1,607	
Dominican Republic		38,579	Switzerland.....	11,817	6,355
Dutch Guiana.....	20,971	24,165	St. Thomas.....	18,940	6,940
Ecuador.....	4,342	6,199	United States.....	2,966,884	5,652,727
France.....	1,847,310	2,056,858	Venezuela.....	97,566	411,728
French colonies..	162,950	205,808	All other.....	2,517	18,502
Haiti.....	4,200	1,576			
Italy.....	456	1,205	Total.....	6,533,803	10,917,872
Netherlands.....	930	2,226			

MARTINIQUE—Continued.

IMPORTS INTO MARTINIQUE FROM ALL COUNTRIES AND FROM UNITED STATES, BY ARTICLES, 1917.

Articles.	From United States.		From all countries.	
	Metric tons.	Value.	Metric tons.	Value.
Alimentary fats:				
Tallow.....	8.0	\$2,948	17.7	\$7,124
Lard.....	23.7	7,124	31.4	15,069
Automobiles.....	a 286.0	229,584	a 286.0	229,584
Bags, jute:				
New.....		4,314		41,303
Used.....		9,571		25,043
Beer.....	b 30,466.0	19,465	b 52,450.0	32,414
Breadstuffs:				
Sweet biscuits.....	1.6	951	7.8	4,710
Ship's biscuits.....	48.3	7,938	81.3	12,608
Corn.....	418.7	28,868	660.4	48,439
Corn flour.....	30.6	2,683	30.7	2,690
Flour.....	7,465.4	1,052,858	7,517.3	1,059,611
Oats.....			172.7	11,925
Rice.....	585.8	59,693	1,989.9	183,529
Somolina.....	26.4	4,558	33.8	5,569
Butter.....	15.7	9,439	27.2	18,318
Cement.....	2,648.6	48,615	2,728.8	50,977
Chemicals:				
Sulphuric acid.....	43.4	3,538	45.9	3,791
Soda, refined.....	.6	73	2.3	431
Methylie alcohol.....	1.9	547	2.9	837
Carbide of calcium.....	13.0	1,151	13.0	1,152
Coal.....	74,308.3	731,560	78,763.1	821,012
Coffee.....	60.7	15,984	173.0	58,511
Copper.....	22.6	21,882	29.3	29,466
Cordage, twine, and rope.....	28.3	19,897	89.0	47,803
Cotton, and manufactures:				
Waste and flocks.....	2.5	984	11.0	3,909
Fabrics—				
Unbleached.....	89.9	14,495	168.2	24,890
Bleached.....	99.4	14,002	1,750.0	149,841
Dyed.....	129.4	18,043	727.4	92,342
From dyed yarn.....	137.9	19,278	560.8	91,786
Printed.....	208.8	67,830	1,315.8	188,280
Clothing.....		403		73,795
Fertilizers:				
Guano.....			1,057.8	58,113
Sodium nitrate.....	828.6	91,868	4,610.5	413,186
Sulphate of ammonia.....	563.0	71,613	867.2	106,893
Superphosphate.....	5,416.3	191,537	5,416.3	191,537
Fish:				
Codfish.....	554.7	129,096	2,487.5	560,461
Herrings, salted.....	135.5	30,413	138.3	31,071
Sardines.....	.5	313	8.7	6,085
Fruits, canned and preserved.....	3.1	1,702	6.7	4,326
Glass and crystal.....		16,191		37,205
Iron and steel manufactures:				
Iron bars.....	171.6	19,783	202.9	25,373
Hoops.....	838.8	76,306	965.9	90,050
Sheets, iron.....	636.2	105,764	728.2	116,811
Wire, iron and steel.....	45.1	5,968	45.3	6,024
Steel bars.....	30.3	4,907	38.0	5,526
Rails, iron and steel.....	159.7	11,439	159.7	11,439
Straight axles.....	15.8	5,071	26.0	8,217
Nails.....	65.1	12,621	71.7	15,314
Tacks.....	129.5	15,588		21,477

a Number.

b Gallons.

MARTINIQUE—Continued.

IMPORTS INTO MARTINIQUE FROM ALL COUNTRIES AND FROM UNITED STATES, BY ARTICLES, 1917—Continued.

Articles.	From United States.		From all countries.	
	Metric tons.	Value.	Metric tons.	Value.
Jewelry.....		\$119	155.8	\$43,218
Hides and skins:				
Tanned or tawed.....	.5	380	56.2	94,610
Curried.....			1.6	5,147
Meats:				
Preserved.....	19.6	15,865	26.9	21,594
Salted—				
Pork.....	220.3	75,669	221.9	78,236
Beef, etc.....	58.4	19,600	59.2	19,895
Matches.....		5,214		17,762
Molasses.....			9,583.0	501,393
Musical instruments:				
Pianos.....	a 13.0	5,356	a 33.0	11,619
Phonographs.....	a 25.0	402	a 30.0	559
Oils:				
Cottonseed.....	921.6	317,947	939.8	326,353
Linseed.....	47.9	14,751	57.7	18,822
Mineral—				
Refined.....	473.2	36,937	573.0	44,440
Crude.....	1,372.0	66,938	1,381.9	67,522
Heavy oils and residue of petroleum.....	192.0	24,175	1,251.2	101,378
Oleomargarine.....	164.0	68,367	243.0	104,868
Paper.....	82.0	21,652	216.5	52,288
Paper cardboard for boxes.....	4.9	445	13.0	1,432
Paint.....		11,738		42,534
Pottery.....		3,640		38,156
Salt.....	12.0	517	1,415.4	9,955
Sewing machines.....	a 1,069.0	7,161	a 1,079.0	7,276
Shoes.....	3.3	15,194	25.9	52,436
Soap.....	793.7	116,049	1,011.2	149,936
Sulphur:				
Not purified.....	9.2	1,004	32.9	2,057
Purified.....	15.6	975	15.6	979
Tobacco and manufactures:				
Tobacco, leaf.....	95.3	22,512	96.0	28,885
Cigars.....	.2	373	1.7	2,964
Vegetables:				
Beans.....	133.4	35,905	221.2	55,518
Onions.....	27.5	3,638	202.9	31,463
Potatoes.....	123.4	13,784	400.1	36,353
Woods and manufactures:				
Furniture.....		19,071		32,192
Lumber—				
Boards over 35 millimeters.....	3,871.7	104,644	4,078.6	96,664
Boards less than 35 millimeters.....	5,734.7	142,507	5,827.1	135,115
Railway ties.....	130.3	4,516	1,360.0	29,663
Shooks, barrel.....	3,161.9	374,232	3,181.1	376,411
Staves.....	5,296.3	180,796	5,296.3	180,796
All other articles.....		711,811		3,047,499
Total.....		5,652,702		10,917,872

a Number.

BARBADOS.

IMPORTS AND EXPORTS BY COUNTRIES, 1914 AND 1915.

Countries.	Imports from—		Exports to—	
	1914	1915	1914	1915
Argentina.....	\$123,444	\$75,178		
Brazil.....	4,526	28,396	\$1,591	\$625
British Guiana.....	270,558	276,776	43,206	93,518
British West Indies.....	307,714	299,071	892,069	852,902
Canada.....	850,591	932,191	2,273,879	3,082,255
Colon.....	17,205	16,241	19,327	16,217
Dutch West Indies.....	60,253	82,950	11,600	26,838
France.....	14,780	2,540	1,606	19
French West Indies.....	6,995	25,440	23,491	104,558
Germany.....	18,552		919	
Great Britain.....	2,409,385	2,148,312	244,071	274,533
Netherlands.....	144,744	34,148	22,870	44,920
India.....	170,697	84,689	19	34
Newfound'and.....	155,855	143,012	201,939	282,206
Porto Rico.....	146	8,045		
United States.....	1,684,709	1,944,166	387,083	301,630
Other countries.....	86,651	80,049	83,402	48,296
Coal bunkers.....			336,257	626,104
Total.....	6,326,805	6,181,204	4,453,329	5,754,653

IMPORTS INTO BARBADOS FROM UNITED STATES, UNITED KINGDOM, AND CANADA, BY PRINCIPAL ARTICLES, 1915.

Articles.	United States.	United Kingdom.	Canada.
Animals, mules.....	\$21,527		
Apparel.....	15,967	\$51,935	\$594
Bags and sacks.....	939	10,764	107
Books, printed.....	2,672	35,603	876
Boots, shoes, and slippers.....	31,603	38,547	1,129
Butter.....	5,932	61,858	1,489
Cars:			
Motor.....	22,332	672	467
Motor (parts).....	12,259	7,791	457
Cycles:			
Motor, and parts.....	1,290	2,005	
Other, and parts.....	175	6,729	19
Cattle and other animal foods, oil meal and oil cake.....	66,686		13,417
Cement.....	9,076	6,891	
Coal.....	531,008	15,632	
Cocoa.....	1,674	7,913	31
Coffee.....	10,609	150	5
Cotton:			
Piece goods.....	32,688	227,110	
Other.....	15,027	178,056	
Electrical apparatus.....	4,763	10,672	
Fish.....	10,385	4,500	182,273
Furniture.....	8,774	4,388	4,181
Grain and flour:			
Bran and pollard.....	7,888		17,593
Corn.....	15,831		

BARBADOS—Continued.

IMPORTS INTO BARBADOS FROM UNITED STATES, UNITED KINGDOM,
AND CANADA, BY PRINCIPAL ARTICLES, 1915—Continued.

Articles.	United States.	United Kingdom.	Canada.
Grain and flour—Continued.			
Corn meal.....	\$115,378	.....	\$194
Flour.....	161,127	.....	270,672
Oats.....	2,701	.....	78,455
Pulse (beans and peas).....	804	\$1,518	18,702
Rice.....	827	187,137	.....
Haberdashery and millinery.....	2,657	44,931	58
Hardware.....	49,590	9,368	87
Hats and bonnets.....	345	32,917	.....
Jewelry.....	1,143	5,348	20
Lard.....	27,909	910	.....
Leather, belting, dressed and undressed.....	6,638	8,365	1,554
Machinery:			
Sugar and rum.....	15,262	65,571	.....
Other.....	7,339	9,425	117
Manures.....	42,456	314,621	87,954
Meats:			
Bacon and ham.....	7,577	7,562	39
Beef, salted.....	36,772	5	1,484
Pork, salted.....	134,688	29	16,403
Preserved and other.....	2,200	839	256
Medicines and drugs.....	18,968	16,502	2,594
Metals and manufactures.....	36,314	59,160	5,334
Milk, condensed.....	462	16,488	136
Oils:			
Kerosene.....	61,310	.....	.....
Other.....	24,596	13,358	277
Oleomargarine.....	28,196	3,567	.....
Paints and varnishes.....	2,686	15,306	3,698
Paper.....	10,638	12,034	3,187
Salt.....	.....	17,728	.....
Silk manufactures.....	1,377	17,880	.....
Soap:			
Common.....	3,650	128,070	.....
Fancy.....	2,243	6,447	.....
Spirits:			
Brandy, whisky, liqueurs, etc.....	268	39,778	102
Gin.....	.....	4,613	.....
Sugar, refined.....	21,602	229	44
Tea.....	632	18,867	96
Tobacco:			
Leaf.....	9,792	14	.....
Cigars.....	39	1,124	.....
Cigarettes.....	170	22,293	.....
Snuff and other.....	16,614	24,267	.....
Toys and games.....	2,049	5,803	44
Vegetables:			
Fresh.....	6,516	4,487	5,255
Canned and preserved.....	492	340	5
Wines:			
Sparkling.....	.....	1,056	19
Other in bottles.....	180	7,183	102
Other in wood.....	24	11,475	.....
Woods and manufactures:			
Pitch pine.....	33,836	5	.....
Staves and shooks.....	103,250	97	4,102
Other.....	5,327	14,906	167,362
Wool manufactures.....	666	43,728	10

TRINIDAD AND TOBAGO.

IMPORTS FROM UNITED STATES AND UNITED KINGDOM, BY PRINCIPAL ARTICLES, 1914 AND 1915.

Articles.	From United Kingdom.		From United States.	
	1914	1915	1914	1915
Animals, living.....	\$243	\$107	\$38,864	\$59,511
Apparel.....	176,019	137,266	54,757	65,620
Bags and sacks.....	34,248	64,133	8,888	5,851
Beer and ale.....	176,685	174,289	31,444	44,634
Biscuit, bread, and cake.....	25,932	28,805	18,803	22,750
Blacking and polishes.....	11,119	10,123	3,839	4,967
Books.....	37,504	44,207	8,874	9,783
Boots and shoes.....	111,920	66,446	101,773	152,915
Bricks and tiles.....	10,142	16,315	1,443	2,513
Brooms and brushes.....	7,664	8,277	500	4,316
Bullion and coin.....	164,127	83,033	354,289	177,985
Butter.....	58,679	90,639	20,125	13,263
Candles.....	14,939	17,316	3,124	12,840
Carriages, etc.:				
Automobiles.....	17,058	4,909	48,877	77,153
Motorcycles.....	7,129	4,048	3,246	2,138
Bicycles and tricycles.....	19,789	18,502	19	136
All other.....	27,876	622	26,885	2,702
Automobile accessories, etc.....	(a)	11,343	(a)	49,548
Coal and coke.....	115,220	57,985	416,676	505,664
Patent fuel.....	119,541	126,613	140	9,185
Cattle food.....	3,994	1,886	85,429	127,434
Cement.....	31,920	7,066	22,424	54,860
Cheese.....	4,208	5,876	21,840	34,657
Chemicals.....	30,117	43,249	10,439	32,970
China ware.....	15,775	18,803	1,875	1,322
Confectionery.....	28,115	36,670	4,437	6,833
Cor dage and twine.....	39,691	39,230	16,392	19,839
Cotton manufactures:				
Piece goods.....	593,381	602,426	117,913	160,283
Gloves.....	9,931	758	145	243
Hosiery.....	26,521	12,942	12,145	28,159
All other.....	185,647	195,333	10,528	30,030
Cutlery.....	6,779	7,893	1,856	2,425
Electrical apparatus.....	3,154	1,954	22,181	16,344
Fish (all kinds).....	92,970	67,855	15,210	28,893
Fruits and nuts.....	7,177	10,731	4,576	6,362
Glass and glassware.....	19,759	21,967	10,176	27,581
Grain and flour:				
Corn and oats.....	3,702	.....	11,421	24,650
Rice.....	153,216	274,532	4,942	73
Flour.....	150	1,337	336,589	273,895
Meal.....	97	58	25,981	36,581
Pulse (beans and peas).....	26,705	12,325	4,884	18,322
Haberdashery and millinery.....	131,827	129,470	3,246	3,274
Hardware.....	215,637	125,048	106,677	86,955
Hats and bonnets.....	75,466	81,254	558	666
Hemp manufactures.....	18,657	15,387	3,965	7,314
Hay.....	2,906	.....	8,116	4,658
Jams, jellies, and preserves.....	10,206	10,430	3,863	4,539
Jewelry.....	49,780	58,616	636	25,714
Lard and compounds.....	685	3,917	248,642	230,588
Leather.....	11,998	15,989	16,499	23,936
Linen manufactures.....	10,259	9,535	413	710
Machinery.....	235,102	247,334	479,273	430,902
Manure, chemical.....	92,092	115,167	2,872	2,066

a Not separately stated.

TRINIDAD AND TOBAGO—Continued.

IMPORTS FROM UNITED STATES AND UNITED KINGDOM, BY PRINCIPAL ARTICLES, 1914 AND 1915—Continued.

