AMERICAN CONSULAR BULLETIN



15c. A Copy

APRIL-1919

$1.50 A Year

AMERICAN CONSULAR BULLETIN

PUBLISHED MONTHLY WITH THE COOPERATION OF THE AMERICAN CONSULAR ASSOCIATION
TO FURTHER AMERICAN BUSINESS INTERESTS IN FOREIGN LANDS THROUGH THE CONSULAR SERVICE.

VOL. 1 APRIL 1919. NO. 2

MAZATLAN, SINALOA, MEXICO,
April 5th, 1919.

JAMES B. YOUNG, Esquire,
American Consul,
Secretary-Treasurer, American Consular Association,
Department of State,
Washington, D. C.

Sir:

It is with much interest and pleasure that the publication of a bulletin by the American Consular Association has come to my attention by the receipt of a copy of the first issue of this periodical.

The outstanding features of the American Consular Bulletin as I view them are as follows:

1. Its publication is conclusive manifestation of an organized effort on the part of the American Consular Officers in a full and unstinted response to, and in hearty co-operation with, the Department in its earnest endeavors to establish and maintain standards in the American Consular Service commensurate with the importance of our great nation which the service represents abroad.

2. It contains information of practical interest and value in the proper administration of our Consulates, such for example as the articles on postage for export trade letters, advance wages to seamen, the new diplomatic and consular bill, new assignments of officers, et cetera.

3. It will serve towards giving the public in the United States a better conception of the purpose and duties of their consular representatives abroad. Every consular officer of experience knows that a better understanding on the part of the general public is very badly needed in order that his duties and functions may be more adequately appreciated and that the American public may be in a better position to take advantage of the far-reaching benefits which our service offers.

4. The Bulletin has an interesting and appropriate cover design.

5. It is printed on good paper.

6. It binds neatly in an 8½-inch by 11-inch binder, so that it can be kept in a bookcase in American Consulates for reference to such information and decisions as it may contain bearing upon the conduct of consular officers.

In my opinion the existence and objects of the American Consular Bulletin should be mentioned in Daily Commerce Reports and the Official Bulletin as well as in as many private publications as possible, in the interest of its extensive circulation and the ultimate benefits which would be derived therefrom.

Very respectfully yours,

W. E. CHAPMAN,
American Consul.

EDITOR AND PUBLISHER, J. W. YOUNG - 141-145 WEST 36th ST., NEW YORK, N. Y.

AMERICAN CONSULAR ASSOCIATION NEWS

ISSUANCE OF PASSPORTS

(Information furnished by the Divisions of Passport Control of the Department of State.)

AN APPLICATION for a passport must be made before a clerk of a Federal or of a State court authorized by the Act of Congress of June 29, 1906, to naturalize aliens, within the jurisdiction of which the applicant or the witness to his application resides, but in any place where there is a Federal court the affidavit must be made before a clerk of such court unless there is in such place an agent of the Department of State (Passport Agent), in which case the application must be made before such agent.

Each business man must submit with his application for a passport an affidavit, executed in duplicate, from the head of the firm in the interest of which he intends to go abroad. If the applicant represents a corporation, such affidavit must be subscribed by the president, vice president, or secretary of such corporation. In case the applicant is himself the head of the concern for which he is going abroad, the affidavit must be subscribed by another officer of such concern, or if there is no other officer of such concern, the applicant must subscribe the affidavit and support his statement by documentary evidence or by letters from some other reputable concern which has had business transactions with the applicant and has knowledge of the business in which the applicant is engaged and the object and necessity of his proposed trip abroad. If the concern making the affidavit has at any time prior to the signing thereof applied to the War Trade Board for an export or import license the date and number of such license, if granted, must be stated. Otherwise, an explanation must be made.

Such affidavit must state for what period of time such firm or corporation has been engaged in business and for what period of time the applicant has been known to such firm or corporation, whether he is a salaried employee, and for what period of time he has been in their employ. If the applicant is going abroad merely on a commission basis, that fact must be specifically stated. This affidavit must also state the names of the foreign countries which the applicant expects to visit.

If the object of his visit is to sell for export or purchase for import any article of commerce, manufactured or otherwise, the name and nature or kind of article must be stated. In addition the names and addresses of the persons or firms in each country mentioned in the affidavit with which he expects to transact business must be stated.

The above information concerns the issuance of passports to American business men. It is the Department's policy for the present to restrict the issuance of passports to women who desire to go abroad to as few as possible, and the wives of commercial travellers are not permitted to accompany their husbands to the belligerent countries of Europe.

Passports are now being issued generally to business men desiring to visit the West Indies and all countries of the Western Hemisphere. Business men visiting Canada are not required to carry passports. Passports will be issued to business men for use in Japan, China, India, Australia, New Zealand and other countries in the Far East and Africa.

Passports for the United Kingdom, France, Belgium, Italy, Greece, Portugal, Spain, Switzerland, Holland, Norway, Sweden and Denmark are issued in the discretion of the Department of State, provided it is convinced that the applicant's principal reason for visiting the before mentioned countries is in the interests of American trade. Special permission must be obtained from the appropriate military authorities in France before travelers may proceed to Alsace Lorraine or the Duchy of Luxembourg.

Only in exceptional and meritorious cases are passports issued for the following countries: Czecho-Slovakia, Poland, Serbia, Roumania, Turkey, Finland, Russia (including Siberia and ports on the Black Sea).

Applicants for passports valid in Turkey and Russia are required to state the cities which they desire to visit. As a rule no passports are issued to enable business men to proceed to Petrograd or Moscow.

FEDERAL INCORPORATION OF COMPANIES IN FOREIGN TRADE

By CONSUL N. T. JOHNSON

IN THE Congress which ended its sessions on March 4, a bill (H. R. 15499) was introduced into the House of Representatives by Mr. Alexander, providing for the Federal incorporation of certain companies engaged in foreign trade. On January 31, 1919, the bill was referred to the Judiciary Committee and although Congress took no further action with reference to it before adjournment, it is believed that it will be brought up again in the next Congress.

The Act provides that a corporation may be formed in accordance with its terms for the purpose of engaging in foreign trade. Any number of persons, not less than three, a majority of whom shall be citizens of the United States" may become incorporated if they acknowledge and subscribe to articles of incorporation which are to be filed with the Secretary of Commerce who is to record them and any other certificate later filed.

Special provision is made for the filing of articles of incorporation of corporations formed in the non-contiguous territory of the United States or "in localities in which the United States of America exercises extra territorial jurisdiction." In such cases the articles of incorporation shall be filed with the "clerk of the highest court of the United States of America in the respective territory or locality who shall record them" and any further certificates that may be filed.

Thus companies may be formed under this law in China for it is a "locality in which the United States of America exercises extra territorial jurisdiction," the articles of incorporation being filed with the clerk of the United States Court for China at Shanghai, the highest court of the United States in that locality.

