AMERICAN CONSULAR BULLETIN

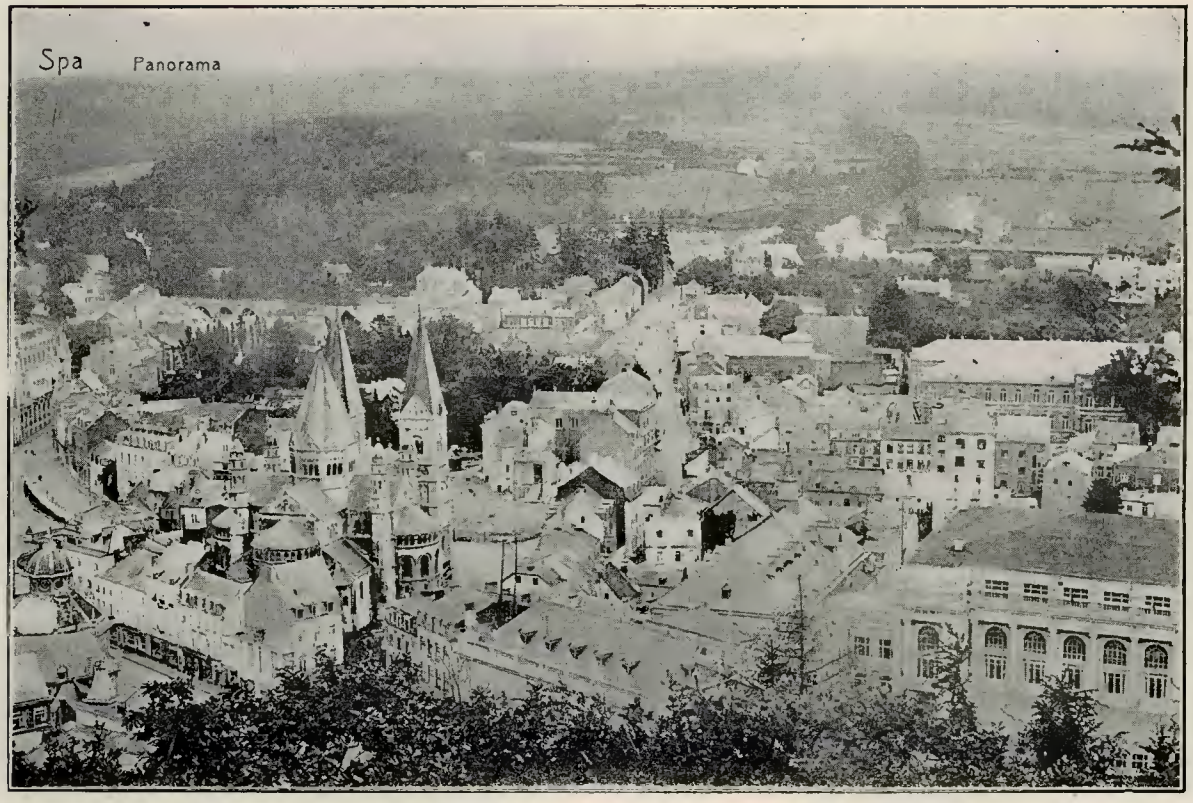


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AMERICAN CONSULAR BULLETIN

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

VOL. 2 APRIL No. 2



The City of Spa, one of the most famous of the inland European resorts, will live in history as the place where the Kaiser signed his abdication. It has been selected for the conference of the Allied Premiers to be held June 21, 1920, at which German representatives have been invited to participate

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

AMERICAN CONSULAR ASSOCIATION NEWS

Functions of British Trade Commissioners

From British Board of Trade Journal

The President of the Board of Trade bas considered it desirable to place formally on record the nature of the work required to be performed by His Majesty's Trade Commissioners in the discharge of their official duties whilst stationed in various parts of the British Empire. The President has accordingly furnished each Trade Commissioner with a formal letter of appointment which describes his functions in the following terms:

In the discharge of your official duties you will endeavor to establish and maintain cordial relations with the governing authorities in the (Dominion, Colony or Protectorate, as the case may be) in which you are stationed.

While your primary duties will be to ascertain what opportunities exist, and by what means those opportunities can best be utilized, for extending in your area the trade of the United Kingdom, and of those other parts of the Empire which express a desire to utilize your services, you will also regard it as your general duty to promote the trade of the British Empire as a whole within the area to which you are appointed.

Among the functions of your office it is your duty—

(a) To give any assistance you properly can to British traders seeking your services.

(b) To study and report upon the Tariff Laws and Customs Regulations, as well as legislation affecting banking, patents and copyrights, shipping, harbors, etc.

(c) To watch the imports into the (Dominion, Colony or Protectorate, as the case may be), to furnish reports on the best methods of meeting foreign competition, and to furnish reports on financial and trade conditions.

(d) To forward early information as to contracts open, or likely to be open, to tender, the opening of any new industries, and the extension of public works.

(e) To make an Annual General Report on the conditions and prospects of trade in your area, and to supplement it by special reports dealing as exhaustively as possible with particulars questions which are likely to be of interest to British firms.