Articles.	From United Kingdom.		From United States.	
	1914	1915	1914	1915
Matches.....	\$5,282	\$10,362	.....	\$126
Meats.....	37,318	34,137	\$340,428	364,880
Medicines and drugs.....	43,998	54,553	46,174	55,940
Metals.....	121,318	157,531	50,249	133,566
Milk, condensed.....	154,596	176,943	466	14,167
Musical instruments.....	18,453	3,715	3,280	6,667
Oils:				
Edible.....	15,882	22,837	11,950	10,974
Petroleum.....	379	394	220,692	130,726
Gasoline.....	753	.....	27,896	27,746
All other.....	28,630	27,435	25,889	30,987
Painters' colors and materials.....	45,795	41,524	10,769	9,185
Paper.....	62,212	55,230	20,769	35,906
Rubber and gutta percha.....	12,660	18,531	16,669	10,882
Saddlery and harness.....	8,091	5,628	1,419	3,144
Salt.....	8,213	20,398	277	15
Silk manufactures.....	19,828	37,864	1,827	2,172
Soap.....	167,358	155,831	7,440	10,794
Spices.....	4,213	7,805	4,096	5,871
Spirits:				
Brandy, gin, rum, and whisky.....	80,141	82,586	2,682	5,871
Perfumed.....	3,484	5,949	7,255	8,500
All other.....	2,133	1,832	256	243
Stationery.....	24,742	18,998	7,489	6,668
Sugar, refined.....	7,776	3,217	8,932	40,114
Tea.....	23,483	34,427	140	2,469
Tobacco and manufactures.....	120,565	115,950	39,316	51,479
Umbrellas and parasols.....	9,754	8,476	.....	209
Vegetables, n. e. s.....	12,548	11,606	16,480	40,338
Watches.....	2,371	1,463	1,317	5,283
Wines.....	21,048	23,829	1,540	67,330
Wood and manufactures:				
Unmanufactured.....	3,163	403	334,747	114,759
Manufactures, shooks.....	31,152	17,624	131,428	151,890
Woolen manufactures.....	102,696	104,646	.....	3,261

CURAÇAO.

IMPORTS INTO CURAÇAO FROM ALL 'COUNTRIES AND FROM UNITED STATES, BY ARTICLES, 1916 AND 1917.

Articles.	1916		1917	
	Total Imports.	From United States.	Total Imports.	From United States.
Automobiles.....	\$23,035	\$23,035	\$10,655	\$10,655
Bay rum.....	5,070	.....	1,260	1,257
Beans and peas.....	16,340	11,506	11,905	2,697
Beer and malt extracts.....	10,166	5,286	8,799	6,670
Biscuits.....	20,438	16,568	17,279	15,028
Butter.....	29,278	18,124	23,649	16,736
Candies and chocolates.....	10,500	7,714	9,388	8,463
Canned goods.....	48,270	34,568	40,382	33,701
Cattle.....	16,114	.....	18,452	.....
Cement.....	11,586	11,528	18,494	17,668
Cheese.....	11,734	3,502	9,157	5,160
Cigars.....	16,315	250	6,640	1,281
Cigarettes.....	42,207	124	37,187	1,408
Clothing, ready-made.....	9,766	8,204	6,535	6,157
Coal, bunker.....	98,636	97,010	233,250	225,133
Copper sheeting.....	11,102	11,094	19,131	19,131
Corn.....	28,847	12,621	91,436	1,627
Corn meal.....	205,494	203,020	131,332	113,275
Drugs and chemicals.....	21,220	12,500	16,125	14,333
Enameled ware.....	.....	.....	5,169	5,086
Farm implements.....	.....	.....	1,195	1,195
Fish:				
Cod.....	2,822	2,672	1,816	1,630
Other.....	3,888	.....	4,103	.....
Flour, wheat and rye.....	177,696	166,054	232,290	217,068
Fruit:				
Fresh.....	8,670	1,464	9,500	1,105
Preserved.....	2,352	1,843	1,748	1,679
Furniture.....	12,908	11,116	13,032	12,756
Glass and glassware.....	6,390	4,268	4,654	3,925
Goats.....	542	90	2,038	.....
Gold and silver ware.....	1,674	1,592	4,715	4,611
Hats, straw.....	10,510	5,780	10,469	6,234
Lard.....	34,618	34,210	30,531	29,517
Leather:				
Sole.....	22,262	1,384	21,866	1,550
Other.....	7,242	7,242	9,134	8,778
Liquors:				
Gin.....	25,486	.....	4,324	58
Rum.....	45,518	5,946	30,367	4,180
Other.....	21,140	208	6,202	2,036
Lumber:				
Building.....	45,302	35,404	67,932	60,049
Hardwood.....	2,844	.....	12,460	3,329
Machinery:				
Electrical.....	5,004	5,004	5,348	5,348
Agricultural.....	2,632	2,604	.....	.....
Industrial.....	357,706	325,502	305,341	298,984
Mining.....	19,640	11,022	6,310	5,207
Street car.....	642	392	1,684	1,638
Matches.....	4,436	2,151	5,741	4,971
Manufactures:				
Iron.....	8,784	7,034	4,758	4,499
Other.....	240,861	159,113	200,338	154,568

CURAÇAO—Continued.

IMPORTS INTO CURAÇAO FROM ALL COUNTRIES AND FROM UNITED STATES, BY ARTICLES, 1916 AND 1917—Continued.

Articles.	1916		1917	
	Total imports.	From United States.	Total imports.	From United States.
Meat:				
Dried.....	\$2,167		\$7,471	
Salt.....	9,426	\$9,232	4,829	\$4,474
Pork heads.....	15,751	15,251	8,749	7,988
Naval stores.....	852	852	1,321	1,305
Notions.....	10,434	8,922	8,789	7,808
Oils:				
Crude.....			101,198	
Gasoline.....	16,686	16,606	35,172	35,150
Kerosene.....	21,454	20,896	29,878	29,623
Linseed.....	3,334	1,204	7,030	5,899
Other.....	15,971	14,331	24,372	20,695
Oleomargarine.....	14,550	9,132	13,653	10,741
Onions.....	5,952	2,246	7,604	3,055
Paints.....	6,978	1,968	7,209	4,274
Perfume.....	15,774	3,688	20,327	11,688
Pianos and organs.....	3,709	3,540	1,287	1,287
Potatoes.....	12,898	8,297	14,688	9,665
Pottery and porcelain.....	4,152	2,804	3,774	2,276
Rice.....	7,456	3,772	11,105	8,149
Roof tiles.....	1,936		966	
Rope.....	13,408	12,980	19,467	19,353
Sacks, empty.....	42,564	42,224	39,556	23,621
Shoes.....	20,972	18,680	23,092	22,556
Soap.....	22,426	14,210	16,770	13,462
Starch.....	8,241	974	11,574	1,238
Straw for hats.....	38,020		55,752	
Sugar:				
Brown.....	76,090	60	112,456	72
White.....	25,150	24,570	20,115	17,383
Tea.....	3,076	310	1,719	1,351
Tobacco:				
Manufactured.....	21,184	19,881	15,502	14,389
Unmanufactured.....	3,018	2,892	4,496	4,474
Wine.....	11,276	96	9,480	2,484
All other articles.....	298,936	191,963	383,601	295,047
Total.....	2,461,528	1,721,607	2,744,135	1,920,199

NORTH COAST OF SOUTH AMERICA.

COLOMBIA.

IMPORTS INTO COLOMBIA BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916 ^a
United States.....	\$7,612,037	\$7,629,500	\$6,486,749	\$8,661,781	\$15,500,000
United Kingdom.....	7,838,879	5,837,400	6,346,386	5,369,668	8,000,000
Spain.....	476,969	.....	570,257	511,766	950,000
France.....	2,011,886	4,408,690	1,249,374	478,480	900,000
Italy.....	596,881	726,100	625,492	468,412	450,000
Netherlands.....	.....	.....	.....	187,347	250,000
Dutch West Indies.....	60,724	.....	82,181	58,032	150,000
Belgium.....	570,919	499,000	407,525	.....	.....
Germany.....	4,201,125	4,012,100	2,570,424	.....	.....
Other countries.....	595,203	5,423,080	2,640,841	2,104,864	.....
Total.....	23,964,623	28,535,780	20,979,229	17,840,350	29,660,137

^a Segregations by countries are estimated.

EXPORTS FROM COLOMBIA BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$15,832,882	\$18,861,809	\$18,272,332	\$21,945,602	\$27,293,608
Venezuela ^a.....	.....	.....	.....	1,590,779	1,718,873
United Kingdom.....	4,376,182	5,566,000	5,874,512	3,692,207	650,877
Panama.....	.....	.....	173,726	59,550	551,012
France.....	625,199	797,900	457,993	253,986	405,915
Dutch West Indies.....	.....	.....	117,640	126,510	326,815
Spain.....	302,918	.....	51,996	419,885	195,314
Italy.....	.....	.....	21,078	236,269	174,445
Ecuador.....	.....	.....	.....	97,585	98,338
Belgium.....	.....	593,700	76,594	.....	.....
Germany.....	1,854,211	3,216,200	1,779,393	.....	.....
Other countries.....	9,230,354	5,279,652	2,313,076	258,349	239,080
Addition for market values over customhouse values, coffee and hides.....	.....	.....	3,494,544	2,898,409	.....
Total.....	32,221,746	34,315,252	32,632,884	31,579,131	31,654,277

^a Consisted chiefly of coffee in transit through Maracaibo.

COLOMBIA—Continued.

IMPORTS INTO COLOMBIA BY GROUPS OF ARTICLES, 1912-1916.

Articles.	1912	1913	1914	1915	1916
Textiles.....	\$10,547,134	\$11,455,233	\$6,785,236	\$6,511,472	\$13,476,932
Metals and manufactures...	2,916,925	3,163,697	2,670,472	1,435,405	2,240,846
Foodstuffs and condiments...	3,054,953	2,817,420	1,974,469	2,296,935	2,436,579
Locomotion: Railway cars, carriages, wagons, etc.....	1,031,711	1,164,104	1,027,950	660,045	537,133
Soft drinks, wines, and liquors.....	835,772	1,051,412	747,657	309,544	666,351
Drugs and medicines.....	838,349	947,189	770,700	818,942	1,346,515
Materials for the arts and trades.....	620,251	904,317	461,179	247,510	351,727
Firearms, accessories, and ammunition.....	57,439	605,527	265,987	66,154	87,176
Paper, school, and office supplies.....	477,522	555,609	566,417	508,243	913,503
Lighting and fuel.....	564,063	523,502	554,897	607,056	681,817
Crystal, glass, porcelain, and earthenware.....	503,579	520,229	495,110	249,047	518,062
Agricultural and mining im- plements and machinery..	381,588	503,875	897,190	891,302	830,622
Hides and skins and manu- factures.....	459,607	486,326	380,776	354,214	315,387
Wood and manufactures....	317,402	359,392	249,480	174,496	192,302
Electrical material.....	175,639	320,261	222,566	159,343	216,495
Animals.....	26,017	289,478	134,084	8,822	9,072
Oils and greases.....	171,734	159,067	200,092	185,671	242,450
Perfumery and soap.....	152,170	153,363	115,329	90,128	102,067
Varnish, colors, and ink....	125,862	151,774	122,170	154,921	199,145
Tobacco.....	-----	-----	243,313	148,433	204,046
Rubber, celluloid, etc.....	102,358	148,436	82,994	41,803	144,109
Musical instruments.....	69,623	89,664	70,850	72,995	148,009
Tortoise shell, horn, etc....	75,600	78,237	39,167	14,826	75,299
Explosives and combust- ibles.....	94,116	68,843	81,456	89,206	91,157
Plants and seeds.....	-----	-----	7,964	7,637	6,448
Silver coin.....	-----	-----	-----	307,551	645,851
Miscellaneous.....	365,209	470,425	149,076	148,751	327,356
Parcel-post packages.....	-----	1,548,400	1,612,351	1,280,898	2,653,680
Total.....	23,964,623	28,535,780	20,979,229	17,840,350	29,660,137

VENEZUELA.

IMPORTS INTO VENEZUELA BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$6,832,438	\$6,944,136	\$6,015,445	\$7,943,219	\$12,958,727
United Kingdom.....	4,433,473	4,296,205	2,893,097	2,006,539	4,630,547
Spain.....	926,445	722,645	481,687	651,608	1,158,110
France.....	2,616,400	1,063,656	777,638	654,530	993,004
Italy.....	720,639	555,633	547,528	484,826	419,735
Netherlands.....	1,671,002	1,586,207	1,456,493	788,433	277,504
Denmark.....	1,193	.....	17,482	.....	87,458
Cuba.....	1,545	838	1,833	6,994	67,427
Colombia.....	11,926	12,849	14,028	31,886	30,889
Costa Rica.....	.....	.....	.....	.....	4,161
Panama.....	.....	.....	33,795	272	3,574
Ecuador.....	.....	.....	550	.....	2,231
Sweden.....	.....	.....	.....	1,324	.....
Austria-Hungary.....	7,316	2,032	1,435	.....	.....
Belgium.....	142,668	228,563	156,488	.....	.....
Germany.....	3,199,389	2,586,986	1,589,966	.....	.....
Other countries.....	4,506	264	.....	695	1,051
Total.....	20,568,940	18,030,104	13,887,465	13,470,236	20,634,418

NOTE.—About 50 per cent of the imports enter through the port of La Guaira and 25 per cent through Maracaibo.

EXPORTS FROM VENEZUELA BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$9,907,604	\$8,475,531	\$9,378,668	\$13,170,113	\$11,795,771
France.....	6,914,175	9,988,041	6,018,826	2,978,060	4,458,288
Netherlands.....	712,351	709,343	907,636	3,199,183	2,326,723
Spain.....	1,464,377	1,363,421	1,091,498	1,079,943	2,029,251
United Kingdom.....	1,686,261	2,207,738	1,426,946	2,041,221	1,386,279
Italy.....	212,501	252,507	283,159	523,632	466,910
Brazil.....	.....	.....	.....	.....	123,696
Colombia.....	72,247	415,227	100,369	45,545	66,057
Denmark.....	1,276	6,398	.....	256,346	27,128
Cuba.....	4,376	11,386	561	19,670	17,407
Porto Rico.....	6,171	.....	.....	2,132	2,760
Panama.....	834	3,838	832	1,933	730
Norway.....	.....	1,930	.....	41,962	.....
Sweden.....	.....	.....	1,332	41,687	.....
Austria-Hungary.....	271,260	395,896	366,571	.....	.....
Belgium.....	114,766	82,762	13,173	.....	.....
Dominican Republic.....	.....	.....	1,299	.....	.....
Germany.....	3,942,709	5,563,768	1,929,664	.....	.....
Total.....	25,260,908	29,483,789	21,520,534	23,404,427	22,707,000

VENEZUELA—Continued.

IMPORTS INTO VENEZUELA BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1916.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Agricultural implements.....	\$189, 158	Coal.....	\$152, 645
United States.....	112, 859	United States.....	49, 420
United Kingdom.....	57, 550	United Kingdom.....	78, 631
Arms and accessories.....	14, 637	Netherlands.....	2, 771
United States.....	14, 227	Confectionery.....	79, 583
Automobiles.....	405, 988	United States.....	32, 121
United States.....	372, 233	United Kingdom.....	18, 001
Bags, empty.....	141, 899	France.....	10, 100
United States.....	57, 560	Italy.....	12, 955
United Kingdom.....	60, 939	Cordage.....	103, 746
Bagging.....	467, 231	United States.....	82, 344
United States.....	15, 881	Cotton and manufactures:	
Beer.....	23, 193	Knit goods.....	404, 582
United States.....	7, 975	United States.....	98, 269
United Kingdom.....	2, 638	United Kingdom.....	4, 218
Denmark.....	7, 959	France.....	37, 765
Netherlands.....	2, 447	Netherlands.....	5, 848
Belting.....	31, 295	Spain.....	250, 011
United States.....	28, 890	Italy.....	3, 501
United Kingdom.....	1, 256	Canvas and duck.....	a76, 322
Beverages, alcoholic.....	242, 164	United States.....	a75, 335
United States.....	26, 686	Embroidery.....	a73, 705
United Kingdom.....	23, 429	United States.....	a2, 278
France.....	175, 177	United Kingdom.....	a67, 516
Netherlands.....	5, 631	Blankets.....	a63, 321
Biscuit.....	94, 104	United States.....	a44, 643
United States.....	72, 517	Spain.....	a12, 120
United Kingdom.....	13, 943	Handkerchiefs and towels... United States.....	a1, 503
Books, printed.....	41, 474	United Kingdom.....	a53, 526
United States.....	16, 177	Spain.....	a5, 882
Spain.....	17, 106	Lace and trimmings.....	a70, 315
France.....	7, 872	United Kingdom.....	a57, 243
Butter.....	182, 111	France.....	a8, 648
United States.....	88, 293	Netherlands.....	a4, 124
Denmark.....	77, 029	Thread and yarn, cotton and linen.....	576, 696
Netherlands.....	13, 337	United States.....	35, 133
Buttons.....	53, 613	United Kingdom.....	429, 395
United States.....	11, 799	France.....	5, 902
United Kingdom.....	2, 057	Italy.....	28, 001
France.....	16, 542	Spain.....	55, 786
Netherlands.....	40	Cloths, etc.....	4, 171, 641
Italy.....	5, 937	United States.....	1, 310, 467
Spain.....	10, 377	United Kingdom.....	2, 373, 414
Canned and preserved foods.....	190, 062	France.....	38, 869
United States.....	144, 609	Netherlands.....	25, 784
France.....	13, 210	Italy.....	101, 445
Italy.....	5, 493	Spain.....	64, 555
Spain.....	10, 469	Cotton, raw.....	316, 352
Carbonic acid gas.....	13, 647	United States.....	316, 353
United States.....	12, 343	Disinfectants.....	42, 668
Cartridges.....	51, 477	United States.....	22, 967
United States.....	51, 477	United Kingdom.....	10, 648
Cement.....	117, 868	Drugs, medicines, and chem- icals.....	738, 000
United States.....	65, 756	United States.....	486, 458
Trinidad.....	22, 071	United Kingdom.....	43, 849
Cheese.....	41, 968	France.....	160, 529
United States.....	8, 455		
Netherlands.....	27, 241		
Italy.....	1, 319		

a Six months only. Not previously separated.

