AMERICAN CONSULAR BULLETIN



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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 AUGUST 1919. No. 6



PORT SAID

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

AMERICAN CONSULAR ASSOCIATION NEWS

RECENT DEVELOPMENTS IN THE DEPARTMENT OF COMMERCE WITH RELATION TO FOREIGN TRADE

Return of Trade Commissioners.

Probably the most interesting development during the past month, ending July 16, 1919, was the return from Europe of approximately thirty trade commissioners and assistants. These trade commissioners were sent abroad during the latter part of the fiscal year 1918-19 under an appropriation allotted by the President out of the National Security and Defense Fund for the purpose of making an investigation of the commercial and industrial conditions of the belligerent nations and the neutral countries immediately adjoining. This appropriation expired on June 30, 1919, and it was, therefore, necessary for these trade commissioners and their assistants to return to the United States.

A number of important reports have been prepared by these trade commissioners, such as the Reconstruction Policy of Great Britain, by Trade Commissioner Powell; Banking and Financial Conditions in Spain, by Trade Commissioner Young; the Cooperative Movement in Holland, by Trade Commissioner Redfield, and many other reports covering commercial and industrial developments in Great Britain, France, Spain, Belgium, Holland, Roumania, and Italy. These reports will be published at an early date in the usual monograph form adopted by the Bureac of Foreign and Domestic Commerce.

CHANGES IN PERSONNEL.

During the past month Mr. B. S. Cutler, Chief of the Bureau of Foreign and Domestic Commerce, resigned his position and was appointed a special trade commissioner to undertake a particular inquiry on behalf of the Department in Europe. Mr. Cutler will visit Great Britain, France, Belgium, the Netherlands, Switzerland, Italy and possibly Spain, with such other additional countries as may be necessary to study the commercial, industrial and financial situation in those countries with a view to determining whether the present foreign organization of the Department of Commerce is adapted to existing needs, and if not in what respect it should be changed.

Mr. Philip B. Kennedy, formerly Commercial Attache at London, has been appointed Director of the Bureau to succeed Mr. Cutler, and Mr. R. S. MacElwee has been appointed First Assistant Director, to succeed Mr. G. M. Jones, who has resigned to accept a position with a leading New York financial institution.

In addition to Mr. B. S. Cutler, Trade Commissioners Herring, Sanger and Meekins have been appointed to make investigations in Belgium, the Far East and China, respectively.

STATISTICAL WORK.

Most persons are doubtless familiar with the efforts being made by the Bureau of Foreign and Domestic Commerce, in cooperation with other Departments, to introduce a new statistical classification of imports and exports much more elaborate and much more in accord with current commercial usage than the classification now in force. It is found that the British, the French and the Italian statistical offices have also come to realize the need of reforming their classification of commercial statistics and it has been decided to communicate to them informally the draft of our classification with the idea that some approach toward uniform practice on the part of the big Commercial Missions may be obtained.

DISCONTINUANCE OF INDUSTRIAL COOPERATION AND WASTE RECLAMATION SERVICE.

The Industrial Cooperation Service of the Department of Commerce, formerly the Commercial Economy Section of the War Industries Board, and the Waste Reclamation Service of the Department of Commerce automatically ceased to function,

through the failure of Congress to appropriate funds to continue the work which they had undertaken.

BUREAU OF STANDARDS INVESTIGATIONS.

The Bureau of Standards has been making an investigation of the use of the coil aerial in radio communication. This investigation has been in progress for some time on the use of large coils of very simple type as radio transmitting and receiving aerials. The theory and principles of action of these devices have been exhaustibly studied and results made available for the use of the Signal Corps, the Navy, and other designers and users of radio equipment. Experiments are in progress to determine the behavior of coil aerials in comparison with antennae. In this work, the Bureau has been cooperating with the Navy, Signal Corps, Post Office Department, the Air Service, and other bureaus of the Departmen of Commerce. A number of publications covering this part of this work have been prepared.

Since August, 1918, the Bureau has been experimenting on methods of signalling to airplanes to assist the pilot in determining the direction of the landing field, it being desirable to provide a system of signalling which will permit of safe landing in the dark or in dense fog. The arrangement is such that a magnetic disturbance is produced in a coil of wire wound on the lower wing of the airplane, setting up a very feeble current which is transformed into a telephone signal by means of a very sensitive amplifier. This signal is heard only when the pilot is near the landing field and its intensity increases as he approaches the center. In experiments so far made, the signals have been audible up to heights of 3,000 feet. This system, when developed, will be of the greatest importance in enhancing the safety of aviation, as it will give the aviator a sense of security in the knowledge that no trouble will be encountered in locating a landing field even under adverse weather conditions.

FEDERAL VOCATIONAL EDUCATION.

A great deal of material has been assembled by the Far Eastern, Latin American and Research Divisions of the Bureau of Foreign and Domestic Commerce, to be used in a publication which the Federal Board for Vocational Education will shortly publish. This information embraces regional studies of a commercial character.

CURRENT DEVELOPMENTS WITH REFERENCE TO FOREIGN TRADE

Federal Trade Commission.

At the present time that part of the work of the Federal Trade Commission which relates to foreign trade centers primarily around the operation and administration of the Export Trade Act (Webb-Pomerene law). This act, which was passed by Congress on April 10, 1918, permits American manufacturers and exporters to combine, under certain restrictions, for export trade. At the present time 93 concerns have filed statements with the Commission. They comprise an aggregate of 840 member concerns, several of which are trade associations with a large membership of their own.

Among the industries and products for export covered, raw materials as well as manufactured goods, are the following: textiles, pine tar products, provisions and packing-house products, canned milk, phosphate rock, copper, steel, soda pulp, clothespins, and wooden ware, cement, etc.

The individual member concerns are distributed throughout the United States. The "associations" comprise both large and small concerns. Among them are some representing a capital as small as 5,000, while others are million-dollar corporations.

During the first few months after the enactment of the law a number of concerns apparently thought it advisable to file statements with the Federal Trade Commission to avoid any question as to the penalty imposed by section 5 of the law for failure to do so. In several other cases it appears that papers were filed without a careful consideration of the various provisions of the Act. However, a closer study of the law is reflected in the statements filed with the Commission in recent months.

Recently the Commission issued its first formal complaint against an American manufacturer for unfair methods of competition in export trade. The complaint, which was issued under authority of the unfair competition provision of the Webb law, alleges that the company complained of, with the effect of acquiring for its product (condensed milk) any undue preference which might be given by the purchasing public in Mexico to condensed milk manufactured in Europe, has during the past year adopted and used on its cans labels which mislead Mexican purchasers into believing that the milk is the fact that the milk is manufactured in and shipped manufactured in Europe, and which wholly conceal from the United States.

SCENES OF THE EAST
RECENTLY RECEIVED FROM CAIRO



NATIVES IN PALESTINE



BEDOUINS DRAWING WATER



THE TOWER OF LIONS



ARAB CAVALRY IN THE DESERT



ALONG THE COAST BETWEEN BEIRUT AND TRIPOLI

OFFICE HELPS

By Consul Homer Brett, La Guaira, Venezuela.

The information sheet to accompany commercial letters which this office began using in November, 1917, has now been prescribed by the Department, but some of the other methods in use here may be of value to other offices. Formerly much difficulty was encountered in handling commercial inquiries adequately. The number of firms that could be interviewed was limited and only too often not one would be interested in the particular proposition submitted so that probably 85 per cent. of the letters addressed to the consulate on commercial matters remained without effect.

While in Tenerife I began the publication of a quarterly commercial bulletin in which very brief extracts of commercial letters with the names and addresses of the writers were published. The Department having approved the expenditure which amounted to about $4.00 per quarter, some two hundred copies were printed and distributed. Results were instantaneous and highly gratifying. In La Guaira this system was continued for a short time but in January, 1916, the leading newspapers were asked whether or not they would be disposed to publish these extracts as news matter. One replied favorably and, since then, they have appeared regularly each week under the heading "American Consulate, Commercial Letters Received." The form is very brief such as "JJohnson & Harrigan. Muskogee, Dkla., desire a broker to sell wheat flour." Many firms clip and file these items regularly; the Caracas Chamber of Commerce keeps them posted up in its rooms and there is ample proof that they are read carefully by practically all local business men. For obtaining agents the system is especially effective, and every American firm offering a saleable product receives from one to a dozen applications. A "by-product" result is the advertising of the commercial service of the consulate and to increase correspondence with local firms. In this office the number of trade opportunities, requests for catalogues and request for the names and addresses of manufacturers is not less than 25 times as great as before publication of these extracts began. Even should newspapers in other places be unwilling to publish such extracts gratis the service is so great as to be well worth paying for.