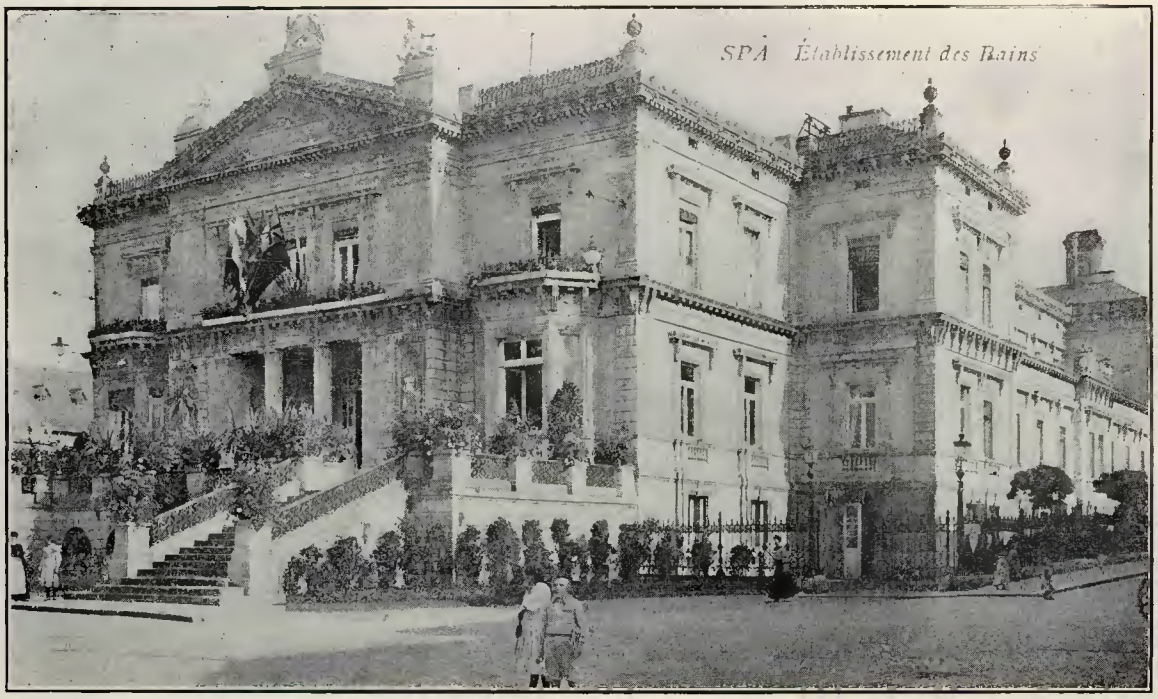
(f) To keep an active watch for information as to sources of supply of raw materials which may be opened up in your area, and for other information relating to materials which are likely to be of value to British manufacturers for use in British industries.

(g) To furnish information relating to the economic conditions prevailing at important industrial centers, having particular regard to labor disputes, strikes, lockouts, rates of wages, hours of labor and cost of living.

With a view to the adequate discharge of your duties you will, of course, take any suitable opportunity of visiting the principal commercial centers in your area, and of establishing friendly relations with the commercial community.



A panoramic view of Spa showing the old rendezvous of royalty nestling in the shelter of the Ardennes.



The famous bathing Palace at Spa. In order to help meet the need for copper during the war the linings of the great swimming pools in this building, as well as of the private baths, were ripped out and made into shells for cannon

Welfare Work of the Department of State During the World War

By Consul Donald D. Shepard

While the Department of State has not been engaged in the broad field of relief work during the world war to the extent of some of the large relief organizations, such as the American Red Cross, it has, in a quiet way, used its unofficial good offices in behalf of humanity by assisting in the transmission of funds where other means of transmission were not available for the relief of individuals abroad, and in obtaining information concerning the welfare of persons who had been separated from their families. The Department has not only been of great assistance in this respect to private individuals, but it has also extended its facilities and co-operation to recognized relief societies in transmitting large sums of money and lists of names of beneficiaries through official channels, where no other means of establishing communication with their workers in foreign countries were available.

As stated above, the Department has always worked in a quiet way, without publicity, in these matters, and it may be of interest to know just what it has done and accomplished, so far as its official business would permit.

A few days after the outbreak of the war in 1914, letters began to pour in to the Department inquiring as to the whereabouts of American citizens believed to be in the war zone and requesting assistance in forwarding funds for their repatriation. To handle these inquiries, the Consular Bureau of the Department found it necessary to employ some 90 persons to dispose of the correspondence connected with the work. For several months this Bureau was swamped, every available clerk was assigned to the work, and a night shift was added. In addition to handling these inquiries, thousands of remittances were sent through consular channels to stranded Americans, to enable them to return. The tremendous volume of this work may be estimated when it is realized that over $300,000 in small remittances was accepted for transmission in the first three days after the outbreak of the war. These inquiries and remittances were collected, listed, and sent to the appropriate consular and diplomatic offices. The telegrams in which these lists were incorporated were often four or five pages in length. A card file was maintained in which each case was recorded on an individual card. As replies came in from the Consuls and Diplomatic officers, the information contained therein was noted on the cards and the interested parties in this country were informed. It is estimated that there are at present upwards of 60,000 to 80,000 in this file, representing thousands of letters and telegrams written in this Department alone.

As the war progressed and our fellow citizens gradually returned to their homes, the volume of this work decreased, but this was greatly offset by an increasing number of inquiries from relatives and friends in this country concerning persons residing in the Central Powers and in territory under their control. These inquiries were transmitted to Consuls and Diplomatic officers with instructions to endeavor to obtain the desired information from the proper officials in the countries to which they were accredited.