It is further provided in this act that the recording officer shall not file or record any articles of incorporation wherein "the corporate name is likely to mislead the public as to the nature or purpose of the business its charter authorizes, nor if such name is that of an existing corporation or so similar thereto as to be likely to mislead the public, unless the written consent of the existing corporation, signed by its president and secretary, be filed with such articles."

An important provision not found in the State incorporation laws, is included in Section No. 7 of the Act which reads as follows:

> "A majority of the capital stock shall at all times be owned by citizens of the United States of America. For the purpose of this Act, companies incorporated under the laws of any State or Territory of the United States of America shall not be held to be citizens of the United States of America unless a majority of the capital stock thereof is at all times owned by citizens of the United States of America, and unless a majority, including the president or chairman of the board of trustees or directors, are citizens of the United States of America."

This provision was inserted for the purpose of preventing persons other than bona fide American citizens from enjoying the protection of the American Government. In this connection, however it is interesting to note that it is provided under Section 28, that title to a certificate and to the shares represented thereby can be transferred by delivery of the certificate endorsed in blank by the person appearing by the certificate to be the owner of the shares represented thereby or "by delivery of the certificate and a separate document containing a written assignment of the certificate or a power of attorney to sell, assign, or transfer the same or the shares represented thereby, signed by the person appearing in the certificate to be the owner of shares represented thereby. Such assignment or power of attorney may be either in blank or to a specified person."

FEDERAL INCORPORATION OF COMPANIES IN FOREIGN TRADE—Continued

Another interesting provision of the Act is found in Section 69 where it is provided "That no corporation created under the provisions of this act shall by implication or construction be deemed to possess the power of carrying on the business of discounting bills, notes, or other evidences of debt, of receiving deposits of money, or foreign coins, or buying and selling bills of exchange, or of issuing bills, note, or other evidences of debt for circulation as money: *Provided, however,* That corporations created or to be created under the provisions of this Act to buy, sell, and otherwise deal in notes (not including the discounting of notes) open accounts, and other similar evidences of debt (not including bills of exchange), or to loan money and to take notes, open accounts, and other similar evidences of debt as collateral security therefor, shall not be construed or considered to be within the prohibition of this section:"

There are two more features of the Bill that stand out. Section 70 provides "In order that this Act may be as effective, useful and attractive as similar acts enacted by other countries, and in order that corporations created under this Act may be on an equal footing in foreign trade with corporations created under this Act and doing business exclusively in countries foreign to the United States and those countries in which the United States exercises extra territorial jurisdiction shall be exempt from all Federal tax of any nature whatever, except the fees for filing the articles of incorporation and such other fees as may be prescribed by the Secretary of Commerce under the provisions of this Act."

And in the last Section it is provided that in the case of corporations formed under this Act "in localities in which the United States of America exercises extra territorial jurisdiction, at least 51 percentum of the capital stock of the corporation shall at all times be owned by citizens of the United States of America."

NEW ASSIGNMENTS

L. J. KEENA, Consul General Class IV to Zurich
G. N. IFFT, Consul Class IV to Bergen
M. K. MOORHEAD, Consul Class V to Nantes
R. C. BUSSER, Consul Class VI to Trieste
E. V. RICHARDSON, Consul Class VIII to Karachi
F. L. SPANGLER, Consular Assistant to Helsingfors.

NEW MEMBERS of the AMERICAN CONSULAR ASSOCIATION since March 15th, 1919.

GOODIER, H. T.
GUNSAULUS, E. N.
JENKINS, D.
JEWELL, J. F.
LISTOE, S.
LEE, F. C.
LOGAN, G. L.
NEVILLE, E. L.
POOLE, D. C., Jr.

WILLIAM THOMAS FEE.

News of the death of William Thomas Fee, American Consul of Class Three, has been received. Mr. Fee died April 1, 1919, at Fort-Pierce, Florida, after a protracted illness, having recently come to the United States from his post at Guatemala City, Guatemala, on sick leave. He was born in 1854 and, during his twenty years in the Consular Service, had been Consul at Cienfuegos, Bombay, Bremen and Guatemala.



STATE, WAR, AND NAVY BUILDING—WASHINGTON D. C.

OFFICES IN THE DEPARTMENT OF STATE

AS mentioned in the March issue of the "Bulletin," a room in the Department of State has been set aside for the use of American consular officers who may be on leave in Washington. The room, No. 109, on the first floor, Department of State, is now ready, and is being used by consular officers in Washington.

By the rearrangement of rooms of the Department of State and the taking over of rooms vacated by the Navy Department, those offices of the State Department which are closely affiliated with the Consular Service are now found in the following rooms:

First Floor:

Consular Bureau, Acting Chief, room No. 114, and offices in rooms Nos. 106 to 115.

Far Eastern Affairs, Chief, room No. 176, and offices in rooms Nos. 176½, 177, 178 and 179.

Near Eastern Affairs, Chief, room No. 164, and offices in rooms Nos. 162 to 173.

Second Floor:

Director of the Consular Service, room No. 215.

Third Floor:

Foreign Trade Advisor, room No. 380, and offices in rooms Nos. 362 to 383.

Latin American Affairs, rooms Nos. 315 to 316.

Western European Affairs, room No. 301.

Bureau of Appointments, Chief, room No. 312, and office in room No. 307.

Basement:

Bureau of Accounts, Chief, room No. 4, and offices in rooms Nos. 2 to 6, and also No. 88.

The Citizenship Bureau is in a building No. 1423 New York Avenue, northwest, Washington, but it is expected that the Citizenship Bureau will be moved into the main State Department building on July 1st, 1919.

PUBLICATIONS OF INTEREST TO CONSULAR OFFICERS.

THE International Committee of the Y. M. C. A., at New York, sends out, early each year, a list of books read during the previous year by the different Secretaries all over the world and made up from lists sent in by the Secretaries. I think this idea is a good one and might be applied to the Consular Service for the benefit of Consuls.

I suggest that a book service be instituted at Washington (either by the Department of State in the Consular Bureau or—perhaps better—by the new Consular Association). The aim of such a service should be to keep consuls informed of the issue of new books the reading of which would be of use to them in their profession: books on business and commercial subjects, law, sociology, the better kind of socialism, philosophy, new movements in religion in the United States and foreign countries, history, monetary problems, banking, politics, international law, etc.

There can be no doubt that an efficient and "live" consul needs to be well informed on a great variety of subjects, and the better read he is the better consul he will be, potentially. Yet for consuls at posts abroad it is often difficult to secure good books on interesting subjects. or to get just the right book. Indeed, unless one subscribes to such a publication as the American Booklist, it is difficult to keep informed of new publications; and even then the reviews are not always sufficient to indicate the valuable books, and much chaff has to be gone through for a little grain.

