

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

SEPTEMBER 1919.

No. 7



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AMERICAN CONSULAR ASSOCIATION NEWS

FOREIGN TRADE AND BANKING DURING JULY-AUGUST, 1919.

Changes in the condition of Federal Reserve banks during the past month were due primarily to the fiscal operations of the Government. In accordance with the program announced on July 25 the Treasury issued over a billion of loan certificates which are payable early in 1920, while it redeemed on August 12, from the proceeds of the second installment on the Victory Loan, over 300,000,000 of Treasury certificates issued in anticipation of the Victory Loan. Under these circumstances substantial liquidation of member banks' loans secured by United States war obligations was out of the question, and the Federal Reserve banks carry at present an amount of war paper only slightly below the total shown the month before.

During the month the acceptance holdings of the banks showed some fluctuations, the total holdings on August 8 reaching 381,000,000, the high level for the present year. About that time the United States Grain Corporation was able to redeem a considerable amount of its outstanding bills. Activity in the stock market fell off for reasons which need not be discussed here, and the result was a decided softening of call money rates which lately reached the low level of 3 per cent. The result has been an increasing demand on the part of New York and outside banks for acceptances, which, because of their very liquid character are used by the banks as a secondary reserve. Accordingly the acceptance holdings of the Federal Reserve bank for the last two weeks have decreased, the total held last Friday being 363,000,000, or 9,000,000 less than the July 18 total.

For the last three weeks the Federal Reserve banks have shown a new item among their assets under the caption of "Gold in transit or in custody in foreign countries." As mentioned here a month ago, this item represents the amount of gold received by the United States Grain Corporation from the German Government in part payment for food supplies. This gold has been acquired temporarily by the New York Federal Reserve Bank and most of it is held at present earmarked by the National Bank of Belgium and part also by the Bank of Netherlands. Some of it may find its way to Spain in payment for the credit advanced some time ago to the American Government by a consortium of Spanish bankers. The bulk of it, however, will ultimately be deposited with the Bank of England and figure then as reserve of the several Federal Reserve banks. The amount stands now at \$107,000,000 and will probably show further increases during the coming weeks.

The third feature deserving mention is the further fall of the rates of exchange on the leading European markets. The Sterling rate as you know reached lately a new low level of \$4.12 and francs and lire followed a similar course. The English Premier's August 19 speech, while adding nothing new to what was known of financial and industrial conditions in England, because of its authoritative character intensified the bearish tendency in the exchange market.

On the other hand, July exports declined about 350,000,000 below the June level, while imports went up about 50,000,000, the July total of 345,000,000 being the largest monthly total since the outbreak of the Great War. It is well to remember though that the decline in July exports coincides in time with the harbor strike in New York and that a considerable share of the decrease is due probably to the temporary interference with the free flow of merchandise exports from the New York port.

It is becoming apparent that the European governments, particularly that of Great Britain, cannot and will not do anything in the near future to stabilize their exchanges. The European view of the situation is that whatever is to be done in this direction should be done by or in the United States. Meanwhile a continued fall in the foreign exchanges will

probably further reduce our favorable trade balance. The index of wholesale prices to be made public by the Bureau of Labor Statistics for the month of July will show a rise from 207 to 219, and this will probably add to the popular clamor that something be done to stop further rises in the cost of living. Under the circumstances it is not likely that any official action will be taken that in any way might be regarded as favoring or promoting further exports. As it looks now that solution of the European credit problem will probably not be undertaken by the American Government or by the co-operative action of American bankers. It is probable that the industrial rehabilitation of Europe will prove a much slower process than it appeared to a great many people about the time the war was ended.

THE UNITED STATES DOLLAR

Foreign Trade Bulletin—American Express Company.

The approximate cost of the United States dollar as compared with pre-war time is shown in the following table compiled from average quotations or bankers' checks in large amounts during the first three weeks in August in the Foreign Exchange Department of the American Express Company.

| Mint Par Rate | Country and Currency Unit | Quotations Average | Approx. Cost U. S. Dollars |
|---------------|---------------------------|--------------------|----------------------------|
| 4.866 | England (pound) | 4.3565 | \$1.1147 |
| .193 | France (franc) | 1.3209 | 1.4621 |
| .267 | Norway (kronor) | .23894 | 1.1744 |
| .267 | Sweden (kronor) | .24950 | 1.0701 |
| .267 | Denmark (kronor) | .22460 | 1.1869 |
| .402 | Holland (guilder) | .37610 | 1.0689 |
| .193 | Italy (lire) | .11244 | 1.7171 |
| .193 | Spain (peseta) | .18609 | 1.0372 |
| .193 | Greece (drachma) | .190425 | 1.0135 |
| .193 | Switzerland (franc) | .17984 | 1.0732 |
| .424 | Argentina (peso) | .42269 | 1.04194 |
| .500 | Philippines (peso) | .49468 | 1.0740 |
| .498 | Japan (yen) | .50531 | .99533 |
| .2383 | Germany (mark) | .05762 | 3.13535 |
| .2026 | German Austria (kronor) | .02817 | 6.2056 |

UNITED STATES CONSULS COMPLIMENTED

From the River Plate "American"

The River Plate American's contemporary, the Herald, published the other day a London dispatch, credited to the Havas Agency, which said:

"The need for energetic propaganda and more cooperation between traders and the state is the theme of an article in the South American Journal, in dealing with the conservation and development of the enormous interests represented by British capital in South America.

"Our consular service, says the writer, is still very far from reaching the level attained by the American in the matter of frequent, rapid and useful information."

The River Plate American interprets this as meaning, not that there is anything bad about the system employed by the British consular service, but that the system employed by the American service is exceedingly good.

In this sense Americans certainly are entitled to feel pleased at the compliment which the South American Journal pays to the consular service of the United States.

FAULTS FREQUENTLY FOUND IN THE CONSULAR INVOICE.

The following memorandum, showing the particulars in which an invoice presented to American consular officers for certification most frequently fails to meet the requirements of the law and regulations, may be of interest to our readers.