VENEZUELA—Continued.

IMPORTS INTO VENEZUELA BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1916—Continued.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Drugs, medicines, and chemicals—Continued.		Lard.....	\$355,347
Italy.....	\$22,190	United States.....	355,347
Spain.....	17,690	Leather.....	319,719
Earthenware and crockery.....	26,010	United States.....	261,488
United States.....	5,169	France.....	47,348
United Kingdom.....	19,094	Machines and machinery, n. e. s.....	658,167
Electrical apparatus.....	152,739	United States.....	507,346
United States.....	133,892	United Kingdom.....	27,697
United Kingdom.....	4,743	France.....	12,731
Electric light bulbs.....	10,601	Netherlands.....	.....
United States.....	9,252	Cuba.....	54,169
Engines, gas and oil motors.....	109,796	Machine parts and accessories..	152,030
United States.....	98,732	United States.....	105,362
United Kingdom.....	16,004	United Kingdom.....	13,673
Trinidad.....	600	France.....	5,062
Explosives, powder, dynamite, and fuses.....	43,117	Spain.....	2,039
United States.....	41,821	Material for hats, and unfinished hats.....	96,422
Flour, wheat.....	1,201,163	United States.....	2,503
United States.....	1,190,963	United Kingdom.....	12,000
Trinidad.....	10,103	France.....	9,602
Grain:		Italy.....	31,935
Rice.....	623,081	Spain.....	4,029
United States.....	556,959	Office supplies.....	35,351
United Kingdom.....	45,437	United States.....	26,998
Trinidad.....	12,010	United Kingdom.....	4,435
Barley, malted.....	61,294	France.....	1,349
United States.....	61,284	Oils:	
Glass:		Machine.....	46,920
Bottles.....	48,105	United States.....	43,816
United States.....	44,829	United Kingdom.....	1,668
Manufactures, n. e. s.....	49,509	Gasoline and benzine.....	203,691
United States.....	39,609	United States.....	187,910
United Kingdom.....	1,493	Curacao.....	11,493
France.....	3,348	Kerosene.....	151,821
Plate and flat.....	11,607	United States.....	149,407
United States.....	11,514	Linseed.....	25,331
Gold coin.....	1,774,977	United States.....	24,081
United States.....	1,770,996	United Kingdom.....	1,250
Iron:		Olive.....	191,784
Domestic wares.....	184,426	France.....	10,404
United States.....	130,929	Italy.....	36,662
United Kingdom.....	20,886	Spain.....	126,599
Netherlands.....	22,601	Olives and capers.....	14,814
Manufactures, n. e. s.....	129,938	France.....	1,252
United States.....	93,792	Spain.....	9,278
United Kingdom.....	15,619	Paints:	
Netherlands.....	3,888	Ordinary.....	75,865
Unfinished and structural.....	139,439	United States.....	58,051
United States.....	123,083	United Kingdom.....	9,718
United Kingdom.....	10,451	Netherlands.....	1,115
Netherlands.....	2,932	Enamel and colors.....	15,445
Pipes and tubes.....	169,837	United States.....	15,430
United States.....	164,452	Paper:	
United Kingdom.....	2,466	Printing.....	70,627
Nails.....	57,156	United States.....	60,457
United States.....	48,212	Wall.....	3,921
United Kingdom.....	8,183	United States.....	3,045
Lamps, lanterns, etc.....	18,656	Cigarette.....	37,756
United States.....	17,642	Spain.....	37,756

VENEZUELA—Continued.

IMPORTS INTO VENEZUELA BY ARTICLES AND PRINCIPAL COUNTRIES OF ORIGIN, 1916—Continued.

Articles and countries of origin.	Value.	Articles and countries of origin.	Value.
Paper—Continued.		Sardines—Continued.	
All other.....	\$213,635	Spain.....	\$100,468
United States.....	164,381	France.....	5,865
United Kingdom.....	5,805	Soda (except silicate).....	68,155
France.....	3,092	United States.....	56,125
Netherlands.....	6,283	United Kingdom.....	11,037
Italy.....	13,636	Spices and groceries, n. e. s.....	80,193
Spain.....	19,422	United States.....	62,719
Paraffin.....	73,631	Spain.....	3,595
United States.....	73,631	Stearin.....	253,890
Perfumery.....	171,325	United States.....	253,890
United States.....	48,756	Tools.....	47,869
United Kingdom.....	15,405	United States.....	41,216
France.....	99,848	United Kingdom.....	5,514
Italy.....	3,208	Toys.....	35,614
Pumps.....	18,235	United States.....	20,006
United States.....	15,287	Spain.....	9,136
United Kingdom.....	1,142	France.....	5,528
Spain.....	1,560	Wine.....	268,868
Railway materials.....	129,198	United States.....	11,521
United States.....	114,146	United Kingdom.....	17,117
United Kingdom.....	13,341	France.....	54,530
Rubber tires.....	67,881	Italy.....	36,552
United States.....	52,196	Spain.....	147,782
United Kingdom.....	10,900	Wire, barbed.....	138,012
France.....	346	United States.....	135,944
Rubber manufactures.....	37,453	Wire, galvanized.....	46,630
United States.....	27,059	United States.....	46,252
United Kingdom.....	4,542	Woolen goods.....	300,950
France.....	3,107	United States.....	62,490
Italy.....	1,093	United Kingdom.....	219,313
Sardines.....	136,200	France.....	14,726
United States.....	23,700	Spain.....	3,606
Netherlands.....	800		

BRITISH GUIANA.

IMPORT AND EXPORT TRADE BY COUNTRIES, 1915 AND 1916.

Countries.	Imports from—		Exports to—	
	1915	1916	1915	1916
British East Indies.....	\$379,644	\$153,518		
British West Indies.....	218,646	407,371	\$739,815	\$1,076,480
Canada.....	1,329,057	1,534,693	5,477,957	6,752,069
Denmark.....	37,733	21,507		
Dutch Guiana.....	50,955	32,205	451,143	722,471
France.....	72,162	80,620	1,751,172	1,319,675
French Guiana.....	65,717	13,215	206,848	141,484
Netherlands.....	95,304	91,303	819	21,842
Portugal.....	32,200	21,851		
Portuguese possessions.....	30,654	41,048		
United Kingdom.....	4,237,733	4,569,571	6,810,261	6,131,219
United States.....	2,201,470	3,120,171	527,985	1,790,275
Venezuela.....	22,090	107,489	2,777	4,205
All other countries.....	22,882	15,369	42,644	78,976
Total.....	8,796,247	10,509,931	16,014,421	18,038,716

DUTCH GUIANA.

IMPORT AND EXPORT TRADE, 1911-1916.

Years.	Imports.	Exports.
1911.....	\$1,325,083	\$3,699,071
1912.....	3,012,605	3,391,049
1913.....	2,859,595	3,802,090
1914.....	2,572,739	2,601,760
1915.....	2,189,238	2,793,625
1916.....	2,376,353	3,237,709

FRENCH GUIANA.

IMPORT AND EXPORT TRADE, 1911, 1912, 1915, AND 1916.

Years.	Imports.	Exports.
1911.....	\$2,173,759	\$2,297,472
1912.....	2,095,208	2,338,581
1915.....	1,963,118	2,194,770
1916.....	1,870,032	3,131,414

WEST COAST OF SOUTH AMERICA.

ECUADOR.

IMPORTS INTO ECUADOR BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$2,686,714	\$2,817,754	\$2,770,599	\$3,203,972	\$5,354,270
United Kingdom.....	3,053,391	2,617,926	2,414,662	3,347,444	2,388,795
Spain.....	384,041	235,674	364,667	330,286	492,160
France.....	616,053	434,740	326,770	216,297	389,244
Italy.....	492,913	295,720	389,220	399,263	257,317
Peru.....	176,386	160,160	299,128	269,857	153,361
Chile.....	83,324	63,560	52,535	58,154	71,511
Sweden.....				21,389	37,766
Colombia.....	56,723	85,376	34,249	55,341	34,157
Australia.....	(a)	62,553	80,757	115,626	29,403
China.....	13,322	20,123	13,278	45,484	26,439
Netherlands.....	778	25	60,410	172,085	24,329
Japan.....	3,459	4,898	17,884	11,861	23,732
Panama.....	101,804	42,144	34,456	15,562	13,005
Germany.....	2,105,372	1,563,129	1,203,566	50,743	6,268
British India.....	68,350	100,762	24,655	4,287	1,978
Belgium.....	465,528	321,155	278,230	30,872	529
Other countries.....	41,401	10,990	37,701	29,620	25,907
Total.....	10,354,564	8,836,689	8,402,767	8,408,143	9,330,171

a Included in "Other countries."

EXPORTS FROM ECUADOR BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$3,957,396	\$3,833,728	\$3,588,130	\$5,678,181	\$8,584,890
United Kingdom.....	2,042,278	1,620,692	1,230,555	2,664,479	3,560,071
France.....	4,096,863	5,382,352	4,438,226	1,176,355	2,177,949
Netherlands.....	280,950	255,726	1,012,793	980,685	842,906
Spain.....	423,614	669,983	627,570	581,810	714,808
Italy.....	150,207	336,162	282,504	597,538	467,291
Chile.....	632,345	521,549	334,760	421,278	293,740
Cuba.....	50,566	86,389	41,747	92,386	225,490
Panama.....	69,301	65,677	28,856	37,867	203,055
Peru.....	145,823	86,076	84,704	129,448	129,556
Colombia.....	55,636	43,275	25,123	65,397	107,896
Denmark.....	2,114	4,982	189,759	256,365	91,708
Sweden.....			30,132	114,356	80,676
Norway.....	1,701	5,832	19,440		55,501
Germany.....	1,523,356	2,627,353	\$60,302	42,282	
Argentina.....	13,784	48,284	20,092	21,773	
Austria-Hungary.....	171,496	84,814	145,508		
Belgium.....	12,680	37,025	52,539		
Other countries.....	59,676	80,068	48,836	34,889	34,155
Total.....	13,689,696	15,789,367	13,061,566	12,895,069	17,569,691

ECUADOR—Continued.

IMPORTS INTO ECUADOR BY CLASSES OF ARTICLES, 1912-1916.

[Sucre=\$0.486.]

Classifications.	1912	1913	1914	1915	1916
	<i>Sucres.</i>	<i>Sucres.</i>	<i>Sucres.</i>	<i>Sucres.</i>	<i>Sucres.</i>
Oils in general.....	230,184	160,077	175,570	152,882	183,267
Live animals.....	94,223	133,817	49,535	56,489	18,482
Arms and ammunition.....	99,043	178,692	117,133	86,701	169,266
Alimentary substances.....	3,699,693	2,945,242	2,749,524	2,582,687	2,613,854
Boots, shoes, and findings.....	468,604	294,006	435,091	281,564	731,803
Carriages.....	153,619	209,178	139,459	99,210	338,483
Cement, earths, and stones.....	112,847	86,869	72,802	96,773	121,826
Leather.....	53,139	176,848	134,250	39,415	39,141
Drugs and medicines.....	872,458	615,551	605,143	583,959	957,443
Vessels.....	20,795	67,773	11,269	36,937	14,388
Hardware.....	1,597,942	1,343,599	1,573,459	1,194,445	1,260,294
Matches.....	53,834	45,219	22,993	39,741	38,432
Cordage.....	332,655	352,609	353,803	244,404	545,662
Musical instruments.....	107,398	144,566	92,337	64,717	109,095
Jewelry.....	39,614	10,794	29,113	9,174	212,864
Books, blank and printed.....	68,270	75,989	81,579	85,117	158,454
Crockery and glassware.....	322,203	204,777	152,319	86,657	214,881
Lumber, rough and finished.....	189,188	154,454	94,032	76,678	67,541
Machinery.....	1,241,108	1,213,269	762,020	570,959	913,019
Mining products.....	412,889	678,245	702,637	672,302	548,298
Paper in general.....	342,334	313,162	372,045	246,518	532,130
Perfumery.....	158,129	150,827	294,420	499,073	521,431
Paints and varnishes.....	82,126	71,219	113,494	69,659	115,723
Ready-made clothing.....	1,249,916	734,639	742,001	619,113	1,101,477
Silk fabric, pure or mixed.....	36,297	35,209	41,574	48,120	80,341
Hats.....	292,370	280,848	270,583	247,586	268,255
Textiles, other than silk.....	5,569,688	3,927,233	4,506,846	3,687,389	4,541,843
Vegetables.....	109,798	110,581	131,761	175,744	330,768
Candles.....	311,875	224,454	299,951	337,004	442,529
Wines and liquors.....	751,147	493,569	490,940	420,228	486,980
Rubber, manufactures of.....				33,375	56,313
Miscellaneous.....	1,662,302	1,549,181	1,067,261	943,753	743,781
Total.....	20,735,688	16,982,487	16,668,644	14,391,764	18,487,884
Money.....	570,000	1,200,000	621,000	2,908,943	710,000
Grand total.....	21,305,688	18,182,487	17,289,644	17,300,707	19,197,884
Value in United States gold.....	\$10,354,564	\$8,836,689	\$8,402,767	\$8,408,143	\$9,330,171

NOTE.—Over 90 per cent of the imports entered through the port of Guayaquil.

PERU.

IMPORTS INTO PERU BY COUNTRIES OF ORIGIN, 1914-1916.

Countries.	1914	1915	1916
United States.....	\$7,643,926	\$7,242,490	\$24,871,080
United Kingdom.....	6,514,063	3,224,280	7,281,768
Hongkong.....	629,112	885,445	1,469,265
Chile.....	444,475	465,608	1,454,955
Italy.....	981,243	768,087	1,154,565
Australia.....	910,366	60,211	1,145,657
British India.....	271,288	425,376	1,134,741
France.....	759,048	433,443	955,123
Spain.....	304,385	219,642	827,883
Japan.....	60,647	89,642	416,075
Denmark.....		44,448	196,007
Sweden.....		20,895	187,833
Ecuador.....	55,987	38,275	177,145
Netherlands.....	112,660	222,303	113,591
Cuba.....	127,283	73,500	96,581
Brazil.....	7,872	23,575	77,528
Germany.....	3,148,640	469,211	60,614
Belgium.....	1,335,321	147,536	59,475
Portugal.....	35,020	33,030	53,028
Panama.....	25,880	12,164	43,183
Colombia.....	6,424	4,433	28,192
Uruguay.....		7,235	26,488
Norway.....		24,158	24,019
Salvador.....	19,539		13,478
All other countries.....	101,943	129,483	388,327
Total.....	23,495,122	15,064,470	42,256,551

EXPORTS FROM PERU BY COUNTRIES OF DESTINATION, 1914-1916.