A. A. WILLIAMSON,
Dalny, Manchuria.

AMERICAN CONSULAR SERVICE
GUAYAQUIL, ECUADOR,
December 13th, 1918.

American Consular Association,
Washington, D. C.

Gentlemen:

I desire to invite your attention to the *necessity for some recognition of officers who refrained from active military duty to remain at their posts during the War, under the command of the Government.*

Great Britain, I am informed, is arranging to issue certificates covering the situation for each consular and diplomatic officer. Would it not be well for the Association to discuss the question, and follow with proper resolutions for the consideration of the Department of State?

I have the honor to be, Gentlemen,

Your obedient servant,

FREDERIC W. GODING,
American Consul General.

AMERICAN CHAMBERS OF COMMERCE IN FOREIGN COUNTRIES

ARGENTINA: The Chamber of Commerce of the United States in the Argentine Republic, Calle Bartolome Mitre 455, Buenos Aires, C. C. Cobean, Secretary.

BRAZIL: American Chamber of Commerce for Brazil, Caixa do Correio 916, Rio de Janeiro, Thomas Stevenson, Secretary.

COLOMBIA: American Chamber of Commerce of Colombia, Barranquilla, H. W. Baker, Secretary.

CHINA: American Chamber of Commerce in China, Shanghai, P. L. Bryant, Secretary.
American Chamber of Commerce in Tientsin, Tientsin, B. W. Guysi, Secretary.

ENGLAND: American Chamber of Commerce in London, 8 Waterloo Place, London, Philip W. Whitcomb, Secretary.

FRANCE: American Chamber of Commerce in France 32 Rue Taitbout, Paris, H. F. Sheets, Secretary.

ITALY: American Chamber of Commerce for Italy, Via Biochette 3, Milan, R. K. Waterbury, Secretary.
American Chamber of Commerce of Italy, Naples, H. W. Maffei, Secretary.

MEXICO: American Chamber of Commerce of Mexico, Mexico City, H. W. Galvin, Secretary.
American Chamber of Commerce of Monterey, Mexico.
American Chamber of Commerce of Tampico, Mexico.

SPAIN: American Chamber of Commerce for Spain, Barcelona, Preston W. Smith, Secretary.

TURKEY: American Chamber of Commerce for the Levant, Minerva Han, Galata, Constantinople, Oscar Gunkel, President.

THE WAR FINANCE CORPORATION AND FOREIGN TRADE

THE War Finance Corporation Act (Pub. No. 121, 65th Congr.) as amended by the Act approved March 3, 1919, (Pub. No. 328, 65th Congr.) contains very interesting provisions empowering the War Finance Corporation to promote the commerce of the United States with foreign nations through the extension of credits.

It is unnecessary to take up in detail the other sections of the Act, but it may be stated briefly that it provides for the creation of the War Finance Corporation, a stock company with a capital of $500,000,000, and of which the Secretary of the Treasury and four other persons are the directors. The entire issue of stock is to be subscribed by the Government of the United States, such subscription being subject to call by a vote of three-fifths of the Board of Directors. As a further aid to the financing of the corporation it is empowered to issue and have outstanding at any one time its bonds in an amount aggregating not more than six times its paid in capital. This provides for the very considerable sum of three and one-half billion dollars as the corporation's maximum working capital.

Section 21 of the Act authorizes the corporation to promote the commerce of the United States with foreign nations. It is empowered to extend credits and make advances, upon such terms as it may prescribe, for periods not exceeding five years from the dates of such advances. These credits may be extended to any person, firm or corporation doing business in the United States and engaged in the exportation therefrom of domestic products, provided that it is unable to obtain funds upon reasonable terms through banking channels. Such advances shall be made only for the purpose of assisting in the exportation of such products and shall be limited to the contract price therefor plus insurance and transportation charges. The rate of interest to be charged is limited to 1 percentum per annum in excess of the discount rate for 90 day commercial paper prevailing at the Federal Reserve Bank of the district in which the borrower is located at the time when the loan is made.

The corporation is also authorized to make loans to any bank or trust company in the United States which has made an advance to any firm for the purpose of assisting the exportation of domestic products. Such advances shall not exceed the amounts owed to the banks by the firm or corporation for the purposes named.

The aggregate of the advances which the corporation is empowered to have outstanding at any one time, under the terms of this section is $100,000,000. These advances may be made by the corporation for a period of one year after the termination of the war between the United States and the German Government as fixed by the proclamation of the President. The corporation is required to receive from borrowers full and adequate security for each loan, by indorsement, guaranty or otherwise.

It will be seen that the Act provides for a very substantial strengthening of the banking resources of the country in the important matter of foreign credits. Its direct benefits to the export trade of the country are obvious. It may perform another less obvious but as equally important a service by educating some of its beneficiaries to a realization that foreign credits are, after all, not so dangerous as they have frequently been considered.

On March 31st the corporation announced that on April 2d it would offer to the public an issue of $200,000,000 worth of 5 per cent bonds. Although the announcement does not so state, it is understood that the chief object of this bond issue is to supply funds for the operations of the corporation as provided for in the above described Section 21 of the Act.

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Copyright 1919-J. W. YOUNG

VOL. 1 APRIL NO. 2

Editor and Publisher - - - - J. W. YOUNG
141-145 West 36th Street,
New York City, N. Y., U. S. A.

Subscription - - - - - - $1.50 a year—15c a copy

The purpose of the American Consular Bulletin is to further the closer relation between the United States Consular Service and American Business to the end, that the latter may benefit to the full, from the Commercial Activities of the Consular representatives of our Government abroad, and to act as a medium for the interchange of views between Consuls.

As the magazine of the American Consular Association, whose membership comprises United States Consular Representatives, this publication commands the interest, not only of our Consuls, but of the largest importers of all countries where United States Consular Representatives are stationed and finds circulation in all parts of the world.

OPPORTUNITIES OF THE UNITED STATES FOR FOREIGN TRADE

THIS, the second number and first public issue of the American Consular Bulletin, is made at a time when American Commerce has, through conditions brought about by the war, its greatest opportunities for Foreign Trade; when the readjustment of business methods as regards the dealings of American firms with those of other Countries, portends a better outlook for extensive and intensive exchanges than ever before.

Long credits of other Countries, that through conditions and usages in the United States, were not in vogue, or the reasons for their being granted appreciated; are becoming more fully understood. With the reasons for them better known and a condition of assistance in financing, adopted by our Government, in creating the War Finance Corporation Act (Pub. No. 121, 65th Congr.) as amended by the Act approved March 3, 1919, (Pub. No. 328, 65th Congr), there is a broader field in Foreign Commerce.

Exporting in the United States should now reach a volume commensurate with our opportunities and output.

The following subjects are part of those that will be covered in this publication and while all of them may not be used every month, those considered most timely and of greatest benefi to American Commerce, generally will be.