CATALOGUE FILE.

Formerly catalogues were filed by names of manufacturers but experience showed that requests were never for any but catalogues of articles so all are now rearranged by articles or lines and filed in envelopes or boxes according to the numbers of the Classification of Correspondence which was slightly expanded under 865.14 ofr this purpose by adding 865.141 Agricultural Machinery; 865.142 Road Building Machinery, etc.

INFORMATION FILE.

This was begun in 1915 and consists of folders arranged according to the Classification of Correspondence. Into it every day some newspaper clippings, written out extras from books or government reports, notes or advertisements are dropped. Now when a mining prospector visits the consulate he is simply handed folder 863, and can amuse or instruct himself for an hour or two as can a prospective cattle man with 862.2 or an agriculturist with those under 861 and subheads. There is no index, yet a new Consul coming to-morrow, if he knows the classification, can use it as well as the maker can. Its usefulness when a report is to be written can be imagined.

FORM LETTERS.

Twenty different lists of importers in various lines are kept corrected on the information sheet form and fifteen copies of each are kept on hand. A set of form letters is now in process of construction. Only 13 have been definitely adopted but with these 40 per cent. of the correspondence can be answered adequately, and it is believed that with 50 form letters 90 per cent. can be handled without the Consuls having to waste time in the mechanical work of pounding a typewriter. The method is to clip a piece of scratch paper on to each letter, mark thereon the form of reply, insert necessary words for blanks in the form, note enclosure and hand to typist. Not only is this quicker than dictating—even if one is fortunate enough to have a stenographer—but it does away with mis-spelling and faulty punctuation. Where full form letters will not serve, forms of paragraphs will be useful, for consular correspondence involves a great deal of repetition of the same statements. The Spanish forms included will be invaluable to a new Consul coming to the post.

TRADE JOURNAL RACK.

Passing through Bombay the writer was impressed with the display rack for trade journals. In each consulate to which he has since been assigned these were found piled on tables, poorly displayed, inaccessible and disorderly. .A simple rack of small strips of wood which was made at a cost of 3.50 and fastened upon a smooth wall is found much more satisfactory and has been copied by several other consuls that have seen it.

MISCELLANEOUS RECORD BOOK.

Notwithstanding the insistence of Inspecting Officers that this is the most important book in a consulate much difficulty was found in systematically making all the entries that should be made as the irresistable tendency was to forget it for days at a time. .Now the standing rule of the office is that the clerk, immediately after having said "Good Morning" to the Consul shall ask, "Are there any entries for the Miscellaneous Record Book this morning?" Also the price of coffee and of cocoa and the rate of exchange are entered every day partly for the value of the record, but more as proof that the book is being properly kept up. Formerly accounts and some other things were set off in various parts of the book, but now everything is entered in strict chronological sequence.

FEE STAMPS.

A system of taking out a number of stamps and keeping them in a small box for use was found to be bad. Now they are used directly from the sheet and the oiled paper beneath is used as a check stub being clipped off even with the remaining stamps each day. If the oiled paper and the Fee book agree as to the number of stamps used there is small probability of an error having been made. As consular services are often performed after office hours the Fee Stamp book is posted the first thing each morning.

CLASSIFICATION OF CORRESPONDENCE.

Letters of thanks which have no other relation to previous correspondence are filed under a special number, 125.661, thus greatly reducing the agglomeration under the heavy numbers 865 and 610, and facilitating the finding of letters in these files. .No. 610 has been subdivided into 610.1 Commercial Bulletin; 610.2 Purchasing Agents; 610.3 Trade Lists; 610.4 Trade Opportunities, and 610.5 Chambers of Commerce. Electrical supplies and equipment of all kinds are placed under 864.

DESPATCH OF COISESPONDENCE.

Everything for the Department goes in one large envelope, commercial letters and reports being separated by clip or cord. In each such envelope is enclosed a self-addressed card stating that envelope No. —— has been received at the Department of State. On the margin of the correspondence book opposite each letter the number of the envelope in which it was enclosed is marked, and when the corresponding card returns these numbers are struck out. The Department has nothing to do except to let the card drop into the outgoing mail and the acknowledgement so obtained is very prompt.

This article is written in the hope that some other officers will describe the methods and systems that they have found useful.

BOOK REVIEWS

SOUTH AND CENTRAL AMERICAN TRADE CONDITIONS OF TODAY, by A. Hyatt Verrill, published by Dodd, Mead & Co., $1.50.

This book reviews tersely Spanish American customs, manners, etc., after the manner of a handbook; and shows how these characteristics are related to trade. The last part of the book is devoted to valuable statistics of commerce.

WAR BORROWING
A Study of Treasury Certificates of Indebtedness of the United States.

By Jacob H. Hollander.
The Macmillan Co., N. Y.

Professor Hollander's book on "War Borrowing" is, as its name indicates, a study of the methods by which the United States Government financed the recent war. The various issues of treasury certificates of indebtedness, which were used to anticipate both the Liberty Loans and taxes, are discussed in great detail with a wealth of statistical material showing not only the nature and terms but also the result and effects of each successive issue.

After a brief discussion of the financial expedients employed in former wars and a much more complete description of the financial operations of the last two years, Professor Hollander discusses the problems which confronted the Treasury from several aspects: the success of the issues of certificates of indebtedness as a means for keeping the Treasury supplied with funds, the effect of these issues on the money market, and their influence on the general level of prices. He concludes with a summary of the lessons which have been learned from the experience of the last two years, with a recommendation that installment loans rather than certificate borrowing be adopted to meet extraordinary necessities of the Treasury in the future.

The book is a very complete and convincing presentation of the more technical aspects of the question of war finance. It can hardly appeal to the general reader, because it treats the subject purely from the point of view of the economist or the expert in matters of government finance, but it cannot but be of the greatest value to the student.

D. G. M.

AMERICAN CONSULAR SERVICE COMMENDED.

Probably one of the best compliments that could be given to the American consular service is that voiced by a British travelling representative of one of the largest manufacturing organizations in England. "Whenever I want any reliable business information and courteous replies to my inquiries," he declares. "I put my British passport in the bottom of my trunk go to the American consulate, and talk through my nose." Americans may resent the "talk through my nose" part of the statement, but coming from a Briton, they can realize the strength of the compliment given to the American consular service from a nation proud of its own tradition.—From an article by James Pusey in PACIFIC PORTS (Seattle) for May, 1919.

OUR CONSULS PRAISED.

(From the New York Sun, July 24, 1919)

A War Traveller Abroad Found Them Courteous and Efficient.

To the Editor of The Sun—Sir: In a despatch from The Hague it is stated that there is restlessness in the diplomatic service because of failure to recognize the faithful work of diplomatic agents and a lack of attention to merit and service as a basis for promotion. With the facts as stated I have no desire to deal. It is a satisfaction, however, to accept this occasion for recording my very high esteem of the courtesy and fidelity of the consular representatives of the United States in the centres of Europe under circumstances of great pressure and perplexity.

It chanced that in discharging obligations placed upon me in connection with the study of conditions in Europe I came in contact with many of the representatives of the Government in different cities. With special courtesies from the French and Italian Governments there was constant need of attention to passports and travel permits in France, Italy, North Africa, Spain and England. I came into touch with consular officers in Paris, Marseilles, Algiers, Tunis, Gibraltar, Madrid Barcelona, Rome, Genoa, London and Liverpool. They seemed to me to be without exception competent, their courtesy was unfailing and as representatives of the United States they were in every way a credit to the country and the Government.

FRANK MASON NORTH,
President the Federal Council of the Churches of Christ in America.
New York, Puly 23d.

