

GERMAN GOODS MAKE INROADS ON U.S. MARKET

American Industries in Several Lines of Manufacture Threatened.

IMPORTS GAIN RAPIDLY

PHILADELPHIA, Jan. 2.—German competition is threatening the American potash, dress goods, cotton glove, cotton hosiery, doll, toy, razor and other cutlery industries.

This is shown by increases this year in imports of these articles, decreases in domestic production, and low prices of goods imported which are gaining dominance in this market.

Total dutiable imports from Germany, received in the Port of Philadelphia for ten months of this year aggregate \$2,174,822, and free, \$1,393,698. In twelve months of 1920 the totals were, dutiable \$1,427,556, and free, \$841,357.

German potash sells in Philadelphia at 6½ cents a pound, and American at 11 cents and 12 cents.

Dress goods is being received at substantially lower than domestic figures. Cotton gloves from Germany, landed, sold recently at 75 cents a dozen, against the American price of \$2.50.

UNDERSEW HOSIERY

Ladies' mercerized hosiery from German mills are sold to Philadelphia jobbers at \$5 to \$6 a dozen. The American equivalent is \$9. Some infants' socks sell to jobbers at less than half the price paid by American knitters.

Doll, with all mechanical and musical features—decoration and game manufacturing have been resumed by Germans successfully and buyers for large toy departments in Philadelphia say the bulk of electrical and wind-up train sets next year will be imported.

American manufacturers of these products have already felt the effects of the underbidding of their prices, resulting in the forced withdrawal from the market of many concerns, doll and toy lines. Most have been in business only since the beginning of the war, but some forced to withdraw were established before the war.

IMPORTS GAIN

AT RAPID RATE

This influence has been felt particularly by hosiery manufacturers, since imports from January to October of 1920 per cent from January to October of portations to this country increased this year. October's receipts were 118,465 dozen, valued at \$82,269, and January's were 28,172 dozen, valued at \$53,000. Imports of other over 53,000 dozen, valued at \$1,100,345, have been received, while for twelve months of 1920, 228,255 dozen, valued at \$908,829, were received.

Not only are German hosiery manufacturers sending increasing amounts of goods to this country but they are getting control of foreign markets, making a double attack on American hosiery knitters. Exports from the country increased 50 per cent from January and October from 363,407 dozen, valued at \$1,148,679, in January, to 174,927, valued at \$369,514, in October. The ten-month total for 1921 is 2,125,561 dozen, compared with 10,933,157 dozen in twelve months of 1920.

GERMAN KNITTERS RECEIVE LOW WAGE.

A reading manufacturer recently returned from Germany says expert knitters there are receiving less than \$10 a week. Expert knitters in Philadelphia are receiving from \$6 to \$8 a week.

German manufacturers, paying these wages, can easily place their goods with American jobbers when the tariff enables them to deliver high grade women's hosiery at \$5.75 to jobbers, and infant's socks as low as forty cents a dozen.

One of the largest department stores in this city is selling a lace-knit, full-fashioned mercerized cotton infant's sock, "Made in Germany," for three dollars, twenty-five cents. This sock cannot be made in this country, according to a local manufacturer, whose cheapest cotton sells to the jobber at \$1.15 a dozen, to retail at less than two pairs for twenty-five cents.

COTTON GLOVES STOCK MARKET.

Cotton gloves have come into this country in increasingly large numbers since 1919. Total imports in 1919 from Germany were 15,000 dozen, valued in January at \$1,000,000, and 43,000 dozen, and in July, 142,000 dozen. America began quantity production of cotton gloves in 1916, with 5,000,000 pairs. In 1919, the production was 15,000,000 pairs, but in 1919 it fell to 800,000 pairs, last year to 400,000 pairs and last summer American factories ceased operations.

A national five-and-ten-cent-store company received 100,000,000 pairs of cotton gloves made in Germany for which 75 cents a dozen was paid, including duty. The same gloves made here sell to retailers at \$2.50, retailing at 35 cents a pair.

Dress goods jobbers predict German weavers will invade this market next fall with heavy weight goods at substantially less than price of ours and a better sample of raw materials are available, earlier than expected. It is possible imports will begin before next fall. German mills are said to be working at capacity and shipments now coming give every indication of offering strong competition to goods made here.

CHEMISTS CHARGE JOBBERS PARTIAL.

A large distributor of chemicals in this city has discontinued carrying stocks of American potash, because of the preference for German potash 50 per cent less. He contends that Germany is the natural producer of potash just as America is the natural producer of borax. An opposite view is taken by American chemists, who claim American jobbers are partial to the German product.

America's doll and toy industry, given substantial impetus by the war, is losing ground in the opinion of the largest buyers in this city. A line of miniature steel toys, which cost \$200,000,000 in 1919, were among the first expensive toys to sell in this city this year. They were made in Germany and cannot be duplicated by domestic manufacturers at several times the price. The popularity of these engines has convinced the buyer that he will take greater quantities on his spring trip to Europe next year and will order less of the larger and more expensive toys for which American manufacturers are supposed to excel. Toy bath furniture, electric stoves, doll house furniture and celluloid, rubber and wood toys at present figures sold so rapidly early this month that one store cabled for re-orders, hoping for their arrival last week.