Countries.	1914	1915	1916
United States.....	\$14,827,700	\$31,098,312	\$50,632,694
United Kingdom.....	15,913,455	17,624,634	14,413,803
Chile.....	6,508,035	14,870,430	8,608,259
Jamaica.....			1,868,525
Bolivia.....	420,880	912,403	1,476,749
Australia.....		275,781	724,129
Brazil.....	5,240	591,451	630,596
France.....	743,820	398,964	481,050
Argentina.....	139,926	146	362,350
Norway.....		296,769	215,150
Ecuador.....	356,512	296,089	141,767
Barbados.....			128,156
Japan.....		47,522	64,404
Italy.....	49,857	92,880	50,363
Spain.....	11,870	1,541,863	39,512
Colombia.....	39,850	37,016	14,315
Panama.....	46,140	587,873	6,105
All other countries.....	3,605,165	67,797	639,155
Total.....	42,668,450	68,729,930	80,497,083

PERU—Continued.

IMPORTS INTO PERU BY ARTICLES, 1916.

Articles.	Value.	Articles.	Value.
Agricultural implements and machinery.....	\$401,812	Iron and steel manufactures—	
Alum.....	29,710	Continued.	
Ammunition:		Nails, wire.....	\$91,201
Gunpowder.....	35,715	Pipes, large.....	121,317
Percussion caps.....	85,387	Pipes, small, plumbing.....	354,188
Other.....	82,555	Rails and accessories.....	311,309
Barley.....	67,164	Steel, sheets and bars.....	126,792
Beverages:		Tools—	
Alcoholic, rum, etc.....	192,908	Agricultural.....	327,379
Beer.....	26,566	Mechanics'.....	46,631
Bitters, etc.....	62,471	Ships'.....	285,998
Wines.....	219,941	Wire.....	120,709
Boats.....	23,072	Jewelry, gold, silver, and plated.....	48,743
Books, blank and printed.....	151,343	Leather.....	181,958
Bricks, fire.....	46,976	Shoes.....	450,000
Buttons.....	37,127	Lime and lime products.....	104,912
Cakes and crackers.....	39,088	Lumber:	
Candies.....	127,560	Cross-ties.....	62,199
Candles.....	87,850	Other.....	1,383,408
Cement, Portland.....	969,473	Macaroni, etc.....	29,250
Chemicals: Carbonic, citric, and sulphuric acids, etc.....	87,514	Machinery, etc.:	
China-ware, plain and decorated.....	155,484	Belting, power.....	110,833
Cinnamon.....	33,209	Boilers, steam.....	101,778
Coal.....	1,803,904	Cranes, derricks.....	29,632
Copper, brass, and tin plate (bars and plates).....	37,784	Foundry and smelter.....	891,613
Corks.....	63,771	Locomotive and portable engines.....	112,022
Dairy products:		Machine parts.....	281,892
Butter.....	69,270	Printing presses and accessories.....	125,716
Cheese.....	34,649	Pumps, irrigating and mining.....	75,917
Milk, condensed.....	140,306	Scales.....	21,935
Disinfectants, prepared.....	35,715	Other.....	341,443
Dyes.....	64,685	Meats and meat products:	
Electrical supplies.....	228,351	Canned meats and fish.....	228,327
Explosives, dynamite.....	755,811	Greases and tallow.....	29,284
Felt (cotton, flax, wool, etc.).....	29,515	Hams.....	43,545
Fireworks.....	30,260	Lard, pork.....	510,764
Flour, wheat and other.....	245,700	Medicines, patent.....	327,340
Fruits, canned.....	152,078	Oakum, packing.....	19,578
Furniture:		Oils:	
Beds, cots, and dressers.....	60,403	Industrial.....	1,293,238
Benches and chairs.....	77,329	Olive and other edibles.....	136,067
Fuse, miners'.....	31,399	Opium.....	29,062
Glass:		Paints and varnishes.....	230,961
Bottles for aerated waters.....	63,771	Paper:	
Bottles, crown caps for.....	56,296	Blank and printed.....	721,627
Plate, mirror.....	16,658	Bags, all kinds.....	36,159
Window.....	55,721	Envelopes.....	35,959
Other.....	71,703	Paraffin and stearin.....	389,787
Gold coin.....	4,617,651	Pepper, ground and grain.....	34,538
Guano and nitrates.....	153,927	Perfumery.....	333,158
Hats.....	197,798	Pencils.....	30,610
Horses.....	38,859	Pianos.....	99,825
Iron and steel manufactures:		Pickles.....	44,426
Bolts and nuts.....	32,206	Potatoes and other vegetables.....	29,527
Girders, "I" beams, expanded metal.....	60,129	Quinine, and compounds of.....	90,746
Hoops.....	54,720	Rice, hulled.....	572,923
Iron, sheets and bars, corrugated.....	357,454	Rifles, sporting.....	14,069
Ironware, enameled.....	87,986	Rubber manufactures:	
		Combs, metal trimmed.....	17,724
		Other.....	22,317

PERU—Continued.

IMPORTS INTO PERU BY ARTICLES, 1916—Continued.

Articles.	Value.	Articles.	Value.
Sardines, canned.....	\$43,190	Textiles—Continued.	
Scientific instruments.....	18,494	Shawls, wool and silk.....	\$45,502
Shoe polish.....	67,343	Thread, linen and cotton.....	465,529
Silver, bars and coined.....	924,312	Underwear and shirts.....	234,309
Soap, laundry and toilet.....	182,562	Yarn, wool, for knitting.....	14,911
Soda, caustic and cooking.....	96,104	Tin and tinware:	
Stills.....	13,217	Bars and plates.....	34,450
Straw, Macra, for hats.....	71,649	Oil cans, brass and tin.....	68,512
Sugar, refined.....	27,739	Tinware, plain or decorated.....	269,770
Sulphur.....	42,069	Tobacco and cigarettes.....	152,964
Tanbark.....	92,352	Toys and games.....	56,685
Tea.....	511,119	Typewriters.....	71,306
Textiles:		Vehicles, automobiles, electric	
Bags.....	1,620,287	railway cars, etc.....	290,447
Cloth, all kinds.....	4,267,463	Watches.....	11,018
Collars, men's and boy's.....	51,940	Waters, aerated.....	29,311
Garments.....	44,650	Wheat.....	3,378,748
Handkerchiefs, cotton.....	103,617	All other articles.....	4,072,588
Hosiery, cotton.....	551,180		
Laces.....	61,108	Total.....	42,256,551
Ribbons, silk.....	30,420		

BOLIVIA.

IMPORTS INTO BOLIVIA BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$1,791,916	\$1,577,200	\$1,808,333	\$1,858,854	\$3,663,971
Chile.....	1,553,080	2,168,194	2,140,045	1,315,562	2,488,451
Peru.....	1,474,662	1,180,045	1,114,845	1,665,695	1,667,566
United Kingdom.....	3,537,111	4,329,659	3,045,416	1,417,333	1,617,029
Argentina.....	1,181,376	1,286,734	1,006,137	575,589	824,434
Belgium.....	1,002,535	881,163	899,466	360,495	648,261
Brazil.....	486,889	388,004	308,340	324,433	374,567
France.....	949,885	802,664	412,754	165,592	246,428
Italy.....	553,899	508,248	297,677	239,828	180,184
Spain.....	215,268	240,150	206,084	95,864	173,469
India.....		1,716	5,512	65,736	50,357
China.....	9,243	32,993	52,111	54,961	49,137
Denmark.....				18,880	33,607
Netherlands.....		1,444		208,157	23,306
Paraguay.....	4,671	5,419	1,649	948	19,562
Uruguay.....	16,699	28,916	16,083	4,218	11,310
Germany.....	6,440,316	7,835,632	4,143,867	419,551	14,829
Portugal.....	22,713	53,630	25,618	3,320	10,769
Switzerland.....	4,687	12,305	5,123	861	7,480
Ecuador.....	50,333	5,391	2,408	947	3,273
Other countries.....	13,223	17,998	15,408	7,257	20,374
Total.....	19,308,506	21,357,505	15,506,876	8,804,081	12,128,304

BOLIVIA—Continued.

EXPORTS FROM BOLIVIA BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United Kingdom.....	\$26,112,023	\$29,548,088	\$20,255,139	\$25,988,368	\$25,746,341
United States.....	152,976	218,195	956,476	9,757,058	11,268,662
Argentina.....	272,058	356,400	345,344	564,971	948,192
Chile.....	331,347	230,302	483,774	291,418	893,011
France.....	2,133,950	1,783,017	1,036,425	318,749	426,530
Brazil.....	1,622	5,319	791	64,774	178,836
Peru.....	372,183	12,722	395,199	30,912	80,852
Uruguay.....	22,652	38,273	5,009	9,391	26,751
Spain.....	.....	802	3,715	51,991	6,290
Netherlands.....	.....	9,644	3,116	.....	1,878
Italy.....	.....	239	2,193	29,392	468
Germany.....	4,368,301	3,109,758	1,439,078	25,013	.....
Belgium.....	1,380,063	1,237,172	736,189	.....	.....
Panama.....	789	655	.....	.....	.....
Other countries.....	.....	804	.....	.....	632
Total.....	35,147,964	35,551,390	25,662,447	37,132,037	39,579,072

IMPORTS OF MANUFACTURED ARTICLES INTO BOLIVIA, 1915 AND 1916.

[Par value of the boliviano is \$0.3893.]

Manufactured articles.	1915	1916
	<i>Bolivianos.</i>	<i>Bolivianos.</i>
Soap.....	244,366	364,101
Candles.....	539,757	579,160
Perfumery and cosmetics.....	32,711	64,541
Paints and varnishes.....	53,606	87,353
Chemical products.....	13,545	134,734
Proprietary medicines.....	226,229	160,825
Hides and skins, manufactured.....	59,236	146,829
Boots and shoes.....	77,027	155,056
Other manufactures of leather and skin.....	19,454	53,589
Textiles:		
Woolen.....	245,474	297,483
Pure silk.....	12,974	32,523
Silk, mixed with cotton or other material.....	9,305	33,254
Cotton.....	1,058,526	1,570,098
Jute, hemp, or linen.....	10,010	36,200
Cassimeres.....	131,114	118,656
Cloth, other than silk or silk mixed, for women's clothing.....	90,389	126,398
Carpets of all kinds.....	53,954	58,472
Laces, embroideries, trimmings, etc.....	50,989	91,916
Bonnets and caps and other articles, knitted.....	71,509	161,801
Hats:		
Trimmed, women's and children's.....	26,435	30,607
Men's.....	238,576	338,351
Straw, untrimmed.....	32,062	62,006
Bags, ore.....	106,703	173,883
Linens.....	134,724	238,109
Ready-made clothing:		
Women's.....	135,322	132,816
Men's.....	38,660	41,377
Other.....	43,739	84,047
Furniture, wooden.....	86,356	90,299
Other manufactures of wood.....	184,743	267,395

BOLIVIA—Continued.

IMPORTS OF MANUFACTURED ARTICLES INTO BOLIVIA, 1915 AND 1916—
Continued.

Manufactured articles.	1915	1916
Paper:	<i>Bolivianos,</i>	<i>Bolivianos.</i>
Wall.....	7, 415	13, 931
Print.....	51, 258	86, 586
Writing.....	72, 402	60, 059
Other, and cardboard.....	110, 111	115, 312
Books, blank, ruled, and music.....	54, 587	67, 055
Books, printed.....	23, 639	40, 967
Other printed matter.....	89, 202	29, 741
Glass.....	47, 099	99, 665
Glassware.....	41, 641	55, 260
Iron and steel:		
Sheet.....	160, 282	147, 475
Manufactures of.....	1, 743, 489	3, 947, 977
Copper and brass, manufactures of.....	34, 800	59, 221
Jewelry, imitation.....	37, 059	67, 620
Machinery:		
Electrical.....	197, 386	286, 322
Printing and weaving.....	131, 845	107, 443
Mining.....	212, 681	366, 975
Agricultural.....	16, 437	11, 063
Photographic, cinematographic, and hoisting.....	19, 130	17, 913
Steam engines.....	327, 263	152, 361
Artisans' tools.....	124, 119	200, 264
Desk supplies.....	18, 030	16, 712
Household utensils.....	18, 538	21, 270
Instruments:		
Scientific.....	20, 409	47, 230
Musical.....	39, 414	81, 737
Agricultural implements.....	19, 372	71, 804
Clocks and watches and parts.....	19, 539	46, 215
Arms, ammunition, and explosives.....	864, 261	1, 338, 283
Toys.....	30, 549	44, 290
Railway coaches and cars.....	2, 773	10, 371
Automobiles.....	26, 192	350, 371

CHILE.

IMPORTS INTO CHILE BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$16, 806, 341	\$20, 089, 158	\$20, 148, 576	\$18, 638, 455	\$34, 458, 956
United Kingdom.....	38, 616, 886	36, 109, 211	22, 309, 086	13, 288, 603	20, 049, 544
Peru.....	4, 817, 431	4, 810, 376	5, 380, 220	4, 762, 542	5, 596, 427
India.....	3, 337, 633	3, 187, 013	1, 979, 472	2, 768, 640	4, 551, 094
France.....	7, 261, 061	6, 623, 260	4, 206, 107	1, 700, 383	3, 462, 373
Argentina.....	4, 101, 957	3, 262, 654	2, 164, 939	2, 456, 681	2, 513, 181
Spain.....	1, 282, 137	1, 135, 883	905, 684	737, 992	2, 032, 746
Italy.....	3, 009, 820	3, 176, 284	1, 976, 513	1, 732, 890	1, 752, 293
Brazil.....	860, 118	971, 917	725, 975	1, 180, 948	1, 133, 853
Sweden.....	39, 696	30, 408	23, 711	492, 239	717, 047
Japan.....	133, 465	141, 154	94, 491	349, 931	590, 169
Norway.....	36, 023	49, 848	153, 828	346, 746	540, 602
Mexico.....	29, 962	231	3, 386	267, 288	477, 320
Australia.....	3, 019, 747	3, 343, 832	6, 269, 379	1, 203, 806	453, 565

CHILE—Continued.

IMPORTS INTO CHILE BY COUNTRIES OF ORIGIN, 1912-1916—Continued.

Countries.	1912	1913	1914	1915	1916
Germany.....	\$33,189,070	\$29,578,138	\$25,889,771	\$3,583,589	\$452,638
Denmark.....	8,411	3,889	21,427	440,347	440,098
Netherlands.....	350,484	67,211	200,466	162,076	351,312
Cuba.....	226,838	188,929	169,821	196,629	327,929
Ecuador.....	392,838	452,415	449,409	432,328	237,955
Switzerland.....	197,283	192,801	135,934	76,263	203,075
Bolivia.....	97,255	53,525	121,011	191,997	199,478
Uruguay.....	555,221	635,766	528,033	291,672	183,588
China.....	63,120	103,944	66,478	63,641	101,290
Portugal.....	211,966	146,111	101,370	50,806	94,146
Belgium.....	3,122,649	5,671,427	4,151,372	405,615	67,331
Guatemala.....	68,352	62,781	48,525	9,433	46,528
Austria-Hungary.....	44,002	14,225	29,587	7,717	522
Other countries.....	196,258	171,580	296,574	172,958	185,042
Total.....	122,075,994	120,274,001	98,461,195	55,922,218	81,220,102

EXPORTS FROM CHILE BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
United States.....	\$24,514,565	\$30,413,386	\$31,434,241	\$50,199,243	\$92,023,577
United Kingdom.....	55,102,650	55,548,341	40,041,307	40,582,411	48,146,599
France.....	7,665,370	8,847,885	4,245,128	3,554,092	11,088,454
Russia.....				1,827,425	6,971,095
Argentina.....	1,129,061	1,034,881	1,511,508	3,509,471	4,491,943
Netherlands.....	4,235,547	4,470,103	3,290,996	1,443,628	2,415,233
Italy.....	397,479	652,032	738,493	1,708,846	1,885,652
Spain.....	1,834,419	987,174	3,376	1,610,520	1,566,736
Denmark.....			508,642	1,517,897	1,419,295
Japan.....	957,245	1,333,481	823,498	1,779,629	1,408,876
Polynesia.....	744,980			926,699	1,333,348
Australia.....	128,086	22	154,778	1,971,569	1,177,787
Peru.....	913,191	933,297	356,882	233,095	942,076
Sweden.....			832,450	397,075	859,404
Bolivia.....	586,302	547,274	289,715	172,598	757,085
Canada.....	277,668		106,194	46,684	371,783
Egypt.....	1,015,610	410,506	1,041,704	2,388,234	329,902
Portugal.....	567,989	657		700,916	192,002
Panama.....	55,684	34,059	61,550	96,667	46,045
Uruguay.....	2,717,680	421,037	234,379	141,568	30,738
Brazil.....	1,730,977	525,367	151,829	8,159	28,284
Germany.....	28,090,695	30,772,743	18,078,986		
Norway.....				128,265	
Cape Colony.....				523,976	
China.....		43,891			
Mexico.....	296,318	105,055	22,797		
Belgium.....	4,610,960	5,674,869	3,444,558		
Other countries.....	97,477	42,517	54,302	125,775	65,644
Foreign merchandise exported.....	2,235,048	1,851,735	1,954,221	1,923,528	2,781,967
On orders.....				2,011,919	4,054,971
Total.....	130,878,201	144,653,312	169,381,531	119,529,892	187,458,432

CHILE—Continued.