VALUES OF FOREIGN COINS

Department Circular No. 1

TREASURY DEPARTMENT,
OFFICE OF THE SECRETARY,
Washington, D. C., July 1, 1919.

Director of the Mint.

In pursuance of the provisions of section 25 of the act of August 27, 1894, I hereby proclaim the following estimate by the Director of the Mint of the values of pure metal contents of foreign coins to be the values of such coins in terms of the money of account of the United States, to be followed in estimating the value of all foreign merchandise exported to the United States during the quarter beginning July 1, 1919, expressed in any such metallic currencies.

Entries of merchandise liquidated upon the values proclaimed herein will be subject to reliquidation upon the order of the Secretary of the Treasury whenever satisfactory evidence shall be produced to him showing that the values in United States currency of the foreign money specified in the invoices were at the date of certification at least ten per centum more or less than the values herein proclaimed.

CARTER GLASS, *Secretary.*

VALUES OF FOREIGN COINS.

COUNTRY.	Legal standard.	Monetary unit.	Value in terms of U. S. money.	Remarks.[1]
Argentina Republic	Gold	Peso	$0.9648	Currency: Depreciated paper, convertible at 44 per cent of face value; exchange rate about $0.43.
Austria-Hungary	Gold	Krone	.2026	
Belgium	Gold and silver	Franc	.1930	Member Latin Union; gold is actual standard. Exchg. value $0.155.
Bolivia	Gold	Boliviano	.3893	12⅓ bolivianos equal 1 pound sterling. Exchg. rate about $0.3785.
Brazil	Gold	Milreis	.5462	Currency: Government paper. Exchange rate about $0.275 to the milreis.
British Colonies in Australasia and Africa.	Gold	Pound sterling	4.8665	
Canada	Gold	Dollar	1.0000	
Central American States:				
Costa Rica	Gold	Colon	.4653	Exchange rate $0.25=1 colon.
British Honduras	Gold	Dollar	1.0000	
Nicaragua	Gold	Cordoba	1.0000	Exchange rate $0.995.
Guatemala, Honduras, Salvador	Silver	Peso	.8019	Guatemala: Currency, inconvertible paper; exchange rate about $0.40. Honduras: Currency, bank notes; exchange rate about $0.35. Salvador: Currency, bank notes convertible into silver on demand; exchange rate about $0.48.
Chile	Gold	Peso	.3650	Currency: Inconvertible paper; exchange rate about $0.195.
China	Silver	Tael—Amoy	1.31399	The tael is a unit of weight; not a coin. The customs unit is the Haikwan tael. The values of other taels are based on their relation to the value of the Haikwan tael.
		Tael—Canton	1.31004	
		Tael—Chefoo	1.25676	
		Tael—Chin Kiang	1.28359	
		Tael—Fuchau	1.21548	
		Tael—Haikwan (customs).	1.33699	
		Tael—Hankow	1.22942	
		Tael—Kiaochow	1.27332	
		Tael—Nankin	1.30027	
		Tael—Ninchwang	1.23225	
		Tael—Ningpo	1.26334	
		Tael—Peking	1.29101	
		Tael—Shanghai	1.20024	
		Tael—Swatow	1.21379	
		Tael—Takau	1.52231	
		Tael—Tientsin	1.27332	
		Dollar—Yuan	.8310	The Yuan silver dollar of 100 cents is the monetary unit of the Chinese Republic; it is equivalent to .644+ of the Haikwan tael.
		Dollar—Hongkong	.8642	
		Dollar—British	.8642	
		Dollar—Mexican	.6766	
Colombia	Gold	Dollar	.9733	Currency: Government paper and gold; exchange rate about $0.91 to 1 gold peso.
Cuba	Gold	Peso	1.0000	
Denmark	Gold	Krone	.2660	Exchange rate $0.24=1 krone.
Ecuador	Gold	Sucre	.4867	Exchange rate $0.42.
Egypt	Gold	Pound (100 piasters)	4.9431	The actual standard is the British pound sterling, which is legal tender for 97½ piasters.
Finland	Gold	Markka	.1930	Exchange rate $0.1025=1 markka.
France	Gold and silver	Franc	.1930	Member Latin Union; gold is actual standard. Exch'ge value $0.155.
German Empire	Gold	Mark	.2382	
Great Britain	Gold	Pound sterling	4.8665	Exchange value $4.60.
Greece	Gold and silver	Drachma	.1930	Member Latin Union; gold is actual standard. Exchg. value $0.1875.
Haiti	Gold	Gourde	.2500	Currency: Inconvertible paper; exchange rate approximately $0.16.
India [British]	Gold	Rupee	.3244	(15 rupees equal 1 pound sterling.) Exchange rate $0.39.
Indo-China	Silver	Piaster	.8656	Exchange value silver peso $0.6938; gold peso $0.5025.
Italy	Gold and silver	Lira	.1930	Member Latin Union; gold is actual standard. Exch'ge value $0.1253.
Japan	Gold	Yen	.4985	Exchange value $0.51.
Liberia	Gold	Dollar	1.0000	Currency: Depreciated silver token coins. Customs duties are collected in gold.
Mexico	Gold	Peso	.4985	Exchange value silver peso $0.6938; gold peso $0.5025.
Netherlands	Gold	Guilder (Florin)	.4020	Exchange value $0.39.
Newfoundland	Gold	Dollar	1.0000	
Norway	Gold	Krone	.2680	Exchange rate $0.256=1 krone.
Panama	Gold	Balboa	1.0000	
Paraguay	Gold	Peso (Argentina)	.9648	Currency: Depreciated Paraguayan paper currency.
Persia	Gold	Ashrefi	.9639	Currency: Silver circulating above its metallic value; exchange value of silver kran approximately $0.179.
	Silver	Kran	.1478	
Peru	Gold	Libra	4.8665	Exchange rate about $5.0375.
Philippine Islands	Gold	Peso	.5000	
Portugal	Gold	Escudo	1.0805	Currency: Inconvertible paper; exchange rate about $0.70.
Roumania	Gold	Leu	.1930	
Russia	Gold	Ruble	.5148	
Santo Domingo	Gold	Dollar	1.0000	
Servia	Gold	Dinar	.1930	
Siam	Gold	Tical	.4709	
Spain	Gold and silver	Peseta	.1930	Valuation is for gold peseta; currency is notes of the bank of Spain, exchange value approximately $0.199.
Straits Settlements	Gold	Dollar	.5678	Exchange rate $0.56.
Sweden	Gold	Krona	.2680	Exchange rate $0.26=1 krona.
Switzerland	Gold	Franc	.1930	Member Latin Union; gold is actual standard. Exchange value $0.185.
Turkey	Gold	Piaster	.0440	100 piasters equal to the Turkish £.
Uruguay	Gold	Peso	1.0342	Exchange rate $1.05.
Venezuela	Gold	Bolivar	.1930	Exchange rate about $0.2325

[1] The exchange rates shown under this heading are recent New York quotations and are given merely as an indication of the values of currencies which are fluctuating in their relation to legal standards.

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ARE WE LEARNING?

Can our manufacturers and exporters, in competition with other countries, hope to continue or increase the enormous foreign business we have secured during the war period, if such requests as that received by the Bureau of Foreign and Domestic Commerce, through Consul Samuel Hamilton Wiley, Oporto, Portugal, are necessary? Mr. Wiley asks for catalogs of American products of all kinds, preferably those with price lists, also trade publications and reliable trade directories.

The request of Mr. Wiley is only one of many brought to the attention of the "American Consular Bulletin," almost daily. If our exporters are to neglect such first essentials as this in securing business, the United States cannot hope to successfully expand its export business.

The French and British, as reported by Trade Commissioner Eliot G. Mears, Athens, are planning a number of formal expositions in order to familiarize merchants in the near East with their products. The exposition of the products of British industries opens in Athens in September and will continue for several months.

Mr. Mears says: "The value of expositions of this kind in comparison with more direct sales methods is somewhat doubtful. It is certain, however, that they are better than nothing at all. In the opinion of one importer, the best method to introduce American goods in the markets of the Near East would be to establish a permanent sales office for various lines of goods. In this way the advantage of an exposition and of direct selling could be combined. At present no such organization exists, and what business there is is handled by importers of comparatively small special lines and by commission agents. The commission agents complain that in many cases they are unable to secure samples and that little is done for them."

