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AMERICAN CONSULAR BULLETIN

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TO FURTHER AMERICAN BUSINESS INTERESTS IN FOREIGN LANDS THROUGH THE CONSULAR SERVICE.

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PORT OF BUENOS AIRES, SOUTH AMERICA

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

ECHOES FROM THE SECOND PAN AMERICAN COMMERCIAL CONFERENCE

Seven hundred and sixty-three delegates attended the Second Pan American Commercial Conference, which convened in the Hall of the Americas, Pan American Building, Washington, from June 2nd to 6th, 1919. These visitors included diplomats, consuls, trade experts and business men from the United States and practically all Latin American countries. Various interesting and informative addresses and papers were presented, covering many phases of trade relations between the Americas. The topics included shipping and transportation, trading methods, parcel post, trademarks, banking and credits, and many pregnant suggestions were offered for increasing trade and strengthening political, social and educational ties between the countries of the Western Hemisphere.

Telegrams were received from President Wilson, from the President of Peru, from the Secretary of Foreign Affairs of Nicaragua, and others, expressing good wishes for the success of the Conference. The State Department was represented by Consuls General Lay and Eberhardt, by Consuls Deiehman, Simpich, and Ferris and by L. W. Franklin, Consular Assistant.

Secretary Redfield, of the Department of Commerce, Edward N. Hurley, Chairman of the United States Shipping Board, Charles M. Schwab, Frank A. Vanderlip, and Dr. L. S. Rowe, Assistant Secretary of the Treasury, were among the principal American speakers.

FROM AMONG THE LARGE NUMBER OF IMPORTANT UTTERANCES THE FOLLOWING MAY BE BRIEFLY NOTED

No delegate who spoke received closer attention than EDWARD N. HURLEY, Chairman of the United States Shipping Board: "Not a single country is going to be neglected in the greatly enlarged shipping facilities to be provided. Every principal port in the United States, on the Atlantic, the Pacific and the Gulf, will be taken care of and will receive their proper allocation of the shipping."

As to competition he declared that the United States intended to compete in the market of the world fairly and squarely with other countries and that he had no fear as to the results; but he announced that the vessels flying the American flag would carry only a certain percentage, not more than fifty per cent of the products, and that this would give all the Latin American countries full opportunity to make use of their own ships.

Mr. Hurley announced that the Shipping Board was planning for a special initial sailing from New York about November 1st, of the *Kronprinzessin Cecelie*, a former German vessel, now the *Mt. Vernon*, and that they hoped to make this a record trip to at least three of the South American ports, including Buenos Aires and Rio de Janeiro and that he hoped the members of the Governing Board of the Pan American Union, as well as officials of this Government and a large delegation of American business men would avail themselves of the opportunity to take this trip.

Dr. FRANCISCO TUDELA Y VARELA, Ambassador of Peru: "Few countries offer a better field for remunerative investments than Peru. We regard the investment of American capital with warmest interest."

SECRETARY REDFIELD, United States Department of Commerce: "There must come into our mutual trade the spirit of service and if it is in my power to say any one word to you or to my fellow countrymen which I would write deep into your hearts and theirs as the bases of all our mutual transactions in the future days, it is this thought of mutual service. Unless we serve you we shall fail. Unless you serve us you will fail. Unless together we serve the world by our trade we shall all fail and those who will serve will come and take our places, of necessity."

ECHOES FROM THE SECOND PAN AMERICAN COMMERCIAL CONFERENCE

CONSUL GENERAL JULIUS G. LAY, Foreign Trade Adviser of the Department of State, speaking on Foreign Investments said: "When we discuss investments in Latin America, we are discussing not only an opportunity but a responsibility. It is not merely a question of comparing the relative attractiveness and safety of South and Central American securities with the inducements held out to capital by enterprises at home, but our new position as the only great nation with large reserves of capital available for investment abroad, and with resources and production power almost unscathed by the war, not only obliges us to assist our allies in Europe in rebuilding their national economic life, but imposes upon us the duty of assuming the place formerly occupied by European investors in financing the development of the natural resources of the other nations of this continent."

JOHN MEIGGS KEITH, President of the Chamber of Commerce of San Jose: "The problems of the future are largely social as well as economic, and demand a large expenditure for sanitation, transportation and education."

CHARLES MORAVIA, Minister of Haiti: "Sympathy breeds interest, interest stimulates study and study brings about trade opportunities."

OTTO PRAEGER, Second Assistant Postmaster General: "The impetus which the war gave to ship building in this country bids fair to bring that maritime development that will enable this country to keep in touch with the rest of the world by numerous and more direct shipping lines. In a measure upon the shipping program depends the program for the wide extension of the international parcel post. The benefit of frequent direct steamship service is not better illustrated than by the growth of the parcel post between the United States and such of our Latin American neighbors as enjoy rapid and frequent communication between their ports and the United States."

GEORGE L. DUVAL, of Wessels and Duval: "No matter how many ships the United States has, the problem is to find and hold the commerce. Ships do not lead; they follow. The slogan that trade follow the flag is a slogan of laziness. It is not true except insofar as there is push behind the flag. It is soothing, of course, to the national pride of the merchants engaged in foreign trade to see the subject matter carried under our own flag to its destination, but it is a delusion to believe that its value is enhanced one iota thereby, or that buyers are thus made more eager for it."

AUGUSTUS POST, Secretary of the Aero Club of America: "While the fastest train is going from Chicago to New York, you could fly from Boliva to the United States. The day of commerce by air, carrying passengers, mail and express is at hand. . . . The great new dirigibles, with a steaming radius of thousands of miles, will bring all parts of the world within 10 days of London."

CARLOS ARELLANO, President of the National Chamber of Commerce of Mexico: "I am sure that the first great American bank which establishes a branch in Mexico will obtain huge profits and will aid most efficaciously in the commercial intercourse between the two peoples."