IMPORTS INTO CHILE BY GROUPS OF ARTICLES, 1912-1916.

[Peso=\$0.365.]

Articles.	1912	1913	1914	1915	1916
MINING.					
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
Metallic minerals.....	515,887	292,680	364,313	128,081	701,445
Nonmetallic minerals.....	747,535	865,452	386,881	166,142	119,818
Nitrate and iodine.....	277	277	609	57	.....
Coal and mineral fuels.....	38,561,978	43,812,165	41,387,200	19,464,448	26,238,492
Total.....	39,825,677	44,970,297	42,139,003	19,758,728	27,059,755
FORESTRY, GAME, AND FISHING.					
Timber.....	3,942,363	3,379,902	2,883,726	1,443,374	824,322
Other forest products.....	579,839	527,561	388,169	287,837	574,261
Game products.....	11,093	11,473	711	349	1,371
Fishing products.....	495,328	209,477	439,568	178,072	196,845
Total.....	5,028,623	4,128,413	3,712,174	1,909,632	1,596,799
GRAZING.					
Animals, live.....	10,841,718	9,134,117	5,921,054	5,089,614	4,553,976
Wool and other animal textiles.....	196,892	376,197	607,082	163,954	379,759
Hides and other animal products.....	452,824	124,539	384,047	166,419	84,313
Bee products.....	2,715	2,873	6,027	1,836	3,251
Total.....	11,494,149	9,637,726	6,918,210	5,421,823	5,021,299
AGRICULTURE.					
Plants and seeds.....	216,998	220,205	138,090	77,717	308,504
Grains.....	3,246,295	2,701,271	8,541,327	4,266,931	2,756,068
Legumes.....	6,381	10,815	7,507	3,976	7,046
Roots.....	1,695	8,107	2,522	5,520	205
Fruits.....	342,756	697,774	176,966	131,106	261,948
Coffee, tea, etc.....	7,212,509	8,036,039	5,690,354	7,558,483	9,345,857
Spices.....	487,352	403,310	349,687	321,173	1,080,776
Forage.....	1,200	261	822	1,880	117
Textiles, vegetable.....	951,396	79,955	60,196	92,749	203,199
Vegetable products, oleaginous.....	462,320	608,444	781,311	543,130	983,859
Tobacco.....	459,864	213,321	181,191	262,716	307,846
Other products.....	27,829	29,737	17,365	5,613	21,718
Total.....	13,416,595	13,009,279	15,947,338	13,270,994	15,277,143
FOOD PRODUCTS.					
Preserved meat.....	203,605	263,689	176,806	91,686	114,366
Edible fats.....	1,025,717	1,246,371	1,080,562	1,114,857	1,052,905
Dairy products.....	1,422,277	826,278	1,142,190	631,501	528,377
Edible oils.....	3,525,283	3,554,834	3,411,490	2,455,616	3,931,746
Flour, meal, etc.....	600,057	477,133	1,973,450	8,405,783	1,492,885
Foods and condiments, animal or mineral.....	1,904,519	1,573,226	1,241,479	775,200	1,014,803
Foods and condiments, vegetable.....	1,355,045	1,335,805	867,268	494,592	650,621
Sugar and by-products.....	10,216,459	9,998,149	9,200,725	7,363,914	8,701,153
Total.....	20,252,962	19,275,485	19,093,970	21,333,149	17,486,856

CHILE—Continued.

IMPORTS INTO CHILE BY GROUPS OF ARTICLES, 1912-1916—Continued.

Articles.	1912	1913	1914	1915	1916
BEVERAGES AND LIQUORS.					
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
Wines.....	4,008,647	2,637,895	1,707,570	909,095	1,135,049
Brandies and liquors.....	3,391,790	2,117,165	1,508,508	981,890	1,416,678
Beer and cider.....	134,045	248,371	252,278	105,165	69,612
Mineral waters, etc.....	1,180,329	957,510	638,143	225,258	228,781
Total.....	8,717,812	5,960,941	4,106,499	2,222,908	2,850,120
TOBACCO.					
Prepared tobacco.....	128,000	116,147	112,175	93,192	105,295
Cigars and cigarettes.....	1,292,746	934,222	646,518	489,380	915,480
Total.....	1,420,467	1,050,369	758,693	582,572	1,020,775
TEXTILES.					
Yarn and thread.....	7,951,665	7,922,114	5,302,756	4,217,747	6,254,535
Rope and twine.....	468,161	463,661	346,089	297,449	651,983
Bags.....	9,421,553	8,605,781	5,251,415	6,802,473	11,893,330
Piece goods.....	44,302,553	41,466,586	26,293,854	14,795,896	30,672,583
Passementerio and embroi- deries.....	968,133	938,933	597,743	296,469	573,250
Wearing apparel.....	15,441,209	16,882,165	10,342,902	4,490,896	8,532,235
Total.....	78,553,274	76,279,240	48,134,759	30,870,900	58,577,916
CHEMICAL PRODUCTS.					
Chemicals, organic.....	1,491,296	1,937,660	1,737,889	1,137,860	1,640,819
Chemicals, inorganic.....	3,274,344	3,150,723	2,259,111	2,252,968	3,985,786
Fertilizers, artificial.....	93,278	39,924	18,568	93,142	39,704
Soap and candles.....	2,310,967	2,527,349	2,072,085	2,595,628	1,164,566
Perfumery and pharmaceu- tical preparations.....	3,456,517	3,878,356	3,164,632	1,643,819	2,960,787
Industrial oils.....	8,435,067	8,367,007	8,094,024	5,655,003	10,818,248
Alcohol for industrial uses.....	505	1,199	704	27	2,473
Paints, dyes, and colors.....	2,236,382	2,108,977	1,376,358	749,662	1,980,713
Explosives.....	1,721,825	2,528,639	1,575,975	1,544,770	5,107,683
Matches.....	277,178	177,923	54,313	11,098	56,184
Total.....	23,303,329	24,717,757	20,353,659	15,683,977	27,756,963
METALS.					
Iron and steel in bars or sheets.....	10,403,823	11,129,101	6,660,765	2,076,212	4,509,900
Copper in bars or sheets.....					
Other metals in bars or sheets.....	651,315	891,491	845,458	483,367	1,061,062
Builders' hardware.....	672,610	1,608,869	2,450,435	727,621	1,278,618
Manufactures of iron and steel.....	18,594,351	18,470,076	14,874,598	4,438,682	11,117,480
Manufactures of other metals.....	5,047,166	4,843,984	3,031,060	1,402,170	2,363,914
Total.....	35,669,265	36,943,521	27,862,256	9,128,052	20,330,974

CHILE—Continued.

IMPORTS INTO CHILE BY GROUPS OF ARTICLES, 1912-1916—Continued.

Articles.	1912	1913	1914	1915	1915
MACHINERY AND IMPLEMENTS.					
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
Mining	3,486,766	1,715,111	2,344,844	1,066,408	2,701,440
Agricultural	5,192,320	4,686,920	2,017,052	489,526	1,179,794
Manufacturing	17,467,524	14,308,786	10,042,839	5,943,805	5,572,371
Motor engines	4,373,578	3,071,334	1,289,760	765,798	1,434,506
Electrical	4,143,908	4,923,158	3,991,062	2,342,155	2,975,711
Total	34,666,096	28,705,359	19,685,557	10,607,692	13,863,822
LOCOMOTION.					
Railroad supplies	18,333,928	16,823,059	10,244,845	5,094,877	4,309,241
Navigation supplies	964,492	800,407	742,968	282,891	580,392
Carriages, cars, automobiles, airships, etc.	1,650,940	2,555,861	2,042,326	1,314,677	4,323,452
Total	20,949,360	20,179,327	13,030,139	6,692,445	9,213,085
ALL OTHER MANUFACTURES.					
Leather and fur manufac- tures	6,507,343	5,588,723	3,655,292	1,463,781	3,659,050
Cardboard and paper	7,957,856	7,418,749	5,550,917	4,544,013	7,162,622
Timber	1,567,148	1,625,300	767,830	450,897	827,456
Furniture	1,798,517	1,626,893	1,070,598	329,967	391,346
Brooms and brushes	298,643	333,679	177,862	80,526	170,067
Stone and earths	5,911,943	7,080,781	4,644,153	2,118,323	3,170,828
Pottery and glass	5,763,031	5,746,407	2,918,302	761,630	1,482,156
Rubber, celluloid, etc.	1,179,627	1,262,985	775,899	398,563	869,717
Bone, horn, etc.	217,455	237,935	234,405	75,829	187,535
Arms and ammunition	1,292,511	1,333,848	22,092,929	1,482,830	370,095
Jewelry, watches, etc.	811,014	2,517,924	1,254,268	473,346	967,912
Art objects	37,235	47,027	30,917	11,167	16,202
Articles and instruments for the arts and trades	3,330,461	3,385,887	2,080,749	958,661	1,655,291
Printed books, maps, and engravings	1,541,529	2,483,335	1,212,743	682,229	734,952
Miscellaneous	2,930,025	3,963,797	1,504,265	861,199	769,549
Total	41,144,338	44,653,370	47,971,129	14,692,961	22,434,778
COINS AND PRECIOUS METALS.					
Coined gold and silver	12,553	6,724	43,313	1,035,724	24,816
Uncoined gold and silver					5,727
Total	12,553	6,724	43,313	1,035,724	30,543
Total imports	334,454,779	329,517,811	269,756,699	153,211,557	222,520,828
Value in United States gold	\$122,075,994	\$120,274,001	\$98,461,195	\$55,922,218	\$87,220,102

EAST COAST OF SOUTH AMERICA.

ARGENTINA.

IMPORTS INTO ARGENTINA BY COUNTRIES OF ORIGIN, 1912-1916.

Countries.	1912	1913	1914	1915	1916
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
United States.....	59,126,951	62,032,853	36,684,446	56,158,904	63,532,368
United Kingdom.....	118,669,266	130,886,587	92,474,681	67,781,867	61,284,989
Italy.....	32,487,152	34,789,741	24,872,105	21,168,379	21,338,031
France.....	37,618,578	38,075,811	22,393,554	13,310,650	14,999,061
Spain.....	11,928,307	12,389,607	8,603,991	11,339,057	13,477,416
Brazil.....	9,547,236	9,259,182	9,290,258	10,381,501	11,597,683
Mexico.....	13,720	1,353,785	1,790,625	15,118,359	6,519,982
British possessions.....	6,093,128	7,763,164	3,285,663	8,360,485	5,649,352
Uruguay.....	2,496,913	3,196,403	2,931,792	1,879,658	2,458,951
Netherlands.....	3,441,667	4,074,104	2,801,213	1,981,156	2,207,750
Sweden.....	2,290,645	3,123,889	1,884,244	2,061,766	2,069,611
Paraguay.....	2,127,506	2,271,135	1,789,486	2,259,887	2,067,846
Switzerland.....	2,183,400	2,749,682	1,443,166	1,537,052	2,018,594
Cuba.....	1,105,389	1,126,658	1,015,615	871,185	1,323,019
Japan.....	774,885	868,240	487,094	817,697	1,182,313
Canada.....	2,266,257	1,651,810	482,519	1,132,158	1,126,196
Chile.....	571,412	707,998	491,043	776,229	948,470
Norway.....	1,468,794	2,261,342	1,472,344	1,368,189	832,258
Bolivia.....	430,750	252,024	266,876	359,891	437,575
Denmark.....	167,930	204,106	144,336	614,844	414,599
Germany.....	63,941,503	71,311,628	39,996,133	5,653,310	350,879
Peru.....	2,360	1,342	1,214,594	1,280	277,617
Belgium.....	20,370,530	21,953,910	12,137,524	853,746	276,461
Portugal.....	503,082	585,975	320,364	238,651	274,122
China.....	503,847	562,645	400,672	230,859	241,282
Dutch possessions.....	31,140	15,899	3,164	7,433	50,104
South Africa.....	104,932	78,905	82,825	201,970	25,826
Turkey.....	103,501	127,026	77,454	33,787	12,531
Russia.....	262,859	447,845	259,538	12,699	10,429
Australia.....	544,394	1,023,188	48,459	8,416	10,138
Austria-Hungary.....	3,476,845	5,933,444	2,547,553	264,184	10,095
Other countries.....	198,639	272,614	124,539	107,484	53,774
Total.....	384,883,469	421,352,542	271,817,900	226,892,733	217,409,322
Value in United States gold.....	\$373,307,865	\$408,711,066	\$263,663,363	\$220,085,951	\$210,887,012

NOTE.—The figures in this, as in all other tables of imports and exports by values, represent valuations according to customhouse appraisements. These appraisements are what are known as "fixed" appraisements and do not represent cost or real value. According to estimates made by the General Office of Statistics of Argentina, true values exceed the statistical values given above by the following percentages: 1912, 16.1 per cent; 1913, 17.7 per cent; 1914, 18.6 per cent; 1915, 34.6 per cent; and 1916, 68.4 per cent. Following this estimate, the value of the imports for the year 1916 was 366,130,571 pesos (\$355,146,654).

ARGENTINA—Continued.

PERCENTAGES THAT IMPORTS FROM LEADING COUNTRIES BEAR TO TOTAL IMPORTS, 1912-1916.

Countries.	1912	1913	1914	1915	1916
	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>
United Kingdom.....	30.8	31.1	34.0	29.9	28.2
Germany.....	16.6	16.9	14.8	2.5	.2
United States.....	15.4	14.7	13.4	24.8	29.2
Italy.....	8.5	8.3	9.2	9.3	9.8
France.....	9.8	9.0	8.2	5.9	6.9
Belgium.....	5.3	5.2	4.4	.4	.1
Brazil.....	2.5	2.2	3.5	4.6	5.5
Spain.....	3.1	2.9	3.1	5.0	6.2

EXPORTS FROM ARGENTINA BY COUNTRIES OF DESTINATION, 1912-1916.