Again, quoting from the New York *Sun,* "A prominent South American merchant, while in New York stated, 'possibly in no city in the world is there so much written concerning methods of securing export business and at the same time so little heed taken and attention given it by manufacturers as in your own city.'"

Such statements are made almost continuously. With our vaunted progressiveness, are we, through an inflated idea of our success up to this time, to lose the prestige gained, through inattention to the first business essentials?

In Portugal our Consul asks for catalogues of American goods. In Greece expositions of the British and French for the exploitation of their products are underway, while in the United States "more is written concerning methods of securing export business than in any other city," therefore the question ARE WE LEARNING?

ARRANGING SATISFACTORY COLLECTIONS ABROAD

From "FOREIGN TRADE BULLETIN" Issued By AMERICAN EXPRESS COMPANY

In drawing against shipments for collection, the two points which are most important from the viewpoint of the drawer, are first, receiving full face value of the drafts, and second, making sure that the shipping documents go forward as early as the shipments, thus retaining customers' good-will by preventing customs warehouse charges, fines and other complications so often resulting from arrival of merchandise before documents.

Securing Face Vale of Drafts

In the process of collection, bills of exchange and the accompanying instructions are handled by so many persons, that nothing can be left to discretion. Explicit directions covering every possible contingency must be included in the original instructions. For ready reference, they can be arranged as follows:

Documents required:

1. Original and duplicate draft.
2. Original and all negotiable bills of lading.
3. Original and all negotiable insurance certificates.
4. Original and duplicate invoices with packing data; Consular invoices when required.
5. Certificates of origin, inspection, etc., when required.
6. Import permits or their numbers when required.
7. Export licenses when required.

Remarks:

Drafts to be collected by the American Express Company should be drawn to shippers' own order, and indorsed to the American Express Co.

If full face value of dollar drafts is desired, each draft should carry the following: "Payable with exchange, all bill stamps and all collection charges at holding bank's selling rate of exchange for sight drafts on New York."

If full face value of drafts, plus interest is desired, each draft should carry the following: "Payable with exchange, all bill stamps and all collection charges plus interest at the rate of 6 per cent. per annum from date of issue to approximate due date of arrival of cover in New York."

If collection charges are for account of drawer, the dollar draft should bear the following phrase: "Payable at the collecting bank's selling rate on day of payment for sight drafts on New York."

In drawing upon Spain and France, the check form instead of the draft form should be used (on account of resulting economy of bill stamps) in other words the phrases referring to the words "exchange" and "value received" should be omitted on the face of the draft. Dates and amounts must be written in words instead of figures.

Instructions required:

1. In case of time draft, authorization to deliver documents against acceptance (D/A) or to deliver against payment (D/P).
2. In case of non-payment or non-acceptance,
   a. Notify whom? By mail or cable? Shall we follow such person's instructions? To exactly what extent?
   b. Shall draft be protested?

Note. The above instructions also apply to sight drafts except for the fact that in this case documents can of course be delivered only against payment.

The Foreign Trade Bureau will be glad to give specific information as to drawing drafts in other than dollar currancy and to quote charges for collection, which of course vary with the amount and country.

Preventing Unnecessary Customs Charges

Although penalties for absence of documents on arrival of goods vary in different countries, they usually cause complications. Therefore if one would retain the good-will of one's customers, advantage should be taken of every time saving aid in order that documents may precede or accompany shipments. Delays occasionally caused by forwarding company's location at some distance from the collecting bankers can be in large degree avoided by using an organization which renders both services.

THE RED SEA COMMERCIAL DISTRICT

Includes territory bordering on the Red Sea and Gulf of Aden, extending from Jiddah to Makalla on the Asiatis side, and from Massowah to Mogadiscio on the African side, Aden, because of its strategic geographical position, and as the only port in the district receiving calls from any considerable number of European shipping lines, is the principal trading center of this district which is made up mainly of the following political divisions:

ADEN PROTECTORATE—(British Colony).

AREA: 88 square miles of rocky, sandy and barren lowland.

CLIMATE: Hot and dry. Rainfall rare.

POPULATION: Approximately 50,000 Arabs, Arabian Jews, Indians and Somalis. About 2 per cent. of the population is European and Levantine. The prevailing religion is Mohammedanism. Standard of living of the natives is simple. A few wealthier natives live according to European standards. There are elementary schools in Aden, but no institutions of higher learning. The population is on the whole prosperous.

LANGUAGE: English for official and commercial use. The natives speak Arabic. There are no newspapers or other periodicals published.

POSTAGE AND CURRENCY: The same as in British India.

BANKS: Public, National Bank of India, Limited (New York correspondent, Anglo-South American Bank); private, Cowasjee Dinshaw & Bros.

CUSTOMS: Free port excepting for small tax on alcoholic preparations, intoxicating drugs, and similar articles.

LEADING IMPORTS: Cotton textiles and yarn; grains and other bulk foodstuffs; kerosene; coal; general ahrdware. Imports in 1917-18 valued at $23,622,535.

LEADING EXPORTS: Hides and skins, coffee, gums and resins, and transhipment of of manufactured goods to various parts of district. Exports in 1917-18 valued at $20,292,002.

TRANSPORTATION CONNECTIONS AND CONDITIONS: There is a railway, narrow guage, recently completed from Aden to Lahej, a distance of thirty miles. Aden has good roads for motors and horse-drawn vehicles. Aden is a port of call for the principal European shipping lines to and from East Africa, Australia, India and the Far East. Has connections by small steamers and sailing vessels with all ports and places of commercial importance in the Red Sea and Gulf of Aden. A direct fortnightly service with the United States was recently reopened by steamers of Clan, Ellerman and Bucknall joint services. Cargo handled with lighters.

CREDIT TERMS: Vary according to conditions; 90 days usual.

INDUSTRIES: Making of salt by evaporating sea-water; and the manufacture of cigarettes. Commercial community engaged principally in transhipment trade. Aden is an important coaling station.

TRADE OPPORTUNITIES: American cotton piece-good (unbleached), general hardware, kerosene, motor cars, cycles and accessories, starch, soap and tinned or otherwise preserved provisions are known and can be sold in increasing quantities.

ARABIAN RED SEA COAST—(Former Turkish Provinces of Yemen, Asir and Hedjaz).

AREA: Approximately 190,000 square miles, sandy and barren lowland on the coast, mountainous country begins at an average of 100 miles inland.

CLIMATE: Hot and dry on the coast, good rainfall and fairly cool climate in many parts of mountainous interior.

POPULATION: Conservatively estimated at 3,000,000; consisting mainly of Arabs ranging in character from settled villagers and farmers to pastoral tribes and nomadic brigands. There are communities of Arabian Jews in various parts of this territory. In the coast towns there is a sprinkling of Somalis, Indians, Levantines, and other foreign traders. European and Levantine population less than 1 per cent. of the total. People mostly Mohammedans, living in comparatively primitive style. Education scarcely exists. Europeans unknown in some parts.

LANGUAGE: Commercial is English, French and Italian; native is Arabic, and official is Turkish or French. There is an Arabic newspaper published at Jiddah, and one at Mecca.

POSTAGE AND CURRENCY: Mainly Turkish, although in Hedjaz stamps and coinage of new Arabian kingdom are now used, and throughout district Maria Theresa dollars are used by traders.

BANKS: Public. Imperial Ottoman Bank at Jiddah and Hodeidah; private, Gellatly, Hankey & Company, Jiddah.

CUSTOMS: At Hodeidah, 1 to 2 per cent. on exports and 10 per cent. on imports. At Jiddah, 10 per cent. on exports and 15 per cent. on imports.

LEADING IMPORTS: Cotton piece-goods and other cotton manufactures; general hardware, tobacco and bulk foodstuffs. Approximate normal value of annual imports is $6,000,000.

LEADING EXPORTS: Coffee, skins and hides; senna and shells. Approximate normal value of annual exports is $6,000,000.