- 1.—It is not made out on firm durable paper.
- 2.—It is not legible.
- 3.—It does not comply with the regulations as to permanence of writing.
- 4.—Port of Entry.

The name of the State as well as of the city should be given: as "Portland, Maine," or "Portland, Oregon."

- 5.—The invoice is not dated.
- 6.—The declaration is not dated.
- 7.—Insufficient space is left between the items.
- 8.—The pages are not firmly attached.
- 9.—When, Where and From Whom Purchased.

Invoices of good which have been purchased, or agreed to be purchased, must state the date when and the place where they were sold and the name and address of the person who sold them. Invoices covering different lots of merchandise bought from different sellers must contain the above information regarding each seller and each lot.

10.—The invoice, though claiming to cover a transaction of bargain and sale, does not show both seller and purchaser. If the name of the purchaser in the United States is unknown the declaration should show why it is impossible to state the purchaser's name.

- 11.—The invoice is not signed.

Hectograph and printed signatures cannot be certified.

- 12.—The declaration is not signed.

13.—In the case of merchandise obtained by purchase the declaration may be made by the seller or the purchaser or the duly authorized agent of either declaring in the name of his principal. None of these makes the declaration.

14.—Declarations made by an agent must be prepared as for the principal and signed in the principal's name by the agent. (The word "agent" should never appear in the body of the declaration, but only in the signature thereto.)

15.—The signature of the firm or corporation affixed to the declaration does not show the name of the signer nor indicate by what authority he binds the firm or corporation.

16.—There is on record in the Consulate nothing to show that the person or firm making the declaration has been authorized thereto by the principal for whom the declaration is made. Evidence of authority should be produced.

17.—The agent signing the declaration is not competent to do so owing to his insufficient knowledge of the facts in the case.

18.—The declaration is improperly prepared in that the signature thereto shows the agent alone and not the principal for whom he acts.

19.—Another copy of the invoice is required to be certified for customs purposes in addition to those already presented.

- 20.—The port of arrival in the United States is not stated correctly.

21.—The costs and charges are not set forth. All charges, including insurance, commissions, brokerage, inland freight, export duties, packing costs and charges, coolie hire, cost of disinfection, consular invoice fee, other consular fees, and, in the case of goods sold on a C. I. F. or C. and F. basis, the freight to the United States must be separately specified and the invoice must show which are included in the state price and which are not so included. When, however, it is impracticable to specify any of such charges because un-

ascertained at the time of shipment, or for other reasons, such charges may be omitted, *provided* the cause for omission is stated.

22.—The law provides that the invoice shall be presented at or before the shipment of the goods. These goods already having been despatched, no further action can be taken until the presentation of a statement in writing setting forth the reason why the law was not complied with and also that no invoice has previously been certified to cover the same shipment.

23.—The goods are not described with sufficient detail to indicate their nature, grade and quantity.

24.—The quantities in the invoice are not stated in any system of measures recognized by law.

25.—The wrong form of invoice and declaration has been used. Proper forms for declaring to a transaction of this nature are enclosed.

26.—The invoice purports to describe the sale of goods by a firm or person to itself or himself. Consular officers are not authorized to certify to wash sales, which are not recognized by law.

27.—The declaration contradicts the statement made in the invoice, the former describing as the agent of the purchaser the party which the latter describes as the seller. A person, firm or corporation, acting as the agent of a purchaser, cannot be recognized as buying goods from themselves on behalf of their principal.

28.—The invoice does not show in what currency it is stated.

29.—Invoices of merchandise which is not shipped pursuant to a contract of purchase must state the market value in the local currency. This was not done in the present instance.

30.—No fee was presented with the invoice. Consular officers are not permitted to extend credit and are prohibited from cancelling fee stamps until the fees have been paid.

31.—The number of the United States Import License was not stated in the invoice. Consular officers are not permitted to certify to invoices of this commodity which do not show the number of import license.

32.—A food declaration (Form 198) should accompany each copy of the invoice. A declaration of this kind is required on all shipments of manufactured foods and drugs and on shipments of rice, shelled rice, dried fruits, shelled nuts, tea, spices, crude drugs, gum chicle, dried beans and peas, Jalap root, saffron, garlic and all food and drug products which have been dried or treated in any manner.

33.—The invoice cannot be certified until the goods have been disinfected and the disinfection certified to by the representative indicated by the Consulate. Goods subject to disinfection under the Quarantine Regulations include, bedding, second-hand upholstered furniture, soiled or second hand wearing apparel, personal effects, household effects, second-hand articles of a nature similar to household effects, rags, mattresses, human hair and bristles.

34.—The disinfection of the goods having been completed, a consular certificate of disinfection (Form 189) should be taken out, and in this the marks and numbers of the packages should be set forth, as well as the nature of the contents and a statement of the manner in which disinfection was accomplished.

The fee for this certificate is the same as for a consular invoice and is charged in addition to the invoice fee.

35.—The declaration states a place which is not a port of entry, as the port where it is desired to make entry. Entry can only be made at certain designated places in the United States. In the present instance, the declaration should be altered to show either the port of arrival as the port where it is desired to make entry or else some other customs port.

FILE 000

It will be remembered that in 1916 the Department accepted as evidence of birth, when an applicant for registration or passport was unable to produce a birth certificate, the affidavits of two reputable persons in the United States who had knowledge of the date and place of the applicant's birth. The hereinafter recited statement was submitted to a consular official in Central America.

"The relatives mentioned on the enclosed papers (application) can all swear to this fact. If others who are not relations are required I cannot furnish them, due to the fact that I was born privately and decently, and the general public was not admitted."

A centenary celebration of the death of James Watt, the great engineer and inventor of the steam engine, is to be held at Birmingham, England, on September 16, 17 and 18 of the present year. Consul Wilbur T. Gracey of Birmingham, has been made a member of the executive committee and is actively co-operating with the general committee, of which Mr. William Mills (inventor of the Mills hand-grenade is the chairman).