DEPRECIATION OF MARK.

LOW WAGES, CUT PRICES.

The price argument for buying abroad is substantiated by figures, supplied by the statistical department of the United States Customs House in this city. Women's gloves were imported to Philadelphia at \$12.15 a dozen last year, \$5.52 this year. Cotton gloves were imported at \$4.57 a dozen in 1920, \$1.15 this year. Cotton stockings were imported in 1920 at \$4.80 a dozen pairs, this year at \$3.50. Penknives were imported in 1920 at \$1.10 a dozen, this year at \$1.00.

Depreciation of the mark has caused much of the reduction of these values in dollars, but manufacturers who have traveled through Germany say increased production and acceptance of lower wages by German workers has also contributed to the reduction.

Police Chief



Fights Fires 30 Years



CHINA RESENTS TREATMENT IN ARMS PARLEY

Wang Holds Shantung Prob-
lem Fit Question for
Conference Proper.

JAP VIEW OPPOSITE

Special to Indiana Daily Times
and Philadelphia Public Ledger.

WASHINGTON, Jan. 2.—The Chinese people are thoroughly dissatisfied with what is being done—not on being done—at the Washington conference, Chung Hui Wang, chief justice of the Chinese Supreme Court and Chinese delegate, asserted in discussions prior to the heart of the Shantung, the twenty-one demands and the tariff.

"If these problems are not settled in a satisfactory manner," said Chief Justice Wang, "I am afraid there will be an unpleasant reaction in China."

Telegrams have been received by the Chinese delegation, he continued, from all parts of the country, representing various sections advising and even demanding that the Chinese delegates withdraw entirely from the conference. The telegrams came from Canton, the seat of the south China government, as well as other sections under the jurisdiction of the Peking government. Although the delegation has received no hint from Peking that recall would be officially ordered, if the conference took an unsatisfactory turn, it is intimated the delegates would find it hard to withstand the popular pressure.

SILENT BOYCOTT AGAINST JAPANESE.

In defining the word "reaction," Dr. Wang said he meant a boycott. A silent boycott, he said, already was in force in Shantung against the Japanese. As regards the predicament of the delegation, Dr. Wang, in response to a leading question plainly intimated the delegation is seriously considering the advisability of withdrawing from the conference.

Other Chinese spokesmen said the withdrawal of the Chinese delegates would be pleasing to the Chinese students and to many civic organizations in China, who had upheld the refusal of the Chinese delegates at Pairs to sign the Versailles peace treaty.

Previously, in the same interview, Dr. Wang asserted the conference has made no progress and should have been expected "under the circumstances."

In regard to the Shantung negotiations, which were arrested at the partial deadlock Dec. 29 on the issue of the Shantung railway, Dr. Wang said:

"I don't think we can make any more concessions than we have made and the best thing is for the conference itself to be suspended."

SAN SHANTUNG QUESTION FOR CONFERENCE PROPER.

The attitude of the Chinese delegates, he stated, would be to bring up the question of Shantung in the conference proper; up to the present time, Dr. Constance, Secretary of State Hughes and Mr. Ballou have not approached the Chinese definitely, but he supposed it was because they had been busy with the naval discussions.

The Japanese delegates, Dr. Wang stated, had not directly rejected the Chinese offer but had not yet indicated their readiness to resume the conversations, which were suspended Dec. 29.

Masamio Hanabara, Japanese vice minister for foreign affairs and a member of the Japanese delegation, said, in regard to the object of the Japanese delegation to the conference, "We are not asking any question without referring to the good offices of Mr. Hughes and Mr. Ballou, which, however, might be possible on the part of the Chinese. If the negotiations between the Japanese and Chinese delegates failed, Mr. Hanabara said Japan would agree to have the Japanese delegation enter into the conference proper as he stated that the conference was called not for the purpose of arbitrating between nations or of passing judgment upon nations, but for the purpose of exchanging views and reaching understandings with regard to certain things."

The Japanese delegates, Dr. Wang said, also are not yet fully satisfied with the Chinese delegates when the latter shall have received further instruction from Tokio, when the Japanese probably will reveal what their government has instructed them to do. He said he still has hopes that the question could be solved and he expressed a preference that it be settled here rather than at Tokio or at Peking.

SAILORS HELP IN NEAR EAST

Play Part of Santa Claus to Armenian Children.

KANSAS CITY, Mo., Jan. 2.—As the year draws to a close, the Middle West looks back on the irregular track business conditions have followed during the past twelve months, it realizes that despite the serious problems faced it has come through with a sound basis for hopefulness and courage.

The agricultural West entered the year with its basic industry determined to force higher prices for products through withholding grain from the market.

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