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TO FURTHER AMERICAN INTERESTS IN FOREIGN LANDS THROUGH THE CONSULAR SERVICE

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A FIELD OF ORIENTAL SOY BEANS IN MARYLAND

*American Consuls in Korea, Japan and China, writes David Fairchild of the United States Department of Agriculture, have contributed substantially to the varieties of this remarkable food producing crop of the Orient, which is now grown on thousands of acres of land in America and which yielded over six million dollars' worth of wealth in 1918.*

EDITOR & PUBLISHER, J. W. YOUNG, TIFFIN BUILDING, Long Island City, N. Y.

# Planting America With Foreign Plants

*David Fairchild, Chief Plant Explorer of the Department of Agriculture, Tells of the Work which Consuls Do to Increase the National Wealth by Assisting Plant Immigration.*

An American Ambassador at home on leave once told me of a search he was making in Washington for his annual report, upon which he had spent an endless amount of time and patience. He finally discovered it in a shoe box in charge of a very competent young man in one of those outbuildings into which the war drove so many of us government workers. His report was in good hands, but it was humiliating to think that it should be of so little interest to anyone as to be safe enough in the garret, so to speak, of any old building in town.

Supposing the Ambassador had sent, instead of a report written out elaborately in a style which anyone should find pleasure in reading, an envelope of seeds gathered from some shrub or flowering plant which attracted his attention, those seeds, if they were new to America, would have gone into the ground, and, if they were good seeds, they would have grown and been sent out to some amateur whose place in this country—California, for example—had a climate like that of the land from which they came. Depending upon the species which the Ambassador collected would be the likelihood of his having the exquisite pleasure years later, while travelling in southern California, of seeing his flower perhaps in some friend's garden in Santa Barbara or even possibly common in the dooryards of the people. And yet the seeds in their envelope had given him pleasure to collect while his report had caused him no end of discomfort and labor—to be pigeonholed in the Department.

It is, I presume, with the idea that I could place before the diplomatic and consular officials of the Department of State the opportunities and the romance which lie in this field of plant introduction, that the Executive Committee of the Consular Association has invited me to prepare this paper, for I have had charge for over twenty years of an organization built up for the express purpose of encouraging the introduction of plants from abroad and their utilization after they are introduced into the country.

There are, no doubt, many in the consular service who remember the "requests for seeds" from the Department of Agriculture, and, because these requests often entailed work quite out of the ordinary run of duties, they have been remembered. Not infrequently, too, I am afraid, unpleasantly so, for we are most of us creatures of routine and hate to do things outside of our routine.

But there is a potentiality in a living seed or plant whose claims it is my pleasure to present here. A new idea embodied in a report may have just as great possibilities—I am not, of course, denying that.

Our agriculture and largely our American civilization have been built up out of the plants which the Pilgrim Fathers and others brought the seeds of to this continent. The first tiny clearings in that dense forest which covered the Eastern Atlantic seaboard were made for the purpose of planting in them seeds brought over from Europe. We do not think of them as such, but these seeds were quite as truly immigrants as were the men and women who dropped them into the first furrows in those clearings. Plant immigrants they certainly were, and from them have sprung the millions of millions of individual plants which constitute our grain fields and gardens and orchards. The clearings in the forest have grown until the forests themselves have disappeared, and the farmers are looking for seeds of foreign trees to plant in the place of those which are gone. The whole scene has changed, and the stream of human immigrants has been checked, but the demand for new plants instead of growing less has increased and is bound to grow larger from now on.

The evolution of the human species as of all other living things is from the simple to the more complex, and, with our increased demand for more kinds of things comes the use of more kinds of plants for food or clothing or houses or tools or for beautiful things to look at. It is this development of our wants, the growth of our capacity to use that will keep increasing with time, and to supply it we will search the world and get into America every form of plant which we find useful and which will grow here.

It will be a slow process. We can build great stock companies quickly—over night. We can erect skyscrapers and railways by the story or the mile, but we cannot hurry the growth of a tree. It takes time to grow. Sometimes it seems as though the slowness with which a new plant becomes established in a strange country is the reason why the start to introduce it is never made.

## *The Governmental Agency*

The Office of Foreign Seed and Plant Introduction, a branch of the Bureau of Plant Industry, offers a governmental means through which diplomatic and consular officials abroad can work in this field of plant introduction with the assurance that what they introduce will, if it is new and grows, be recorded in a printed document as the accomplishment of their own personal initiative. Every package of seeds, every plant cutting which arrives in Washington alive is looked upon as a new plant immigrant and its life guarded and a home in some experimenter's garden found for it, if, after finding out that it



## CONSUL MAGELSSSEN'S SHIPMENT OF BAGDAD DATE PALMS

*This arrived in Washington, May 14, 1908, writes Mr. Fairchild. After the offshoots had all been unwrapped, examined by quarantine officers and fumigated with hydrocyanide gas, they were forwarded to Mecca, California, and planted in the Date Palm Oasis there which has grown up as the result of the Agriculture Department's work, particularly that of W. T. Swingle, in the introduction of the date palm into America.*

is valuable, the expert propagators of the office are successful in getting it to grow and multiply.

This organization has been in operation now for twenty-three years. It has a force of eighty or so men and women and is equipped with six specially located gardens to which new plant immigrants are first sent and propagated and from which every year about a quarter of a million released and specially promising new arrivals go out to more than 10,000 plant experimenters scattered all over the country. These experimenters are men and women who have shown their interest in testing these many new plants and are equipped to take care of them.