CONSULAR ASSOCIATION NEWS.

CONGRESSIONAL LEGISLATION IN RELATION TO AMERICAN COMMERCE ABROAD

ENTERPRISES RECENTLY UNDERTAKEN BY AMERICAN BUSINESS THROUGH ACTIVITIES OF CONSULS.

OPPORTUNITIES FOR FOREIGN TRADE.

COMMERCE INDUSTRIES, ETC., OF FOREIGN COUNTRIES.

SUGGESTIONS TO AMERICANS ENGAGED IN FOREIGN BUSINESS.

THE AMERICAN MERCHANT MARINE.

AMERICAN CHAMBER OF COMMERCE.

PASSPORT RULES.

TABLES OF FOREIGN EXCHANGE AND MEASURE.

AMERICAN CONSULAR SERVICE

Mazatlan, Sinaloa, Mexico

The following information is offered in the interest of the American export trade:

Extent of Mazatlan Consular District

The Consular District of Mazatlan comprises the States of Sinaloa and Nayarit, the latter formerly the Territory of Tepic.

Area and Population

The following data is taken from the census reports of 1910:

	Area	Population	Average per sq. Mi
Sinaloa	18,407 sq. Mi	323,642	17.58
Nayarit	7,348 sq. Mi	171,173	23.29
Total	25,755	494,815	Average,.....19.21

State of Sinaloa		Situation	
Principal Towns	Population	Railway Station	Seaport
Mazatlan	21,200	Yes	Yes
Culiacan (Capital),	13,500	Yes	No
Rosario	6,100	Yes	No
Escuinapa	4,400	Yes	No
Guadalupe de los Reyes	2,700	No	No
Concordia	2,500	No	No
Cosala	2,100	No	No
Mocorito	2,000	Yes	No
San Jose de Gracia	2,000	No	No
Sinaloa	2,000	No	No
Navolato	1,700	Yes	No
Panuco	1,600	No	No
Noria	1,500	No	No
Villa Union	1,500	Yes	No
San Ignacio	1,300	No	No
Los Mochis	1,200	Yes	No
Choix	1,100	Yes	No

State of Nayarit			
Principal Towns	Population	Railway Station	Seaport
Tepic (Capital)	16,800	Prospective	No
Acaponeta	5,000	Yes	No
Jala	3,400	No	No
Tecuala	2,200	No	No
San Blas	2,000	No	Yes
Ahuacatlan	2,000	No	No
Jalisco	2,000	No	No
Compostela	2,700	Prospective	No
San Pedro Lagunillas	1,900	No	No
Amatlan de Canas	1,800	No	No
Jomulco	1,800	No	No
Santa Maria del Oro	1,400	No	No

Topolobampo and Altata, Sinaloa, are also seaport towns and there are numerous small towns all along the railway from northern Simaloa to the railway terminal in northern Nayarit; and of course the various interior towns are fed through those having railway and seaport advantages.

Shipping Routes

Exporters in such of the United States as border on the Pacific Ocean usually ship by water to Mazatlan and San Blas; those east of these states by rail through Nogales, Arizona; there being a railroad all the way from that point through to northern Nayarit. Some exporters on the Atlantic and Gulf coast do, however, ship via the Panama Canal. A firm in Maine recently shipped by water to Galveston and then by rail to Mazatlan.

Language for Correspondence

Correspondence with importers in this Consular District may be in either English or Spanish, but where the American exporter has the facility for doing so he should correspond in Spanish only, as many local importers do not read English, and while they can always find someone who does, this adds to their difficulties.

Methods of Introducing Goods

Undoubtedly the best method of introducing goods in this Consular District is that of placing large stocks locally which merchant can examine personally and make purchases for immediate delivery to their stores. The strange character of many kinds of American goods and the length of time required for delivery on orders made from catalogues deter merchants from placing such orders and encourage them to seek local European houses carrying large stocks locally. Not only this but sometimes occasions for sales pass before goods can be had on such orders.

Where stocks cannot be kept locally, the next best method is that of sending salesmen to call upon the local trade with whole-piece samples as far as possible, but only good, clean men with ability to speak Spanish fluently and adaptable to local customs and conditions should be sent. A number of American houses secure large orders in this way. All samples brought in by salesmen must be very carefully listed and the salesman in lieu of paying customs duties on his samples may give bond as a guarantee that none of the samples will be sold locally. The usual bond runs six months and is understood to be somewhat in excess of the value of the samples covered. Samples thus bonded may be re-exported from Mexico within the six months allowed, without payment of any customs duties on the samples moved.

The third best method is that of having local men in other lines of business act as agents in this District, but unless these men are furnished with good samples, or better yet, a good stock of goods for wholesale purposes, the returns are comparatively small.

Customs Formalities

American exporters should always exercise extraordinary care in recording weights and measures of goods shipped. Both the net and gross should be shown. Local merchants are fined heavily where discrepancies and misrepresentations are found and this obviously puts the merchant receiving the goods in a position where he must call upon the exporter to bear the cost of the fine, to say nothing of his inconveniences.

Exporters should secure Consular Invoices from the nearest Mexican Consulate in the United States; and they should get in touch with good customs brokers to handle shipments at points where goods leave the United States.

At Nogales, Arizona, the customs broker will look after both exportation from the United States and importation into Mexico. These brokers are familiar with all necessary details and they know and are in touch with all Mexican importers in this Consular District. Their names may be had from the American Consul at Nogales, Sonora, Mexico, or from the Chamber of Commerce at Nogales, Arizona.

Chambers of Commerce at New York, N. Y., New Orleans, La., San Francisco and Los Angeles, Calif. can furnish names of customs brokers in their respective

cities who handle exportations by water. Local merchants have their own brokers for shipments arriving by water routes.

Packing

American houses should see to it always that goods exported are well packed, but packing cases should be no heavier than necessary to handling without breakage as duties are in a great many cases assessed and collected on packing cases in addition to the contents. Sometimes small parts of machinery are lost due to poor packing; then fines are imposed for differences between papers and numbers of items.

Climate

The climate in this Consular District is semi-tropical and at seaports is very humid and destructive to metals subject to rust. This is especially so in the rainy season, which lasts from July to October. The climate is most ideal in winter and no artificial heat is required for personal comfort.

Topography

The land is generally level and very fertile for a distance of several miles from the sea coast but rises irregularly to high mountains along the eastern borders of the two states. About six or seven small rivers run from the mountains across the lowlands to the sea, offering excellent advantages for irrigation and there are some important projects on almost all of them.

Leading Imports and Exports

Textiles and foodstuffs lead all other classes of imports; light fabrics for making up clothing being the largest item in the former and flour the largest item in the latter; drugs, machinery, hardware and farming implements follow these.