TRANSPORTATION CONDITIONS AND CONNECTIONS: Land transportation is principally by caravan. There are no railroads. The principal ports of Jiddah and Hodeiah (latter place at present closed to trade), are ports of call for small steamers from Bombay, ADEN and Egypt. These two ports and the small ports of Konfidah, Ghizan, Loheia and Mocha, have connections with ADEN and other Red Sea ports and places by small coasting steamers and sailing dhows. The Khedivial Mail Line and the Bombay & Persian Gulf steamers make regular trips to the two larger ports in normal times. Cargo at

THE RED SEA COMMERCIAL DISTRICT (Continued)

all ports is handled with lighters.

CREDIT TERMS: Vary widely according to conditions.

INDUSTRIES: Making salt from sea-water, or mining salt deposits; pearl-fishing, stock-raising and coffee-growing. The world's supply of Mocha coffee is raised under primitive conditions in the Yemen.

TRADE OPPORTUNITIES: American unbleached cotton piece-goods, general hardware and kerosene are known and sold, and market will increase. There is also a limited demand for dyes, principally red and indigo blue, in this territory.

ERITREA—(Italian Colony).

AREA: About 90,000 square miles. Barren and sandy lowland on the coast, rising in the interior to somewhat fertile highlands.

CLIMATE: Hot and dry on the coast; cooler and with rainfall in the interior highlands.

POPULATION: About 300,000 of whom less than 2 per cent. are Europeans. Natives are mostly Mohammadan tribes of Somalis, Dankalis and mixtures of these people with Arab stock. Standard of living is primitive. Natives are quarrelsome and many of them are nomads, as are most of the tribes inhabiting the barren Red Sea coastal plains.

LANGUAGE: Official and commercial is Italian; natives use Arabic and local dialects. There is comparatively no education among the natives.

POSTAGE AN DCURRENCY: Italian colonial postage and Italian currency.

BANKS: Banca d'Italia, Massowah.

CUSTOMS: 8 per cent. ad valorem on imports and exports not originating in, or intended for, Italy. Otherwise the duty is 1 per cent. ad valorem.

LEADING IMPORTS: Piece goods and other cotton manufactures, wine, grains, sugar and bulk foodstuffs. Total imports in 1915 were valued at $5,687,537.

LEADING EXPORTS: Hides and skins, coffee, salt, preserved meat dom nuts, mother-of-pearl shells and beeswax. Total exports in 1915 were valued at $3,841,208.

TRANSPORTATION CONDITIONS AND CONNECTIONS: There is a railroad from Massowah, the miles. Other lano transportation is principally by principal port, to Asmara, the capital; distance 75 caravan. Massowah is a port of call for the Indian and the East African lines of the Campania Maritima Italiana, and has connection with other Red Sea ports and places by small coasting steamers and sailing dhows. Principal exports and imports are carried by steamers of the Italian lines referred to. Cargo handled with lighters.

CREDIT TERMS: Usually long term.

INDUSTRIES: Making salt by evaporating sea-water; Stock-raising, pearl fishing, meat-packing and potash mining. All of these industries are comparatively small.

TRADE OPPORTUNITIES: Unbleached cotton piece-goods, general hardware and kerosene of American manufacture are known and sold. Market increasing.

FRENCH SOMALILAND—(French Protectorate).

AREA: Approximately 46,300 square miles of desert or semi-desert lowland.

CLIMATE: Hot and dry; rainfall light; very little vegetation.

POPULATION: About 208,000 Somalis and Dankalis. These people are mostly nomadic and move from water-hole to water-hole with their flocks and herds. Including the staff of the Franco-Ethiopian railroad there are upwards of 2,500 Europeans and Levantines in this colony. The natives are Moslems and are troublesome. There is no education, and the standards of living are primitive.

LANGUAGE: For official and commercial purposes it is French. The natives speak Arabic and Somali. There is no newspaper or other periodical published.

POSTAGE AND CURRENCY: French colonial postage stamps and French currency, with a small circulation of rupees and Maria Theresa dollars.

BANKS: Banque de l'Indo-Chine, Djibouti.

CUSTOMS: There is a tax on various imports and exports which varies with the nature of the goods. In all cases it is comparatively small.

LEADING IMPORTS: Piece-goods and other cotton manufactures; general hardware and bulk foodstuffs. In 1915 the total imports were valued at $7,573,099.

LEADING EXPORTS: Hides and skins, coffee, ivory, beeswax and civet. In 1916 the total exports were valued at approximately $4,000,000.

TRANSPORTATION CONDITIONS AND CONNECTIONS: Djibouti is a regular port of call for four ships per month (two each way), of the Messageries Maritimes. Other passenger and cargo boats occasionallyy call depending upon the business offered. There is an irregular service by small steamers between Aden and Djibouti (distance 135 miles), and in addition Djibouti has connection by small steamers and sailing dhows with other ports and places in the Red Sea district. The Franco-Ethiopian railway runs from Djibouti five hundred miles inland to Adis Abeba. Other land transportation is by caravan. All cargo handled with lighters.

INDUSTRIES: Making salt by evaporating sea-water; manufacture of cigarettes and stock-raising.

TRADE OPPORTUNITIES: Unbleached cotton piece-goods, general hardware and kerosene of American manufacture are known and sold. Market is growing. Djibouti has small electric lighting plant for public service. A few motor cars and cycles might be sold.

ABYSSINIA—(Independent Kingdom).

AREA: Approximately 400,000 square miles, consisting largely of mountains and high table-lands out with deep canyons. On the east and south there is a considerable fringe of barren lowland.

CLIMATE: Hot and dry in the lowlands. In the highlands climate is usually comfortably cool, and from June to October there is heavy rainfall.

POPULATION: From eight to ten millions, of whom somewhat less than half are Christian Abyssinians and the ruling class. The remainder are the Mohammedan subject tribes of the Abyssinians; the Gallas, Somalis and Dankalis, being the principal tribes. There are estimated to be about 3,000 Europeans and Levantines in the country. The general standard of living is comparatively low; but people are ambitious for better things. Educational practically non-existing.

LANGUAGE: Amharic is the Abyssinian language and is used together with French for official purposes. The commercial language is French or English. Arabic is well understood in Abyssinia. No newspapers are published.

THE RED SEA COMMERCIAL DISTRICT (Cont'd)

POSTAGE AND CURRENCY: Abyssinia is a member of the International postal union and has its own stamps and currency. French francs and Maria Theresa dollars also circulate among the merchants and traders.

BANKS: The Bank of Ayssinia (head office, Adis Abeba), is the only bank under regulated and European management.

CUSTOMS: Import and export duty of about 10 per cent. of the invoice value of goods. This rate varies under certain circumstances. There are no customs brokers.

LEADING IMPORTS: Cotton textiles and yarns; general hardware, sugar and kerosene. Value of imports in 1916 was about $4, 297,094.

LEADING EXPORTS: Hides and skins, coffee, ivory, civet, beeswax and meat animals. Value of exports in 191 was estimated at $4,775,320.

TRANSPORTATION CONNECTIONS AND CONDITIONS: The Franco-Ethiopian railway runs from Djibouti to Adis Abeba, and more than 70 per cent. of all trade is over this route. Other land transportation is by mule or camel caravan. Abyssinia is landlocked, but the principal importance of Djibouti is as a port for Abyssinian trade.

CREDIT TERMS: Vary considerably and care is necessary in granting credit.

INDUSTRIES: Principally agriculture and stock-raising. Home weaving of cottons and woollens, tanning, soap-making, flour-milling and distilling in comparatively very small ways.

TRADE OPPORTUNITIES: American unbleached cotton piece-gooos, general haroware and kerosene are known and possibilities for increased sales are good. There are opportunities for investment in promising mining prospects.

BRITISH SOMALILAND—(British Protectorate).

AREA: Approximately 68,000 square miles of desert or semi-desert lowland. Slightly mountainous near western frontier.

CLIMATE: Usually hot and dry, although at some seasons there is light rainfall.

POPULATION: Approximately 300,000, mostly Mohammedan Somali tribes. European population is limited practically to the few British officials. The native tribes are mostly nomads engaged in stock-raising. The standard of living is primitive and the wants of the people are simple. The people of this territory have far to go in the direction of commercial development.