The first step in a new plant's arrival in this country is the printing of the date of its arrival, the exact locality from which it is sent, a brief account of its culture and uses, and the name of its sender. This fixes historically the time of its first arrival in America and gives credit to its first introducer. It ensures the discoverer that peculiar pleasure years later of walking under "his own" trees or eating "his own" new vegetables, or watching from the railway window, perhaps, great fields of grain sweep past, knowing that those who trace back

their history will find the first account was that written by himself years ago and published in the plant inventories under his name. This is the recognition due to the discoverer and first introducer. It is a lure presented to the diplomatic and consular officials comparable perhaps with the publication of their reports. It ensures, however, that in the agricultural libraries of the world the act is recorded and the migration of this one species or variety of plant from its old home to its new one is not an unchronicled event.

### *53,000 Shipments Received*

Naturally, twenty-three years of continuous foreign correspondence, over twenty-five expeditions made by trained agricultural explorers and all the necessary research work in foreign literature and the field experience in this country have put the organization in possession of a considerable accumulation of facts. Fifty-three thousand independent numbered shipments, representing this many potentially valuable new immigrants, have come in and gone either to early graves or have become populous communities, furnishing wealth to the regions in which they are growing or pleasure to amateurs who are growing them.



It would take too long to give any idea of this stream which lands from 10 to 15 new plant varieties a day in Washington, but a brief account of some of the larger successes seems appropriate here.

The wealth which may justly be charged to their credit and which goes into the pockets of many thousands of farmers and gardeners amounts to approximately \$100,000,000 a year. These figures cover only the following new crops: the durum wheat, Egyptian cotton, hairy Peruvian alfalfa, Japanese rice, South African Rhodes grass, and Sudan grass, the *feterita sorghum* from the Sudan, the Japanese sugar cane, the Napier and Carib grasses, new varieties of soy beans, the Swedish select oat, and the date palm. Of the orchards of oriental persimmon and jujubes, of the East Indian mangos, and plantings of Guatemalan avocados, of the streets and windbreaks planted with new oriental elms and poplars, of the lawn grasses and charming new hardy roses and the seedless table and raisin grapes, of the early Malakof sweet corn which ripens even in Canada and is the parent of the early Malcolm variety, of the Finnish turnip now grown universally throughout Alaska, of the dasheens and chayotes and Eucalyptus growing on the everglades of Florida, of the cork oaks and groves of oriental bambos through the South, of the Feiteheng peach and the blight resistant pears and chestnuts from China, of the Chinese velvet bean in the South, and of the pistache nut and the fig industry from Smyrna, I could write a story that is full of the romance of successful beginnings, were there space in the *Bulletin*. But there is more pleasure in pushing on into the future than in gloating over the past, and this article, I judge, should be for the purpose of showing those who have not contributed to this stream of new plants how they can do so.

I have said that 53,000 introductions have been made, from which it might be inferred that all the useful plants have been already secured. It should be remembered, however, that these introductions cover a period of nearly a quarter of a century, that the chances of any one introduction establishing itself is not more than one in a hundred, and that the variety of cultivated plants in countries where no seedsmen operate is almost endless.

#### *What Consuls Can Do*

I have always found it difficult to explain how a consul whose knowledge of plants stops with his appreciation of its beauty or its flavor could contribute to this work of introducing them. To say that we want anything which he thinks we ought to try is to throw open the doors to many things which we have already tried and discarded. To ask him to wait until we request him to send particular things is to shut the door to many valuable plants which his instinct to send would land in our hands. The best advice in this matter which years of experience has taught is to trust to your powers as an interviewer. The printed records of this office

are filled with hearsay accounts—interviews—many of them of great value—of new plants and their uses. Some of these have been of great service in guiding the experimenters to whom the plants have been entrusted and, depending upon the thoroughness with which the information has been collected, have been real guides or misleading ones. It has often happened that a consul has had imagination enough to put himself in the place of an experimenter and has found out every essential point in the culture and use of the plant which the experimenter himself would have discovered had he been on the ground, but more often the seeds come in with a description which is so brief and inadequate that it is difficult to know whether or not to put it into the hands of the experimenters at all.

It costs money to grow and test plants just as it does to catalogue books and put them into a library. Some time ago the Librarian of the Library of Congress gave as his estimate of the cost of placing a volume on the shelves of the Library of Congress the sum of \$1.00 or thereabouts. It may not be a fair comparison, but in general it is a fact that it costs about as much to place a foreign plant in the hands of an experimenter as it does to shelve a new book in a great library, and naturally we want only the "good books."