It is expected that the American Ambassador will be present and take part in the celebration, as the scheme has his approval as well as the approval of the British Prime Minister, Chancellor of the Exchequer, Speaker of the House of Lords, Solicitor General, and the Members of Parliament from that city, and is supported by numerous British universities, societies and institutions.

The American Consul at Amoy, China, Mr. Clarence E. Gauss, received a dinner invitation from a Chinese gentleman in Amoy and the envelope of the invitation was addressed in the following unique manner:

H. U. S. M.'s CONSUL
GAUSE ESQUIRE
AMOY.

This is no doubt one of the prize eccentric forms of address, and, in spite of the fact that Consular officers in all parts of the world receive communications addressed in the most unusual and ridiculous ways this one is particularly intricate as it does not permit Mr. Gauss and the rest of us to know exactly whether the H. U. S. M. stands for His United States Majesty or whether it is a case of Her United States Majesty, since equal suffrage has been granted in this country.

He was an American Consul in one of the ports of the Far East, and was very deaf. A visiting consul, who was also deaf, called on him, and they discussed at length, in stentorian tones, politics, economics and the consular service, much to the interest of the consular staff in the adjoining room and visiting Americans. Finally the consul roared:

"By the way, F——, I've chartered a launch for this afternoon."

"Why?" bellowed the visiting colleague, and with a sly grin, the consul replied:

"It's all right, old man, I want to take you outside harbor limits and have a little private conversation."

The personnel of the Consular Service has not always been above suspicion, and there was a time when American residents of a port were somewhat anxious until the new consul arrived. At times wagers were made in anticipation of his arrival. These wagers might be whether he had a glass eye or whether he wore a collar, or might carry some other equally exaggerated implication in regard to the shortcomings of our Service.

During these (ancient) days a new consul arrived at a certain South American port. In the morning after his arrival he started alone to locate the consulate. Upon reaching a street corner he encountered a burly-looking individual, bearing Uncle Sam's stamp, of whom he inquired directions. As they were separating the inquiry was suddenly made:

"Might you be the new consul?" Giving an affirmative reply, he passed on, but while still within hearing his new acquaintance shouted to a friend: "Say, Jim, I have seen him. I win. He is white."

America has no more country-loving citizens than are the reputable negroes. During the Turco-Italian war a Kentucky negro was employed to care for some thoroughbred horses that had been purchased in America by the Galkwar of Baroda. His commission was creditably performed, but as it was necessary for him to tranship in Italy en route home he applied persistently to the American Consul at Bombay to ascertain if his passport was sufficient to guarantee his safe conduct through Italy without any delay. He was assured of its adequacy but still hesitated to depart, as he seemed to have some doubt. So he addressed the consular official as follows:

"Now, Mister Consul, look leah! I don't want no mistake, for I shore do want to get back home quick, 'cause suh, der is a little lady over der dat I is awfully fond of and longs to see soon. She is the finest lady in the world. Dat lady is looking for me. She stands out on an island and holds a torch in her hand, night and day."

It is hoped Liberty duly appreciated this fine negro's return.

NEW CONSULAR ASSIGNMENTS

| | | | |
|------------------------------|----------------|----------------------------|--------------------|
| ADAMS, EDWARD L. | Sherbrooke | JENKINS, DOUGLAS | Harbin |
| AGERTON, BAYLOR L. | Reval | KEISER, ROBERT L. | Colombo |
| ASBURY, CHARLES E. | Stoke-on-Trent | KIRK, MILTON B. | Stravanger |
| BAKER, E. CARLETON | Bombay | KIRJASSOFF, MAX D. | Dairen |
| BERGH, ROBERT S. S. | Guadeloupe | LINARD, DREW | Mt. Michael's |
| BICKFORD, GEORGE F. | Antung | LUPTON, STUART K. | Chefoo |
| BERGHOLZ, LEO ALLEN | Canton | MAYNARD, LESTER | Alexandria |
| BRITTAI, JOSEPH I. | Winnipeg | MEMMINGER, LUCIEN | Leghorn |
| BYINGTON, HOMER M. | Palermo | MILLER, R. S. | Seoul |
| CARLETON, ALGAR E. | Amoy | MILLER, C. CLETUS | Puerto Cortes |
| CHAMBERLAIN, GEORGE E. | Glasgow | MOSER, CHARLES K. | Tiflis |
| COOKE, ARTHUR B. | Swansea | McCUNN, JOHN N. | Georgetown |
| DAWSON, LEONARD G. | Madras | NORTON, EDWARD J. | Sydney |
| DONALDSON, CHESTER | Torreón | O'HARA, V. WINTHROPE | Trieste |
| DORSEY, W. RODERICK | Florence | PONTIUS, ALBERT W. | Mukden |
| DUMONT, FREDERICK T. F. | Dublin | RYDER, FREDERICK M. | Vancouver |
| EARLY, WILLIAM W. | Belize | SAVAGE, JOHN M. | Southampton |
| GAUSS, CLARENCE E. | Tsinanfu | STEWART, FRANCIS R. | Berne |
| HENRY, FRANK ANDERSON | Teneriffe | STILES, GEORGE K. | Patras |
| HITCHCOCK, HENRY B. | Taikohu | SWALM, ALBERT W. | Hamilton (Bermuda) |
| INGRAM, DONALD M. | Goteborg | VON STRUVE, HENRY C. | La Guaira |
| JAMESON, J. PAUL | Riga | WILLIAMSON, ADOLPH A. | Kobe |
| | | WOLCOTT, HENRY M. | Bilbao |

BOOKS OF REFERENCE FOR CONSULS

The following works of reference have been suggested by Consul Wilbur T. Gracey as additions to the list published in the May number of the American Consular Bulletin as furnished by Consul Stuart J. Fuller.

Government Salary Tables 1904.

General Instructions to Commercial Attaches.

Regulations Governing Travel of Officers

and Employees on Official Business, 1918.

Regulations for the Transportation of Explosives.

Rules of Practice in the U. S. Patent Office.
Selective Service Regulations.

United States Statutes Concerning the Registration of Trade Marks.

Patent Laws.