LANGUAGE: Official and commercial is English; the natives use principally Somali and Arabic. No newspapers are published.

POSTAGE AND CURRENCY: British colonial postage stamps and the Indian rupee.

BANKS: Private bank of Cowasjee, Dinshaw & Bros. at the ports of Berbera, Bulhar and Zeyla.

CUSTOMS: 10 per cent. ad valorem on imports; small taxes on exports.

LEADINF IMPORTS: Cotton piece-goods, grain, dates and other bulk foodstuffs. Imports for 1915-16 were valued at $1,030,525.

LEADING EXPORTS: Hides and skins, meat animals, ghee, coffee and gum arabic. Exports for 1915-16 were valued at $927, 442.

TRANSPORTATION CONNECTIONS AND CONDITIONS: Communication between the coast and interior points is practically all by camel caravan. In normal times there is a weekly service between Aden, the Somaliland ports of Berbera, Bulhar and Zeyla and Djibouti in French Somaliland, by small steamers. British Somaliland trade is almost entirely through Aden. All cargo handled with lighters.

CREDIT TERMS: Vary; are usually arranged through Aden.

INDUSTRIES: Stock-raising.

TRADE OPPORTUNITIES: There has in past years been a considerable sale of American unbleached cotton piece-goods in Somaliland. This trade is capable of greater development. There should eventually be a demand for windmill pumps for use at the water-holes scattered throughout this desert or semi-desert territory. Interior of Somaliland is not open to trade, although it may soon be as a discovery of oil is reported.

DISTANCES IN NAUTICAL MILES FROM ADEN:

To Hodeidah (Yemen)	237
To Jiddah (Hedjaz)	715
To Massowah (Eritrea)	380
To Assab (Eritrea)	177
To Djibouti (French Somaliland)	133
To Zeyla (British Somaliland)	122
To Bulhar (British Somaliland)	147
To Berbera (British Somaliland)	141
To Socotra (Island)	593
To Mogadiscio (Italian Somaliland)	1,150
To Makalla (Makalla Sultanate)	278

The foregoing is intended merely to suggest the commercial possibilities of the various political divisions referred to. This Consulate has a considerable amount of interesting and helpful detailed information to supplement the brief facts already given, and it will be very much pleased to supply additional information in reply to questionnaires indicating exactly what is desired.

In considering the information given herein it should be understood that this district is very much undeveloped, and is comparatively almost a virgin field commercially. It is an important source of supply for fine coffee, and for such industrial raw materials as hides, goat and sheepskins, gums, rubber, beeswax, mother-of-pearl shells, ivory, civet, etc. THE UNITED STATES IN THE LAST NORMAL TRADE YEAR, that of 1915-16, TOOK FROM THIS DISTRICT IMPORTS OF THE ABOVE MENTIONED PRODUCTS TO THE VALUE OF $2,427,764. As the demand for these various products increases, prices rise and gradually increase the purchasing power of the natives in this district. They are buying more manufactured goods and there is no reason why they shouldn't buy increased quantities of American piece-goods, hardware and other manufactured articles if American exporters will only afford them the opportunity by taking an ACTIVE AND DIRECT interest in this Red Sea market. IN THE LAST NORMAL TRADE YEAR, that of 1915-16, AMERICAN MANUFACTURES TO THE VALUE OF $2,595,600 WERE IMPORTED INTO THIS DISTRICT. As this commercial district has an approximate area of 850,000 square miles, and an approximate population of 12,000,000 or more, it is evident that trade possibilities are promising.

Not only are there opportunities for a profitable import and export trade, but there will also be opportunities for the investment of capital in, and the sale of equipment for docks, wharves, electric light plants, water-works, road-building, etc., which are bound to come with improved political conditions.

ADDISON E. SOUTHARD,
American Consul.

INTEREST OF GEOLOGICAL SURVEY IN FOREIGN TRADE

By Edson S. Bastin, Chief Geologist.

Foreign trade matters touch mainly the mineral interests of the Geological Survey which center in the Geologic Branch.

Geologic Branch:

(a) Division of Geology, concerned mainly with geologic studies of certain regions and of special problems within the United States; work almost exclusively domestic.

(b) Division of Mineral Resources, composed of about 40 specialists, nearly all of whom are geologists, though some have had special training in mining engineering and economics. About half of these devote full time to the work of this division. In addition there are about 50 stenographers and statistical clerks. It is in this division that the Survey's interest in foreign trade matters centers.

The Geological Survey is the primary governmental source of information on the mineral resources of the country—their location, their mode of occurrence, reserves still remaining in the ground, and the portions already extracted. In order to measure the reserves already used statistics of mineral production are compiled covering essentially every known raw mineral product of economic importance and anticipating future development by including some that are not yet workable. The first annual report of the United States Geological Survey on the Mineral Resources of the United States was for the year 1882 and was the result of specific authorization in an act passed at the first session of the Forty-seventh Congress. Every year from that time to the present has been covered by a systematic canvass o fthe mines, quarries, and wells of the country by a regularly organized division of the Survey now known as the Division of Mineral Resources.

The growth of this work may be inferred from the fact that the mineral output of the United States in 1880 was valued at $365,000,000, whereas for 1918 it was about $5,500,000,000, or nearly fifteen times as great.

The mineral census is for the most part annual, though statistics for mercury, manganese, and chromite are obtained quarterly, statistics for petroleum monthly and for coal and coke weekly. The information obtained includes the quantity and value of the production from mines, smelters, and refineries (with the exception of petroleum products, which are obtained by the Bureau of Mines), and in some cases for manufacturing plants, as in the case of brick and tile. Mode of occurrence and location are also recorded as well as general data on uses and prices and information as to stocks and reserves where obtainable. Tables of world production are included in many of the reports, together with notes on significent developments in foreign fields.

At the present time Survey lists include the names of about 110,000 mineral producers. Through the correspondence incident to the statistical work, through general information service rendered to the mineral producers, and through personal contact a strong bond of understanding and mutual interest has been developed between the mineral producers of the country and the Geological Survey, and it is natural that the Geological Survey should be earnestly interested in all movements tending to further the legitimate interests of the mineral producers of the country. Nevertheless the Survey, like every other Government Bureau, is, of course, the servant of no one class in the community but of all, and as every man, woman, and child is to some extent a consumer of mineral products the Survey's broadest and strongest obligations are to the mineral consumers, and it is therefore vitally interested in all sources of supply, whether domestic or foreign, for these consumers.

Furthermore, an evaluation of the mineral resources of other countries is essential to the understanding of our own position with respect to those countries and to the world and is a necessary perquisite to the intelligent guidance of our national policies, and finally it is only by studying the resources of other countries that we can predict future tendencies in the mineral trade of the world and with foresight plan to turn these changes to national advantage.

The wok of the Division of Mineral Resources is organized along two lines—first, commodity studies carried on by the Sections of Fuels, of Non-metals other than fuels, and of Metals. The general scope of the work of these sections in so far as they relate to domestic mineral resources has already been outlined, but its scope is being rapidly broadened to include a fuller consideration of world production, the reports of significant development in foreign

mineral fields, and a study of world trade in mineral commodities. Another part of the work of the division is organized along geographic lines with one economic geologist assigned to the work upon each continent. This phase of the work is an outgrowth of labors begun for the "Inquiry" in the early part of the war.

The results of this work were of utility at the Peace Conference, but it is believed that the work will be of far greater importance to the future development of the foreign trade of the United States than even for the Peace Conference, and it is being continued as effectively as the small funds available will permit. This work consists in the preparation of cards upon which there are tabulated systematically the salient features in regard to the principal mineral deposits of foreign countries. Part of the information on these cards is also displayed graphically upon mineral resource maps and will be summarized too in explanatory texts to accompany these maps. At the present time atlases for Europe and for Latin America have been completed, and those for other continents are in progress. None of these maps have as yet been published, but an atlas showing the mineral production of the world for the year 1913 is now being prepared for press. The cards listing the information on foreign mineral deposits constitute open files available for consultation by anyone who may be interested. They are compiled not only from published information but from unpublished reports of mining engineers and geologists and represent the beginning of an effort to pool the information upon foreign mineral resources now widely scattered not only through the literature but in the handbooks and private reports of mining engineers.