The United States Government, as a neutral nation, took over the interests of a number of Governments upon the declaration of war. The Department therefore not only received inquiries and requests for assistance from American citizens, but also from the nationals of these Governments. The embargoes declared by the allied Governments against the Central Powers practically shut off ordinary communication, thus severing connections between many Americans and their families and relatives abroad. This was particularly true with respect to Turkey, and as the economic situation in that country became acute, the Department received thousands of appeals through the Embassy and Consulates from persons in that country for relief, which were transmitted by the Department to the interested parties in this country. Thousands of payments were made at the instance of persons in the United States to their relatives in that country. Long lists of beneficiaries were made up by the Department and forwarded to the appropriate Diplomatic and Consular officer with authority to draw for the various amounts and pay the proceeds to the designated payees.

All of these deposits were made in the Bureau of Accounts of the Department of State, and the actual accounting for these funds has been handled by that Bureau, which estimates that during the first year of the war over $4,000,000 was sent through the Department.

Before the severance of diplomatic relations by this Government, its representatives in enemy territory handled vast sums of money on behalf of the foreign Governments whose interests they were representing, for the relief of their nationals.

After the welfare work had become a more or less permanent factor in the functions of the Department, a special section of the Consular Bureau was organized to handle this work, and with few exceptions these matters have been cared for by this section, which was designated as the "Welfare Section."

The severance of diplomatic relations between the Governments of the United States and Germany, Austria-Hungary and Turkey brought another flood of inquiries concerning American citizens in those countries. After the passing of the Trading with the Enemy Act, prohibiting trade and communication between the United States and enemy territory except under license from the War Trade Board, it was necessary to refer each individual inquiry of this nature to that Board for a license. In such cases, and before a license was requested, documentary evidence of the American citizenship, both of the inquirer and of the persons in enemy territory inquired about, was required by the Department. The Welfare Section also continued to transmit funds to Americans in enemy territory for relief purposes, if satisfactory evidence of their inability to return to the United States was produced, otherwise the Department declined to accept funds for transmission except for repatriation. The War Trade Board licenses were also required for these remittances, and a limit of $750 per quarter to any one person was rigidly enforced, the only exceptions being in the case of persons under heavy or unusual expenses for medical treatment.

Many American citizens had gone to Germany and Austria prior to the war for reasons of health, and were forced, owing to their condition, to remain there for the full period of the war. It is estimated that there were some 5,000 Americans who remained in Germany during the war. Some of these persons were in poor financial circumstances. Congress granted the Department a fund for the relief and repatriation of American citizens in enemy territory. In cases where Americans were unable to provide for their own subsistence, the Department, after investigation of the circumstances of each case, granted monthly relief payments, or funds for repatriation, as the case justified. The payments were made against the promissory notes of the beneficiaries to repay on demaud or when able. The collection of these notes has been placed in the hands of the Treasury Department. This form of relief was discontinued on the 30th of June, 1919, as no appropriation was granted for the following fiscal year to provide for such cases.

Remittances for persons in Germany and Austria-Hungary were referred by the Department to the American Embassy at Madrid or to the American Legations at The Hague or Berne, with instructions to forward them to the Royal Spanish Embassy at Berlin or Vienna. Turkish cases were referred to the Legation at Stockholm.

The American Legation at Berne also obtained parcels of food from the American Red Cross and forwarded them to the Spanish Embassies at Berlin and Vienna for distribution to American citizens. These parcels were sold at cost to persons who could afford to pay for them, but in some cases they were given gratis.

From time to time during the progress of the war, the Department obtained through diplomatic channels lists of American prisoners in enemy territory, showing their whereabouts and condition. The lists were forwarded to the War Department for distribution of the information contained therein to the interested parties in this country.

After the signing of the Armistice, a general license was issued by the War Trade Board authorizing the Department, in its discretion, to handle inquiries or remittances to enemy territory without the necessity of referring them first to that Board. Many of the regulations promulgated by the War Trade Board were kept in force by the Department.

About this time appeals for assistance in sending funds to persons in Syria and Palestine were received, and during a period of several months the Department received thousands of letters of this nature. Funds and inquiries in such cases were sent through the American Diplomatic Agency and Consulate General at Cairo, until the various relief societies were able to send their agents to the territory affected, and banking connections had been established.

The resumptiou of postal and telegraphic communication between the United States and Turkey in the Spring of 1919, and with Germany and Austria-Hungary a few months later, resulted in the almost total cessation of this work. But at the same time the number of applicants for inquiries and remittances to Poland, Roumania, Czecho-Slovakia and Jugo-Slavia began to increase very greatly. The Department adopted the policy of undertaking these inquiries and remittance on behalf of American citizens in this country, irrespective of the nationality of the person abroad, so long as that person was not an enemy. This work necessitated the employment of eight people, to give their entire time to the handling of the voluminous correspondence and personal calls.

By the end of 1919 inquiries and remittances to all of the above-mentioned countries except Poland had been reduced to an almost negligible quantity, but the Polish cases continued at practically the same rate.

The Department now occasionally receives an inquiry or an application to remit funds to a person in Russia. Owing to the present abnormal conditions in that country very little assistance in such matters can be offered by the Department, except where the person resides in certain parts of the Baltic provinces and other parts of Russia not controlled by the Bolshevik forces.

Before concluding, mention should be made of welfare inquiries concerning American citizens in Mexico. The Welfare Section, since its organization, has handled about 5,200 of these inquiries, transmitting the inquiries to the Consuls in Mexico and informing the inquirers of the substance of the Consul's reports.