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"WE ARE LEARNING"

On this page last month we printed an article entitled "ARE WE LEARNING?" referring especially to the lack of attention to details of the average American firm entering the foreign field. In this article we quoted Consul Samuel Hamilton Wiley of Portugal and the "New York Sun." From these and many other sources it was gathered that American Exporters could not hope to hold or increase the tremendous foreign business gained during the period of the war if more attention to details and customs of foreign countries were not observed.

We believe a long step forward has been taken in the organization of the Namusa South American Corporation under the auspices of the National Association of Manufacturers. The operations of this organization, according to the New York Times, "will be under the Webb-Pomerene Act permitting combinations in furtherance of Foreign Commerce. With the charter of this Corporation framed so that any group or number of groups may engage in export trade activities, under one general over-

head. Participation in the Corporation is practicable even for the small manufacturer.

"For the proper promotion of export trade relations in general, it is understood that the Corporation will appoint Trade Ambassadors to various countries and will establish suitable foreign offices and branches to build up an adequate trade information service, covering credits, foreign competition, local economic conditions, tariff and customs intricacies, market requirements and so on.

"Manufacturers desirous of trading through the Corporation will have the services of departmental salesmen operating out of the Corporation's foreign offices and having full cooperation of the Corporation's general representation at home and abroad. As the Corporation enters the foreign market, local buyers are at once enabled to trade direct with the manufacturer."

With the plans of organizations such as this carried out as outlined, we begin to show the concerted action necessary to retain and increase our Foreign Commerce. Any plan which meets the need of the AVERAGE manufacturer should receive every encouragement, and doing so will strengthen our foreign report position more than can the efforts of any one concern, no matter how large. With such plans properly carried out, we can say "WE ARE LEARNING."

TO MEMBERS OF THE AMERICAN CONSULAR ASSOCIATION

It is requested that news items, notes and articles for the Bulletin be forwarded to the Secretary of the Association, Washington, D. C. The Association must rely on its members to supply material suitable for publication.

THE BRITISH FOREIGN OFFICE INTERESTED IN TRADE PROMOTION.

The following editorial paragraphs, recently printed by "The Empire Review," (London), indicate among other things that the British Foreign office in future intends to take an earnest interest in commercial and economic international matters:—

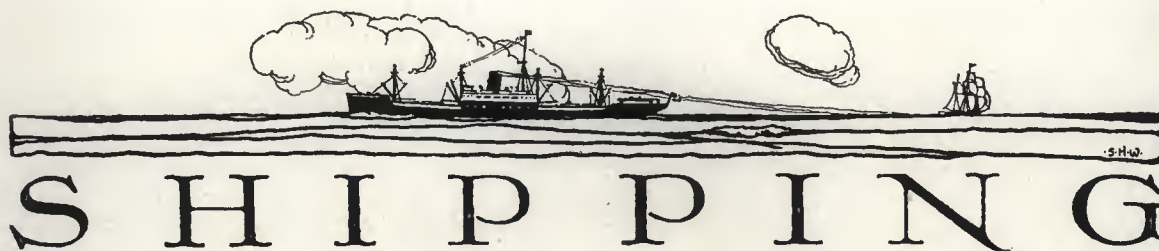
"Long before the war there was a general feeling that the British Consular Service had failed in its functions as regards the development of trade. Departmental Committees appointed, during the war, to inquire into the conditions of the various large industries have endorsed the general dissatisfaction. The Engineering Industries Committee was very definite. It recommended the establishment of a Consular Service, managed by men of business knowledge, under the control of the Foreign Office. The latter point it regarded as important in order that the Consul might be in direct contact with the Ambassador, and on the ground that the Foreign Office should recognise that "trade is the basis of British *raison d'être* in foreign countries." It also recommended the extension of the system of Commercial Attaches, who might be the connecting link between the Consular Service and the Embassy. This view was endorsed by Lord Robert Cecil in 1916, when he said that diplomacy cannot be divorced from commerce, and that commercial interests demand knowledge of the political condition of the country. In the face of these opinions, it is disquieting to find that, after all, there would appear to be, if not a divorce, something not unlike a judicial separation between commerce and diplomacy."

"The reorganisation of the Consular Service, of course, was bound to create jealousy be-

tween the Foreign Office and the Board of Trade, but the difficulty was solved by the formation of the Department of Overseas Trade to the general satisfaction. It has done good work, but what has been achieved by Sir Arthur Steel-Maitland seems to be in jeopardy, owing largely to the determination of the Board of Trade to have control. It is eminently desirable that this should be looked into without delay. The mistake of the old system was lack of unified control, but the present position threatens either to perpetuate the old system or to replace it by another in which the Consular and Diplomatic Services will be definitely severed, and the latter will be placed more hopelessly out of touch with commercial matters than it has ever been. And by just as much as it loses touch with trade and political economy will it lose in efficiency. It is perfectly clear that the international questions of the future will be very different from those of the past. Even before the war other countries recognised the commercial importance of Ambassadors, and yet it looks as if we were to slip back into the old groove, in face of example and experience. We have no quarrel with the Board of Trade, but suggest that it remains satisfied with operating in its own sphere, which is not that of diplomacy. What is needed is that the Foreign Office should be in direct touch with trade at home, and its representatives with commerce abroad."



Sacred Mount Fujiyama, Japan, the world's Most Perfect Volcanic Cone.



European agents to quote prices based on c.i.f. (cost, insurance and freight) or on c.f. (cost and freight). With the outbreak of hostilities, the scarcity of freight space, the risks of war, and with them the increase in insurance made it almost impossible to obtain quotations.

As trade conditions are slowly righting themselves to a more or less pre-war basis, it is with serious concern, therefore, that the American manufacturer and exporter, should look toward the important details of quotations.

There is an aptitude among foreign buyers to misinterpret many of the abbreviations used by American houses in quoting prices. This is caused, somewhat, by the largely different systems employed in the various quarters of the globe. Serious care must be taken in order that the terms of sale may be explicit and intelligible. Some suggestions, in connection with the definition of the terms, are given below.