AMERICAN CONSULATE GENERAL, BEIRUT, SYRIA

FACTS AND FIGURES ON THE AMERICAN CONSULAR DISTRICT OF AMOY, CHINA

By C. E. GAUSS, American Consul

Area, Population, Topography and Climate.

The Amoy district includes the southern two-fifths of Fukien Province, an area of about 20,000 square miles. in approximately the same latitude as southern Florida, and has a population of about 6.000.000 inhabitants. The district is mountainous, the chains running parallel from N. E. to S. W. Rivers are short, shallow and full of rapids. The climate is semi-tropical in the eastern portion, varying to temperate in the west. Frosts rarely occur at Amoy; rains fall from February to June; average rainfall, 48 inches. Extreme humidity, at times reaching 88, is registered in the warmer months.

Ports and Cities.

Amoy is the only port in the district opened to foreign trade; it has an estimated population of 114.000. Other large cities include Changchow, with 100.000 inhabitants; Chuanchow, 70,000 inhabitants; and An Hai, 25,000 inhabitants.

Means of Communication.

Amoy possesses one of the best deep water harbors on the China coast; it is well lighted, has accommodation for about 12 vessels of medium length in the inner harbor, and abundant anchorage areas in the outer harbor. for any size vessel. Loading and unloading is generally done in open stream, with open cargo boats. Regular coasting steamer connection is had with Shanghai, Foochow, Swatow and Hongkong, and with Formosa. Foreign cargo is usually transhipped to Hongkong or Shanghai. Steam launch service is maintained, largely for passenger traffic, between Amoy and nearby deep water points. Cargo is transported largely by native junk, and for most inland points requires transhipment to shallow draft boats or is carried by coolie pack. A railway from Amoy to Changchow is planned, but railhead is now 16 miles from the latter noint and construction work has been discontinued.

Principally an Emigration District.

This district supplies a heavy percentage of the Chinese in the Philippine Islands, Straits Settlements, Dutch East Indies, Burma and Formosa. The outward movement of able bodied males is about 60.000 annually. Result: comparative scarcity of labor, higher wages, neglect of resources of the district, and a large non-producing population of old men, women and children.

Purchasing Power Depends on Remittances from Abroad.

While agriculture is the principal pursuit, the products raised are generally insufficient for local needs. there is comparatively little for export. and the purchasing power of the people is dependent upon remittances from their men-folk abroad. These remittances are estimated to run to about $25,000,000 silver annually in normal times, but fluctuate on account of silver exchange, coming principally from the Philippine Islands, Straits Settlements, Dutch East Indies and Formosa. where gold standards prevail. With abnormal silver prices reigning since 1917. the silver equivalent of remittances has fallen off tremendously and the purchasing power of the people has been reduced to a bare minimum.

Industries.

The principal industry is agriculture, but the products raised are not sufficient for local needs. Two canning factories are maintained at Amoy, preparing foodstuffs largely for Chinese consumption. Sugar raising is carried on, but on a small and declining scale. Native paper is manufactured extensively; tobacco is raised; and there are a few minor home industries.

Trade.

Imports of foreign goods average about $7,000,000 U. S.; imports of native goods, $4,500.000; exports of native goods of local origin about $2,000.000.

Hongkong supplies 50% of the foreign goods imported at Amoy, serving as the principal distribution point for South China; Japan sends about 34% of foreign imports; the United States, about 5½%, represented by petroleum products. About 5½% comes from Shanghai.

Exports go principally to places overseas where Amoy Chinese are located; about 40% to the Straits Settlements, 20% to the Dutch East Indies, 10% to the Philippine Islands, 20% to Hongkong. largely for redistribution, and 10% to Japan and Formosa.

Principal Imports.

The principal items of foreign imports are cotton goods to the value of $1,436,000; tin in slabs and tin plate, $216,000; rice and paddy, $1,500.000; cigarettes, $200.000; fish and fishery products. $800,000; flour, $400.000; coal, $90,000; medicines. $300.000; kerosene oil, $500,000; soap, $76,000, and sugar, $400,000.

Principal Exports.

Chinese paper, $400.000; tobacco, $300 000; tea, $135.000; vermicelli, $125.000; hides and skins, $175.000; cannery products, $135,000.

Narcissus bulbs are the only export to the mainland of the United States.

Trade, How Handled.

Amoy, as an outport, is served principally from Hongkong, Formosa and Shanghai. Imports are handled largely by Chinese firms. numerous small Japanese firms, and by 4 British shipping firms and commission agents.

Opportunity for American Trade.

In lines such as medicines, hardware, tin plate, canned goods, household stores, ship's stores, and some iron and steel products, opportunity for American participation in the Amoy trade is offered through firms at Hongkong and Shanghai, if they will undertake to send foreign and Chinese traveling representatives to Amoy from time to time, and through samples and advertising create a demand for American products. Opportunity for importation from Manila is found through the Chinese firms at that port and local Chinese houses.

If American vessels are placed on the China coast trade, there would be an opportunity at Amoy for an American firm to handle the shipping agency for such vessels, including Chinese passenger traffic and trade with Manila and Philippine ports. There is no opportunity for direct trade with the United States in most lines.

Banking Facilities, Credit Ratings, Etc.

The Hongkong and Shanghai Banking Corporation (British), the Bank of Taiwan Japanese), The Niitaka Bank, Ld. (Japanese), and the Bank of China (Chinese) maintain branches at Amoy. There are in addition numerous Chinese banks handling remittances from the Straits Settlements, Philippine Islands, etc.

Credit ratings on foreign and Chinese firms can only be had through the banks.

Catalogues.

A catalogue file is maintained at the Consulate, but little use is made of it. Catalogues should be in English or Chinese.

American manufacturers and exporters would do well to notify the American Consulate at outports in China, such as Amoy, of the names of their representatives at Hongkong or Shanghai; or instruct such representatives to do so. Such information, with catalogues, would be useful in referring inquiries for supplies of American goods to the China sources.

Consular Assistance.

The Consulate at Amoy will gladly render all possible assistance to American manufacturers, exporters and representatives. In connection with lists of local firms, however, the regulations do not permit consular officers to accept responsibility as to the financial standing of firms named; and consular officers cannot act as special trade representatives of individual American firms.

C. E. GAUSS,
American Consul.



AMERICAN CONSULATE, TSINGTAU, CHINA

UNITED STATES SHIPPING BOARD EMERGENCY FLEET CORPORATION

SUPPLEMENT NO. 1 TO EUROPEAN TARIFF NO. 11-C—Effective July 22, 1919. Serial No. 90

Rates of Freight
from
UNITED STATES SOUTH ATLANTIC PORTS

Refer to tariff No. 11-C and make the following additions:

Tar and Turpentine—To United Kingdom	$7.00 per bbl.
Tar and Turpentine—To Havre/Bordeaux/Antwerp/Rotterdam	8.80 per bbl.
Tar and Turpentine—To Bremen/Hamburg	10.40 per bbl.
Tar and Turpentine—To Copenhagen/Gothenburg	10.40 per bbl.
Tar and Turpentine—To Stockholm	12.05 per bbl.
Tar and Turpentine—To Helsingfors	13.70 per bbl.
Tar and Turpentine—To Cette/Marseilles/Genoa/Naples	11.05 per bbl.
Tar and Turpentine—To Barcelona	12.70 per bbl.
Rosin—To United Kingdom	1.30 per 100 lbs.
Rosin—To Havre/Bordeaux/Antwerp/Rotterdam	1.40 per 100 lbs.
Rosin—To Bremen/Hamburg	1.50 per 100 lbs.