Countries.	1912	1913	1914	1915	1916
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
United Kingdom.....	121,373,358	120,367,811	102,149,424	164,972,021	159,755,301
United States.....	32,391,148	22,894,809	42,866,995	89,842,833	113,488,289
France.....	36,052,009	37,718,537	19,971,629	40,355,986	64,737,625
Netherlands.....	16,027,223	22,623,773	11,173,077	18,831,398	27,491,405
Italy.....	21,147,962	20,638,893	8,548,690	40,939,402	27,143,468
Brazil.....	22,646,362	24,309,114	15,707,656	21,905,246	24,498,226
Sweden.....	1,496,050	1,073,976	1,675,142	5,021,285	10,084,346
Spain.....	3,582,495	4,818,289	2,405,117	7,141,642	8,563,677
Uruguay.....	4,714,480	6,300,568	4,717,573	7,957,352	6,487,619
Denmark.....	861,557	732,801	774,742	1,539,663	6,093,589
Norway.....	1,804,741	1,078,113	1,831,071	2,796,881	4,128,059
Paraguay.....	1,219,925	1,903,804	1,215,523	1,550,316	2,987,734
Russia.....	376,643	607,951	256,979	.....	2,950,182
French possessions.....	74,106	306,972	146,763	158,520	2,514,575
Chile.....	2,456,280	1,944,477	1,142,963	1,730,742	1,541,904
Portugal.....	567,019	535,973	11,659	1,001,006	1,360,324
Egypt.....	.....	.....	.....	.....	913,705
Bolivia.....	930,384	1,131,594	763,741	519,301	845,785
British possessions.....	568,994	693,901	250,282	931,530	790,172
South Africa.....	147,128	163,362	53,120	361,662	261,800
Cuba.....	782,741	638,230	339,188	227,101	74,899
Mexico.....	400,355	117,945	136,920	137,619	30,301
Australia.....	.....	.....	127,281	4,971,936	.....
Peru.....	8,835	5,024	.....	272,355	.....
Germany.....	53,995,175	57,915,843	30,731,422	.....	.....
Belgium.....	37,258,225	32,731,869	17,508,887	.....	.....
Austria-Hungary.....	2,896,798	3,245,869	1,376,847	.....	.....
On orders.....	114,903,510	117,716,237	82,623,619	143,136,625	75,596,240
Other countries.....	1,707,723	1,885,812	750,831	1,978,221	1,001,244
Total.....	480,391,256	483,504,547	349,254,141	558,280,643	543,345,839
Value in United States gold.....	\$465,979,518	\$468,999,410	\$338,776,517	\$541,532,224	\$527,045,463

NOTE.—The statistical values given above, according to the estimates of the General Office of Statistics of Argentina, should be increased as follows: 1912, 4.4 per cent; 1913, 7.4 per cent; 1914, 15.4 per cent; 1915, 4.3 per cent; and 1916, 5.5 per cent. Following this estimate, the value of the exports for the year 1916 was 572,999,522 pesos (\$555,809,536).

ARGENTINA—Continued.

PERCENTAGES THAT EXPORTS TO LEADING COUNTRIES BEAR TO TOTAL EXPORTS, 1912-1916.

Countries.	1912	1913	1914	1915	1916
	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>
United Kingdom.....	25.3	24.9	29.3	29.6	29.4
United States.....	6.7	4.7	12.3	16.1	20.9
Germany.....	11.3	12.0	8.8	.....	.....
France.....	7.5	7.8	5.7	7.2	11.9
Belgium.....	7.8	6.8	5.0	.....	.....
Brazil.....	4.7	5.0	4.5	3.9	4.5
Netherlands.....	3.3	1.7	3.2	3.4	5.1
Italy.....	4.4	4.1	2.4	7.3	5.0
On orders.....	23.9	21.4	23.7	25.6	13.9

IMPORTS INTO ARGENTINA BY CLASSES OF ARTICLES, 1913-1916.

Classes.	1913	1914	1915	1916
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
Live animals.....	1,419,290	1,244,271	1,317,456	2,468,811
Food products.....	31,933,955	23,324,382	22,555,936	26,007,198
Tobacco.....	7,038,055	5,908,466	6,145,212	4,370,134
Wines, liquors, and other beverages.	14,042,158	8,131,073	6,561,578	5,389,139
Textiles, and manufactures of.....	89,560,214	52,517,281	51,934,567	65,592,071
Oils, grease, etc.....	23,778,916	20,053,399	36,140,287	15,679,342
Chemicals and pharmaceutical products.....	15,193,658	11,109,655	10,590,210	12,497,367
Paints, dyes, etc.....	2,535,437	1,670,577	1,443,417	1,718,519
Timber, woods, straw, and manufactures of.....	10,828,939	5,861,143	4,211,560	9,383,271
Paper, and manufactures of.....	9,901,985	7,420,912	5,823,277	7,237,146
Hides, skins, and manufactures of.....	4,610,560	2,652,159	2,102,535	2,190,207
Iron, steel, and manufactures of.....	50,040,305	35,158,112	18,045,948	20,993,488
Other metals, and manufactures of.....	14,257,919	7,648,176	5,870,150	7,390,520
Agriculture.....	9,124,632	3,239,156	6,546,717	5,633,250
Locomotion: Railway cars, equipment, carriages, automobiles, etc.....	37,223,336	22,958,653	6,798,217	(a)
Earths, stones, glass, coal, etc.....	36,577,931	28,847,454	19,890,457	19,308,790
Building materials.....	35,775,580	17,935,161	11,934,609	(a)
Electrical apparatus.....	10,110,688	7,023,547	3,756,637	3,338,039
Miscellaneous.....	14,309,584	9,114,323	4,623,963	8,212,030
Total.....	421,352,542	271,817,900	226,892,733	217,409,322
Value in United States gold.....	\$408,711,966	\$263,663,363	\$220,085,951	\$210,887,042

a Reclassified in 1916.

URUGUAY.

IMPORTS INTO URUGUAY BY COUNTRIES OF ORIGIN, 1913, 1916, AND 1917.

Countries.	Official valuation (fixed).			Estimated value.
	1913	1916	1917	1917
Argentina.....	\$3,954,541	\$7,590,677	\$8,372,541	\$14,651,086
Austria-Hungary.....	406,006	4,127		
Belgium.....	3,527,289	61,784		
Brazil.....	2,122,841	4,225,380	6,638,499	10,279,794
Chile.....	172,348	45,053	6,583	
Cuba.....	224,441	193,712	209,523	
France.....	4,238,518	1,757,517	1,421,028	2,401,088
Germany.....	8,076,714	257,526	106,117	
Italy.....	3,594,512	2,058,110	1,016,647	1,739,126
Mexico.....		664,720	763,186	
Netherlands.....	279,514	299,118	85,514	
Paraguay.....	162,375	99,153	135,172	
Spain.....	2,397,453	2,602,313	2,637,791	4,740,723
United Kingdom.....	12,624,870	7,307,218	6,019,464	12,108,030
United States.....	6,636,669	9,208,305	10,945,744	20,177,054
Other countries.....	70,194	105,635	119,637	2,739,959
Total.....	48,488,285	36,480,348	38,477,446	68,836,860

EXPORTS FROM URUGUAY BY COUNTRIES OF DESTINATION, 1913 AND 1915-1917.

Countries.	1913	1915	1916	1917
United States.....	\$2,880,071	\$12,216,595	\$16,493,601	\$26,218,746
United Kingdom.....	7,979,000	13,735,187	13,827,770	19,358,161
France.....	12,380,753	18,394,688	12,677,241	16,180,680
Italy.....	2,970,517	15,540,723	10,601,053	14,733,877
Argentina.....	10,802,853	9,299,003	10,623,806	12,376,146
Spain.....	842,761	2,571,613	3,049,175	4,686,135
Brazil.....	4,768,826	1,096,094	1,370,204	1,299,622
Cuba.....	2,577,239	907,553	698,588	851,749
Chile.....	313,819	100,510	22,291	235,061
Portugal.....	1,477,391	311,801	289,791	33,573
Norway.....		22,110		31,410
Netherlands.....		587,086	135,582	22,360
Denmark.....		587,110		
Sweden.....		555,298	943,990	
Germany.....	13,887,701			
Austria-Hungary.....	1,211,721			
Belgium.....	8,551,175			
Russia.....	222,284			
Other countries.....	165,790	17,138	46,909	41,310
Total.....	71,031,901	75,942,509	70,780,101	96,068,830
Ships' supplies.....	204,064	279,789	294,273	148,095
Total.....	71,235,965	76,222,298	71,074,374	96,216,925

URUGUAY—Continued.

IMPORTS INTO URUGUAY BY GROUP OF ARTICLES, 1916 AND 1917.

Groups of articles.	Official valuation fixed.		Estimated value.
	1916	1917	1917
Animals.....	\$1,783,923	\$1,792,222	\$1,792,224
Grocers' products.....	13,216,416	10,608,972	20,825,429
Dry goods and notions.....	5,451,971	6,187,822	8,774,358
Hardware, paper, and naval stores.....	4,702,303	6,404,695	11,701,385
Electrical supplies.....	353,096	56,167	827,485
Musical instruments.....	91,127	98,789	128,902
Furniture and upholstery.....	111,593	137,457	213,468
Shoes, leather goods, skins.....	276,016	391,024	533,715
Building material, etc.....	1,680,960	1,498,614	2,872,846
Drugs and chemicals.....	331,502	369,853	671,187
Pharmaceutical specialties and articles.....	187,561	193,508	313,481
Perfumery.....	117,292	117,521	181,823
Watches, jewelry, precious stones, etc.....	107,166	141,777	241,021
Raw materials and machinery for industries.....	8,069,542	10,128,285	19,750,165
Total.....	36,480,348	38,477,446	68,836,800

PARAGUAY.

IMPORTS AND EXPORTS BY COUNTRIES OF ORIGIN AND DESTINATION, 1913-1917.

[One peso=\$0.965.]

Countries.	1913	1914	1915	1916	1917
IMPORTS.					
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
Argentina.....	1,090,156	930,397	789,025	1,601,102	1,859,193
Austria-Hungary.....	87,745	68,997	1,045	.....	16
Belgium.....	189,931	116,878	4,601	2,420	864
Brazil.....	46,122	23,953	9,179	35,906	184,261
Chile.....	4,058	4,046	857	1,824	4,203
France.....	537,098	259,185	58,511	72,983	77,108
Germany.....	2,243,924	1,398,002	166,669	32,135	17,890
Italy.....	494,797	356,316	174,933	264,158	135,836
Netherlands.....	30,680	9,823	13,848	15,468	9,345
Portugal.....	20,537	6,049	1,547	2,730	3,763
Switzerland.....	15,709	11,685	1,660	11,447	2,013
Spain.....	430,029	280,346	117,235	180,623	309,724
United Kingdom.....	2,324,033	1,173,217	794,883	1,799,007	1,494,471
United States.....	418,328	428,950	216,734	582,136	868,043
Uruguay.....	60,165	38,127	31,072	52,280	83,687
All other.....	126,685	43,494	24,089	24,811	48,161
Total.....	8,119,997	5,149,465	2,405,888	4,662,633	5,068,581
EXPORTS.					
Argentina.....	3,516,417	2,716,237	3,637,305	3,575,121	8,956,751
Austria-Hungary.....	10,436	.....	.....	.....	.....
Belgium.....	57,866	35,545	.....	.....	.....
Brazil.....	38,907	26,994	28,280	15,716	11,762
Denmark.....	.....	.....	59,874	.....	.....

PARAGUAY—Continued.

IMPORTS AND EXPORTS BY COUNTRIES OF ORIGIN AND DESTINATION,
1913-1917—Continued.

Countries.	1913	1914	1915	1916	1917
EXPORTS—continued.					
	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>	<i>Pesos.</i>
France.....	34,091	50,995	70,737	129,919	321,575
Germany.....	1,235,758	810,483	4,405		
Italy.....	11,451	32,773	38,569	146,193	102,767
Netherlands.....		110,714	552,627	77,316	2,520
Norway.....			55,492		
Switzerland.....	125	190	24,057		
Spain.....	25,974	81,052	65,492	372,598	1,060,478
United Kingdom.....	163	115,548	197,270	80,026	60,776
United States.....		11,055	303,016	234,317	370,011
Uruguay.....	694,662	590,648	574,033	229,284	813,689
All other.....	5,079	2,124	5,015	1,188	4,683
Total.....	5,630,929	4,584,358	5,616,172	4,861,678	α 11,705,012

α Export values for 1917 are based on estimated actual values. All other figures in the table are based on specific valuations given in the tariff. Actual values of exports for preceding years were estimated as follows: 1914, 5,558,807 pesos; 1915, 8,890,999 pesos; 1916, 8,851,919 pesos.

IMPORTS INTO PARAGUAY BY ARTICLES AND COUNTRIES OF ORIGIN, 1917.

Articles and countries.	Value.	Articles and countries.	Value.
Animals on the hoof:	<i>Pesos.</i>	Clothing, ready-made:	<i>Pesos.</i>
Argentina.....	97,888	Argentina.....	134,550
Uruguay.....	1,720	France.....	2,349
Total.....	99,608	Germany.....	36
Beverages, liquors, and wines:		Italy.....	1,292
Argentina.....	157,945	Spain.....	6,060
France.....	12,037	United Kingdom.....	10,331
Italy.....	8,172	United States.....	11,336
Netherlands.....	652	Uruguay.....	549
Portugal.....	1,746	Other countries.....	225
Spain.....	18,694	Total.....	166,728
United Kingdom.....	9,289	Chemicals, drugs, oils, and paints:	
United States.....	89	Argentina.....	54,821
Uruguay.....	206	Chile.....	2,031
Other countries.....	293	France.....	9,298
Total.....	209,128	Germany.....	33
Boots and shoes and accessories:		Italy.....	2,759
Argentina.....	8,884	Norway.....	403
Spain.....	2,607	Spain.....	2,590
Switzerland.....	500	United Kingdom.....	26,835
United Kingdom.....	443	United States.....	101,069
United States.....	18,565	Uruguay.....	4,969
Uruguay.....	551	Other countries.....	379
Other countries.....	228	Total.....	205,187
Total.....	31,778	China and glassware:	
		Argentina.....	19,594
		Belgium.....	864

PARAGUAY—Continued.

IMPORTS INTO PARAGUAY BY ARTICLES AND COUNTRIES OF ORIGIN,
1917—Continued.

Articles and countries.	Value.	Articles and countries.	Value.
China and glassware—Contd.	<i>Pesos.</i>	Furniture—Continued.	<i>Pesos.</i>
France.....	335	Italy.....	2,211
Germany.....	83	United Kingdom.....	50
Italy.....	8	United States.....	2,016
Spain.....	8,366	Other countries.....	568
United Kingdom.....	5,430	Total.....	6,562
United States.....	2,663		
Other countries.....	923		
Total.....	38,282	Haberdashery, novelties, paper goods, and perfumery:	
Carriages, belts, valises, trunks, saddles, etc.:		Argentina.....	82,899
Argentina.....	3,283	Brazil.....	2,211
United Kingdom.....	1,196	France.....	30,383
United States.....	2,912	Germany.....	524
Other countries.....	18	Italy.....	12,029
Total.....	7,414	Netherlands.....	2,388
Electrical goods and illuminating supplies:		Norway.....	8,907
Argentina.....	6,023	Spain.....	16,091
Germany.....	463	United Kingdom.....	61,083
Italy.....	689	United States.....	57,281
United Kingdom.....	1,908	Uruguay.....	3,522
United States.....	8,016	Other countries.....	4,283
Uruguay.....	3	Total.....	281,007
Other countries.....	407	Hats and caps:	
Total.....	17,544	Argentina.....	11,826
Food and grocery products, kerosene:		France.....	782
Argentina.....	951,116	Italy.....	20,845
Brazil.....	179,424	United Kingdom.....	1,982
Chile.....	2,143	United States.....	1,871
France.....	5,818	Uruguay.....	12,213
Italy.....	6,738	Total.....	52,519
Norway.....	3,400	Hardware, cutlery, machinery, etc.:	
Portugal.....	2,017	Argentina.....	203,133
Spain.....	41,688	France.....	4,911
United Kingdom.....	29,599	Germany.....	14,327
United States.....	175,908	Italy.....	4,510
Uruguay.....	22,313	Spain.....	28,991
Other countries.....	5,167	United Kingdom.....	83,668
Total.....	1,425,331	United States.....	295,159
Firearms and ammunition:		Uruguay.....	5,012
Argentina.....	7,290	Other countries.....	6,761
Spain.....	80	Total.....	556,532
United Kingdom.....	1,120	Hides and skins, tanned:	
United States.....	23,230	Argentina.....	8,857
Other countries.....	499	France.....	638
Total.....	32,129	Italy.....	482
Furniture:		United Kingdom.....	5,384
Argentina.....	3,356	Uruguay.....	16,934
France.....	313	Other countries.....	470
		Total.....	32,565

PARAGUAY—Continued.