The imports from all countries entered at the port of Mazatlan during the calendar year 1918 were as follows:

Note: This does ot include imports by rail, from the United States, which were about equal, as far as incomplete statistics show, to those imports received by water. (Figures in United States currency.)

Animal product , $117,369.64; vegetables and vegetable products, $276,294.14; mineral products, $340,-966.49; cloth and cloth products, $1,073,918.04; drugs, $238,416.96; wines and liquors, $7,748.61; paper and paper products, $43,059.20; machinery, $121,966.77; vehicles, $24,219.23; explosives, $74,150.71; miscellaneous, $121,254.56; total, $2,439,364.00.

Rearranged by countries the above figures show as follows: China, $69,169.40; Ecuador, $2,436.46; England, $211,734.55; France, $955.34; Guatemala, $2,747.15; Japan, $5,833.88; Nicaragua, $4,830.56; Salvador, $2,526.90; Spain, $372.02; United States, $2,113,444.71; all others, $25,311.38; total, $2,439,364.00.

The principal exports rank in the following order: Silver, gold, hides, ixtle fibre, ores, shrimp, garden crops. Silver bullion, $1,583,305.00; silver ore, $224,766.00; gold bullion, $684,232.00; gold ore, $52,370.00; hides, $41,890.00; ixtle fibre, $373,828.00; shrimp, $28,874.00; total exports to the United States, including all other commodities, about $4,000,000.00.

Standards of Living

The standard of living among the poorer classes is very moderate and naturally their demands are not so numerous and extensive as those of the wealthier classes, who indulge rather freely in the luxuries of modern life.

Leading Occupations

The leading occupations of the people in this Consular District are indicated fairly well in the above note concerning exports. The only very extensive industry is mining, and in this many thousands are employed. A great many laborers are also employed on farms, on the railroads and in the five rather large sugar refineries located here.

Usual Credit Terms

Prior to the European wars local merchants were in many instances accorded six months credit where they were well established in business; these credits being extended by European houses exclusively. This was seriously interrupted by the late revolution in Mexico, which did not permit of renewal of business on a large scale until after the wars in Europe started; so that when business did begin anew the merchants placed their orders with American houses in practically all cases, paying sight draft against invoice. Most orders have therefore been small, due to limited capital. Commission merchants encourage small cash payments with orders, balance drafts against bills of lading at Mazatlan. Houses have again developed which could be trusted on long terms of credit and there is a present tendency to extend terms of 30 to 90 days to creditable houses.

At the present time there are no regularly established, chartered banks in this Consular District but there are a few exchange brokers doing a sort of commercial banking business and who appear to be capable of handling bills of exchange, drafts and checks in connection with bills of lading and other merchandise documents so as to facilitate this line of business in about the same manner in which banks would handle it. The following is a list of the names of local exchange brokers who give particular attention to these matters; all of Mazatlan:

Agencia Navarro.	Fco. Echeguren y Cia Sucs.
Davidson, John	Kane & Sloan. (Americans).
	La Internacional.

* * * * * * * * * * * * * * * * * *

Classification of Importers

This office has prepared lists representing about every class of merchandise imported, classified according to commodities imported, omitting any attempt to arrange the names in the order of their commercial importance.

Waiver Clause

While the persons and firms whose names appear on these lists are in good business repute generally, no responsibility can be assumed by this Consulate for any of them in any way. No doubt they can furnish references, and in most cases information as to their credit standing may be obtained in the usual way through banks having foreign connections or through commercial reporting agencies, such as Dun and Bradstreet.

Further Information

This office is deeply interested in the extension of American foreign trade and will be very glad to furnish any further information called for that it can. There is, of course, no charge made for any lists or information furnished.

W. E. Chapman
American Consul

American Consulate,
Mazatlan, Sinaloa, Mexico.
April 1, 1919.

COMMERCE REPORTS

OF THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE

WILL THE UNITED STATES HOLD ITS PRESENT TRADE IN ARGENTINA?

Commercial Attache Robert S. Barrett, Buenos Aires, Feb. 3, 1919

The most pertinent question that is in the minds of the American manufacturer, banker, exporter, ship operator, and student of political economy is what proportion of the large foreign trade which the United States has gained during the war will be held after normal conditions are restored.

After four years of great prosperity, during which the foreign trade of the United States has more than doubled, increasing from $4,276,000,000 in 1913 to $9,185,000,000 in 1917, the Nation is confronted with the problem of keeping in motion the huge industrial machine it has developed in order to provide an outlet for excess capital and production, and to insure work for the millions of new operatives who have been drawn into industrial fields during the war and for the two and a half million men who have been included in the National Army.

Continued Increase in American Exports to Argentina Expected.

A study of market conditions and methods in Argentina has convinced me that so far as this particular country is concerned American trade will continue for many years to hold its own; and that while perhaps its percentage of the total imports into Argentina may not be so large as it has been in the past four years, during which the competition from European countries was greatly affected by the war, the value of its exports to Argentina will be larger in the next few years than ever before. It can not be expected that the United States will continue to supply Argentina with the greater part of its imports of cotton and woolen goods, glassware, chinaware, drugs, heavy chemicals, cardboard, and certain raw materials when normal conditions are restored in Europe, but, on the other hand, imports of such goods as iron and steel, lumber, petroleum products, machinery, furniture, boots and shoes, cement, automobiles, office supplies, and specialties, in which America had a large part before the war and which have been reduced by war conditions, will be greatly increased. In passing, it may be noted that in 1917 the United States supplied Argentina with goods valued at $133,251,949 United States currency, or 36 per cent of the total imports. Its nearest competitor was the United Kingdom, whose exports to the Argentina were valued at $80,080,322. There are several fundamental reasons which are responsible for this conclusion:

The Demands of The Market Have Been Studied.

First. American manufacturers and exporters are beginning to know and to meet the requirements of the Argentina buyer. The old system of trying to force goods which conformed to the demands of the market in the United States upon the people of this country is passing away and an intelligent effort is being made to supply the things which meet the tastes and desires of the consuming public. Careful studies of the market have been made within the past years, not only by United States Government agencies, but by individual manufacturers. For instance, it may be noted that the Bureau of Foreign and Domestic Commerce has recently completed investigations in Argentina of the markets for paper and printing machinery, boots, shoes, and leather goods, machine tools, agricultural machinery, hardware, electrical machinery, automobiles, construction materials, wearing apparel, jewelry, and textiles. Each of these investigations has been made by an expert, who has not only supplied manufacturers with an accurate survey of the local situation, but also with samples and prices of goods actually being sold in the Argentina by competing countries. Other reports have been made on advertising and banking and investment opportunities, and the American commercial attache and the American consul general are constantly supplying the lastest information regarding the commercial, industrial, and financial development of the country.

American Branch Banks Established—Agencies to Conduct Sales.