F. O. B. Shipments. In domestic trade, f.o.b., (free on board) is taken generally to mean that the goods are delivered with charges paid on board the cars at the place of manufacture. Aboard, however, and particularly in English possessions, the initials standing alone, convey the meaning free on board vessel at the port of departure. To avoid misunderstanding, therefore, it is well to use a more specific term, f.o.b. factory, or f.o.b. vessel New York, or f.a.s., (free along side) vessel New York. When either of the last two phrases is used, the shipper should investigate carefully the costs incident to cartage, lighterage, and other harbor charges. Carload lots are entitled to free lighterage at New York if the inland bill of lading is plainly marked thus: "Lighterage Free". The term f.o.b. factory, or f.o.b. mill, is used often with the same meaning as f.o.b. car works, but the one last given is preferred by numerous exporters.

WHAT "TREATY PORTS" ARE

In the absence of treaty relations all of the ports of any country may be absolutely closed to all traders of other countries, or to all trades of some other countries. By treaty, some or all of the ports of a country hitherto closed to foreign countries may be opened to the citizens and subjects of the treaty party. Such ports, so opened by treaty, then become what is known as "Treaty Ports." The rights, privileges and obligations of the nations, parties to the treaty, and their respective citizens and subjects importing and exporting through such ports are defined and regulated by the terms of the treaty itself and such laws, customs and usages as are referred to in the treaty and made a part of its stipulations.

The following statistics recently announced by the British Ministry of Shipping shows the losses in ships sustained by the Allied Powers. Where the United States stands at present is quite evident. We are now free of all handicaps which formerly held us back and it now behooves the American merchant to support the American Merchant Marine toward the end of maintaining that lead.

| | | | | | |
|---------------|-------|-------|--------|-----------|------|
| Great Britain | | 2,197 | ships; | 7,838,000 | tons |
| France | | 238 | " | 697,000 | " |
| Italy | | 230 | " | 742,000 | " |
| United States | | 30 | " | 341,000 | " |
| Japan | | 29 | " | 120,000 | " |

In addition to the British ships above, twenty British vessels aggregating 95,000 tons were lost on admiralty service.

SELLING AND SHIPPING TERMS

Because of their longer experience, many of the European houses have had an advantage over the American manufacturers, in the matter of foreign trade problems. Their attention to details has been particularly noticeable in their quotations. Before the late war completely threw the shipping world into a state of chaos, importers in the Far East, South America, and Africa, were able to induce their

F. A. S. The abbreviation, f.a.s., (free alongside), means delivery alongside the vessel or at the wharf or other customary place of receiving goods destined for shipment by the vessel. Ordinary merchandise then is loaded by the ship's stevedores or the customary tackle. In the case of large shipments or unwieldy articles for example, locomotives, extra charges are made for loading and unloading, and these are taken into consideration by the steamship line in quoting the freight rate. In this connection it is wise to call attention to the fact that certain foreign houses understand f.a.s. to mean free aboard steamer. Too much precaution can not be taken in making quotations wholly free from misinterpretations.

C. I. F. The term, c.i.f., (cost, insurance, freight) indicates that the shipper pays for covering the consignment with suitable insurance and defrays all inland and ocean freight charges, including transfer to steamer, to the port of destination named in the bill of lading. It excludes foreign duty and the various charges at such port, as well as consular fees for legalizing invoices or other documents required by the laws of the country of destination. To avoid misunderstanding, it is well to state specifically the nature of the insurance intended, for example, whether with or without particular average and whether the peculiar risks incident to the line of goods shipped are expressly to be covered, and how much additional insurance—usually ten to fifteen per cent of the invoice value—is included to cover the delivery cost of the consignment at its port of debarkation.

When quoting a price w.p.a., it is often desirable to add the percentage of loss, usually 3% or 5%, that must be suffered before a claim will be allowed. The quotation, c.i.f., is the one most preferred by

F.O.B. or F.A.S. Some inland American manufacturers quote prices f.o.b. New York and mean delivery free at a railroad terminal at that point. It may be observed, however, that such a quotation is considered in many quarters abroad to be the equivalent of f.o.b. vessel New York, or f.a.s. vessel New York. To avoid this confusion, experienced exporters, when intending to deliver a consignment only as far as a railroad terminal in the harbor where goods are to be loaded, employ the letters, f.o.r. (free on rails) and add the name of the port. Often the phrase is amplified further thus, f.o.r. New York, cartage to vessel extra.

the foreign buyer the world over as it relieves him from the hazards incurred in figuring on items concerning which it is difficult for him to obtain accurate information. Among these may be mentioned the freight and other expenses from the American factory to the seaboard and the ocean rates, which often can not be known in advance. The importer thus is left to calculate merely the charges at the port of entry and the cost of inland transportation, when this is necessary. As the exporter assumes the risk of an increase in the cost of the various items embraced in the term, c.i.f., a time limit often should be placed on the price quoted.

C. & F. vs. C. A. F. The quotation, c. & f., has the same meaning as c.i.f. except that the insurance is not placed by the seller. In export trade, it is well to avoid the use of the letters, c.a.f., to express cost and freight, for the French customarily employ them when quoting a price based on cost, insurance, and freight. Otherwise, the buyer may misunderstand you.

Your Responsibility. Under a c.i.f., or a c.&f. quotation, the seller is bound to deliver the merchandise aboard the steamship. His obligation is fulfilled when he renders to the buyer or to his authorized agent, for example, a bank, a complete set of shipping documents, including, in the case of a c.i.f. quotation, negotiable insurance certificates. The carrier is regarded as an agent of the buyer, and the seller is not responsible for the arrival of the goods at destination nor for loss or damage in transit. It may be observed in this connection, however, that a bank usually will not accept a through railroad bill of lading or one issued by an express company or freight forwarder, unless specific instructions to this effect are received from the consignee.