IMPORTS INTO PARAGUAY BY ARTICLES AND COUNTRIES OF ORIGIN,
1917—Continued.

Articles and countries.	Value.	Articles and countries.	Value.
Musical instruments and music:	<i>Pesos.</i>	Tobacco: Cigars, cigarettes, and snuff:	<i>Pesos.</i>
Argentina.....	1,643	Argentina.....	2,074
Spain.....	1,685	Brazil.....	2,366
United States.....	4,024	United Kingdom.....	81
Other countries.....	561	Other countries.....	1,459
Total.....	7,913	Total.....	5,900
Textiles:		All other articles:	
Argentina.....	100,159	Argentina.....	937
France.....	9,210	United States.....	770
Germany.....	2,291	Other countries.....	227
Italy.....	77,764	Total.....	1,934
Netherlands.....	6,155	Grand total.....	5,098,581
Spain.....	182,792		
United Kingdom.....	1,260,994		
United States.....	247,815		
Uruguay.....	15,421		
Other countries.....	17,239		
Total.....	1,919,840		

BRAZIL.

IMPORTS INTO BRAZIL BY COUNTRIES OF ORIGIN, 1913, 1915-1917.

Countries.	1913	1915	1916	1917
	<i>Milreis paper.</i>	<i>Milreis paper.</i>	<i>Milreis paper.</i>	<i>Milreis paper.</i>
United States.....	158,301,488	187,872,954	317,661,102	394,890,411
United Kingdom.....	246,546,320	127,546,781	165,281,248	150,854,320
Argentina.....	74,980,592	92,575,260	114,018,837	109,305,764
France.....	98,579,483	28,823,195	42,157,352	33,824,068
Portugal.....	44,220,884	28,879,258	37,704,353	27,242,177
India.....	8,270,755	10,829,318	13,149,889	18,254,100
Italy.....	38,166,101	25,528,167	28,302,738	16,608,511
Uruguay.....	21,751,441	8,590,993	12,061,335	16,193,140
Newfoundland.....	11,804,723	12,373,318	13,979,969	14,291,106
Spain.....	9,618,777	8,431,710	9,421,803	11,305,476
Sweden.....	4,412,621	5,132,552	10,524,255	7,471,793
Norway.....	10,592,237	9,626,081	8,268,308	6,854,157
Switzerland.....	11,865,278	6,206,495	10,289,541	6,638,777
Canada.....	4,109,291	4,776,747	5,503,714	4,531,324
Denmark.....	1,765,321	2,554,887	4,595,577	1,528,977
Germany.....	176,060,969	8,810,030	359,111	911,489
Netherlands.....	10,917,220	3,993,923	4,831,201	865,197
Belgium.....	51,479,924	1,004,059	1,157,232	408,769
Austria-Hungary.....	15,209,173	7,759,287	6,295	1,617
Other countries.....	8,842,802	8,681,081	11,485,112	15,756,778
Total.....	1,007,495,400	582,996,096	810,758,972	837,737,951

NOTE.—The value of the paper milreis in United States gold, as computed (the average for the year) by the Brazilian statistical office, was as follows: 1913, 32.4 cents; 1914, 28.2 cents; 1915, 24.8 cents; 1916, 24 cents; 1917, 25.6 cents.

BRAZIL—Continued.

PERCENTAGES THAT IMPORTS FROM LEADING COUNTRIES BEAR TO TOTAL IMPORTS, 1913-1917.

Countries.	1913	1914	1915	1916	1917
	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>
United States.....	15.71	17.54	32.08	39.24	47.25
United Kingdom.....	24.47	23.78	21.94	20.30	18.01
Portugal.....	4.39	5.10	4.95	4.63	3.25
France.....	9.77	7.80	4.94	5.11	4.04
Germany.....	17.47	16.12	1.54	.04	.11

EXPORTS FROM BRAZIL BY COUNTRIES OF DESTINATION, 1913, 1915-1917.

Countries.	1913	1915	1916	1917
	<i>Milreis paper.</i>	<i>Milreis paper.</i>	<i>Milreis paper.</i>	<i>Milreis paper.</i>
United States.....	316,552,231	427,863,538	520,498,933	523,950,638
France.....	119,393,879	116,501,187	178,653,936	157,083,070
United Kingdom.....	128,709,306	123,634,815	131,116,040	143,261,163
Argentina.....	45,828,576	51,734,528	67,992,473	102,615,817
Italy.....	12,553,316	32,126,105	68,102,405	91,802,775
Uruguay.....	15,916,269	17,663,086	54,423,429	52,562,990
Spain.....	5,236,103	6,006,893	8,993,198	15,685,542
Netherlands.....	71,767,594	63,951,980	33,763,120	5,987,785
Norway.....	1,488,466	30,782,747	6,102,623	5,567,350
Egypt.....	1,650,006	5,028,449	1,852,207	5,342,705
Portugal.....	4,896,953	9,291,346	6,261,043	5,243,355
Denmark.....	2,264,145	23,530,226	8,468,292	3,073,229
Chile.....	2,695,103	2,867,727	3,063,576	2,850,601
Sweden.....	9,859,308	92,644,668	31,275,806	1,528,894
Greece.....	240,092	3,818,197	98,486	.....
Germany.....	137,013,612	397	.....	.....
Austria-Hungary.....	46,982,145	.....	.....	.....
Belgium.....	24,979,732	.....	.....	.....
Other countries.....	24,667,680	15,168,216	16,222,678	14,884,861
Total.....	972,730,516	1,022,634,105	1,136,888,335	1,136,454,775

PERCENTAGES THAT EXPORTS TO LEADING COUNTRIES BEAR TO TOTAL EXPORTS, 1913-1917.

Countries.	1913	1914	1915	1916	1917
	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>	<i>Per cent.</i>
United States.....	32.54	40.83	41.82	46.95	46.19
France.....	12.27	8.23	11.38	16.15	13.82
United Kingdom.....	13.25	14.50	12.09	11.65	12.60
Italy.....	1.20	2.99	3.14	6.18	5.07
Netherlands.....	7.72	5.78	6.40	3.05	.....
Germany.....	14.08	9.96	.....	.....	.....

BRAZIL—Continued.

IMPORTS INTO BRAZIL BY CLASSES OF ARTICLES, 1913, 1915-1917.

Classes.	1913	1915	1916	1917
Class I: Live animals.....	<i>Milreis paper.</i> 5,350,712	<i>Milreis paper.</i> 830,753	<i>Milreis paper.</i> 2,131,580	<i>Milreis paper.</i> 1,434,525
Class II: Primary materials and materials used in the arts and sciences.....	210,943,556	153,776,540	239,738,652	252,543,965
Class III: Manufactures.....	565,279,295	209,054,260	343,090,152	386,942,094
Class IV: Alimentary sub- stances.....	225,921,837	219,334,543	225,798,588	196,817,367
Total.....	1,007,495,400	582,996,096	810,758,972	837,737,951

IMPORTS OF "MANUFACTURES" INTO BRAZIL BY ARTICLES, 1913,
1915-1917.

Manufactures.	1913	1915	1916	1917
	<i>Milreis paper.</i>	<i>Milreis paper.</i>	<i>Milreis paper.</i>	<i>Milreis paper.</i>
Of cotton, mixed or not.....	58,715,320	25,195,725	49,332,964	52,472,686
Of aluminum.....	241,279	41,162	100,520	352,080
Arms and ammunition.....	20,683,614	2,297,577	4,300,008	3,296,398
Of rubber.....	5,476,582	3,794,511	6,598,956	6,587,710
Of bristles and hair.....	964,040	446,153	763,462	726,238
Of cane, bamboo, etc.....	148,018	36,461	60,406	71,438
Carriages and other vehicles.....	46,340,347	2,219,595	3,175,454	7,147,186
Of lead, tin, zinc, and alloys.....	1,956,477	364,810	508,481	671,400
Of copper and alloys.....	11,926,351	4,456,546	7,084,766	10,180,032
Of iron and steel.....	120,683,880	33,242,871	51,170,305	67,393,913
Musical and like instruments.....	4,360,649	727,113	1,235,433	1,308,142
Surgical and dental instruments and material.....	2,045,090	1,248,925	1,963,070	1,725,009
Mathematical, physical, and optical instruments and material.....	1,813,812	435,184	716,062	616,931
Of wool, mixed or not.....	11,020,530	2,808,320	6,238,393	8,845,469
Of linen, mixed or not.....	6,428,483	2,947,576	4,671,850	4,662,433
Of jute.....	1,244,970	115,448	175,361	214,286
Of hemp.....	1,244,970	563,732	652,329	808,431
Earthenware, porcelain, and glass.....	16,257,894	6,021,961	9,530,884	9,475,837
Engines, machinery, tools, and hard- ware.....	107,455,357	23,788,969	38,880,019	53,275,880
Of wood.....	6,076,494	2,220,037	2,757,120	2,185,901
Of ivory, mother-of-pearl, coral, tortoise shell, etc.....	158,147	69,519	99,347	53,332
Of nickel.....	5,820	13,466	21,228	80,525
Of gold, silver, and platinum.....	1,016,871	311,138	613,103	777,172
Of straw, esparto, pita, etc.....	1,687,305	699,022	1,424,480	1,765,874
Of paper.....	22,630,789	18,573,944	33,167,602	33,861,839
Of earths, stones, and like substances...	9,621,373	2,538,188	2,079,774	2,304,551
Of leather.....	5,632,358	2,301,205	3,048,277	2,795,059
Perfumery, paints, inks, etc.....	8,946,021	4,604,594	8,158,685	7,144,028
Chemicals, drugs, and pharmaceutical specialties.....	21,094,548	20,921,769	35,527,972	32,573,286
Of silk, mixed or not.....	2,483,300	1,503,205	2,331,618	2,573,755
Miscellaneous.....	68,117,576	44,545,534	66,702,223	70,995,273
Total.....	365,279,295	209,054,260	343,090,152	386,942,094

Appendix II.—UNITED STATES CONSULAR OFFICERS IN LATIN AMERICA.

[Corrected to January 1, 1920.]

Office.	Officer.	Rank.
ARGENTINA.		
Bahia Blanca.....	Ross Hazeltine.....	Consul.
Buenos Aires.....	William H. Robertson.....	Consul general.
Do.....	Louis A. Clausel.....	Vice consul.
Do.....	William E. Padden.....	Do.
Do.....	Harold G. Waters.....	Do.
Do.....	Peter J. Houlihan.....	Do.
Rosario.....	Wilbert L. Bonney.....	Consul.
Do.....	Samuel R. Thompson.....	Vice consul.
Do.....	Thomas B. Van Horne.....	Do.
BOLIVIA.		
La Paz.....	W. Duval Brown.....	Consul.
Do.....	Nelson R. Park.....	Vice consul.
Oruro.....	Julian C. Greenup.....	Do.
BRAZIL.		
Bahia.....	Thomas H. Bevan.....	Consul.
Do.....	Joseph H. White, jr.....	Vice consul.
Para.....	George H. Pickercell.....	Consul.
Do.....	Edward C. Holden.....	Vice consul.
Do.....	John D. Long.....	Do.
Ceara.....	George L. MacMaster.....	Agent.
Manaos.....	Edward B. Kirk.....	Do.
Maranhao.....	Joaquim M. A. dos Santos.....	Do.
Pernambuco.....	Arminius T. Haeberle.....	Consul.
Do.....	Edward Power.....	Vice consul.
Porto Alegre.....	Samuel T. Lee.....	Consul.
Do.....	Joseph E. Agan.....	Vice consul.
Do.....	Archie William Childs.....	Do.
Rio Grande.....	Ardery Hudgens.....	Agent.
Rio de Janeiro.....		Consul general.
Do.....	Augustus I. Hasskarl.....	Vice consul.
Do.....	Louis B. Pate.....	Do.
Do.....	Joseph T. Walmsley.....	Do.
Do.....	Swain Smith.....	Do.
Victoria.....	Adamaster Vergueiro de Cruz.....	Agent.
Santos.....		Consul.
Do.....	William H. Lawrence.....	Vice consul.
Do.....	Arthur G. Parsloe.....	Do.
Sao Paulo.....	Charles L. Hoover.....	Consul.
Do.....		Vice consul.
BRITISH GUIANA.		
Georgetown.....	John N. McCunn.....	Consul.
Do.....	Willis G. Harry.....	Vice consul.
Paramaribo, Dutch Guiana.....	James S. Lawton.....	Agent.
BRITISH HONDURAS.		
Belize.....	William W. Early.....	Consul.
Do.....	John H. Biddle.....	Vice consul.

Office.	Officer.	Rank.
BRITISH WEST INDIES.		
Barbades.....	C. Ludlow Livingston.....	Consul.
Roseau, Dominica.....	Henry A. Frampton.....	Agent.
St. Lucia.....	William Peter.....	Do.
Hamilton, Bermuda.....	Albert W. Swalm.....	Consul.
Do.....	William L. Padgett.....	Vice consul.
St. Georges, Bermuda.....	Frederick Joseph Robertson.....	Agent.
Trinidad, West Indies.....	Henry D. Baker.....	Consul.
Do.....	Edward Swan Darea.....	Vice consul.
Brighton, Island of Trinidad.....	William E. Daly.....	Agent.
Grenada, W. I.....	P. J. Dean.....	Do.
CHILE.		
Antofagasta.....	Thomas W. Voetter.....	Consul.
Do.....	Ben C. Matthews.....	Vice consul.
Arica.....	George P. Finlayson.....	Agent.
Caldera.....	John Thomas Morong.....	Do.
Chuquicamata.....	Thomas W. Palmer, jr.....	Do.
Concepcion.....	Dale C. McDonough.....	Consul.
Iquique.....	C. Inness Brown.....	Do.
Punta Arenas.....	Austin C. Brady.....	Do.
Do.....		Vice consul.
Valparaiso.....		Consul general.
Do.....	Carl F. Deichman.....	Consul.
Do.....	John T. Garvin.....	Vice consul.
Do.....	Thomas N. Melanphy.....	Do.
Do.....	Clarence H. Doughty.....	Do.
Cochimbe.....	Goodsil F. Arms.....	Agent.
Cruz Grande.....		Do.
Talcahuano.....	Joseph O. Smith.....	Do.
COLOMBIA.		
Barranquilla.....	Claude E. Guyant.....	Consul.
Do.....		Vice consul.
Buenaventura.....	Henry H. Leonard.....	Agent.
Medellin.....	Harold B. Maynhan.....	Do.
Santa Marta.....	Leroy R. Sawyer.....	Vice consul.
Cartagena.....		Consul.
Do.....	Samuel J. Fletcher.....	Vice consul.
COSTA RICA.		
Port Limon.....	Stewart E. McMillin.....	Consul.
Do.....	Edmund B. Montgomery.....	Vice consul.
San Jose.....	Benjamin F. Chase.....	Consul.
Do.....		Vice consul.
Puntarenas.....	John Saxe.....	Agent.
CUBA.		
Cienfuegos.....	Frank Bohr.....	Consul.
Do.....	George B. Starbuck.....	Vice consul.
Caibarien.....	P. B. Anderson.....	Agent.
Sagua la Grande.....	John F. Jova.....	Do.
Havana.....	Heaton W. Harris.....	Consul general.
Do.....	Raoul F. Washington.....	Vice consul.
Do.....	Joseph A. Springer.....	Do.
Do.....	Hernan C. Vogenitz.....	Do.
Do.....	Charles B. Hosmer.....	Do.
Matanzas.....	Thomas McEnelly.....	Do.
Nueva Gerona, Isle of Pines.....	Charles Forman.....	Consul.
Nuevitas.....		Do.
Do.....	Irwin D. Arter.....	Vice consul.
Santiago de Cuba.....	Harold D. Clum.....	Consul.
Do.....	John L. Griffith.....	Vice consul.
Antilla.....	Joseph F. Buck.....	Do.
Caimanera.....	Wallace B. Houston.....	Agent.
Manzanillo.....	Francis B. Bertot.....	Do.