Second. The establishment by two of the most important national banks of the United States of branches in the Argentine, and the general adoption of trade acceptances, which has been made possible by the Federal Reserve law, has made the financing of shipments to and from the Argentine much easier and given the American manufacturer an opportunity to grant necessary credits to compete with other countries. Argentina, like all other new countries, requires long credits which American manufacturers were previously unable or unwilling to grant. With the facilities supplied by the branches of the American banks and American commercial agencies to secure reliable credit information, and the ability to discount the acceptances received from the sale of goods, there is no longer any reason why all reasonable demands for credit can not be safely extended.

Third. American concerns are establishing their own branch houses or direct agencies in Argentina to conduct their sales. Within the last two years progress in this direction has been great, but it is expected that when the companies in the United States now being organized under the provisions of the Webb Law are established in foreign countries a large increase in their number will be noted. Among the branch houses already established are those dealing in agricultural machinery, iron and steel, sewing machines, paper, stationery and printing machinery, industrial machinery, shoe-manufacturing machinery, automobile tires and rubber goods, drugs and chemicals, textiles, hardware, boots and shoes, leather, coal, lumber, kerosene, gasoline and lubricating oils, toilet preparations, foods, musical instruments, photographic supplies, typewriters, and office supplies. Practically all of these firms carry large stocks of goods in their own warehouses. The advantages of this method of mechandising are so obvious that further comment is unnecessary. Still another factor in this connection is the large increase in the number of New York commission houses which have located branch houses in Buenos Aires in recent years, affording more extended facilities for small American manufacturers to market their products. The establishment of large American enterprises such as packing houses, etc., and the increase in the number of American residents in the Argentine, have created a growing demand for American goods of all descriptions.

Argentine Buying Offices in the United States.

Fourth. Large Argentine concerns, many of them controlled by European capital, are locating permanent buyers in the United States.Recently the two largest department stores of Buenos Aires, both of which are British owned, have established their own buying offices in New York. The most important French firm in South America has innaugurated a department with offices in New York to specialize in the sale of American goods.

Turning from the optimistic side of the development of American trade in the Argentine, it might be well to point out a few things which will be necessary if manufacturers in the United States are to continue to occupy an important part in this market.

Importance of Shipping Facilities—Training for the Foreign Service.

First. The United States must be placed on a parity with European nations in the matter of shipping and freight rates. Before the war sailings from Buenos Aires to and from European ports were much more frequent than from the United States and rates were much lower. Now that the war is over, there is a tendency to revert to old conditions. At this writing, for instance, British steamship companies are quoting £3 10s. per ton on cement from Liverpool to the River Plate, while the Shipping Board's controlled rate from New York is $25. Such a handicap is hard to overcome. To care for the present and prospective trade between the two countries and to provide accommodation so that business men can conveniently visit the markers in which they are training, the establishment of regular lines of steamers, both for freight and passengers, between the United States and the River Plate is most essential. These steamers should fly the American flag, should be manned by American sailors, and should be operated by American companies with American Citizens as representatives in the ports of the southern continent. Whether they are controlled or subsidized by the Government is a minor consideration to the shipper. What is desired is plenty of vessels and competitive rates.

Second. Manufacturers in the United States must train young men for foreign service and give them sufficient inducements to live permanently in foreign countries. One of the most discouraging features of our overseas trade is the lack of competent men to fill important positions abroad Hardly a day passes but that I am called upon to recommend men for positions with American concerns in Argentina, and in the majority of cases I am unable to find one who will meet the requirements. A change must be made in American methods of compensating employees in the foreign field. Instead of a straight salary, which in most case is inadequate to cover the very high cost of living in South American capitals, the European plan of a living salary plus a percentage of the profits should be adopted. By this method employees are given an interest in the business, which will encourage them to remain permanently abroad.

Third. Some plan must be adopted by which the foreign buyer may be protected against the unreliable or unscrupulous commission merchant or manufacturer. Nothing has so harmed American trade during the past few years as the action of some concerns who have failed to comply with their contracts and in some instances defrauded their clients. Argentine business men, who are commecning to do business with the United States, are liable to judge all American firms by the action of a few irresponsible concerns. Perhaps the licensing of firms by the Federal Trade Commission to do an export business and the extension of the commission's jurisdiction over their actions would be a remedy for this difficulty.

Fourth. American capital must be more freely invested in South American securities of proven worth, such as federal, provincial, and municipal loans; construction of railways; development of land and colonization projects; and the establishment of industrial enterprises. No single factor has been more responsible for the important part that Great Britian has taken in supplying Argentina with raw material and manufactured products than the very large investment of British capital in Argentine railways and industrial enterprises.

ACTIVITIES OF GOVERNMENT BANK IN RIO DE JANEIRO

Vice-Consul Richard P. Momsen, Rio de Janeiro, Brazil, Jan. 8, 1919

The Banco do Brazil (Bank of Brazil), in which the Federal Government is the chief stockholder, has within the past three years shown a remarkable increase in financial activity.

Its balance sheet for the year 1915 totaled 696,620,474 milreis (about $174,155,118), while at the end of 1917 it reached the sum of 1,113, 709,590 milreis (about $278,427,398).

The profits of the bank during this period were as follows in American currency: 1915, $1,237,819; 1916, $1,504,275; and 1917, $1,573,503.

In the first semester of 1918, the profits totaled 5,727,906 milreis (about $1,431,977), the largest amount ever achieved in the history of the institution, and nearly equal to the total of any preceding full year.

The following quotations on the bank's shares during the past five years are indicative of its prosperous condition, values expressed in paper milreis (1 milreis—$0.3244, United States currency):

Years.	March.	September
1914	154.307	178.573
1915	167.228	185.613
1916	186.577	200.712
1917	203.500	213.500
1918	220.000	235.000

GOODS IN DEMAND IN SOUTH AMERICA

In the February trade supplement of the London Times a correspondent discussed certain classes of goods for which a market now exists in the Latin Republics. He naturally treated the matter from the British viewpoint, but his remarks contain much of general interest. With reference to Peru, Brazil, and Colombia he said:

With the advance in the material welfare of the Peruvian people, aided to no small extent by the conditions existing in Europe there has been a strong demand for the better kind of wearing apparel, and if there had been but enough ships to carry the goods excellent sales of such things as European-made boots and shoes could have been carried through.

Most of the establishments in Lima and Callao which deal in these goods have long since exhausted their stocks, and there are at present a large number of orders on hand that have still to be executed. Unfortunately British-made goods are not as much on view as they ought to be, and apparently there has been but small attempts upon the part of British manufacturers to woo this very attractive market. It is generally the higher class of boot and shoe that sells best in Peru; it is estimated that over 60 per cent of the total imports of foot-wear into the country consist of shoes that sell above $4.25 [United States currency]. There is also a good market for medium-grade footwear, especially in women's lines.