The Department has also received inquiries concerning missing persons in all sections of the world. Many of these were cases in which young boys had run away from home to enlist in foreign armies or to follow the sea. Where sufficient information could be furnished, the Department has been fairly successful, with the co-operation of its representatives abroad, in tracing the missing persons.

It was of course impossible for the Department or its officers to assume any responsibility in accepting and forwarding funds but it should also be mentioned that in the transmission of these vast sums of money in small remittances, there is hardly a case of record where the funds have not been safely received by the proper beneficiary.

Great credit is due to our Diplomatic and Consular officers for the manner in which they have handled these funds and inquiries. The greater burden of the work rested upon their shoulders. It was for them to find the payees, establish their identity, pay the funds, obtain receipts, and account for the funds forwarded. They not only had the payment to make which were authorized by the Department, but in addition, funds and inquiries which were received direct through the ordinary channels from private individuals.

In concluding, it may be added that the aggregate estimated amount of such funds sent through the Department to Diplomatic and Consular officers is between $14,000,000 and $15,000,000.

Abandoning of Seamen Abroad Because of Wilful or Careless Overstay of Leave of Seamen.

By Consul Leslie E. Reed

A very interesting and instructive article by Consul Pinkerton which appeared in the Consular Bulletin for January set forth in a very clear manner the duties of consular officers in cases where American seamen are abandoned abroad by masters of vessels because of careless overstay of leave. While drastic action is no doubt required of consular officers to prevent occasional abandoning of American seamen in foreign ports, my experience of some three years in dealing with masters and seamen in the port of London and in corresponding with Consuls in the other seaports of the United Kingdom has convinced me that at the present time the majority of masters are very considerate of the rights of their crews and are mainly concerned with keeping them contented and disposed to perform their duties properly. On the other hand, I think it will be generally admitted that seamen, as a class, lack a sense of responsibility. The Statutes and the Consular Regulations obviously regard him as not to be held to full responsibility for all his actions and provide for care to be taken of his welfare abroad in a way which probably no other class of citizen receives.

Practically every master during the stay of his vessel in port has so many cases of absence without leave or overstay of leave for long periods of from one to two weeks that he is greatly hampered in his work. In many cases large parts of the crew do not return to the ship until less than twenty-four hours before sailing, obliging the master to engage new men, classing as deserters those who have not returned to duty. The fact that absence without leave is punishable by fines and the cost of substitutes engaged has not proved, in actual practice, to be the slightest deterrent to such absence, and the practice of removing from the ship an hour or two before sailing the substitutes who have been hired and allowing the negligent or wilful absentees to return to the vessel seems to me to be most harmful to the successful operation of our Mercantile Marine.

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AMERICAN CONSULATE

Vigo, Spain, March 29, 1920.

Subject: Death of W. Bruce Wallace, former Vice Consul at Corunna. Statement of his former activities and resulting impairment of his health.

The Honorable

The Secretary of State, Washington.

Sir:

While the Department has doubtless been informed of the death of the late Mr. W. Bruce Wallace, Vice Consul at Corunna, and has a record of his doings at Corunna, yet I feel it is not amiss to give some further testimonial thereto and to point out certain facts which may have superinduced his untimely end.

The post of Corunna during the war was a very difficult one for the consular officer in charge of same and placed upon him many arduous duties. One of the most exacting being the care of the crews of shipwrecked American vessels that were lost as the result of enemy submarine activities. It was a very frequent occurrence to find him in his office at midnight finishing up some correspondence for the mail that left by next morning's train. Despite these extraordinary tasks Mr. Wallace did not neglect the regular office routine and correspondence which were most carefully and expeditiously looked after.

Naturally only a strong man could long continue such arduous duties without seriously undermining his health. Unfortunately Mr. Wallace was not strong, and he would not relax his efforts for his sense of duty was greater than his physique. Already in my efficiency report of March 31, 1918, duly submitted to the Department, I stated: "The large burdens placed upon him by shipwrecked crews have required him to work overtime which he did cheerfully though to the detriment of his health." When the stress of war work was over Mr. Wallace's health improved. His ambition to enter the Service as a career officer, for he had a profound love and devotion to the Service, induced him to study for an examination for entry into that service. Time that should have been given to recreation and the recuperation of his health was then devoted to hard study. The months that followed his examination and the time he spent on leave must have been beneficial to his health, but the unfortunate operation which he was forced to undergo proved that he had never really recovered from the effect of his strenuous duties at Corunna.

The record of the deceased is another testimony to the faithful service rendered by members of the Consular Service to their country and to the countries of their allies or associates before the United States entered the war, and their interests were confided to our charge.

I have the honor to be, Sir,

Your obedient servant,

EDWARD I. NATHAN, American Consul.

The Association announces with regret the death at Edinburgh, Scotland, on April 3, 1920, of Mr. Rufus Fleming, who has been consul there since October 5, 1897. Mr. Fleming died of arteriosclerosis after a prolonged illness. The remains are to be brought to the United States for burial.

At one time Mr. Fleming was manager and editor of the Cincinnati *Times-Star*.

Resignations

Mr. Albert H. Putney, Consul of Class Five, who has been on detail in the Department as Chief of the Division of Near Eastern Affairs, resigned January 17, 1920, to be the Dean of the Schools of Diplomacy, Jurisprudence and Citizenship of the American University. Mr. Putney, who is the author of various law works, magazine articles, etc., is well fitted by education and training to assume his new duties.