Free Harbor. A quotation naming a port of entry thus, free Bombay harbor, should be distinguished from the phrase, c.i.f. Bombay. The need for this distinction is apparent in case unforeseen expense is incurred during the voyage, such as transshipment at a port to which the vessel repairs after becoming unseaworthy through accident. With a price, c.i.f., the exporter is under no liability to pay this additional charge or to see that the goods are transhipped and forwarded to destination. When he sells, free Bombay harbor, however, he assumes both these obligations.

OCEAN FREIGHT SITUATION

Foreign Trade Bulletin—American Express Company

United Kingdom—There is a rather acute scarcity of shipping space to British ports due principally to delay resulting from congestion at the British ports and in some measure to the fact that certain of the large steamers have been withdrawn to be overhauled and put in pre-war condition for passenger carrying.

France—Liberal allotment of shipping board steamers has helped the shipping situation materially although all ships put on the berth have been booked full well in advance of their sailing dates. This condition promises to continue.

Belgium—Sufficient space available to promptly care for all shipments offered.

Italy—Regular Lines have resumed acceptance of cargo without reference to Italian Ministry of Shipping, hence, the situation is much less difficult than heretofore.

Spain—Space plentiful and steamers seeking cargo.

Norway—Shipments moving with reasonable promptness but steamers continue booked to capacity well in advance of sailing date.

Denmark—No change since last bulletin. Shipments moving promptly.

Germany—Regular departures have been resumed to port of Hamburg and it is expected that service will soon be resumed to port of Bremen. One steamer already on the berth for the latter port but will take a combination cargo between Hamburg and Bremen.

Sweden—Heavy movement continues and available space booked well in advance.

Greece—Space easy. Several steamers in view.

Holland—Space easy. Shipping Board steamers accepting rates lower than regular service.

South America—Buenos Aires and Montevideo: General cargo rate unchanged. A slight reduction has been made in rates on certain dead weight commodities. **Brazil**—Same as to River Plate ports. Space easy; rates steady with downward tendency for rough cargo. **West Coast**—Space continues easy. Rates unchanged.

Orient—Rates by direct steamers from Atlantic ports unchanged. Shipments clear promptly. From Pacific coast steamers are booked well in advance but there has been no increase in ocean rates. The regular steamship departures from New York have a tendency to hold the Trans-Pacific rate steady in spite of liberal offerings of cargo.

Australia and New Zealand—No recent change. Space easy from both New York and Pacific ports.

Russia—No change of interest except indications of regular service being established soon to Black Sea ports with call at Odessa.

Poland—Steamers to Port of Danzig so far have carried principally food stuffs. Movement of commercial cargo is controlled by import licensing regulations.

Levant Ports—Several steamers in view, ports of call being determined by offerings of cargo.

SERVICE SUGGESTIONS

From Edwin S. Cunningham, American Consul General, at Hankow, China, July 15, 1919.

Some years ago, probably first at Durban, the writer felt a need of having a means of easily comparing the correspondence of his consulate to ascertain the development in the various branches covered by the correspondence. This was conceived merely as a matter of personal interest, and a summary was prepared as time permitted along the lines indicated.

When the new filing system came into effect August 1, 1912, the plan was continued, carrying however, the classification into greater detail than previously, as indicated hereinafter. A new unheaded column might be added to those already in the Register of Correspondence; but in the absence of such an arrangement the clerk in charge of the Register of Correspondence in this office is furnished a capital letter key and indicates according to the key the various classes of correspondence received and sent by the appropriate letter placed in the left margin on the left page. The summary can easily be made at the end of each quarter and it is then copied on the last page.

The key is indicated in the first and second columns below, while the third and fourth columns furnish a comparison of the Hankow correspondence for the June quarters of 1915 and 1919:

Digest of Correspondence for Quarters ending June 30, 1915 and 1919.

| | 1 | 2 | 3 | 4 |
|---|---------------------------------------|-----|------|------|
| | | | 1915 | 1919 |
| A | Commercial letters received..... | | 188 | 322 |
| B | Commercial letters sent | | 148 | 316 |
| C | General letters received | | 585 | 848 |
| D | General letters sent | | 659 | 1584 |
| E | Trade reports prepared called for ... | 6 | | 6 |
| F | Trade reports volunteered | 16 | | 3 |
| G | Triplicate invoices sent | 331 | | 352 |
| H | Sanitary reports sent | 11 | | 12 |
| I | Trade opportunities | 38 | | 1 |

A comparative statement for any period may be obtained at a moment's notice, so far as it is disclosed in the correspondence, if the above method is followed. The 1919 statement above would have shown greater increases had the office not been under-staffed during absences or sickness during the period which rendered it impossible to conduct any original investigation.

To
American Consular Officers

THE AMERICAN CONSULAR ASSOCIATION desires to obtain interesting photographs for illustrations in the American Consular Bulletin. American Consular officers are therefore requested to submit to the Association interesting and novel photographic views, kodak and other pictorial material which may be deemed fitting for publication in the Bulletin. Their cooperation in this regard will be greatly appreciated by the Association, which hopes that this appeal will result in the forwarding by Consular Officers of a very interesting collection of pictures. Should any Consular Officer feel that he should be reimbursed for postage charges incurred in mailing such photographs, the Association will gladly reimburse him for postage spent. However, before shipping large or bulky packages of pictures, the Association should be informed in advance in writing, giving a description of the pictures.

Communications and photographs should be sent to the Secretary-Treasurer of the American Consular Association, Department of State, Washington D. C

CONSULAR NOMINATIONS

Executive nominations received by the Senate August 29 (legislative day of Saturday, August 23), 1919, and confirmed September 5,

CONSULS GENERAL.

Charles C. Eberhardt, of Kansas, now a consular inspector, to be a consul general of class 2 of the United States of America.

From consular inspector to consul general of class 3:

Stuart J. Fuller, of Wisconsin.

From consul of class 3 to consular inspector:

Robert Frazer, Jr., of Pennsylvania.

Arthur Garrels, of Missouri.

From consul general of class 5 to consul general of class 4:

Leo Allen Bergholz, of New York.

Frederic W. Goding, of Illinois.

Frederick M. Ryder, of Connecticut.

George Horton, of Illinois.