FRANK A. VANDERLIP, former President of the National City Bank: "Mr. Vanderlip painted a gloomy picture of the European situation, which he declared however, was the true one, although he expressed the belief that the threatened catastrophe could be and would be averted. He asserted that what Europe needs above all else is materials necessary for starting their industry, machinery, especially railway equipment, and food to a certain extent. The giving of food alone would not be enough. He pointed to the great unemployment in Europe and declared that in Belgium alone there were more than eight hundred thousand men now receiving a weekly unemployment dole by which they are living and he said he had been informed by one of the responsible Ministers of Great Britain that unless the British workshops could be started soon the job of the Government would be to export some five or six million men to points nearer the source of raw products."

"'You to the south of us,' said Mr. Vanderlip, 'must help to restore European industry. This does not mean large financial advances. I believe there should be a group of nations, including those which are here represented and some of the neutrals of Europe and possibly England, which should lend not money in the form of credits but materials, equipment and food necessary to start those industries. Charity is not needed nor loans by one government to another, I believe that securities can be created and floated in these several countries in proportion to the amount in which the loans are made and I believe that this will avert the great catastrophe.'"

CHARLES M. SCHWAB, President of the Bethlehem Steel Company: "There are no business men in the world more shrewd than those found in Latin America."

Mr. Schwab told how his company is opening a new steamship route with Chile which will operate some twenty vessels for the purpose of transporting ore from that country to the United States. He explained that all the countries of South America are enormously wealthy in undeveloped natural resources, waiting for American capital to develop them. He said that we realize there must be mutual fairness on both sides, and that he feels confident that the people of Latin America are willing to meet us more than half way.

PROF. J. MORENO-LACALLE, United States Naval Academy: "The German traders' success was much due to their acquiring the language of the country wherein they traded, adapting themselves to its customs, tastes and habits."

F. B. NOYES, President Associated Press: "Accuracy, brevity, ACCURACY."

JOHN L. MERRILL, President, All Americas Cable Company: "Cables under the sea' is not a 'dry' subject! Think what it means—thousands of words a day exchanged between the United States and Latin America. Most of today's big business is done by cable, and not by mail."

ECHOES FROM THE SECOND PAN AMERICAN COMMERCIAL CONFERENCE—*Continued*

RESULTS OF CONFERENCE AS SUMMARIZED BY DIRECTOR GENERAL BARRETT

1. The immediate establishment of abundant freight, mail and passenger steamship facilities between the principal ports of the Atlantic, Gulf and Pacific coasts of the United States on the one hand and the corresponding ports of Latin America on the other. The plans of the United States Shipping Board, as announced at the Conference, point to the early satisfaction of this necessity.

2. The making of every effort by both governments and individuals to develop thorough reciprocity and mutual cooperation in trading methods, regulations, business ethics, and general treatment of commercial relations.

3. The meeting of the unavoidable and pressing financial needs of the Latin American governments and legitimate private undertakings and also the protection and enlargement of the United States-Latin American trade, through the financial and banking interests of the United States providing the necessary money loans and credits. Europe has not the money to care for the situation.

4. A well-defined program for the protection of the patents, trade-marks, and copyrights of each country in all the other twenty, through the new International Bureau established in Havana and the opening of the South American office in Rio de Janeiro.

5. The making of the parcel-post beneficial alike to the export business interests of the United States and the rank and file of the Latin American peoples through the removal of unnecessary restrictions and regulations.

6. The improvement in the administration of consular offices, similarity of consular invoices and fees, the annulling of petty laws annoying to trade and the revision and permanency of tariffs.

7. The undertaking, without delay, all over Latin America of extensive railway and highway road construction, the renewing of railways already in existence but suffering from the lack of supplies during the war, and the establishment of fast aviation mail service.

8. Better credit facilities for Latin American buyers, a closer study of the Latin American trade and social conditions by the interests of the United States, and the extension of United States banking connections, for the benefit alike of the United States and Latin America.

9. The improvement and extension of news service, cable service, and the employment of the best methods of advertising, publicity, and other agencies of commercial intelligence.

10. The study of the Spanish and Portuguese languages, Latin American institutions, history and geography by the people of the United States and a corresponding study of the United States by the people of Latin America, and general vocational training for Pan American trade.

11. A favorable attitude towards the holding of the Second Pan American Financial Conference in 1920 called by invitation of the Secretary of the Treasury of the United States extended to the Ministers of Finance of Latin America.

RECEPTION AND DANCE CLOSES CONFERENCE

A picturesque and enjoyable reception and garden party, held Friday night in the Hall of the Americas and the illuminated Aztec Garden, brought to an end the second Pan American Commercial Conference. At the head of the receiving line was Mr. Frank L. Polk, acting Secretary of State.

NEW ASSIGNMENTS

FRANK BOHR from Department to Cienfuegos, Cuba

H. N. COOKINGHAM, Consul Class VIII to Tunis

T. D. DAVIS, Consul Class VIII to Calais

J. P. DOUGHTON, from Liege to Brussels, Belgium

ALBERT HALSTEAD from Stockholm to American Commissioner, Vienna

G. M. HANSON, to Liege, Belgium

W. KEBLINGER, Consul Class VII to Fiume

E. C. KEMP, Consul Class VIII to Bucharest

G. H. KEMPER, Consul Class VII to Sofia

C. R. LOOP, Consul Class VII to Malta

HARRY A. McBRIDE, Consul Class VIII, to Warsaw, Poland

K. S. PATTON, Consul Class VII to Belgrade

C. S. WINANS from Cienfuegos, Cuba to unassigned—address care Department of State, Washington, D. C.

FILE No. 000

Everyone who remembers the late John L. Griffiths, former American Consul General at London, who died in 1914, holds the pleasantest memories of admiration and esteem for him and his ability as an officer and as a speaker and wit.