Mr. E. Carleton Baker, Consul General of Class Five, assigned to Mukden, resigned December 19, 1919, to enter private employment in the extension of American trade in Manchuria. Mr. Baker entered the Consular Service as Vice and Deputy Consul at Foochow, China, January 5, 1906, and was appointed, after examination, Consul at Antung, November 10, 1909. Mr. Baker was assistant to the Chief of the Division of Far Eastern Affairs from February 1, 1909, until his appointment as Consul at Antung. His entire consular career was passed in the Far East and his experience has equipped him for the new duties which he is undertaking.

On March 1, 1920, Mr. John S. Armstrong, Jr., Consul of Class Six, resigned to enter business in the United States. Mr. Armstrong entered the Service as clerk in the Consulate at Cork, Ireland, March 4, 1909, and was appointed, after examination, a Consular Assistant July 12, 1911, and has served at Naples, Vancouver, Saloniki, Bristol and Venice.

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TWO DAYS' BUSINESS CONFERENCE FOR AID AND ADVICE AS TO DISPOSAL OF THREE BILLIONS OF PROPERTY OWNED BY SHIPPING BOARD

Admiral W. S. Benson, Chairman of the United States Shipping Board, has issued the following call to seventeen of America's most distinguished business men, a list of which is attached, for a two days' business conference, to get their aid and advice as to the best way to handle and dispose of the three billion dollars' worth of property owned by the Shipping Board:

"The United States Shipping Board has before it at the present time, two large business problems, the solution of which vitally effects the future of the Merchant Marine of this country. One is, the method, price, and terms of the sale of its ships to private owners, and the other is, the operation of its fleet, pending the sale and disposition thereof.

"The Board desires to bring to its aid the best merchandising experience and ability that can be found in this country. The great producing forces of the country from factory and farm are those most vitally effected by the policies established by the Shipping Board. Unless our national surplus can be successfully disposed of abroad in competition with foreign countries, our American laborer, farmer and capital must of necessity be injured, and our national prosperity impaired.

"A two days' conference with the Commissioners of the Shipping Board has been arranged for, beginning at 10 A. M., Thursday, April 15th, in the Chairman's office, 1319 F Street, N. W., to which you are cordially invited, together with other distinguished American business men, a list of which is herewith enclosed, at which time all available data bearing on our problems will be submitted for consideration of the conference, and out of which we trust may come valuable aid to the solution of our pending problems.

"We know that you fully appreciate that the Shipping Board can only successfully solve its problems if men of your broad merchandising ability and patriotism will give us aid.

"I trust I may have your acceptance by wire."

He has called men who are vitally interested in the disposition of the great products of our country, such as grain, flour, provisions, agricultural implements, motors, tires, steel, etc.—men who are vitally interested in the production and merchandising of these products, and whose interest is in the establishment of a permanent Merchant Marine, and who have had large experience in establishing big business sales policies. He feels that the business men of this country should get behind the Merchant Marine and should give their aid to establishing proper policies of sales and operation.

The men he has called represent basic industries that merchandise from fifteen to eighteen billion dollars' worth of American products a year.

James Bell, Washburn-Crosby Co., Minneapolis, Minn.
Sam P. Bush, Buckeye Foundries Co., Columbus, Ohio.
Charles Dawes, Central Trust Co., Munroe Street, Chicago, Ill.
James A. Farrell, General Offices, U. S. Steel Corporation, New York City.
James N. Gunn, U. S. Tire Co., 1790 Broadway, New York City.
Edward N. Hurley, Hurley Machine Co., 28 East Jackson Blvd., Chicago, Ill.
Alex. Legg, International Harvester, Chicago, Ill.
Charles H. McDowell, Armour Fertilizer Co., Chicago, Ill.
H. L. McClaren, McClaren Rubber Co., Charlotte, N. C.
Eugene Meyer, Washington, D. C.
John Barton Payne, Secretary of the Interior, Washington, D. C.
Arthur Phelps, General Sales Manager, Dodge Motor Co., Detroit, Mich.
George H. Peak, Moline Plow Co., Moline, Ill.
Julius Rosenwald, Sears, Roebuck & Co., Chicago, Ill.
Fred Vogel, Sr., Pfister-Voegl Leather Co., Milwaukee, Wis.
Fred H. Wells, Peavey Elevator Co., Minneapolis, Minn.
Owen Young, General Electric Co., Schenectady, N. Y.
C. B. Warren, Detroit, Mich.

NEW BRITISH AMBASSADOR TO WASHINGTON

Hailed as Trade Envoy

The American Chamber of Commerce in London sees in Sir Auckland Geddes, Britain's new ambassador to Washington, a trade envoy well qualified to promote co-operation and good-will in the trade regulations of the two countries which the Chamber has been urging publicly for so many months.

As President of Britain's Board of Trade (corresponding to the United States Secretary of Commerce), Sir Auckland has come well into contact with American trade as represented by the American Chamber in London, particularly during the period of British import restrictions when the Chamber sent deputations of its members to the Board of Trade, for the purpose of securing import concessions to bring in the goods necessary to the maintenance of their organizations built up on the sale of American goods in Great Britain.

Sir Auckland Geddes received many of these delegations personally, and showed an abundant understanding not only of the domestic trade conditions in each of the two countries concerned, but also of the fundamental necessity for co-operation and good relations in the mutual trade of those countries.

An American Chamber in London points out that, previous to his election as President of the Board of Trade in June of last year, Sir Auckland Geddes had been very active in Government work. In 1916 he became Director of Recruiting at the War Office; was Minister of National Service from 1917 to 1919; President of the Local Government Board, 1918; and Minister of Reconstruction in 1919.