#### *How a Melon Changes*

There is, however, one great difference between books and the seeds or cuttings of living plants. For example, it is hardly recommendation enough to warrant the cost of its introduction that one finds the flavor of a melon delicious. From the hundreds of lots of melon seeds which we have received from consuls one could almost conclude that it is an instinctive act on the part of an American to save the seeds of a melon. No occurrences have been more embarrassing than the interviews with consuls who have sent in the seeds of "the most delicious melon they ever ate." It is hardly conceivable to the one who has tasted that melon that all America should not be aroused over the possibilities of growing it, and to find that not only is it not being grown commercially but that even the amateurs have not found it anything unusual is a damper to his enthusiasm. The fact is, as years of their introduction have taught us, that melons are peculiarly a product of their environment. Strains which produce perfectly delicious fruits when grown under a certain set of soil and climatic conditions may yield a quite inferior product under other conditions, even though they are suited to the production of good melons of a different strain. Not only this, but strains of melon cross easily with others and produce cross bred types which often are quite inferior in quality, so that to get pure seed a new strain must be grown away from all other kinds. These two difficulties, together with the skepticism of any melon grower as regards there being

*(Continued on page 12)*

# A New Day for Consuls

*Consul General Skinner Tells at a Consular Luncheon of Things as They Used to Be and as They Now Are.*

Consul General Robert P. Skinner was the guest of honor at a Consular luncheon June 4. Mr. Carr presided. Mr. Skinner spoke, in part, substantially as follows:

"We who come from abroad appreciate more than I can express to you the warmth of the welcome that you extend to us on occasions like this. It is a welcome that arouses new enthusiasm for things in the Service. It has not always been of this description, I assure you. My own recollections go back to the time when I used to come back, years ago, before Mr. Carr himself was here. I used to remain about 48 hours in those days. With good luck, I hoped to meet three or four of the higher officers of the Department of State. They were always very formal and polite. The Department of State is invariably polite. There is a certain air about the most trivial discussion in the Department of State, which may be most pleasing to our aesthetic sense, but which, at the same time, is peculiarly adapted for the kind of swiftness that makes it easy to terminate an interview. So, when it was all over, when I had realized that I hadn't said one-half of the things that I had hoped to say, I wondered whether it was because of myself, or the system. Then, when I got out in the field and met the other members of the Consular Service and found that their experience had been somewhat like my own, we used to flatter ourselves, somewhat unnecessarily no doubt, that it was all due to the system.

## *Made to Feel Part of Government*

"But the system has undergone startling innovations since then. In Washington we get the feeling that we are ourselves members of this great Government of ours and when we pass out through the portals of the Department of State we take back that feeling with us. In the Department we find facilities for the despatch of any business that we may have. We find that the doors of the Department swing in at our request; that the busy men do find time to receive us and they seem to take an interest, I almost venture to say a pleasure, in listening to those things which are upon our minds.

"We find that the Service has, as a whole, reached a state that Mr. Poole might call 'class consciousness.' We now have a full-fledged Consular Association, which has been accomplished, apparently, since I ceased to be its president (laughter)—an association that keeps us in touch and which extends many beneficial amenities when we come to Washington. When we come to Washington we drink deep of the spring of cooperation and we take it with us when we go back to our posts to help us over the rough places of the consular road."

To the consular wife Mr. Skinner paid this tribute:

"Not one-half of us give sufficient importance to the rôle of the wife in the Consular Service. It is the wife after all that sets up the little American oasis in the foreign desert. It is the wife that meets and smooths over the problems of foreign association. It is the wife who creates the atmosphere of peace and contentment in which the Consul lives and works, and then at last it is the wife who packs up the thousand precious belongings and remembrances which we call 'home' and sets out for the other side of the world on the receipt of a telegram from Mr. Carr."

## *Attractions of the Consular Career*

Continuing Mr. Skinner said:

"I look upon the Consular career as *the door open to American youth at the present time, har none.* Ask the opinion of any men who have been in it for a number of years. Is there any of us who would leave it for any other walk of life? Ask those that have left the Service for the grosser gains to be had in other walks of life.

"If that be so, what makes it—our career—the whole so attractive, a career that takes us out of our own country and keeps us there the great part of our lives? Perhaps one of the answers would be that we Consuls realize that our profession is a growing and developing profession, one that tends to expand and grow almost under our very eyes. It was only fifteen years ago that Consuls were sent abroad to act for a political party. They were sent abroad expecting to remain four or five years at the most and did not care or know about their official duties, and having few official duties to perform.

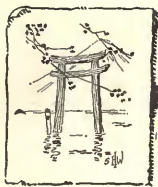
"Consuls are now sent abroad expecting to remain the greater part of their lives. There is not an aspect of American life with which they have not innumerable duties to perform. They know that every year there is added to the statute books laws that elevate the standard of the Foreign Service of the United States and they know at the present time, as Mr. Carr has intimated in his remarks, there is pending a bill in Congress—which, I have been informed within the past twenty-four hours, is very apt to pass—which will still further advance our profession by unifying our Foreign Service."

## *What the Service Owes Mr. Carr*

Mr. Skinner, in conclusion, spoke in these words of the debt of the Consular Service to Mr. Carr:

"Of all the good things that have come to us members of this branch of the Government during the past fifteen years, every one can be attributed, either altogether or in very large part, to the persistent efforts and splendid

*(Continued on page 10)*



# HERE & THERE



A consular instruction class was assembled July 7. Consul General N. B. Stewart is in charge. The class includes two newly selected Economist Consuls, both of Class IV. They are Leon Dominian, of New York, who was associated with the American Peace Commission as a geographer, and has recently been on duty in the Division of Latin-American Affairs, and Arthur C. Mills-paugh, of Michigan, who has been on service in the Department for some time as a regional economist.

The class includes the following new Consuls of Class VII: James O. Murdock, of Illinois; Leland L. Smith, of Oregon; Egmont C. Von Tresckow, of South Carolina; Fred R. Robinson, of Massachusetts; Marshall M. Vance, of Ohio, and C. E. MacEachran, of Massachusetts. Mr. MacEachran has been with the State Department since 1910, and was appointed under section 3 of the Executive Order of June 27, 1906.