Serial No. 91

SUPPLEMENT NO. 1 TO EUROPEAN TARIFF NO. 12-D—Effective July 22, 1919.
Rates of Freight
from
UNITED STATES GULF PORTS

Refer to tariff No. 12-D and make the following additions:

Tar and Turpentine—To United Kingdom	$7.50 per bbl.
Tar and Turpentine—To Havre/Bordeaux/Antwerp/Rotterdam	9.25 per bbl.
Tar and Turpentine—To Bremen/Hamburg	10.90 per bbl.
Tar and Turpentine—To Copenhagen/Gothenburg	10.90 per bbl.
Tar and Turpentine—To Stockholm	12.55 per bbl.
Tar and Turpentine—To Helsingfors	14.20 per bbl.
Tar and Turpentine—To Cette/Marseilles/Genoa/Naples	11.55 per bbl.
Tar and Turpentine—To Barcelona	13.20 per bbl.
Rosin—To United Kingdom	1.40 per 100 lbs.
Rosin—To Havre/Bordeaux/Antwerp/Rotterdam	1.50 per 100 lbs.
Rosin—To Bremen/Hamburg	1.60 per 100 lbs.

Serial No. 93

SUPPLEMENT NO. 1 TO PACIFIC COAST-EUROPEAN TARIFF NO. 24—Effective July 26, 1919.
Rates of Freight
from
UNITED STATES PACIFIC COAST PORTS

Refer to Tariff No. 24 and make the following changes and additions:

To United Kingdom Ports:

Broom Handle Stock	$3.00 per 100 lbs.
Copra	3.00 per 100 lbs.
Hay, in double compressed bales	3.50 per 100 lbs.
Kapok	4.00 per 100 lbs.
Shooks, Box	2.25 per 100 lbs.

Serial No. 94

SUPPLEMENT NO. 1 TO UNITED KINGDOM TARIFF NO. 8-A—Effective August 1, 1919.
Rates of Freight
from
UNITED STATES NORTH ATLANTIC PORTS
To
UNITED KINGDOM PORTS

Refer to tariff and make the following changes and additions:

Aluminum Ingots	$1.00 per 100 lbs.
Auto Chassis and Trucks	.65 per cu. ft.
Automobiles, pleasure	.65 per cu. ft.
Bars, Black, up to 30 ft. in length	Special
Boiler Tuber	13.00 per ton 2240 lbs.
Bolts and Nuts	14.00 per ton 2240 lbs.
Brass Bars and Sheets	1.00 per 100 lbs.
Brass and Copper, scrap	1.00 per 100 lbs.
Car Wheels, loose	13.00 per ton 2240 lbs.
Copper Ingots	15.00 per ton 2240 lbs.
Copper Wire Rods and Coils	20.00 per ton 2240 lbs.
Copper and Brass, scrap—See Brass and Copper.	
Forgings	Special
Hoops, steel—See Steel Hoops.	
Lead Billets	14.00 per ton 2240 lbs.
Mails	13.00 per ton 2240 lbs.
Pig Iron	Special
Pig Lead	Special
Pipe Fittings, Iron	13.00 per ton 2240 lbs.
Plates, up to 30 ft. in length	Special
Pipe, 4 in. or under outside measurement, Iron and steel	13.00 per ton 2240 lbs.

Rods, wire, steel or iron	Special
Roofing Slate, loose	15.00 per ton 2240 lbs.
Rails—See Steel Rails.	
Scrap Iron	13.00 per ton 2240 lbs.
Screws	14.00 per ton 2240 lbs.
Sheets up to 30 ft. in length	Special
Skelp	Special
Spelter	Special
Spiegeleisen	13.00 per ton 2240 lbs.
Staples	13.00 per ton 2240 lbs.
Starch, in bags or boxes	1.00 per 100 lbs.
Steel Billets	Special
Steel, cold rolled, in boxes	Special
Steel Hoops, in coils	14.00 per ton 2240 lbs.
Steel Rails, light, not over 30 ft. in length	Special
Structural Material up to 30 ft. in length and 2 tons in weight including Angles, Beams, Channels, Girders and Ts, not fabricated	13.00 per ton 2240 lbs.
Tin	15.00 per ton 2240 lbs.
Tubing—See Pipe and Boiler.	
Wire, plain, in coils	14.00 per ton 2240 lbs.
Wire, copper rods and coils—See Copper.	
Zinc	15.00 per ton 2240 lbs.
Zinc Ashes	14.00 per ton 2240 lbs.
Zinc Dross	14.00 per ton 2240 lbs.

Approved:
J. E. Cushing,
Acting Director of Operations.

Issued by
Rate Department,
Division of Operations.

OCEAN FREIGHT SITUATION

From Foreign Trade Bulletin--American Express Company

United Kingdom—Although U. S. Shipping Board have been allocating quite a number of ships for loading to British ports there is still a scarcity of space, due to continued requirements of the British Government, coupled with liberal offerings of commercial cargo.

Belgium—Departures quite regular and space easily obtainable.

France—To French Atlantic Ports: space at present is hardly sufficient to take care of the demand and rates are holding quite steady. To Marseilles: space is fairly easy, the ocean rate being somewhat higher than the French Atlantic Ports.

Italy—Space readily obtainable in steamers outside of Governmental control.

Spain—Space easy to regular ports of call.

Norway—The berthing of outside steamers with an occasional Shipping Board boat has made the situation easier but all ships put on the berth are usualy booked full well in advance of sailing.

Denmark—Space continues easy. Occasional steamers of U. S. Shipping Board accept lower rates than the regular boats but the cheap space is booked up as soon as the ships are put on the berth.

Sweden—Heavy movement of general cargo continues but ample tonnage has been available to take care of offerings with reasonable promptness. An innovation is that certain ships, now on the berth. will take cargo for Stockholm direct at premium of $5.00 per ton, weight or measurement over the asking rate to Gothenberg (which has heretofore been the only port of call for the Swedish boats).

Greece—Several steamers are on the berth. Rates steady and space easily obtainable.

Holland—The allocation of Shipping Board steamers for loading to Holland has made the situation easier although the regular line continues to hold for a rate materially higher than the Shipping Board basis.

South America—Rates remain steady on a minimum fixed by U. S. Shipping Board. Space plentiful and shipments moving promptly. Brazil—Space plentiful. Rates have been revised downwards for certain low class commodities. West Coast—Space plentiful. No change in rates.

Orient—Rates by direct steamers from New York firm but unchanged and cargo moving promptly. At the Pacific Coast space is practically all booked up for two to three months and with some interests ships are booked full to end of year.

Australia and New Zealand—Rates steady and shipments moving freely, prompt clearance being accomplished both from New York and Pacific ports.

Russia—Developing very slowly owing to complex political situation. It is possible to ship to Vladivostok and Archangel, also steamers for Black Sea ports will call at Odessa if sufficient cargo offers.

Poland—Direct service has been established to Port of Danzig; export licenses are still required for shipments to Poland.

Levant Ports—Direct service has been established, steamers calling at Constantinople, Galatz, Jassy, etc., according to offerings of cargo.

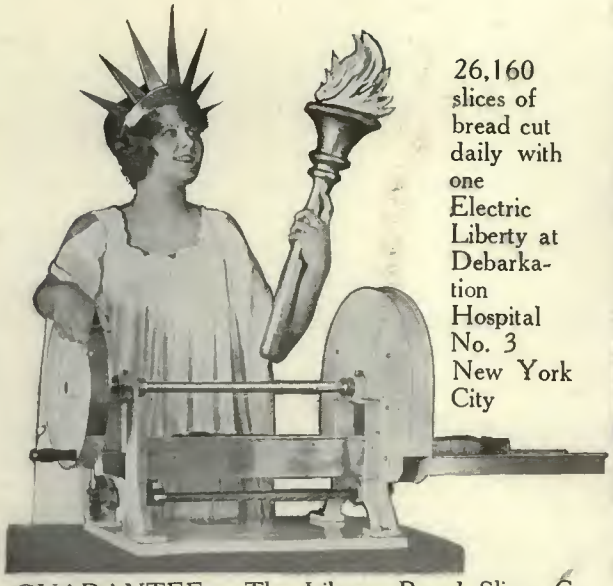
Germany—Commercial shipping is now possible under special export license RAC 77 and no doubt service will soon be resumed to port of Bremen. We are again in communcation with our offices in Hamburg, Bremen and Berlin and will be pleased to receive inquiries relative to prospective shipments to or from Germany.



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