AMERICAN BUYING AT BRITISH INDUSTRIES FAIR

Orders Turned Away

The great British Industries Fair which has just ended is indicative of the extent to which Britain has recovered her equilibrium, says the American Chamber of Commerce in London. Held simultaneously in three sections, London for cutlery, fancy goods, toys and sports requisites; Birmingham for hardware, metal work and fittings; Glasgow for textiles, boots and shoes, dyes, chemicals and foodstuffs, it is understood to have resulted in ten millions sterling worth of orders.

The internal arrangements are considered a great credit to the Board of Trade which had them in charge. There is criticism, on the other hand, that sufficient publicity was not given in foreign countries to attract foreign buyers. There was also criticism that holding the three fairs simultaneously did not give foreign buyers proper opportunity to survey the entire field.

The American Chamber in London reports an instance which has come to its attention and which is said to represent what happened in many quarters. One of the largest manufacturers in Glasgow of a world-known brand of pajamas, shirts, etc., turned down an order from an American buyer running into four figures and sold the goods elsewhere. It was not, the Chamber understands, because this manufacturer does not wish to sell to America—in fact, he, in common with many other British manufacturers, feel a sincere desire to cultivate the American market and to respond to the appeals made by the Government and by the American Chamber to adopt this means of sectifying sterling exchange on America.

The reason this hig manufacturer turned down the American order was as follows: He himself has to buy textile machinery from the United States. The American seller demands cash against documents and will sell on no other terms. On the other hand, the American buyer who wishes to purchase this manufacturer's goods insists on sixty days 2½% or cash 6% terms. It was this manufacturer's comment that if it were necessary to give credit to any buyers, he would prefer to give it to those countries whose exporters granted similar terms in selling. Until American traders realized there were two sides to the game and brought their buying and selling policies into conformity, he would rather do his business elsewhere. Meanwhile America is said to be starving for high-class British textiles.

N. A. C. C. ITEMS

With a view to securing first-hand information regarding automobile and general foreign trade conditions for the members of the National Automobile Chamber of Commerce, S. A. Miles sailed on the Mauretania on Tuesday for a trip to include England, France and Italy. Mr. Miles will represent the N. A. C. C. at the meetings of the Bureau Permanent Interallie des Constructeurs d' Automobiles, of which the American organization is a member. Consideration will be given to the subject of tariffs brought up by the request of the American manufacturers for a reduction from 45 percent to 30 percent in American import duties on automobiles, the question of further co-operation in standardization and shows.

In line with its policy to have its foreign trade department keep pace with the increasing exports of American motor cars and trucks which were shipped during 1919 to an amount in excess of $100,000,000, going to more than 80 different countries, the National Automobile Chamber of Commerce has engaged the services of George F. Bauer to be Secretary of its Foreign Trade Department. Mr. Bauer has been Commercial Agent on the staff of the New York Office of the Bureau of Foreign and Domestic Commerce, with tariff and foreign statistics as his specialty. He recently wrote a brochure on European Trade restrictions which is considered one of the most valuable and important contributions of an advisory nature that has been placed at the disposal of American business for some time.

Mr. Bauer succeeds H. R. Cobleigh, who has been made secretary of the new Service Department, which has been established by the N. A. C. C. for the purpose of bringing about more standardization and better service conditions in the automobile plants and in the stations of their distributors and dealers.

Mr. Bauer will work with the Foreign Trade Committee of the Chamber, which consists of J. Walter Drake (Hupp), Chairman; Peter S. Steenstrup (General Motors); H. M. Robins (Dodge Brothers); Jay Rathbun (White); R. T. Williams (Willys-Overland); J. P. Roher (Studebaker); H. B. Phipps (Hudson).

NEGLECTED FOREIGN TRADE

As was certain to prove the case, many complaints are being made as to the manner in which American manufacturers are treating their post-war Norwegian connections. Now that the home market presents better prospects for profitable trading they are paying little consideration to the business they had formerly eagerly sought in Norway, whereby they attempted to oust Great Britain from the market. Old standing orders are being neglected and deliveries are extremely uncertain, thus causing intense dissatisfaction amongst agents and importers who have been deterred by American promises from placing orders with merchants in the allied countries with whom they had hitherto dealt. No doubt they were assisted by the temporary disability of the latter to promise delivery except for periods well ahead, but the Americans, who at first rushed in consignments on the signing of the armistice, are showing considerable indifference to the trade they have thus acquired, with the result that orders are now being placed in the allied countries on a much larger scale than could have been anticipated a few months ago. Norwegian traders are not likely to forget their experience in this direction when the American home demand slackens off, and for this reason, among others, the outlook for British trade in Norway has considerably improved of late. Whatever else may be said about English firms, their reputation for fulfilment stands high, their methods of conducting business are second to none, and the present reaction against American traders should stand them in good stead.

—*The Financier, London.*

FIRST FACTORY IN BRAZIL FOR THE MANUFACTURE OF RUBBER

The Minister of Agriculture has already approved the plans of the factory for the manufacture of rubber which the Goodyear Tire and Rubber Company is to construct in Rio de Janeiro. The buildings will have a floor space of 17,000 square meters.

Special buildings will be constructed to house the workmen necessary for the carrying on of the industry.