Office.	Officer.	Rank.
DOMINICAN REPUBLIC.		
Puerto Plata.....	William A. Bickers.....	Consul.
Do.....	Morris A. Peters.....	Vice consul.
Sanchez.....	J. Enrique Leroux.....	Agent.
Santo Domingo.....	.....	Consul.
Do.....	George A. Makinson.....	Vice consul.
Azua.....	Eugenio Choisine.....	Agent.
La Romana.....	Clarence I. Mathews.....	Do.
San Pedro de Macoris.....	Victor A. Ramirez.....	Do.
DUTCH WEST INDIES.		
Ciracao.....	William Bardel.....	Consul.
Do.....	James C. McNally.....	Vice consul.
ECUADOR		
Guayaquil.....	Frederic W. Goding.....	Consul general
Do.....	Frederic F. Schrader, jr.....	Vice consul.
Do.....	William W. Morse.....	Do.
Bahia de Caraquez.....	Alberto Santos.....	Agent.
Esmeraldas.....	George D. Hedican.....	Do.
FRENCH WEST INDIES.		
Guadeloupe.....	John S. Calvert.....	Consul.
Do.....	E. St. George Lough.....	Vice consul.
Martinique.....	Thomas R. Wallace.....	Consul.
Do.....	Maurice P. Genton.....	Vice consul.
GUATEMALA.		
Guatemala.....	Ezra M. Lawton.....	Consul.
Do.....	Herndon W. Goforth.....	Vice consul.
Livingston.....	Edward Reed.....	Do.
Puerto Barrios.....	Wallace C. Hutchinson.....	Do.
San Jose de Guatemala.....	.....	Agent.
HAITI.		
Cape Haitien.....	.....	Consul.
Do.....	Clarence C. Woolard.....	Vice consul.
Gonaives.....	J. William Woel.....	Agent.
Port au Prince.....	John B. Terres.....	Consul.
Do.....	Ralph A. Boernstein.....	Vice consul.
Jacmel.....	Louis Vital.....	Agent.
Jeremie.....	St. Charles Villedrouin.....	Do.
St. Marc.....	John H. Keefe.....	Do.
HONDURAS.		
Ceiba.....	William P. Garrety.....	Consul.
Do.....	Derril H. McCollough.....	Vice consul.
Bonacca.....	Sandy Kirkeconnell.....	Agent.
Roatan.....	Oliver L. Hardgrave.....	Do.
Tela.....	Robert C. Purdy.....	Do.
Puerto Cortes.....	.....	Consul.
Do.....	C. Cletus Miller.....	Vice consul.
San Pedro Sula.....	J. M. Mitchell, jr.....	Agent.
Tegucigalpa.....	George K. Donald.....	Consul.
Do.....	.....	Vice consul.
Amapala.....	Lawrence Coen.....	Agent.
JAMAICA.		
Kingston.....	Charles L. Latham.....	Consul.
Do.....	H. Merle Cochran.....	Vice consul.

Office.	Officer.	Rank.
MEXICO.		
Acapulco, Guerrero	John A. Gamon	Consul.
Do	Harry K. Pangburn	Vice consul.
Aguascalientes, Aguascalientes	Luther K. Zabriskie	Consul.
Do	Harold G. Bretherton	Vice consul.
Chihuahua, Chihuahua	James B. Stewart	Consul.
Do	Thomas Dickinson	Vice consul.
Parral		Agent.
Ciudad Juarez, Chihuahua	Edward A. Dow	Consul.
Do	Stephen E. Aguirre	Vice consul.
Do	Oscar C. Harper	Do.
Ensenada, Lower California	William C. Eurdelt	Consul.
Do		Vice consul.
Frontera, Tabasco	Lee R. Blohm	Consul.
Do	Clarence Paul Rundell	Vice consul.
Guadalajara, Jalisco	Andrew J. McCormico	Consul.
Do	Anthony Sherman	Vice consul.
Guaymas, Sonora	Bartley F. Yost	Consul.
Do	John A. McPherson	Vice consul.
Manzanillo, Colima	Harry L. Walsh	Consul.
Matamoros, Tamaulipas	Gilbert R. Willson	Do.
Do	Stanley L. Wilkinson	Vice consul.
Do	Henry G. Krause	Do.
Mazatlan, Sinaloa	William E. Chapman	Consul.
Do	Zeddie E. Jones	Vice consul.
Los Mochis	Harold Frederic Jones	Agent.
Mexicali, Lower California	Walter F. Boyle	Consul.
Do	William A. Smale	Vice consul.
Mexico City		Consul general.
Do	Cornelius Ferris, jr	Consul.
Do	Cassius C. Shanks	Vice consul.
Do	Laurence P. Sours	Do.
Oaxaca, Oaxaca	Charles H. Arthur	Agent.
Puebla, Puebla	William O. Jenkins	Do.
Monterey, Nuevo Leon	Thomas D. Bowman	Consul.
Do	George D. Fitz Simmons	Vice Consul.
Do	T. Ayres Robertson	Do.
Do	Hans P. L. Beck	Do.
Nogales, Sonora	Francis J. Dyer	Consul.
Do	Charles W. Doherty	Vice consul.
Do	Richard S. Kendrick	Do.
Agua Prieta	William W. Edwards	Agent.
Cananea	Jeptha M. Gibbs	Do.
Nuevo Laredo, Tamaulipas		Consul.
Do	Edwin B. Adams	Vice consul.
Do	Earl Wilbert Eaton	Do.
Piedras Negras, Coahuila		Consul.
Do	William P. Blocker	Vice consul.
Do	Francis M. Sack	Do.
Progreso, Yucatan	O. Gaylord Marsh	Consul.
Do	Herman E. Gimler	Vice consul.
Salina Cruz, Oaxaca	Lloyd Burlingham	Consul.
Do	Wilber Barker	Vice consul.
Saltillo, Coahuila	Harold Playter	Consul.
Do	Harry C. Morgan	Vice consul.
San Luis Potosi, San Luis Potosi		Consul.
Do	Knox Alexander	Vice consul.
Tampico, Tamaulipas	Claude I. Dawson	Consul.
Do	Clarence A. Miller	Vice consul.
Do	Thomas Finley Robinson	Do.
Do	Richard P. Cornelison	Do.
Lobos, Vera Cruz	Donald A. Mathers	Agent.
Tuxpam	Albert J. Hoskins	Do.
Torreón	Chester Donaldson	Consul.
Do	Edward S. Lathrop	Vice consul.

Office.	Officer.	Rank.
MEXICO—continued.		
Vera Cruz, Vera Cruz.....	Paul H. Foster.....	Consul.
Do.....	Maurice Brulay.....	Vice consul.
Do.....	Forrest E. Saunders.....	Do.
Do.....	Willys A. Myers.....	Do.
NICARAGUA.		
Bluefields.....	John O. Sanders.....	Consul.
Do.....	Harry C. Swan.....	Vice consul.
Carinto.....		Consul.
Do.....	Cassius A. Bush.....	Vice consul.
Do.....	Henry S. Waterman.....	Do.
Matagalpa.....	W. H. De Savigny.....	Agent.
PANAMA.		
Colon.....	Julius D. Dreher.....	Consul.
Do.....	Theodore M. Fisher.....	Vice consul.
Bocas del Toro.....	William J. Burke.....	Agent.
Panama.....	Alban G. Snyder.....	Consul general.
Do.....		Vice consul.
PARAGUAY.		
Asunción.....	Henry H. Balch.....	Consul.
Do.....	George Edward Seltzer.....	Vice consul.
PERU.		
Callao-Lima.....	William W. Handley.....	Consul general.
Do.....	James H. Roth.....	Vice consul.
Do.....	James J. Downey.....	Do.
Arequipa.....	Louis S. Blaisdell.....	Agent.
Cerro de Pasco.....	Henry D. Perrault.....	Do.
Mollendo.....	Thomas Orams.....	Do.
Paita.....	Charles E. G. Wilson.....	Do.
Salaverry.....		Do.
URUGUAY.		
Montevideo.....	David J. D. Myers.....	Consul.
Do.....	Sherwood H. Avery.....	Vice consul.
Do.....	James V. Whitfield.....	Do.
VENEZUELA.		
La Guaira.....	Henry C. von Struve.....	Consul.
Do.....		Vice consul.
Caracas.....	Homer Brett.....	Agent.
Ciudad Bolívar.....	James R. Daly.....	Do.
Maracaibo.....	Dudley G. Dwyre.....	Consul.
Do.....	Ralph W. Parkinson.....	Vice consul.
Do.....	Chester E. Davis.....	Do.
Puerto Cabello.....		Consul.
Do.....	John H. G. Meyer.....	Vice consul.
Do.....	George R. Phelan.....	Do.

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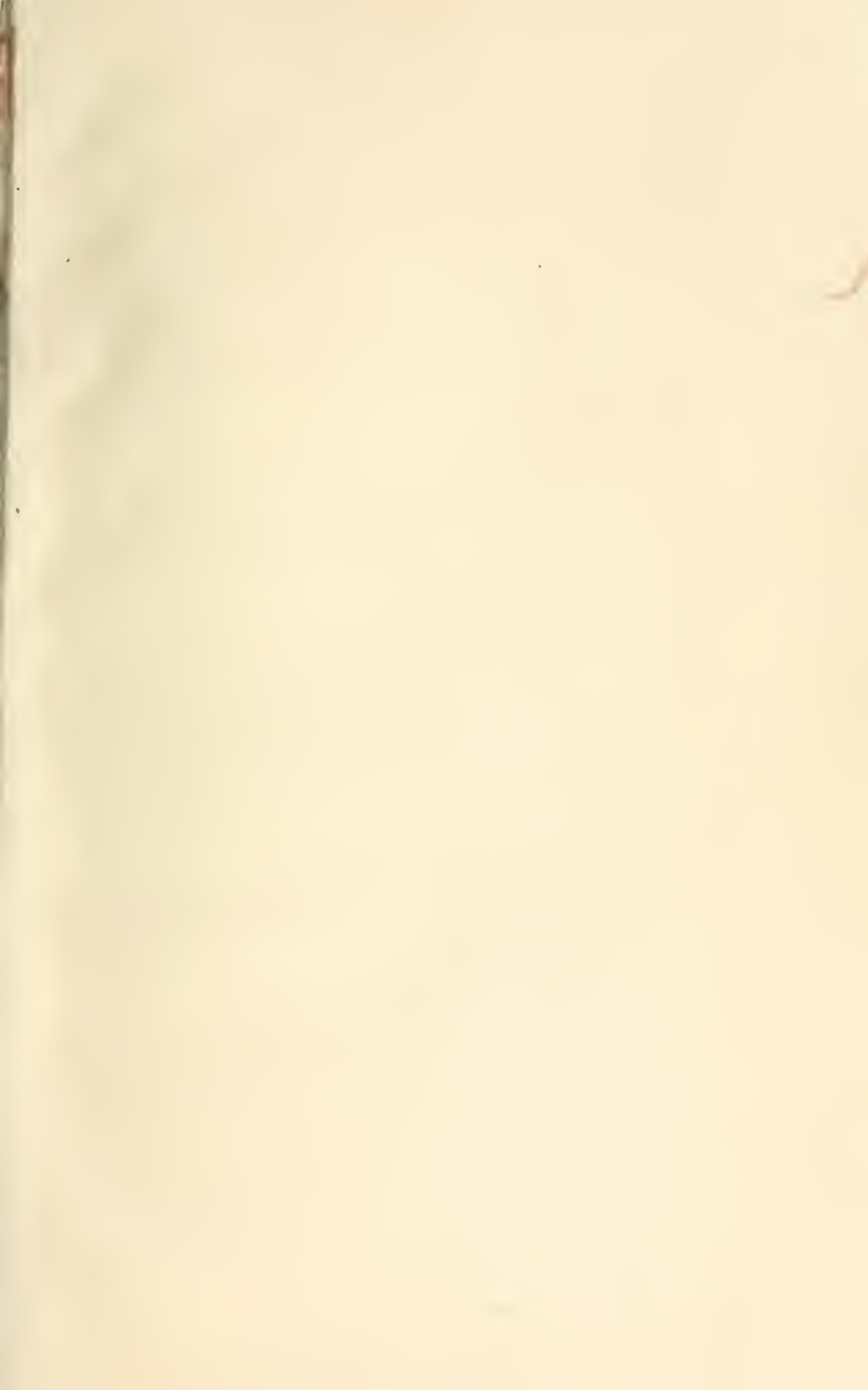
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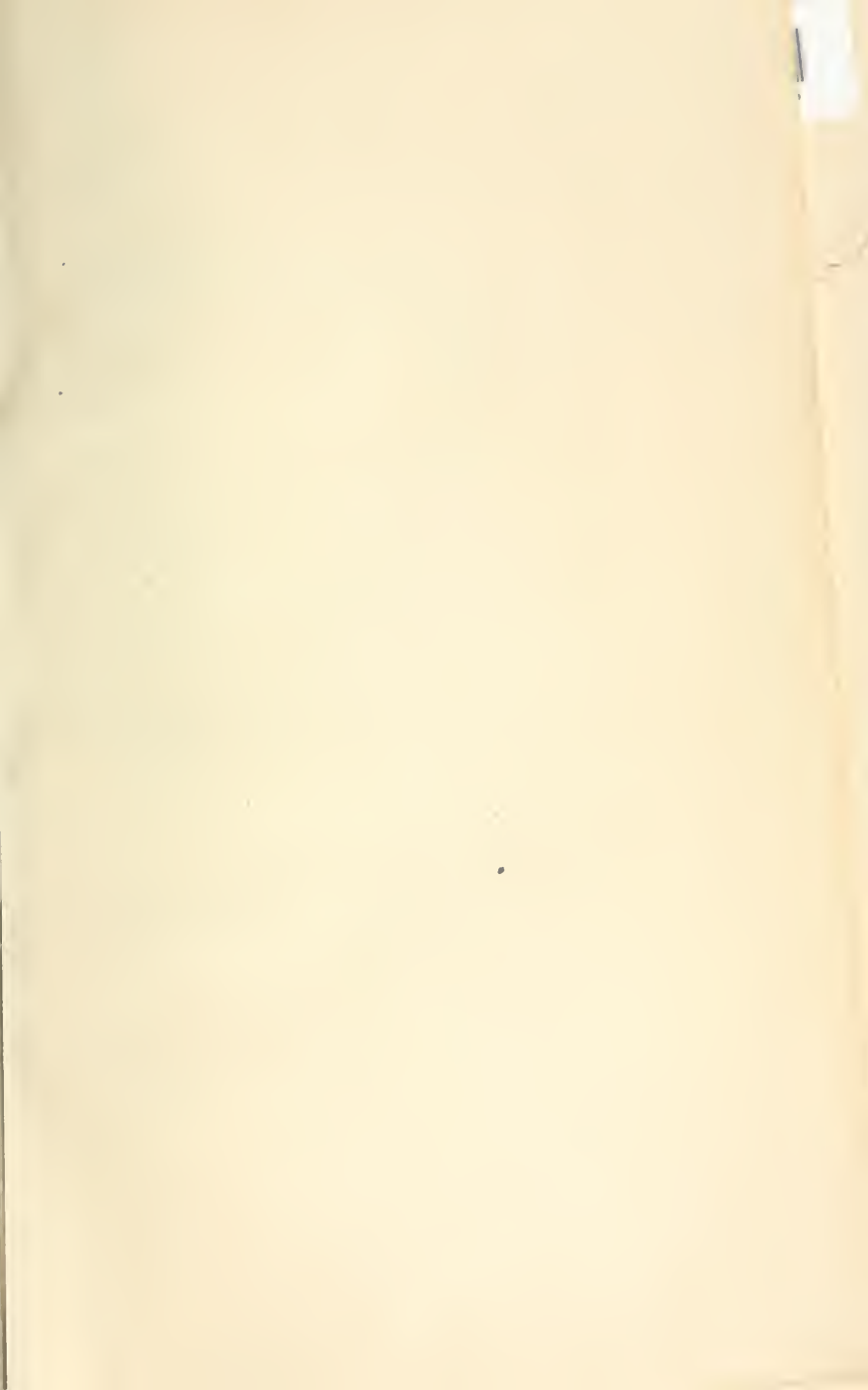
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