Several years ago, when the racing season was on in England, and London had many of the racing folk from America, an over-dressed blonde breezed into the Consulate General in London and addressed Mr. Griffiths as "Mr. Council" to a chewing-gum accompaniment and made a rather insistent request that the Consul General furnish her with transportation to the United States. Consul General Griffiths politely explained to her that the United States Government provides no fund for the transportation of its citizens, and lacking any appropriation on which he could draw for expenses to be incurred for such purpose, he kindly informed her that rather than see her stranded, he would provide her with transportation expenses to Liverpool at his own expense. The blonde young lady was requested to return to the Consulate General in the afternoon to obtain the railroad ticket. She called again at the appointed hour and was handed the railroad ticket. Upon examining it, she noticed that it was a "third-class" ticket. Whereupon, she turned to Mr. Griffiths, and in way of showing her gratification for his kindness, said: "How dare you give me a third-class ticket! What kind of a guy do you think I is. Why! Say! I aint never rode thoid class in my young life! I pray God no other loidy ever asks a favor of you as long as you live!"

Mr. Griffiths merely replied "Madam, I shall pray that your prayer may be answered."

PERSONAL

Mr. James Joseph Murphy, Jr., of Pennsylvania, American Consular Assistant and Vice Consul at Genoa, Italy, and Miss Josephine Armstrong, of Philadelphia, Pennsylvania, were married June 9, 1919, in Philadelphia at the home of the bride. Mr. and Mrs. Murphy are returning to Genoa, leaving United States about June 21st.

Mr. Emil Sauer, of Texas, American Consul at Maracaibo, Venezuela, and Miss Victoria Vale, of Calcutta, Columbia, were married May 31, 1919, in New York City. Among those present at the ceremony was Mr. Robert M. Newcomb, American Vice Consul at Victoria, British Columbia.

Mr. Walter C. Hamm, American Consul of Class 7, now at Newcastle-on-Tyne, England, has tendered his resignation to the Department of State and the resignation has been accepted, to take effect September 1st. Mr. Hamm was for many years Consul at Hull, England. Earlier in his life he had been a journalist, having been an editorial writer on the Philadelphia Press for ten years prior to his entering the Consular Service.

Mr. John R. Bradley, American Consul of Class 8, now at Puerto Cortes, Honduras, has tendered his resignation to the Department of State and the resignation has been accepted to take effect as from June 1, 1919. Mr. Bradley has accepted a position as general agent in Honduras of the Cuyamel Fruit Company, and will establish his office in Puerto Cortes. He expressed a deep regret on resigning and stated that he feels that it has been a great privilege to have been a member of the American Consular Service. Besides having been in the United States Army for two years, Mr. Bradley had been at one time Deputy Treasurer of the Philippine Islands.

THE BALLAD OF THE CYCLOPS

By THOMAS HORNSBY FERRIL

In memory of the late Alfred L. M. Gottschalk, former American Consul General at Rio de Janeiro, Brazil, who was on the United States naval collier *Cyclops* when that vessel disappeared in 1918, the following lines are printed here. We are indebted to the Literary Digest for having culled them from the Denver Times.

She slipt past hooded harbor lights,
Past muffled buoy and lightless quay,
Past silent bars, 'neath silent stars,
Out to the silent sea.

And no man saw the good ship sail,
She dropt her moorings unaware;
The only word her captain heard
Was the voice of talking air.

Far into lurking seas she went,
The danger-laden months passed by,
She kept her way and every day
Her name flashed through the sky.

Till hushed one day her distant voice.
As still as bays where shadows sleep,
And on man's lips joined the ships
That sail the phantom deep;

Fair galleys lost at Salamis,
Armadas, ships of Trafalgar,
Whose ghostlike crews are men who choose
To haunt a sea at war.

Perhaps she plies through arctic wastes,
On some dim quest with Franklin's men,
Or sees a new Pacific's blue,
As those on Darien.

Tho men have raised a blasted *Maine*,
And triremes that in Nemi lay,
They only know that long ago,
—The *Cyclops* sailed away.

As pointed out by the Literary Digest, "the mystery of the *Cyclops* will apparently never be solved. Other ships have disappeared and were never heard of again, but the puzzling feature in the case of the *Cyclops* is that all trace of her was lost at a time when the seven seas were being policed by the navies of the Allied and Associated Powers.

PERSONAL

At the inauguration of the "AVENUE PRESIDENT WILSON" at Annecy, France, on May 4th, Mr. Samuel Edelman, American Vice-Consul at Geneva, delivered in French, the principal oration at the ceremonies, in the presence of the local officials and American troops. Mr. Edelman presented the greetings of President Wilson by direction of the President.

THE WEBB ACT

Studies of combination abroad with reference to export trade, particularly in Germany, eventually brought home the realization of the needs of combinations on the part of American exporters to meet competition of this character in the markets of the world. Opinion differed as to the necessity of legislation to legalize such combinations, doubt being expressed as to whether the Sherman anti-Trust Act was in fact intended to cover combinations organized for the purpose of engaging solely in export trade. However, to make the situation absolutely clear, the so-called Webb Act was introduced into Congress and eventually passed, and the legal status of such combinations in export trade definitely fixed. More than 80 associations have been formed and have filed applications with the Federal Trade Commission, indicating their desire to take advantage of the provisions of the Act.

As to the adequacy of the Act to accomplish fully its purpose of meeting the competition of foreign combinations in world markets, we can only learn by experience and it is still too early to pass definitely upon that. During the war restrictions upon foreign trade necessitated by conditions of belligerency prevented any considerable activity along the lines contemplated by the Act except of a wholly preliminary character. Many sections of the Act will have to be subjected to ruling by the Federal Trade Commission and to judicial interpretation and decision by the Courts before their limitations and scope can be exactly defined.

One limitation of the Act, however, stands out clearly at this time and has, I understand, operated to disqualify a large part of the applications filed by associations desiring to avail themselves of the Act. This is the provision that associations under the Act must be organized solely for the purpose of engaging in export trade. The members of the association may import in their individual capacity but for the association to engage in importing even through such importation be only secondary to and dependent upon its export business would apparently deprive the association of the protection of the Act. At least such would seem to follow from a strict construction of the wording of the Act and this is the view held, I believe, by the Federal Trade Commission. In view of the close interrelation between export and import trade and the advantages to be gained by handling the two together, this limitation seems somewhat unfortunate.