The following Vice Consuls of career, Class III, are in the class: Walter S. Reinech, of Ohio; N. P. Davis, of New Jersey; Robert D. Longyear, of Massachusetts; Donald F. Bigelow, of Minnesota; James R. Wilkinson, of Wisconsin; John J. Ewart, of New Jersey; Charles I. Graham, of Illinois; Hugh C. McCarthy, of Montana; Robert R. Patterson, of Michigan.

Leonard N. Green of Minnesota, George A. Townsend of Maryland and Francis H. Styles of Virginia, Consular Assistants, complete the class.

About 145 candidates presented themselves for the consular entrance examinations which were held during the last week in June. About 40 candidates participated in the diplomatic entrance examinations which were held during the week of July 11th.

Consul General at Large Totten has left for an inspection trip in the United Kingdom and in the Scandinavian countries.

The following recent transfers are noted among principal officers: Homer Brett from Arica to Iquique, Chile; John R. Putnam, now assigned Valencia, Spain, detailed at Habana; Dana C. Monroe, now detailed at Valparaiso, detailed to the Department; Newton Adams, detailed with the American Commission at Berlin, detailed to Paris; David C. Berger, now temporarily Vice Consul at Changsha, returned to Peking; Herbert C. Biar, now Vice Consul at Glasgow, appointed, temporarily, Vice

Consul at Birmingham, England; Herndon W. Goforth, now Vice Consul at Guatemala, assigned to Santos; Rudolph E. Schoenfeld, now assigned to Berne, assigned Vice Consul to Bucharest.

Among subordinate officers the following changes are noted: Edward B. Cipriani, now Vice Consul and clerk at Leeds, has been transferred in the same capacity to Glasgow, while H. Arnstead Smith, now Vice Consul and clerk at Bristol, succeeds him. Kenneth R. Snow, now clerk at Glasgow, has been transferred to be Vice Consul and clerk at Bristol. Stephan E. Aguirre of Texas has been appointed Vice Consul and Clerk at Manzanillo. He was formerly in the service but had resigned.

George C. Arnold of Rhode Island, now Vice Consul and clerk at Seville, has been transferred, in the same capacity, to Madrid. Wade Blackard of Tennessee, Vice Consul and clerk at Calgary, has been transferred in the same capacity to Singapore, while Roy E. Chapman, now Vice Consul and clerk at Quebec, replaces him at Calgary. William A. Hickey, now Vice Consul and clerk at Port Limon, Costa Rica, has been transferred in the same capacity to Maracaibo. John B. Sawyer, now Vice Consul, temporarily at Hongkong, has been re-appointed Vice Consul at Shanghai. Thomas W. Wallace of Massachusetts has been appointed Vice Consul and clerk at Canton, his first appointment. Albert B. Bartlett of Maine, now clerk at Riviere du Loup, has been appointed Vice Consul there. Richard E. Frisell has been appointed honorary Vice Consul at Corinto. Maurice Husik of Pennsylvania, now clerk at Zurich, has been appointed Vice Consul there. Marshall I. Mays of Kansas, now clerk at Auckland, has been appointed Vice Consul there. Harold L. Smith of Pennsylvania, now clerk at Antwerp, has been appointed Vice Consul there. Carlos Abegg of New York, has been appointed Consular Agent at Port de Paix, Haiti, and Thomas P. Curry of Peru has been appointed Consular Agent at Salaverry, Peru.

The following Vice Consuls and clerks have been promoted to be Vice Consuls of career, Class III, and re-assigned as Vice Consuls at their present posts: Maynard B. Barnes of Iowa at Patras; Samuel J. Fletcher of Maine at Cartagena; Joseph A. Marquis of Maine at Antwerp; James Lee Murphy of New York at Paris; Edward R. Pottle of Georgia at Bilbao; Edward B. Thomas of Illinois at Harbin; Howard K. Travers of New York at Naples.

The following clerks have been promoted to be Vice Consuls of career, Class III, and assigned as Vice Consuls at their present posts: Hiram A. Boucher of Minnesota at Barcelona; and Sydney B. Redecker of New York at Rotterdam.

The following Vice Consuls and clerks have been promoted to be Consuls of Class VII, and re-assigned to their present posts: Alfred T. Burri of New York at Constantinople, and Gerland H. Krogh of South Dakota at Rotterdam.

The following resignations are noted: John A. Ray of Texas, now assigned as Consul at Lourenco Marques; Theodore D. Palmer of New Jersey, Vice Consul of career, detailed to Sofia; Robert L. Townsend of Washington, Vice Consul at Lourenco Marques; Roland R. Winslow of Michigan, assigned Vice Consul at Florence; Donald H. McLaughlin of California, Consular Agent at Cerro de Pasco, Peru; Antonio J. Salazar of Peru, Consular Agent at Salaverry, Peru; Edward J. Walsh of California, Consular Agent at Buenaventura, Colombia.

Officers calling recently at the Department include George S. Messersmith, Consul at Antwerp; George K. Stiles, Consul at Patras; Richard L. Sprague, Consul at Gibraltar; Henry M. Diederich, Consul at Sarnia; John O. Sanders, Consul at Fort William and Port Arthur; Harry L. Walsb, Consul at Manzanillo; William W. Early, Consul at Belize; Bernard Gottlieb, Vice Consul at Cairo; H. Earle Russell, Vice Consul at Smyrna.

