

With one or two exceptions, no lingerie manufacturers directly import their laces and embroideries. Only those doing a very large business use enough of any kind of lace or embroidery to get favorable attention or terms in Europe. Inasmuch therefore as nearly all of the foreign laces and embroideries used in embellishing muslin underwear are not imported directly by the manufacturers, it is claimed that it is difficult to conform to all the requirements which are imposed by the Treasury regulations before the drawback can be allowed. The importers who sell to the manufacturers are naturally reluctant to show their invoices or disclose the foreign value of the laces and embroideries to the firms which purchase from them, as such a policy would reveal their profits to their customers. An additional difficulty arises from the fact that the manufacturer may use foreign materials in making up a lot of garments for export which were imported at different times or purchased from several sources. Because of the complications involved in complying with the Treasury regulations, few manufacturers of muslin underwear have made application for payment of the drawback. It appears, however, that most manufacturers exaggerate the amount of trouble caused by the drawback requirements. The importer of laces and embroideries from whom the manufacturer buys can furnish him all of the required details as to the imports, and if the importer refuses to give him these details for drawback purposes, he can patronize some other importer who will act more reasonably.

Though comparatively little advantage has so far been taken of the drawback privilege by manufacturers of muslin underwear, our exports of such goods are increasing. The unique and attractive styles of the American garments and the use of labor-saving machinery in manufacturing processes are the two most important factors which should enable American manufacturers to compete in the trade in many countries. South America appears to offer splendid opportunities for the sale of American wearing apparel. Our exports of clothing to Argentina, Brazil, and Chile have increased rapidly. Exports of cotton wearing apparel from the United States to the whole of South America amounted in value to \$394,375 in the fiscal year 1913 and \$277,954 in the fiscal year 1914, as compared with \$92,927 in 1908 and only \$57,017 in 1909. These figures indicate a substantial progress, but the share of the United States in this trade is far less than it should be, in view of the enormous quantities of clothing which South America purchases from foreign countries.

OPPORTUNITIES FOR TRADE IN SOUTH AMERICA.

A monograph on "South America as an Export Field,"¹ by Otto Wilson, commercial agent of the Department of Commerce, is intended to give manufacturers information as to the character, extent, resources, and trade of South American countries which will enable them to determine in part the most favorable markets for their goods.

The Bureau of Foreign and Domestic Commerce will issue shortly a publication setting forth the customs duties on textiles in all the South American countries. The publication will cover everything comprehended in the textile industries, from the raw fiber, through

¹ Special Agents Series No. 81. Copies of this publication may be procured from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 25 cents per copy.