Many of our large New York corporations which have gained an international reputation for their success in handling export trade owe that success in no small measure to the fact that they have combined import and export trade, interesting themselves in the importation and sale of the products of the country to which they desire to sell goods. By their dealings with the exporters of the country whose products they import they become known in that country and when these exporters or other business men who have not formed other connections in this country desire to obtain goods they naturally turn to them. What is true of these corporations might also be largely true of associations formed under this Act is such importing activities were permitted these associations.

At the present time the difficulties experienced by the Western European countries associated in the war in keeping up their exchange has, along with other considerations, resulted in these countries placing restrictions upon imports. For these very considerations, however, they desire to encourage exportation as much as possible. A company or association active in handling the exports of the country would naturally be in the most favorable position with reference to applications for import permits. In such portions of Russia as are open to trade, the great depreciation of the currency has made payment for imports with goods for export practically a necessity. So, when the newly formed countries of Central Europe are opened up to trade there will appear the advantage of an interchange of products through companies or associations engaging in both import and export trade, particularly during the initial period, until the commercial intercourse of these countries is established upon a firm basis. The advisability of amending the Act so as to permit these activities may, I think, properly be raised at this time.

The "after the war" period upon which we are now entering offers every prospect to being one of keen competition between the leading industrial and exporting countries for their share of the world's markets and foreign combinations for both domestic and export trade are likely to increase in number, power and importance over the pre-war period. With this in mind it seems of particular importance at this time of renewed activity in foreign trade to interpret the existing Webb Act as liberally as possible in favor of the foreign trade interests, in whose behalf it was enacted, and to consider seriously the advisability of amendatory legislation thereto.

BRITISH CHAMBERS OF COMMERCE IN
CERTAIN FOREIGN COUNTRIES

(Taken from Board of Trade Journal, Feb. 27, 1919.)

ARGENTINA.

British Chamber of Commerce for the Argentine Republic.
Calle Reconquista, 46 Buenos Aires.
(Agent in London, Mr. J. Ballantyne, River Plate House, 13 South Olace, E. C. 2.)

BELGIUM.

British Chamber of Commerce in Belgium (Incorp.)
During the war the address will be care of London Chamber, 97 Cannon Street, E. C. 4.

BRAZIL.

British Chamber of Commerce in Brazil.
Rua da Quitanda No. 143, Rio de Janeiro.
British Chamber of Commerce of Sao Paulo.
Rua 15th of Novembro, Sao Paulo.
Branch—25 Rua Santo Antonio, Santos.

CHILE.

British Chamber of Commerce in the Republic of Chile,
Valparaiso.

CHINA.

Shanghai British Chamber of Commerce.
1, The Bund, Shanghai.
Canton British Chamber of Commerce.
Canton.
Changsha Chamber of Commerce.
Changsha.
Chefoo Chamber of Commerce.
Chefoo.
Foochow Chamber of Commerce.
Foochow.
Hankow British Chamber of Commerce.
British Municipal Council Buildings, Hankow.
Muckden British Chamber of Commerce.
Address, Care of British Consul-General, Muckden.
Newchang British Chamber of Commerce.
Address, Care of British Consulate, Newchang.
Peking British Chamber of Commerce.
Culty Chambers, Peking.
Swatow Chamber of Commerce.
Swatow.
Tienstein British Chamber of Commerce.
Tienstein.

EGYPT.

British Chamber of Commerce of Egypt.
6 Rue de l'Ancienne Bourse, Alexandria, and Savoy Chambers, Cairo.
(Agents in Suez and London—Messrs. Bank and Mason, Egypt House, 36 New Broad Street, E. C. 2.)

FRANCE.

British Chamber of Commerce, Paris. (Incorp.)
6 Rue Halevy, Paris, IXeme.
British Chamber of Commerce for the French Riviera and Principality of Monaco.
4, Avenue Massena. Nice.

ITALY.

British Chamber of Commerce for Italy.
7 Via Carlo Felice, Genoa. (Sample rooms.)
Branches: 235 Via Sicilia, Rome.—12 Via Silvio Pellico, Milan.
Scali d'Azeglio, 3 p. p., Leghorn.—Via A. Depretis, 31, Naples.

MOROCCO.

British Chamber of Commerce for Morocco.
Tangier.

PERSIA.

British Chamber of Commerce.
Bushire.
British Chamber of Commerce.
Mohammorah.

PERSIAN GULF.

Basrah British Chamber of Commerce.
Address, Care Eastern Bank, Basrah.

PORTUGAL.

British Chamber of Commerce in Portugal.
4 Rua Victor Cordon, Lisbon. Branches: 39 Rua do Choipelo, Villa Bova de Gaia, Oporto. 81 dos Netos, Funchal, Madeira.

ROUMANIA.

Branch of the British Chamber of Commerce of Turkey and the Balkan States.
Temporary Address, London Chamber of Commerce, 97 Cannon St., E. C.

RUSSIA.

Russo-British Chamber of Commerce.
4 Gorochovaia, Petrograd. Branch Kondratenko St. No. 17-19 Odessa. Agency in Kiev.

SPAIN.

British Chamber of Commerce for Spain.
9 Plaza de Cataluna, Barcelona. Branch:—Avenida Conde Penalvern (Gran Via) 20. Madrid. Delegates at Cartagena, Valencia, and Canary Islands.

TUNIS.

British Chamber of Commerce.
Rue Es-Sadikia, 35 Tunis.

URUGUAY.

British Chamber of Commerce in Uruguay.
Calle Rineon 506, Montevideo.

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AMERICA'S SHIPPING

The remarkable gains in shipping construction of the United States during the period of the War, should prove a source of gratification to all Americans. With a little over a million gross tons of steam ocean-going shipping before the War and with a loss of nearly two-thirds of this total, through mines, submarines and marine risks, America has moved from ninth to second place as a shipping power.

The continuance of our forward movement in shipping is attested by the following:

"The report of J. L. Ackerson, vice-president of the United States Shipping Board Emergency Fleet Corporation, of deliveries, launchings and keel laying of all classes of ships for April and May, 1919, shows that the ship yards of the country are making giant strides in ship production.