Hooker A. Doolittle, Vice Consul of career, assigned to Madras, was married on March 5, 1921, at Batum, Russia, to Veronica, the daughter of General and Mrs. George Bergmann.

A romance of India's sunny climate culminated in the American Church of the Holy Trinity, Paris, on Wednesday, May 25, 1921, when Lucien Memminger, American Consul at Leghorn, and Miss Mabel Dibell of Walcott, Indiana, were united in marriage by the rector, the Rev. Dean Frederick W. Beekman.

In the absence of her parents the bride was given away by the Rev. Dr. Monteith MacPhail, C.B.E., of the Madras Women's Christian College, at which institution the bride was a professor while the groom was assigned as Consul at Madras.

Miss Rosemary Joynson of London attended the bride as maid of honor, while Ernest L. Ives, the groom's colleague, assigned to Paris, acted as best man.

The bridal party celebrated the wedding feast at the Restaurant des Ambassadeurs, after which the happy pair departed on a short honeymoon trip through France before returning to Leghorn.

Consul General Thomas Sammons writes that in May last he invited the members of the Melbourne Consular Corps, including the chief subordinate officers, to be his guests at a get-together luncheon, thus reviving the semi-official and social meetings which had been discontinued since the outbreak of the world war in 1914. It was unanimously decided that regular monthly luncheons will be held by the Melbourne consular body.

At a recent meeting of the Executive Committee of the Consular Association, Consul General N. B. Stewart was chosen its chairman. The other members of the committee are Tracy Lay, N. T. Johnson, D. C. Poole, Roger Tredwell, and *ex-officio*, our hard-working Secretary-Treasurer, Donald Shepard, who is now enjoying, in the mountains of Virginia, his first real vacation since the beginning of the war.

"A bull's eye," writes Fred Simpich to ye Ed, after looking over Ralph Totten's article on the kind of trade reports we should send in (page 9). "In brief, write less, but write better. I heartily concur with R. J. T. that we get too much 'space stuff'—not enough that's actually *helpful*."

The Secretary of the Navy, Mr. Denby, speaking at the commencement exercises of Georgetown University, June 14th, said in part:

"Another most important factor (besides an adequate navy) is the attention we hope Americans will give toward the upbuilding of our foreign trade. Our business firms should never cheat foreigners. That is a harsh word to use, but I mean it. Cheat me and your neighbors if you have to. We are Americans, and among ourselves. But I know of nothing much worse than to deal unethically with foreigners.

"American business men have not always realized that every package sent out by themselves is more than a parcel from Smith, Jones & Co. Every piece of goods handled in foreign trade from you carries the American flag in the mind of the client in another land. If you go as personal representatives of American firms, remember that you peculiarly represent the American nation to the foreigner. Deal cleanly with the men in foreign countries. Study their traditions and customs. Do all that you can to keep dishonor and a loss of trade from your record."

The School of Foreign Service graduated what is said to be the first class in the science of overseas commerce in the history of American education.

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The American Consular Bulletin is published in cooperation with the American Consular Association, which is an unofficial and voluntary association embracing most of the members of the Consular Service of the United States. The Association distributes the Bulletin to its members, and it is also open to private subscription in the United States at the rate of \$1.50 a year, or 15 cents a copy, payable to the publisher.

The purposes of the Bulletin are (1) to serve as an exchange among American consular officers for personal news and for information and opinions respecting the proper discharge of their functions, and to keep them in touch with business and administrative developments which are of moment to them; and (2) to disseminate information respecting the work of the Consular Service among interested persons in the United States, including business men and others having interests abroad, and young men who may be considering the Consular Service as a career.

Propaganda and articles of a tendentious nature, especially such as might be aimed to influence legislative, executive or administrative action with respect to the Consular Service, or the Department of State, are rigidly excluded from its columns.

Every man owes some of his time to the upbuilding of the profession to which he belongs.

—Theodore Roosevelt.

### NECROLOGY

#### William Wesley Canada

William Wesley Canada, former American Consul, died at his home in Winchester, Indiana, May 19, 1921.

Mr. Canada was born June 8, 1850, in Randolph County, Indiana. He was educated in the law and served fourteen years as a municipal judge. In June, 1897, he was appointed American Consul at Vera Cruz, Mexico. He was made a Consul of Class IV by the Act approved February 5, 1915, and served at Vera Cruz during his entire connection with the Consular Service. His resignation was effective on April 1, 1918.

Mr. Canada possessed a sense of homely humor and was very popular with Americans and Mexicans both within and outside of his consular district. He rendered effective services at Vera Cruz and was frequently commended for his reports and services to American citizens. Possibly his greatest success was achieved in connection with the representation of American interests during the revolutionary activities in Mexico. He was especially successful in this regard during the fighting at Vera Cruz in October, 1912, when he displayed much heroism. At that time, he did everything possible to safeguard American life and interests and, although more than

one hundred people were killed or wounded during the fighting, not an American or foreign life was lost and there was practically no damage to American or foreign property. During the fighting, Consul Canada rode on horseback across the area where the fighting was taking place in order to protect certain American interests and, during this ride, he was twice wounded.