Alexander W. Weddell, of Virginia.

Alfred A. Winslow, of Indiana.

William H. Gale, of Virginia.

Ernest L. Harris, of Illinois.

Francis B. Keene, of Wisconsin.

From consul general of class 5 to consul of class 3:

E. Carleton Baker, of California.

W. Stanley Hollis, of Massachusetts.

From consul of class 3 to consul general of class 4:

John Ball Osborne, of Pennsylvania.

Albert W. Pontius, of Minnesota.

CONSULS

From consul of class 4 to consul of class 3:

Augustus E. Ingram, of California.

Charles K. Moser, of Virginia.

Samuel T. Lee, of Michigan.

From consul of class 5 to consul of class 4:

Hernando de Soto, of California.

Carl F. Deichman, of Missouri.

Gebhard Willrich, of Wisconsin.

North Winship, of Georgia.

John K. Caldwell, of Kentucky.

George E. Chamberlin, of New York.

From consul of class 6 to consul of class 4:

Wesley Frost, of Kentucky.

Roger C. Tredwell, of Indiana.

From consul of class 8 to consul of class 4:
DeWitt C. Poole, Jr., of Illinois.

From consul of class 6 to consul of class 5:

Cornelius Ferris, Jr., of Colorado.

Nelson T. Johnson, of Oklahoma.

Frederick T. F. Dumont, of Pennsylvania.

Henry S. Culver, of Ohio.

Otis A. Glazebrook, of New Jersey.

Lewis W. Haskell, of South Carolina.

Douglas Jenkins, of South Carolina.

J. Paul Jameson, of Pennsylvania.

Myrl S. Myers, of Pennsylvania.

Claude I. Dawson, of South Carolina.

Emil Sauer, of Texas.

Jesse B. Jackson, of Ohio.

Wilbur T. Gracey, of California.

Ralph C. Busser, of Pennsylvania.

Clarence E. Gauss, of Connecticut.

Edwin L. Neville, of Ohio.

Joseph E. Havcn, of Illinois.

Jose de Olivares, of Missouri.

Walter A. Leonard, of Illinois.

John A. Gamon, of Illinois.

Walter H. Sholes, of Oklahoma.

Charles M. Freeman, of New Hampshire.

Harold D. Clum, of New York.

Clarence Carrigan, of California.

Alfred W. Donegan, of Alabama.

Homer M. Byington, of Connecticut.

W. Roderick Dorsey, of Maryland.

Ross Hazeltine, of Indiana.

Mahlon Fay Perkins, of California.

Leslie A. Davis, of New York.

George M. Hanson, of Utah.

From Consul of class 7 to consul of class 5:

David J. D. Myers, of Georgia.

Wallace J. Young, of Illinois.

Graham H. Kemper, of Kentucky.

Ezra M. Lawton, of Ohio.

From consul of class 8 to consul of class 5:

Ely E. Palmer, of Rhode Island.

Tracy Lay, of Alabama.

Harry A. McBride, of Michigan.

From Turkish secretary to consul of class 5:

Lewis Heck.

From consul of class 7 to consul of class 6:

Gordon Paddock, of New York.
 Percival Gassett, of the District of Columbia.
 Andrew J. McConnico, of Mississippi.
 John M. Savage, of New Jersey.
 Lucien N. Sullivan, of Pennsylvania.
 Lucien Memminger, of South Carolina.
 Henry C. A. Damm, of Tennessee.
 Claude E. Guyant, of Illinois.
 Arthur B. Cooke, of South Carolina.
 Chester Donaldson, of New York.
 Clement S. Edwards, of Minnesota.
 Lorin A. Lathrop, of California.
 Edward I. Nathan, of Pennsylvania.
 Wilbert L. Bonney, of Illinois.
 William J. Grace, of New York.
 Bertil M. Rasmusen, of Iowa.
 Henry P. Starrett, of Florida.
 Henry M. Wolcott, of New York.
 Charles M. Hathaway, Jr., of Pennsylvania.
 Henry H. Balch, of Alabama.
 Kenneth S. Patton, of Virginia.
 George K. Donald, of Alabama.
 Paul H. Foster, of Texas.
 Arthur C. Frost, of Massachusetts.
 Wilbur Keblinger, of Virginia.
 Milton B. Kirk, of Illinois.
 Oscar S. Heizer, of Iowa.
 Theodore Jaeckel, of New York.
 B. Harvey Carroll, Jr., of Texas.
 Carl R. Loop, of Indiana.
 Gaston Smith, of Louisiana.
 George K. Stilcs, of Maryland.
 James B. Young, of Pennsylvania.
 John K. Davis, of Ohio.
 George C. Hanson, of Connecticut.
 John R. Putnam, of Oregon.
 William L. Jenkins, of Pennsylvania.
From consul of class 8 to consul of class 6:
 Richard L. Sprague, of Massachusetts.
 Walter F. Boyle, of Georgia.
 Charles C. Broy, of Virginia.
 William E. Chapman, of Oklahoma.
 Louis G. Dreyfus, Jr., of California.
 John W. Dye, of Minnesota.
 Edwin Carl Kemp, of Florida.
 Frank Anderson Henry, of Delaware.
 Max D. Kirjassoff, of Connecticut.
 Lawrence P. Briggs, of Michigan.
 John S. Armstrong, Jr., of North Carolina.
 Francis J. Dyer, of California.
 Albro L. Burnell, of Maine.