In April there was a total delivery of 111 ships aggregating 368,476 gross tons, or 543,720 deadweight tons. In April, 1918, the total delivery was 31 ships aggregating 114,274 gross tons, or 171,413 deadweight tons. In May of this year the total delivery jumped to 136 ships of 511,014 gross tons, or 768,025 deadweight tons, as against 43 ships of 169,608 gross tons, or 254,413 deadweight tons, last May.

Launchings also made a high mark of progress in the shipyards. In April, 1919, 118 ships of 390,942 tons, or 586,266 deadweight tons, were sent down the ways. In April, 1918, 46 ships of 150,152 gross tons, or 225,230 deadweight tons, were put overboard. In May of this year 137 ships of 470,634 gross tons, or 705,958 deadweight tons, took the water as against 74 ships of 243,502 gross tons, or 365,255 deadweight tons, in the same month last year."

SUGGESTIONS TO AMERICAN EXPORTERS

Quoting from the New York Times of May 25th, in an article written by John M. Grain, managing partner of Grain, Lascano & Cia., Buenos Aires—speaking of increased sales of American made merchandise in Latin-American countries, particularly South American, Mr. Grain offers suggestions as to the management of American foreign sales offices.

"A good many American business firms have considered this vital question," he writes, "yet none seem to have struck the right idea. Should the present system of representation be continued, there will no doubt be a considerable decrease in sales, not because American merchandise is high-priced, but because reasonably priced goods made in the United States, are over-charged for nine times out of ten by the South American representative of the firms making them. These abuses must be stopped, and the way to stop them is to adopt drastic measures of control for the methods of these representatives. * * * *

In regard to the management of a foreign sales office to handle business with Latin American countries, Mr. Grain writes: "My first suggestion is that the exporter appoint a representative who speaks English. This man need not be a man of wealth, neither is it necessary that he should be established, so long as his honesty is unquestioned and his previous commercial experience is approved of. He should open an office, say in Buenos Aires in the name of the American manufacturer. He should be directly responsible to the manufacturer's sales manager, and the office should be managed exactly as if it were situated in the United States. Selling prices should be fixed by the home office, but in Argentine, Brazilian, Bolivian, or Chilean equivalents to American money. All salesmen employed should be responsible to the home office, and receive a monthly salary of from \$100 to \$150 in gold, commission, and daily expenses. They should report to the home office once a month by mail all their individual transactions.

The sales manager (agent?) should not be allowed to accept other articles of similar character for sale without the consent of the home office. No salesman engaged by the exporter should be allowed to handle other merchandise than the goods manufactured by the house he is representing. * * * *

From Mr. Grain's suggestions it would seem that our matter of sale in foreign countries needs considerable revision and may account to a great extent for the belief on the part of some American Exporters that the opportunities for Foreign trade, are largely over-drawn.

It is apparent, therefore, to take advantage of the opportunities offered, our exporters need to study more closely selling methods in foreign fields to a greater extent than has been done heretofore.

To hold and increase our foreign business obtained during the War, means closer study of selling methods, credits and better packing. WE CANNOT AFFORD TO NEGLECT THESE OPPORTUNITIES.

A NEW TYPE OF BRITISH TRADE COMMISSIONERS

ON May 1st in the House of Commons a statement was made by the Secretary to the Overseas Trade Department (which corresponds to the Bureau of Foreign and Domestic Commerce or the Foreign Trade Adviser's Office in the United States) with regard to the despatch of four investigators to South America to report regarding the market for jewelry, confectionary, motor vehicles, and engineering machinery. The statement was as follows:

"The enquiry into the market for jewellery and electroplate in South America is being undertaken in co-operation with the London Wholesale Jewellers and Allied Trade Association, the Birmingham Jewellers' and Silversmiths' Association, and the Sheffield Master Silversmith's Association; the enquiry into the engineering trade in Brazil in co-operation with the British Engineers' Association, the enquiry into confectionery in South America in co-operation with the British Confectioners' Manufacturing Export Union, and the enquiry into the market for motor vehicles in Australia and the Far East in co-operation with the Association of British Motor and Allied Manufacturers. In each case a single investigator chosen by the associations concerned and approved by the Department has

been sent out, and it has not been proposed that any members of the Trade Associations should accompany the investigators. One-half of the cost of each of the investigations referred to is being borne by the Department of Overseas Trade, and the other half by the Association or Associations concerned.

"It is proposed that the results of the investigations shall be available in the first instance to members of the associations concerned and other firms who have contributed towards their cost, and that after a certain period the Department will be free to publish them to other firms and associations. It is contemplated to continue the despatch of investigators to examine the markets for British products in various countries abroad, but at the present time the only concrete proposal for investigation of a similar character to those mentioned above is for one into the engineering trade in Chili and Peru. Suggestions for the despatch of a committee to investigate the market for cotton textile in the East have also been discussed by the Department of Overseas Trade with representatives of Lancashire trades, and it is understood that the latter are formulating definite proposals for submission to His Majesty's Government."

GREAT BRITAIN PLANS FOR REFORMED CONSULAR SERVICE.

In the course of a debate in the House of Commons on May 21st, certain interesting statements were made by Sir Arthur Steel Maitland, Under Secretary for Foreign Affairs, outlining plans contemplated by the British Government for the improvement of the British Consular and Diplomatic Service. The debate arose over a motion by a private member of the House for a single graded foreign service amalgamating the Diplomatic and Consular Services and the Foreign Office. The motion included a proposal that the reorganized foreign service should be recruited by open examination and that its members should receive salaries sufficient so that no candidate should be disqualified on grounds of inadequate financial means.

The Government replied that the property qualification for the Diplomatic service had already been done away with. Next year it is proposed to have candidates for the Diplomatic service and the Foreign Office sit for the same examination (Class One) as was held for the Civil Service, with a special qualification regarding foreign languages. It is proposed to include upon the Selective Board the Chief Civil Service Commissioner, two representatives of the Foreign Office, two from the War Office and two members of Parliament.