### MERIT REWARDED

The Service will be interested in the recent appointment of Willys R. Peck to the post of Chinese Secretary to the Legation at Peking. Mr. Peck entered the Service as a Student Interpreter in China, on October 8, 1906, and is the first of the Chinese Interpreter Corps to occupy this responsible position, which comes as an appropriate recognition of efficient service and a wide knowledge of the Chinese language, as well as the customs and history of the Chinese people. Mr. Peck is to be assisted in the work of the Chinese Secretariat at the Legation at Peking by Mr. Paul R. Josselyn, who entered the service as a Student Interpreter in China, on April 20, 1910, and who has been appointed Assistant Chinese Secretary to the Legation.

The news of the appointment of Consul John K. Caldwell to the post of Japanese Secretary to the American Embassy at Tokyo will be received with enthusiasm by his friends in the Service. Mr. Caldwell entered the Service as a Student Interpreter after examination, October 1, 1906, and, after pursuing the study of the Japanese language at Tokyo, rendered distinguished and efficient service at a number of posts. More recently he has served as consul at Vladivostok and Kobe. He will be assisted in the work of the Japanese Secretariat by E. H. Dorman, who has been appointed Assistant Japanese Secretary to the Embassy. Mr. Dorman entered the service as a Student Interpreter January 31, 1912. He has recently served as a consul on detail at Kohe.

### CONSULATE AT KOVNO

An American Consulate will be established at Kovno. Clement S. Edwards has been assigned there as Consul and Charles H. Heisler as Vice Consul.

Kovno is one of the centers of that portion of the old Russian Empire which is inhabited principally by Lithuanians. It is at present the residence of an independent Lithuanian Government.

The question of the recognition of this Government by the United States is not involved in the establishment of the Consulate at Kovno. The Kovno Consulate is established in order to accommodate the large amount of business growing out of the presence in the United States of a million or more persons of Lithuanian origin and in order to facilitate trade between the United States and Lithuanian territory.

# The Kind of Trade Work We Should Do

By Ralph J. Totten, Consul General at Large

Almost every Service man with whom I have come into contact during the last few years, either in connection with inspections in Europe, Canada and Mexico, or in conversation in Washington and elsewhere, is aware of my opinion of the importance of the commercial or trade extension branch of Consular activity. The merchants, manufacturers and exporters of the United States have been loyal supporters of the new Service. When the Sulzer bill was introduced eight or nine years ago to embody the main features of the Executive Order of 1906, establishing a career Consular Service in an act of Congress, nearly every important trade organization and chamber of commerce in the United States sent a personal representative to speak for us, or at least wrote a strong letter in favor of a trained, career Consular corps. During the last seven years I have constantly studied the commercial work done by the various offices in order to determine whether or not we have repaid the friendship and loyalty of the American exporter completely, practically and intelligently.

I am thoroughly aware that the Service has had unusual difficulties to contend with during the last six or seven years. The war and post war periods have brought many extraordinary duties and demands upon the offices. Changed and unsettled conditions at home and abroad have militated against constructive trade extension and reporting. Alien visa work has grown to such huge proportions as to overwhelm many of the offices, especially in Europe, and to make it almost impossible to devote time to anything else. Yet in spite of all this we can be proud of the fact that practically every office has written some volunteer reports, has reported some trade opportunities and has answered all trade inquiries, frequently by working far beyond usual office hours and at the cost of much of our reserve of nervous energy.

## Times Have Changed

It would seem, however, that this splendid effort has not always been applied to the best advantage and even in some cases entirely wasted. Academic or *pro forma* reports dealing with generalities may possibly have had some usefulness in the past as tending to bring about a preliminary interest in foreign trade but with the constantly increasing knowledge of the American business man regarding foreign conditions and business methods these will no longer suffice. We cannot actually sell American merchandise, nor can we always give enough information to enable exporters to make long distance sales, but we can and should give them sufficient information to enable them intelligently to decide whether or not a sales campaign in our district would be worth while.

A study of the volunteer reports made by the offices of the Western European inspection district leads me to

fear that the great majority not only do not convey such information but are not "trade extension" reports at all. For purposes of consideration and comparison in connection with the inspection work I usually divide all volunteer reports into two main classes: (1) general, and (2) trade extension. The first class includes general news reports, industrial projects, accounts of industries, agricultural and crop reports, important construction, and anything which might be considered of interest. The second class includes only such reports on commodities, construction projects, etc., which might possibly convey information that would lead to the eventual sale of American merchandise abroad. My observation shows that only about two per cent. of the total number are of the latter class. This is not meant to indicate that the general reports are not useful and interesting. They are, and we should continue to send them, but we should write more of the commodity or trade extension reports.

## Commodity Sheets

There are many plans and methods for systematizing the commercial work of an office. There should be some kind of a commercial and general information file. I have advocated the use of one of the letter size file drawers of the standard cabinet. A list might then be prepared of every known commodity, manufacture and article of local consumption. Each item on this list should then be separately investigated and a commodity sheet with all possible information prepared and filed. The following will give an idea of the nature of the information desired plus any additional information that may be suggested by special articles; or unusual conditions.

1. Amount consumed annually. This is important as there might be a local demand for some article, yet the total consumption be too small to justify a sales campaign.
2. Source of present supply (local product or import, etc., giving reason such as superior quality, low cost, preferred style, or prejudice).
3. Kind, style or design preferred.
4. Present cost of kinds most in demand.
5. Usual credit terms.
6. Duty or import tax, or any other charge connected with importing.
7. Comparative transportation charges as between present source and America.
8. Packing, routing and shipping instructions and preferences.
9. Local laws governing manufacture and sale, if any.
10. Prejudice for or against American merchandise with reason for prejudice.
11. Best sales methods (local agents, American salesmen, correspondence, etc.).