O. Gaylord Marsh, of Washington.
 George S. Messersmith, of Delaware.
 Thomas B. L. Layton, of Louisiana.
 Thomas D. Bowman, of Missouri.
 Thomas D. Davis, of Oklahoma.
 Maurice P. Dunlap, of Minnesota.
 Elliott Verne Richardson, of New York.
 Henry T. Wilcox, of New Jersey.
 Harry Campbell, of Kansas.
 David B. Macgowan, of Tennessee.
 Charles H. Albrecht, of Pennsylvania.
 Addison E. Southard, of Kentucky.
 Thornwell Haynes, of Alabama.
 Horace Remillard, of Massachusetts.
 Alfred R. Thomson, of Maryland.
 Ralph F. Chesbrough, of Wisconsin.
 George F. Bickford, of Washington.
 Hasell H. Dick, of South Carolina.
 Eugene H. Dooman, of New York.
 Paul Knabenshue, of Ohio.
 Francis R. Stewart, of New York.
 James B. Stewart, of New Mexico.
 Gilbert R. Willson, of Texas.
 Algar E. Carleton, of Vermont.
 Paul H. Cram, of Maine.
 Hugh H. Watson, of Vermont.
 J. Preston Doughten, of Delaware.
 Raymond P. Tenney, of Massachusetts.
 Raymond S. Curtice, of Pennsylvania.
 Ralph H. Bader, of Virginia.
 Leland B. Morris, of Pennsylvania.
 Paul R. Josselyn, of Iowa.
 Thomas H. Bevan, of Maryland.
 George W. Young, of Maryland.
 Harris N. Cookingham, of New York.
 Harold B. Quarton, of Iowa.
 Charles Roy Nasmith, of New York.
 Samuel W. Honaker, of Texas.
 Irving N. Linnell, of Massachusetts.
 Felix Cole, of the District of Columbia.
 Robert L. Keiser, of Indiana.
 Robert W. Harnden, of California.
 Austin C. Brady, of New Mexico.
 Lloyd Burlingham, of New York.
 Leonard G. Dawson, of Virginia.
 Henry B. Hitchcock, of New York.
 Edward A. Dow, of Nebraska.
 Baylor L. Agerton, of Texas.
 Charles E. Asbury, of Indiana.
 Robert R. Bradford, of Nebraska.
 James P. Davis, of Georgia.
 Sample B. Forbus, of Mississippi.
 Harry F. Hawley, of New York.

George D. Hopper, of Kentucky.
George L. Logan, of Arkansas.
Arnold A. McKay, of North Carolina.
Stewart E. McMillin, of Kansas.
Vivian L. Nicholson, of Louisiana.
Maurice C. Pierce, of Wisconsin.
Eugene C. A. Reed, of Florida.

Henry W. Diederich, of the District of Columbia, now a consul general of class 4, to be a consul of class 7 of the United States of America.

The following-named persons to be consuls of class 7 of the United States of America:

Harry M. Lakin, of Greensburg, Pa.
C. Innes Brown, of Charleston, S. C.
Lewis V. Boyle, of Sacramento, Cal.
Reed Paige Clark, of Londonderry, N. H.
William C. Burdett, of Knoxville, Tenn.
Coert du Bois, of San Francisco, Cal.
Damon C. Woods, of Waco, Tex.
Lester L. Schnare, of Macon, Ga.
Dayle C. McDonough, of Kansas City, Mo.
Ulysses S. Fitzpatrick, of Spokane, Wash.
Henry Dexter Learned, of Philadelphia, Pa.
Howard F. Withey, of Reed City, Mich.
Dudley Golding Dwyre, of Fort Collins, Colo.
Theodore B. Hogg, of Pittsburgh, Pa.
Karl de G. MacVitty, of Chicago, Ill.
Carl O. Spamer, of Baltimore, Md.
Henry E. Mills, Jr., of Berkeley, Cal.
Thomas R. Owens, of Gadsden, Ala.
Harold Playter, of Los Angeles, Cal.
Charles R. Cameron, of York, N. Y.
Carol H. Foster, of Annapolis, Md.
John J. Meily, of Allentown, Pa.
Robert L. Rankin, of Berlin, N. J.
James P. Moffitt, of New York City.
Maurice L. Stafford, of Coronado, Cal.
Thomas M. Wilson, of Memphis, Tenn.
James Armstrong, of Oakland, Cal.
Drew Linard, of Mobile, Ala.

From consul of class 8 to consul of class 7:

James S. Benedict, of New York.
Fred C. Slater, of Kansas.

Henry C. von Struve, of Texas.
John J. C. Watson, of Kentucky.
G. Carlton Woodward, of Pennsylvania.
William A. Pierce, of Mississippi.
George G. Duffee, of Alabama.
G. Russell Taggart, of New Jersey.
John O. Sanders, of Texas.
Charles N. Willard, of Kansas.
William W. Brunswick, of Kansas.
Stillman W. Eells, of New York.
John S. Calvert, of North Carolina.
Shelby F. Strother, of Kentucky.
Harry L. Walsh, of Maryland.
Romeyn Wormuth, of New York.
Parker W. Buhrman, of Virginia.
Bartley F. Yost, of Kansas.
Frank Bohr, of Kansas.
Luther K. Zabriskie, of Connecticut.
Keith Merrill, of Minnesota.
William W. Early, of North Carolina.
William P. Garrety, of New York.
Raymond C. Mackay, of Wisconsin.
From consular assistant to consul of class 7:
Leslie E. Reed, of Minnesota.
Hamilton C. Claiborne, of Virginia.
J. Klahr Hnuddle, of Ohio.
Donald D. Shepard, of the District of Columbia.
W. Duval Brown, of Virginia.
Dana C. Sycks, of Ohio.
Frank C. Lee, of Colorado.
Morgan O. Taylor, of West Virginia.
S. Pinkney Tuck, of New York.
Ernest L. Ives, of Virginia.
Lowell C. Pinkerton, of Missouri.
Charles E. Allen, of Kentucky.

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MR. CONSUL:

Naturally you are interested in the comfort and welfare of any foreigners you may know who are coming to New York.

We, too, realize the special attention requisite to their comfort and stand ready to co-operate with you by giving special care and consideration to foreign guests you may send us.

A letter of introduction to either of our hotels will be all that is necessary; or, if you wish, you may cable us collect making reservation and giving name of steamer so that we may meet guests upon their arrival.

It is our sincere desire to be of helpful service and we hope to have your co-operation.

We maintain two European offices and reading rooms in the American Express Company building, 6 Haymarket, London, and 11 Rue Scribe, Paris. Any of your friends traveling via these cities may perhaps find these offices a convenience.

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