It is proposed to calculate the pay for both the Diplomatic and the Consular Services on a scale enabling the men in the service to live and maintain their position

properly. In addition it is intended to divide the remuneration each individual will receive into two parts. The first part will comprise the regular salary the individual would receive by law, while the second part will comprise house and local allowances which will vary according to the expenses and other obligations incurred by each individual locally in the countries in which he serves.

It is proposed to grade the whole service uniformly and so to arrange the work that a great deal of the routine now done by officials will devolve upon the subordinate staff.

The Government stated that a Committee on promotion had already been set up and was actually working, that the only question not actually settled related to details in regard to war bonuses and cognate matters.

It was announced that the Consular Service, instead of being divided into watertight compartments, would become one great service.

The Government also announced that a Committee headed by Lord Cave had been set up for the purpose of investigating the question as to whether the Consular Service should be under the Foreign Office or under the Board of Trade, as it had been decided that this was a question to be considered in the light of past experience.

CONSULAR REORGANIZATION

Brazil's interest in the present importance of a Consular Service is evidenced by the following which is taken from "The Commercial Bulletin," of the Economic and Commercial Section of the Ministry of Foreign Affairs of Brazil, of October, 1918.

IN view of the varied functions entrusted to the Consular Corps and the important national interests involved, some two years after the outbreak of war, European and American Governments turned their attention to the reorganization of their respective consular services.

The situation created by the war, resulting from the exhaustion of the nations involved, loss of lives and destruction of the materials requisite for production and suspension of innumerable industries and scarcity of raw materials, will exact thorough economic reorganization on the return of peace and give rise to the fiercest competition for the control of the world's markets and profitable disposal of competing commodities.

For such situation, regarded as inevitable, the great belligerent nations are already preparing.

England, France and Italy have for some time been engaged in minute investigation with regard to the reorganization of their Consular Services and have already determined the measures to be taken.

In Belgium, a Ministry of Economic Affairs was created, with the special object of studying post-bellum problems and preparing the way for renewal of commercial relations.

Collectively, as well as separately, Allied Governments have studied the economic problems that will arise directly the last shot has been fired and by means of inter-Allied Conferences, endeavoured to define a common plan of commercial and economic action.

Nor have the Central Powers been idle, but have already organized their own plans of economic defence after the war.

To attain such objects, the first step was to ensure competent advice by the reorganization of diplomatic and consular functions and their adaption to the new situation.

These reforms were promptly put into practice in a manner that will ensure their application as occasion demands.

The object of special Embassies, like that of Sir Maurice de Bunsen, sent by England, and of Sig. Lueiani, from Italy, was to come to agreement as to a definite commercial policy after the war.

Comprehending the necessity of following the example set by the belligerents, neutral nations, on their side, took similar measures for reorganization of their respective consular services.

The first amongst South American countries to move were Argentina and Chile, whose consular services have been entirely reorganized and adapted to the new duties that commercial expansion demands.

Now Brazil follows their example, and by the reorganization of the Consular Service and of the Secretariat of Foreign Affairs, realized in virtue of Decrees 12, 996 and 12, 997, of 24 April, 1917, (full details of which were given in Bulletin No. 1, as also of the reorganization of the Diplomatic Corps in No. 3), the Brazilian Government has centralized its services in a manner that, by concentrating diplomatic and consular commercial functions under the direction of a single department, shall ensure, in a practical manner, participation in coming commercial expansion.

The above serve to accentuate the necessity of the most vigilant attention on the part of the Consular Service to the development of foreign trade, to which end the experience gained by Brazilian consular officers in the course of their professional career might be usefully complemented by the special university course, initiated by the Academy of Economics.

CONSULAR REORGANIZATION (BRAZIL)—*Continued*

In Europe the higher education is now exacted from candidates for the consular career. In the University of Lausanne a special consular course has been initiated, which, it is understood, will be imitated by Geneva. The curriculum, reports Brazilian Alcino dos Santos Silva, Brazilian Consul General, occupies three years and embraces the following subjects:—Introduction to juridical studies; Customs Legislation; International Public Law; International Private Law; Commercial Law; Diplomatic Law, inclusive of consular attributes; Administrative Law; Introduction to commercial studies; Customs Systems, comprising political economy;

Public Accounts; Financial Science; Geographic Economy; Live Languages and Commercial Correspondence; Political Institutions of principal contemporaneous States; especially of Switzerland; Statistics; Universal History; Commercial, Industrial and Diplomatic History.

Simple perusal of this program shows the great importance attached in Switzerland to consular functions, destined, moreover, to still more important developments after the war.

The Consular career should be regarded at this moment especially as one of the greatest responsibility and patriotic endeavour.



THE MUNICIPAL BUILDING, LIMA, PERU.

SEAMEN'S DEMAND FOR WAGES ON ARRIVAL IN PORT

Ruling has been made by the Secretary of Commerce as to the interpretation of Section 4530 of the Revised Statutes of the United States as amended by Section 4 of the Seaman's Act of March 4, 1915, in which he is of the opinion that the construction that should be adopted regarding wages of American seamen is that Section 4530 of the Revised Statutes, as amended by Section 4 of the Seaman's Act, does not require that the vessel must be in port five days before a seaman can make his demand for wages, provided that there have been five days or more of service by him since he signed on.

This interpretation of Section 4530 is at the same time an interpretation of Paragraph 230 of the United States Consular Regulations, which, as amended by Executive Order of October 21, 1915, reads as follows:

"230 Payment of Wages at Ports.—Every seaman on a vessel of the United States shall be entitled to receive on demand from the master of the vessel to which he belongs one-half part of the wages, which he shall have

then earned, at every port where such vessel, after the voyage has commenced, shall load or deliver cargo before the voyage is ended and all stipulations in the contract to the contrary shall be void: Provided such demand shall not be made before the expiration of, nor oftener than, five days. Any failure of the master to comply with this demand shall release the seaman from his contract, and he shall be entitled to full payment of wages earned. And when the voyage is ended, every such seaman shall be entitled to the remainder of the wages which shall then be due him, as provided in R. S. 4529, R. S. 4530."