12. Language to be used for correspondence and advertising.

13. A list of dealers and agents interested in the article.

This will show most of the important points to be covered but it can be amplified to meet specific cases. A consul should for the moment consider himself a prospective American exporter and then ask himself the question: "What would I need to know in order intelligently to decide whether or not a sales campaign in this district would be worth while?"

In every case in which the information secured seems to justify it a volunteer trade report should be written. But whether a report is written or not a commodity sheet should be made out and filed in the commercial information file. By having this file complete and keeping it up to date by adding any new information secured, trade inquiries can usually be answered completely and practically without loss of time.

### *Other Sections of File*

It may be of interest to the Service to know something further regarding the general and commercial information file as it is kept by some of the more progressive officers. It may include the following divisions: the commodity file; a file of dealers, arranged alphabetically, and showing the various kinds of merchandise handled by each; a list of agents and commission men; a district information file, arranged according to the classification of correspondence, in which is filed everything of interest concerning the city and district, such as game laws, sports, points of interest to visitors, regulations as to exhibits, agricultural and land information, etc. In fact, anything that might ever be of conceivable interest to any visitor or correspondent. And, last an annual report file in which are filed all data, clippings, etc., that might prove useful in compiling the annual report.

I am convinced that each officer who is really interested in efficient trade extension service will be able to work out a system similar or better than the above for securing and filing his commercial information so it will be instantly found when needed, and found already in a complete and practical form. Study your city and district and send in reports that are in good English, concise and yet convey *all* necessary information. The American business men do not want literary essays, they want facts. Answers to trade inquiries should receive as much attention and should be as complete as trade reports. Almost nine-tenths of the answers in the average office consist of a general paragraph and a list of dealers. I sometimes think that this should be the most important part of the commercial work of an office, certainly it is a very important branch of the work and the stereotype form of answer should be discarded.

The Service will be sharply watched and judged by the class of commercial service we render during the

## HANDLING OF TRADE REPORTS

In the June *Bulletin* a notice was published to the effect that certain regional economists had been detached from the Office of the Foreign Trade Adviser and had been assigned to duty in the geographical divisions. By subsequent departmental order, the section of the Office of the Foreign Trade Adviser in which diplomatic and consular reports are handled has been transferred to the Office of the Director of the Consular Service, which is now charged with the supervision of the censoring, grading and criticizing of commercial and economic reports, although the actual work in this respect is still confided to the respective regional economists. The new section in the Office of the Director of the Consular Service is also charged with the drafting of correspondence on consular trade promotion and reporting work, as well as the distributing of commercial and economic reports to the Department of Commerce, and to such other government departments and organizations and non-government organizations as may appropriately receive such reports.

Walter A. Leonard, Consul, together with the personnel of the section, have been relieved from duty in the Office of the Foreign Trade Adviser and assigned to the Office of the Director of the Consular Service.

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*(Continued from page 5)*

work of Wilhur J. Carr. During that time dozens, I dare say hundreds, of men have entered the Government service, have had their days and passed off the scene unregretted, because they have had one obsession and that obsession was, gentlemen, the advancement of their own private interests. Mr. Carr's obsession has been the advancement of the Foreign Service of the United States, and he has seen carried through to a large degree the suggestions that he has had in his mind. His constant presence in the Department of State has been an asset of incalculable value by which everyone of us here has benefited, and it is his presence in the Department of State that permits us to meet here today as members of a fully organized Foreign Service. All that we can do to express our thanks is perhaps to return to our posts and apply ourselves with increased zeal to our duties, in order to justify him in the view which he has expressed that there is no reason why the American people should not enjoy the best, or at least one of the best, Consular Services in the world."

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next year or two and every officer with true service spirit will see that his office at least may be depended upon for complete, practical and intelligent information and assistance to the prospective American exporter.

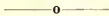


### CARR MADE BUDGET OFFICER

By Departmental Order of June 21, 1921, Wilbur J. Carr, Director of the Consular Service, was designated by the Secretary of State as Budget Officer for the Department of State. Mr. Carr has heretofore handled appropriation matters for the Department. The position of Budget Officer is created by Section 214 of the Budget Act of June 10, 1921, which reads as follows:

"(a) The head of each department and establishment shall designate an official thereof as budget officer therefor, who, in each year under his direction and on or before a date fixed by him, shall prepare the departmental estimates.

"(b) Such budget officer shall also prepare, under the direction of the head of the department or establishment, such supplemental and deficiency estimates as may be required for its work."



### TRADE REPORT COORDINATION

Consul Ernest L. Ives writes from Paris that there was recently a conference at the Embassy, including the Consul General, the Commercial Attaché and Embassy Secretaries, at which cooperation in the preparation of trade reports was discussed at length. The results of the conference are embodied in the following memorandum:

To avoid duplication of report work and to secure closer cooperation and coordination of the commercial work of the Embassy, the Commercial Attaché and the Consulate-General, it has been agreed that a card system be instituted.

The blue card will be forwarded by the Consulate-General to the Embassy and the office of the Commercial Attaché at the same time as the Department's instruction is acknowledged, which is on the same day the instruction is received.

When voluntary reports are begun, the blue card will also be promptly forwarded.