The capital employed will be about three million dollars.—*American Chamber of Commerce for Brazil.*

BRITISH MOTORS MANUFACTURERS BLACK-LIST PROFITEERS

In a well-laid-out advertisement with the bold heading, "To Stop Motor Profiteering," the Motor Trade Association says to the British public:

"The shortage of motors has brought about, as everybody is aware, a great deal of profiteering. Orders have been placed for cars by persons who did not require them. Taking advantage of the priority of delivery secured in this way, they have made money by selling these cars at a big premium. They have stepped in between the straightforward dealer and the genuine buyer, filching business from the former and money from the latter.

"Profiteering on motor cars is in principle the same as profiteering on food or any other commodity, and is contrary to the interest of the community.

"The manufacturers of the cars mentioned in the subjoined list are resolved to do everything in their power to thwart him. Steps have already been taken to check the trade profiteer; close attention will now be paid to the private profiteer.

"Strict enquiry will be made wherever there appears to be ground for suspicion. Cars will not be supplied to known premium-hunters. If you should chance to buy a car from one such, the fact will become known to the makers. Cars which have passed from one hand to another in this irregular way will be black-listed.

"The manufacturers associated in making this announcement regard the matter so seriously that they reserve the right to withdraw from such cars any guarantee or after-sale service and attention, that would otherwise be given.

"YOU ARE THEREFORE EARNESTLY WARNED TO HAVE NOTHING TO DO WITH CARS OFFERED FOR SALE BY PROFITEERS."

The American Chamber in London points out that the Motor Trade Association, is an association of firms and persons engaged in the manufacture or sale of motor cars and accessories, and is unique in that one of its objects is to protect the interests of users of motor goods as well as manufacturers, wholesalers and retailers. The American Chamber notes with interest that of nearly seventy well-known motor cars represented in the list of signatories to the advertisement, sixteen are American.

INTERNATIONAL ELECTRIC LAMP PROFITEERING

British-American Combine Accused

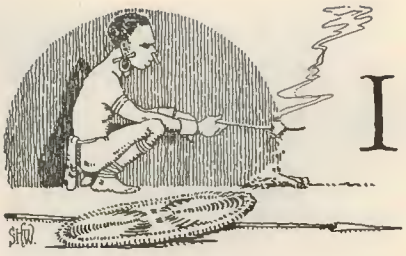
According to the British Board of Trade Committee on Profiteering, there is grave danger of the interests of the British lamp industry being subordinated to American interests, owing to the fact that the largest of the three dominant firms comprising the Electric Lamp Manufacturers Association is under majority control of an American electrical concern.

They also draw attention to the strong possibility of an International trade combination, embracing the leading manufacturers of America, Holland and Great Britain. The General Electric Co. of America have a majority holding in the British Thomson-Houston Co., Ltd., in England and have recently joined interests with Phillips Glowlamp Works, Ltd., a very important lamp manufacturing concern in Holland. This latter firm has recently acquired about one-eighth of the shares of the Edison Swan Electric Co. in England and two of their directors have joined the Edison board. There is already in existence an arrangement between America and England whereby the respective markets are allocated, and British Associated manufacturers are prevented from exporting to U. S. A., Mexico and Japan. Moreover, the British Associated manufacturers control the best American glass bulbs through the General Electric Co., and have prevented non-associated manufacturers from obtaining supplies of that particular bulb.

The report of the committee, which was unanimous, sets out that there is in the electric lamp industry a trade combination, namely, the Electric Lamp Manufacturers Association, which includes from 90 to 95% of the industry, controls factors and retailers, fixes prices at all stages, and regulates output.

The committee states that during the first seven months of 1919 licenses were issued by the Board of Trade for the importation of 1,250,000 Dutch half-watt electric lamps which could be bought in Holland for 3/- per lamp. These lamps were sold to users in Great Britain at 12/6d each, so that altogether the public paid something like £280,000 more for these lamps than they need have done if the importation and sale had been properly organized and controlled.

In summing up, the committee says that until the Association reconstructs itself on a more equitable basis and subjects costs and expenditure to open and impartial cost-accountancy, the public cannot judge that the margin allowed for experiment and research is not excessive, or that it is being efficiently used for that purpose.



ITEMS



GERMAN TRADE WITH BRITAIN
Boomed by Leipzig Fair

The American Chamber of Commerce in London says that according to newspaper reports, about 100 British business men are among the large numher of visitors to the Leipzig Fair and large numbers of inquiries for German goods are arriving steadily by post and telegram, from all parts of the British Empire.

The letters received by German traders are said to be of a very friendly character, and might be summed up in the remark contained in a letter from a Dublin man, who, in inquiring for representation of a German firm manufacturing iron fittings, says, "The interest of Europe requires that Germany as well as the Allies get to work again."

Among the orders and inquiries received by exhibiting German firms the following are said to be fairly typical:

A London engineering firm wants German machines of a special type for repairing damaged buildings in Belgium.

A Wolverhampton firm wants as many pianos as can possibly be snpplied, and as quickly as possible.

A Birmingham man wants six pianos as a beginning.

The American Chamber understands that demands for optical glasses, instruments, dyes, colors, perfumes and essences are being received from all parts of Great Britain. India is also said to be furnishing both orders and inquiries. In accepting orders, some German firms state that so-called French toilet and beauty preparations, now being largely sold in Great Britain, are of German manufacture, which have been exported to France and re-exported to England under Parisian names.

The replies from German manufacturers, while indicating cordial willingness to resume pre-war relations, are said to be emphasizing the fact that owing to shortage of raw materials, pressure of home demands and orders from countries contiguous to Germany, there is little prospect of British orders being executed within the next six months.