Since the war, prices of all such goods have risen appreciably. Indeed, the figures that had been quoted were considered prohibitive, and but for the fact that many people in the Republic have been making money fast and a general prosperity prevails, it is doubtful whether the prices quoted could have been maintained. In some instances shoes that were classed as medium grade before the war have been sold latterly as "calzado fino," or high-grade articles. Even locally manufactured shoes have advanced in price, averaging from 10 to 30 per cent, while imported goods have shown an advance of 25 to 50 per cent. There is at all times a large sale in the capital and some of the larger towns, such as Arequipa, for both men's and women's lines, to retail at, say, $7.75, and at this figure a sufficiently high profit is left to the retailer.

American Competition.

American-made shoes have a larger and more general sale than those of any other foreign make. This is not so much on account of any better quality as because enterprising salesmen from the United States come over bent upon doing business and see to it that the retailers make a good display of their goods in their shop windows. The American commercial traveler will even bring with him a full line of attractive showcards, printed in Spanish, nicely embossed and colored, setting forth the superior claims of the manufacturers, and even assisting the shop proprietor to set out his window to the best possible advantage. All this tells in the end.

The usually well dressed and neat-looking Peruvians demand the best-looking footwear that can be procured for the money. As it seldom—one might almost say never—rains in Lima, there is little destruction to footwear from corrosive mud or dirt. On the other hand, rough cobbles to be found in some of the streets and the proverbial long distances that city dwellers walk in the course of a day are a little hard on shoe leather, thus necessitating not infrequent new purchases. Shoes built upon the English last are popular and are found in a variety of styles and shapes. Glace kid in black and tan, patent leather, and willow calf are generally the best sellers. A patent vamp, cloth, or suede top combination has long been in demand, and cloth tops appear to be growing in favor. It is seldom that boots or shoes in dull leather meet with approval; button and lace varieties of other kinds are sold in about equal quantities. In the towns oxfords are worn all the year around, while in the northern districts such footwear is seen only during the summer months. Visible eyelets continue to be favored, and dealers say that they find it hard to introduce shoes fitted with the invisible kind.

As a rule high shoes are worn with light soles, although in the rainy months in the interior towns there is a sale for those with thicker soles. Most dealers stock sizes from 5 to 11, but the largest sales are in such sizes as 6, 6½, and 7, for the Peruvians are small in stature and are very careful not to wear a shoe that looks as if it had belonged to some one else. Widths D and E are asked for, principally the latter. The selling prices for the higher-grade articles vary between $7.75 and $11, with a few sales at prices touching $12. This is for low shoes only. High shoes are in all cases more expensive.

Women's shoes sell with great freedom, the center being in Lima, whither purchasers come from all parts of the Republic to do their shopping. The demand is for round or medium toe, the very pointed toe being seldom asked for. The most favored leather is glace kid, while black and brown shoes are equally popular. Even in the summer months few women wear all-tan or all-white shoes. Cuban heels are much more popular than Louis

heels, and about 8 inches is the customary height for women's boots, although occasionally those measuring between 9 and 10 inches are asked for. Women's cloth-top shoes are not very much in request, while dainty slippers, to show off the fine silk stockings affected by most women, are always good sellers.

Fancy Goods for Brazil.

Several commercial men who have of late left for South America have taken with them samples of fancy goods made in British factories likely to appeal to Latin-American tastes. There can be little question that this is a particularly favorable time to introduce such wares into the South American Republics.

For many years the Germans held a large share of such trade, especially in Brazil, where they were particularly successful owing to many of the fancy-goods retail establishments in the cities being in the hands of Teutons. At the present time stocks in hand are low, and little effort has been made from the only other available source of supply—the United States—to provide for the deficiency. Not so long ago the British vice counsel at the port of San Francisco-do-Sul stated that he saw few British travelers of any sort down his way from year's end to year's end; yet were more attention to be paid to this part of the Union considerable trade might be done. "No British commercial house is established here," he said, "and very few agents of British firms ever visit this district. To secure orders there is nothing that will take the place of a personal interview, the traveler being well provided with the samples of his house and with the necessary authority to quote terms of business."

The fancy-goods and mechanical-toy trade is at all times one of the most promising in Brazil, the natives providing their children with numerous playthings of this kind, and even the adults being attracted by really clever mechanical inventions. Since the war there has been a considerable movement in this branch of Brazilian trade, and the time is ripe to take advantage of these improved conditions. The imports of such goods into the Republic for the four years beginning with 1913 show a steady advance and an increase by 1916 of nearly 100 per cent in the total value. In the first year mentioned the imports of toys and games alone (apart from all other kinds of fancy goods) were of a value of $32,450; in 1914, $36,800; in 1915, $35,175; and in 1916, $60,175. It has been suggested by one principal importer of British toys that were complete sets of toy soldiers—representing the allied forces, and others picturing the Brazilian troops—packed in attractive boxes, sent out to the Republic at once, there would be an immense sale in the country even though the war be at an end. Moreover, the popularity certain to attach to such a venture would act as an admirable advertisement for other fancy goods of British manufacture. It is essential that the articles to sell well should be brilliantly colored—nonpoisonous paints being alone used—and that they should be invoiced at such prices as to allow of their being retailed at very moderate figures.

Colombian Trade.

British goods have been known and bought in Colombia for the last hundred years almost—certainly since 1823, when the first English house (which still exists at the port of Barranquilla) was established. For over half a century manufactures bearing British trade-marks enjoyed practically a monopoly, and it was only in 1860 that our commercial supremacy was challenged by German houses. To-day, it is the North Americans rather than the Teutons whom we have to fear as our more serious trade rivals, especially in relation to cotton goods and other manufactures.

Take, for example, the case of furniture. Although many of the old houses in Cartagena, Barranquilla, Medellin, and even far-away Bogota still contain English-made furniture—relics of the early trading days—hardly a stick of good modern British stuff comes into the country nowadays. The whole foreign trade seems to have gone to the the United States or to France, with the few exceptions that we can claim. As was to have been expected, the war put a stop upon furniture of any kind and from anywhere going into the Republic in anything like the former quantities; but in 1914 France and Germany were selling, in the first case five times as much, and in the second case twice as much of such goods as mirrors with tops as was coming from England. In goods of the character of fine woods inlaid with rosewood, mahogany, or walnut, also furniture of ordinary wood veneered, the trade was fairly evenly divided between the United Kingdom, France, Germany, and the United States; Germany and the United States, again, enjoyed the lion's share of imports relating to ordinary cheap wooden furniture, such as chairs and tables, as well as cheap office furniture; but in regard to goods of iron and steel, the United Kingdom did rather better. In the export of furniture made of reed, rattan, and like materials, we occupied an inferior position. The one line in which we did better than any of our rivals was that of brass and iron bedsteads—always a strong feature of British ironmongery.