In ruling on the above, the Secretary of Commerce points out that he does so after a careful review and consideration of the opinions of the Federal courts, wherein the question presented in the statute was either directly or indirectly considered, and opposing views expressed with respect thereto (239 Fed. Rep. 583; 242 id. 954, 957; 248 id. 670, 673; also 235 id. 914; 241 id. 863).

WHAT CONSTITUTES STATUTORY LOADING AND DELIVERING OF CARGO

In connection with the above, ruling has also been made by the Department of Commerce on the interpretation of another phase of the same section of the Revised Statutes, Sec. 4530; that it is the opinion of that Department that the lightering of cargo to enable a vessel to enter drydock, or for repairs, and the subsequent reloading of the lightered cargo do not come within the statute and, therefore, do not constitute loading and unloading under Section 4530 R. S.

It follows that seamen on such vessel which lighters cargo in order to drydock or undergo repairs and reloads the lightered cargo cannot demand from the master one-half part of the wages earned.

It is the opinion of the Department of Commerce that Section 4530 R. S. was intended to cover only cases where American vessels put into port before the voyage was ended for the express purpose of loading cargo or discharging the cargo on board, or a part thereof. That Department upheld the American Consul at Nagasaki, Japan, who held that the statute does not require payments to seamen when a vessel takes on stores, water or bunkers or when a vessel enters port solely for repairs, irrespective of the time required for the purpose.

At the same time, this interpretation of the statute also interprets Paragraph 230 of the United States Consular Regulations, which embodies the statute.

WAGES OF INCAPACITATED UNDISCHARGED SEAMAN WHILE ON VESSEL

A seaman on an American vessel is not entitled to wages or subsistence while incapacitated for service on that vessel on account of illness or injury brought about by the seaman himself or through his own fault. This is in accordance with the decision in the case of *Johnson v. Huckins* (DC 1843, Federal Case No. 7390).

In reply to a recent letter from the Panama Canal inquiring concerning deductions from wages of American seamen for time lost or expenses incurred because of injury or illness when the injury or illness is the fault of the seaman, the Secretary of State has cited the decision

of the court in the case of *Johnson v. Huckins*, which holds that a seaman is not entitled to wages or subsistence while out of service on the vessel by reason of injury or illness brought about through the seaman's own fault.

The above does not mean to say that a seaman regularly discharged in accordance with Paragraph 254 of the United States Consular Regulation is not entitled to relief if incapacitated for work even though his incapacitation was brought about through his own fault. The *Johnson v. Huckins* decision refers only to wages and subsistence while on the vessel.

UNITED STATES SHIPPING BOARD EMERGENCY FLEET CORPORATION

Effective May 20, 1919

Effective May 20, 1919

Rates of Freight

From

UNITED STATES SOUTH ATLANTIC AND
GULF PORTS

To

EUROPE

On

COTTON

	From U. S. South Atlantic Per 100 Lbs.		From U. S. Gulf Ports Per 100 Lbs.	
	High Densi- ity	†Stand- ard	High Densi- ity	†Stand- ard
United Kingdom.....	\$1.25	\$1.50	\$1.50	\$1.75
French Atlantic Ports..	1.50	1.75	1.75	2.00
Holland (Rotterdam)...	1.50	1.75	1.75	2.00
Belgium (Antwerp).....	1.50	1.75	1.75	2.00
*Germany (Hamburg)...	1.75	2.00	2.00	2.25
Portugal.....	1.50	1.75	1.75	2.00
French Mediterranean Ports.....	2.00	2.25	2.25	2.50
Spain (Barcelona).....	2.25	2.50	2.50	2.75
Italian Main Ports.....	2.25	2.50	2.50	2.75
Trieste.....	3.25	3.50	3.50	3.75

* In transit for Czecho-Slovakia. Subject to export regulations of War Trade Board through which licenses must be arranged.

† Except by special agreement and until further notice bookings of standard cotton are limited to 25 per cent of the total shipment of cotton by any vessel.

Issued by

RATE DEPARTMENT

Division of Operations

Approved

J. H. Rosseter,
Director of Operations

Effective May 28, 1919

Rates of Freight

From

UNITED STATES NORTH ATLANTIC PORTS

To

GREEK-ADRIATIC PORTS

Refer to tariff and make following change:

Cotton, Standard.....\$3.50 per 100 lbs.

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RATE DEPARTMENT

Division of Operations

Approved

J. H. Rosseter,
Director of Operations

Rates of Freight

From

UNITED STATES NORTH ATLANTIC PORTS

To

GREEK-ADRIATIC PORTS

Rates are on all cargo except as mentioned
below:

Piraeus/Patras/Venice/Trieste/Fiume.. \$2.25 per 100 lbs.
or \$1.25 per cubic
foot ship's option

Salonica (See Note below)

Per 100
Lbs.

EXCEPTIONS:

Canned Goods (except canned meats).....	\$2.25
Canned Meats.....	2.75
Coffec, in bags.....	2.75
Corn Flour.....	2.50
Cotton, High Density.....	3.25
Cotton, Standard.....	4.75
Flour, in bags.....	2.50
Glucose.....	2.25
Iron and Steel (stowing not over 20 cu. ft.).....	1.50
Iron and Steel (stowing between 20 and 40 cu. ft.).....	2.00
Malt.....	3.50
Oil, Cotton Seed.....	3.25
Oil, Lubricating.....	3.25
Packing House Products.....	3.25
Paraffine Wax.....	2.75
Rice.....	2.25
Sugar, Refined, in bags.....	2.25

NOTE: Rates to Salonica will be, 25c. per 100 lbs. or 12½c. per cubic foot over the above rates.

On Iron and Steel customary additions for extra lengths to be added.

Above rates apply on pieces and/or packages weighing up to 4,480 lbs. weight each. For pieces and/or packages in excess of 4,480 lbs. each, customary heavy lift scale to be added.

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

Issued by

RATE DEPARTMENT

Divisions of Operations

Approved

J. H. Rosseter,
Director of Operations

Effective May 21, 1919.