Meanwhile the American Chamber points out direct imports from Germany to England, although mostly small in quantity, are gradually extending, and cover a much wider range than a few weeks ago. Cargoes recently discharged at Grimsby, Liverpool and London include among other goods the following: Glass, toys, machinery, chemicals, sewing machines, flashlamp batteries, iron bolts, brass manufactures, bicyeles, wire nails, drugs, aluminum and iron hollow ware, wood pulp, gramophones, pianos, magnetoes, motor lorries, furniture, clocks, cottons, rubber manufactures, paper, steel ware, razors, jute cloth, hides and Keresine wax.

AMERICANS SHOULD "REFRAIN" FROM PARTICIPATION IN AFFAIRS OF COUNTRY IN WHICH RESIDING

The following confidential instruction has been received from the American Consul-General, Shanghai:

This Consulate-General is directed by the Department of State to make known to each and every American citizen, sojourning or being temporarily or permanently in this Consular District, the repeatedly-expressed view of the Government of the United States that it behooves citizens in any foreign country to observe the same scrupulous abstention from participating in the domestic concerns of that country which is internationally incumbent upon the American Government.

The Department states that Americans should strictly refrain from any expression of opinion and from giving advice concerning the internal management of China and from intermeddling in its political questions.

It is understood that the Department at times has been embarrassed because Americans in foreign countries had participated in the discussion of political matters and had expressed opinions which were by no means neutral.

This Consulate-General is directed to bring the above to the attention of Americans residing in the Shanghai Consular District and to state that they should refrain from all participation in the internal affairs of the country in which they reside.

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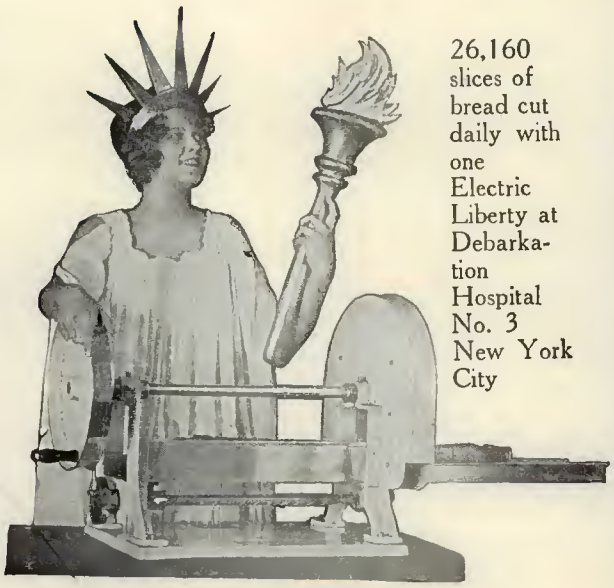
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Paraffine Wax and Candles

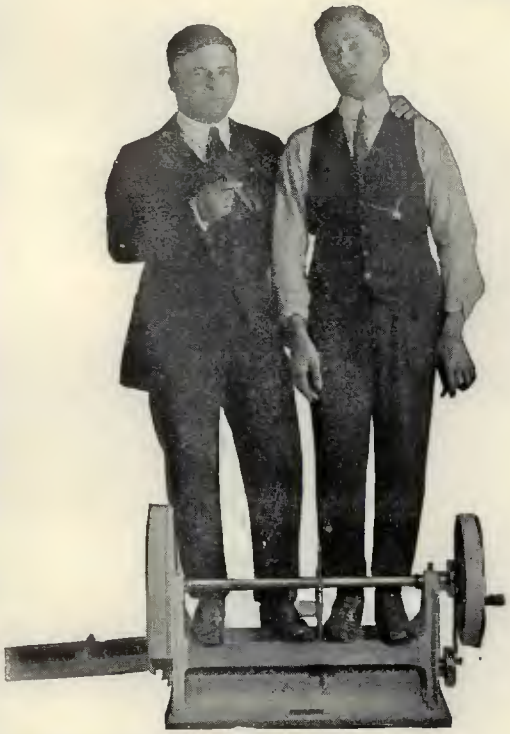
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FLOATING EXHIBITION OF BRITISH EXPORTS

Vessel to Tour World

A novel scheme for developing British Overseas trade has been put forward by Commander Day, formerly an official at the Ministry of Shipping, says the American Chamber of Commerce in London.

It is proposed to charter a British built and specially constructed ship of about 10,000 tons for a trip around the world. About 300 trade representatives and goods will be carried and in addition the ship will in itself provide examples of British workmanship as regards its construction, fittings, lighting, heating, painting and furniture, etc. It is expected that the first trip will be to South America and will occupy not less than a year.

The American Chamber reports that the Department of Overseas Trade will also dispatch periodically officers having specialized knowledge of particular trades, to the important industrial centres of Great Britain, for the purpose of bringing provincial firms more closely into touch with the Department than has hitherto been possible.

The co-operation of the Association of British Chambers of Commerce has been secured, and facilities will be provided by local Chambers of Commerce to enable the representative of firms who are desirous of exporting British goods to interview the officers of the Department locally, on such matters as:

Contracts open to tender.
Overseas demand for particular goods.
Importers of various goods in overseas markets.
Agencies for British manufacturers.
General conditions obtaining in overseas markets.

By these means, the American Chamber points out, the Department of Overseas Trade will be able to keep in touch with industrial developments which affect overseas trade, whilst manufacturers will have the benefit of expert advice and assistance in marketing their goods, and a very close relation between the Government and British traders will be established.



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