Since it will probably be a long time before the rivalry of French manufacturers becomes again serious—the largest colony of Colombians living abroad is to be found in Paris—we now have an opportunity to bid for this market in opposition to our keen North American competitors. In order to do this effectually certain points must be kept in mind. The market for furniture in this, as in most of the South American Republics, depends to a very marked degree upon the climate, transportation facilities, and the extent to which modern methods of living have been adopted by the people. Since the Republic is now fairly well established upon the path of both economic stability and material prosperity there should be a consistently improving prospect for such a trade as that of household and office furniture. On the other hand, it is imperative to remember that Colombians as a race are poor, and the greater part of the nation is composed of Indians, who know but little of and care less for European comforts and luxuries. Furniture of some kind they must have, but this should be of the cheapest and most durable character, preferably of hard woods, without any additional material that would be liable to fade or rot in a hot climate or be affected by heavy dews and tropical rains. If British manufacturers would consent to send out what is known as the "knock-down" type of furniture, attractive in design, and offering value in quality for the money asked, there is every reason to believe that at least some of our former popularity as providers of household furniture could be restored.

UNITED STATES SHIPPING BOARD EMERGENCY FLEET CORPORATION

South Africa Tariff No. 19 Serial No. 44

Cancels Africa Tariff No. 2 and Supplements Effective March 24, 1919.

Rates of Freight
From
UNITED STATES NORTH ATLANTIC PORTS
To

per ton of 2240 lbs. per ton of cu. ft. at 2240 lbs. or 40 ship's option

	Flour in Bags	Iron & Steel (See Note)	Gen'l Cargo	Dangerous and hazardous cargo on deck at Shipper's risk
SOUTH AFRICA:				
Capetown.....	$30.00	$20.00	$27.00	$50.00
Algoa Bay.....	30.60	20.60	27.60	50.60
East London.....	31.20	21.20	28.20	51.20
Port Natal.....	31.80	21.80	28.80	51.80
Delagoa Bay.....	32.40	22.40	29.40	52.40
Beira.....	33.30	23.30	30.30	53.30

These rates are not applicable on bookings made prior to announcement.

Note: Iron and Steel Articles: Rails and accessories; Sheets; Bars; Angles; Plates; Nails; Tinplate; Plain Wire; Hoops; Rods; Bolts and Nuts; Horse-shoes; Axles; Trolley poles; Staples; Shafting; Pipe; Structual and Bridge material; Concrete reinforcements; Pig Iron.

Exceptions: The following iron and steel articles will be carried at weight rate, per ton of 2240 lbs; Rails and accessories; Sheets; Bars; Angles; Plates; Nails; Tin Plates; Plain Wire; Hoops; Rods; Bolts and nuts; Horseshoes; Axles; Trolley poles; Staples; Shafting.

Above rates apply on pieces and or packages weighing up to 4480 lbs. weight each. For pieces and or packages in excess of 4480 lbs. weight each, customary heavy lift scale to be added.

HOMEWARD RATES FROM ABOVE PORTS TO NORTH ATLANTIC PORTS

Commodity rates for homeward cargo will be established and quoted upon application.

Approved
J. H. Rosseter,
Director of Operations

Issued by
RATE DEPARTMENT
Divisions of Operations

West Africa Tariff No. 20 Serial No. 45

Cancelling Africa Tariff No. 2 and Supplements. Effective March 15, 1919.

Rates of Freight
From
UNITED STATES NORTH ATLANTIC PORTS
To
WEST COAST AFRICA

COMMODITIES	Dakar, Bissao Bathurst Boulama Conakry Sierra Leone Liberia Ivory Coast Addah, Togo Dahomey	Sherbro Monrovia Gold Coast Lagos, Iddo and all ports beyond, up to and including Calabar	Duala and all ports South thereof, including Congo
Bags, Bricks, Bolts, Nuts and Washers, Creosoted Timber, Earthenware, Empty Casks, Cement, Coal, Fuel, Gin, Iron, Iron Posts, Lime, Manure, Nails, Packing Paper, Permanent Way Material, Rice, Roofing, Felt, Rum, Salt, shooks, Steel Bars and Plates, Soap, Timber (worked and rough)..	$20.00	$22.00	$28.50
Beer, Bread, Candies, Castings, Cordage, Cowries, Disinfectants, Enamelware, Felt, Flour, Furniture, Glassware, Guns, Hardware, Lamps, Liquors, Machinery, Wines, Machetes, Mineral Waters, Paints, Paint Oils, Pipes (clay), Provisions, Rolling Stock, Spirits, Sugar, Tar, Tobacco.....	$23.00	$25.00	$30.00
Automobiles, Beads, Bicycles, Brassware, Canvas, Cigars, Cigarettes, Cottons, Cotton Yarn, Drugs, Florida Water, Matches, (Safety), Mirrors, Musical Instruments, Perfumery, Woolens, Sewing Machines, Toys, Yellow Metal.....	$28.00	$30.00	$35.00
Commodities not otherwise specified.....	$28.00	$30.00	$35.00

Acids, Carbide of Calcium and all other dangerous goods carried only by special agreement	$45.00	$45.00	$45.00
Petrol	$40.00	$40.00	$40.00

The above rates are net and at per ton gross weight or measurement, at steamer's option.

HEAVY LIFT SCALE:

Above rates apply on pieces and, or packages weighing up to 4480 pounds each. For pieces and, or packages in excess of 4480 pounds each, customary heavy lift scale to be added.

HOMEWARD RATES FROM ABOVE PORTS
To
NORTH ATLANTIC PORTS

Rates for homeward cargo will be established and quoted upon application.

Issued by
RATE DEPARTMENT
Approved Division of Operations.
J. H. Rosseter,
Director of Operations.

North Africa Tariff No. 21 Serial No. 46
Cancelling Africa Tariff No. 2 and Supplements.
Effective March 24, 1919.

Rates of Freight
From
UNITED STATES NORTH ATLANTIC PORTS
To

North Africa	$50.00
Egypt	60.00

All rates are per 40 cu. ft. or 2240 pounds, ship's option.

These rates are not applicable on bookings made prior to announcement.

HEAVY LIFT SCALE:

Above rates apply on pieces and, or packages weighing up to 4480 pounds each. For pieces and, or packages in excess of 4480 pounds each, customary heavy lift scale to be added.

HOMEWARD RATES FROM ABOVE PORTS
To
UNITED STATES NORTH ATLANTIC PORTS

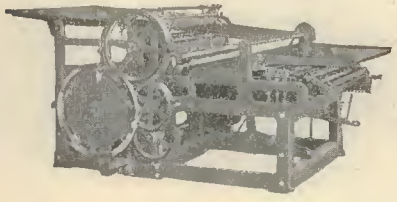
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J. H. Rosseter
Director of Operations

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