Effective May 26, 1919

Rates of Freight
From
UNITED STATES SOUTH ATLANTIC PORTS
To
EUROPE

Rates on all cargo except as mentioned below

	Per 100 lbs.	Per cu. Ft.
United Kingdom (See Note).....	\$1.07 1/2	\$0.54
Holland (Rotterdam).....	1.33	.70
Belgium (Antwerp).....	1.33	.70
France (Havre, Bordeaux).....	1.33	.70
France (Marseilles, Cette).....	1.68	.90
Spain (Barcelona).....	1.93	1.00
Italy (Genoa, Naples).....	1.68	.90

Above rates per 100 pounds or per cubic foot at ship's option.

EXCEPTIONS:

Cotton (See Tariff No. 10-B)
Tobacco—to United Kingdom ports.. \$2.00 per 100 lbs.
Canned Goods, Lead Billets, *Spelter, Starch,
Sulphur—to United Kingdom ports... 1.00 per 100 lbs.
Steel—to United Kingdom
ports..... \$20.00 per ton of 2240 lbs.
*Steel—to Havre, Bordeaux.. 28.00 per ton of 2240 lbs.
Steel—to Barcelona..... 40.00 per ton of 2240 lbs.

*Spelter and/or Steel taken in limited quantities at ship's option for weight cargo in cotton ships subject to rate of \$20.00 per ton of 2240 lbs. to London, Liverpool, Manchester, Havre or Bordeaux. The qualification "limited quantities" is to be understood about 20 to 25 per cent. of ship's deadweight capacity at discretion of operator.

NOTE: As to rates based upon weight or measurement at ship's option these will be applied in principle according to the commodity list contained in tariff No. 8.

Above rates apply on pieces and/or packages weighing up to 4,480 pounds each. For pieces and/or packages in excess of 4,480 pounds each, customary heavy lift scale to be added.

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Rates of Freight
From
UNITED STATES GULF PORTS
To
EUROPE

Rates are on all cargo except as mentioned below

	Per 100 lbs.	Per cu. Ft.
United Kingdom (See Note).....	\$1.15	\$0.58
Holland (Rotterdam).....	1.40	.73
Belgium (Antwerp).....	1.40	.73
France (Havre, Bordeaux).....	1.40	.73
France (Marseilles, Cette).....	1.75	.93
Spain (Barcelona).....	2.00	1.08
Italy (Genoa, Naples).....	1.75	.93

Above rates per 100 pounds or per cubic foot at ship's option.

EXCEPTIONS:

Barytes, Canned Goods, Lead Billets
*Spelter, Starch, Sulphur—to United
Kingdom ports..... \$1.00 per 100 lbs.
Cotton (See Tariff No. 10-B)
Tobacco—to United Kingdom ports.. 2.00 per 100 lbs.
Steel—to United Kingdom
Ports..... \$20.00 per ton of 2240 lbs.
*Steel—to Havre, Bordeaux.. 28.00 per ton of 2240 lbs.
Steel—to Antwerp, Rotter-
dam..... 28.00 per ton of 2240 lbs.
Steel—to Barcelona..... 40.00 per ton of 2240 lbs.

*Spelter and—or Steel taken in limited quantities at ship's option for weight cargo in cotton ships subject to rate of \$20.00 per ton of 2240 lbs. to London, Liverpool, Manchester House or Bordeaux. The qualification "limited quantities" is to be understood about 20 to 25 per cent. of ship's dead weight capacity at discretion of operator.

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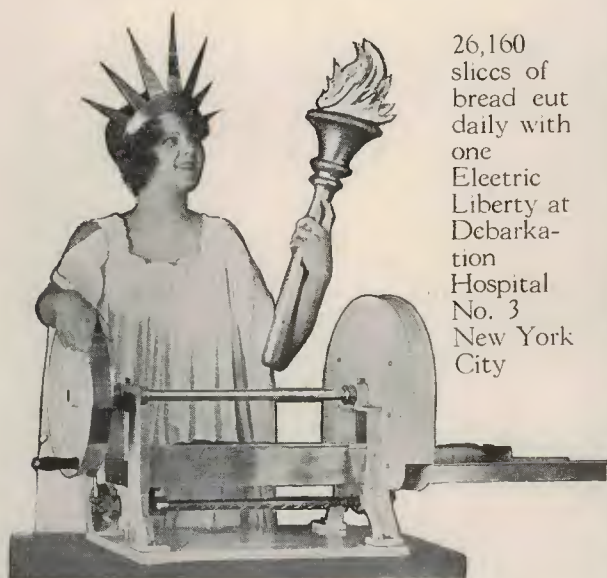
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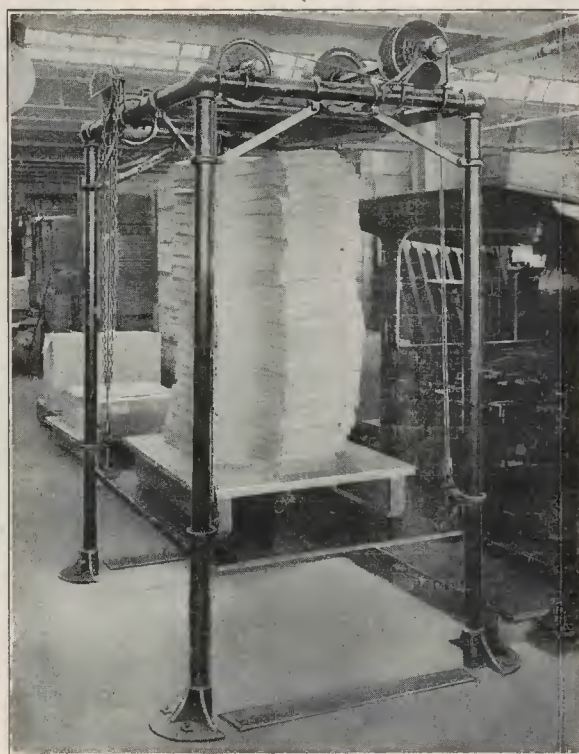
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