When the report is completed, whether in the form of a despatch or a report, a white card will be forwarded to replace the blue card which should be destroyed.

The blue card reads as follows:

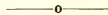
Voluntary report on.....  
Report called for on.....  
by Dept's instr. of..... File No.....  
and in course of preparation by.....

The white card reads as follows:

Subject of report.....  
By.....  
Dated..... File No.....  
Remarks (subheadings).....



DR. JULIUS KLEIN



### NEW COMMERCE DIRECTOR

Dr. Julius Klein has been appointed Director of the Bureau of Foreign and Domestic Commerce. Dr. Klein is a native of California, 35 years of age, and has a variety of collegiate degrees, including Ph.D., obtained at the University of California, Harvard, the Sorbonne (Paris), and the University of Berlin. He handles French, Spanish and German, and has traveled extensively in Latin America and Europe. His specialty is Latin America. He was Chief of the Latin American Division of the Bureau of Foreign and Domestic Commerce from September, 1917, to May, 1919. During 1919 and 1920 he was Commercial Attaché at Buenos Ayres. He returns to the Bureau from the chair of Latin American History and Economics at Harvard.

Dr. Klein is a good friend of the Consular Service and his appointment as the Director of the Bureau of Foreign and Domestic Commerce is most welcome.

The Bureau of Foreign and Domestic Commerce is undergoing thorough reorganization under Mr. Hoover's supervision. The *Bulletin* hopes to print in its September issue a full account thereof.



## PLANTING AMERICA WITH FOREIGN PLANTS

(Continued from page 4)

any better melon than the one he is growing, complicate the situation connected with what sometimes is a consul's very first attempt to introduce a new plant.

The question of next importance in the introducing of a new plant after its selection is the method to be followed in sending it, and here is where the technical side presents its first real difficulties. I dare not tell how great the death roll is on the voyage of these plant immigrants. It seems such a simple thing to put seeds in a bag and put them in the pouch. Seeds seem almost as indestructible as marbles, and the layman's experience unfortunately is for the most part with grains such as wheat, or beans, or corn, which keep their germinative ability for years. Until the report comes back from his first lot of seeds that they were all dead on arrival, the consul is likely to underestimate the value of the explicit packing directions which are issued by this office. But with all the precautions taken, every care given to their packing, there are many voyages which certain seeds cannot apparently take and live. The dangerous voyages are through the tropics where, without ventilation, close to the engine of some ocean liner, the oily seeds of such things as palms have little chance of surviving.

The request from a consul to have such parcels stowed away from the engine has saved many valuable seeds from destruction.

And when it comes to the shipment of such short-lived things as cuttings and the roots of delicate plants, this is a subject for particular expert advice, and, since the method varies greatly with the species, it should not be undertaken on any large scale without getting explicit directions from this office. The shipping of living plants on ocean voyages half way around the world is a special business in which few florists or nurserymen have had much experience, and their advice has too often led to the loss of time and money. Two materials, however, should be in the hands of everyone who plans to ship living material long distances—charcoal and sphagnum moss. Short-lived seeds are best shipped in powdered charcoal which is *only very slightly* moistened and rooted cuttings in very slightly damp sphagnum moss (the packing moss known to florists).

#### Prevalence of Plant Diseases

But there is another very important development of this science of sending crop plants from one country to another. It has grown with the growth of the new science of plant diseases and economic entomology—both sciences so new that men still living knew the very first pioneers in them, sciences of such vast importance to

man that it seems incredible, that he has been blind to their value all these centuries. With the growth of these sciences has come the information that in all countries there exist insect pests and fungus or bacterial disease which attack most cultivated and many wild plants and either destroy them or so lower their productivity as to make them unprofitable to cultivate.

It is the duty of science and is rapidly becoming the concern of commonwealths to prevent the spread throughout the world of these diseases. Since the insects and fungi which cause these diseases are intimately attached to the organs of plants or are living in the soil around their roots, it is almost self-evident that the way to spread them best is by sending from place to place the diseased plants themselves. Herein lies the great danger of plant introduction, and the reason why governments have determined to narrow down the stream of these plant immigrants and inspect each immigrant as it passes through. The time has gone by forever when we can calmly, without inquiring even whether or not there is a destructive plant disease prevalent in some foreign part of the world, pack up some diseased seeds of plants which one takes a fancy to and, regardless of consequences, land them through the mails in the center of a great region where millions of dollars' worth of perfectly healthy plants of the same species are growing. The examples are too many and illuminative and recent to need recounting here, of the disastrous character of these introduced diseases. "They shall not pass" is a firmly fixed motto in the minds of those who are watching the supervised stream which pours in through the specially constructed quarantine houses of the Department of Agriculture. Consuls abroad can do no greater service than to educate those who do not know into a knowledge of the perils of plant smuggling and assist those who want to get really new and rare plants, not simply cheap plants, into this country, to arrange for the introduction through the organization whose duty it is to do it on a scale which will insure its being done with safety.

#### Help Given by Diplomats and Consuls

Those who are incensed over the delays in their personal plans it would be well to remind that in the Orient alone, to take a single example, there are known plant diseases of such virulence and potentiality that should they once be imported they might cause the destruction of our gigantic corn crop and be a drag for generations to come on our largest food producing crop.

The problem of our agriculture as I see it from the angle of an introducer of new crops, an angle from which I have viewed it for all these years, is to bring



in every kind of plant which will grow in this country and which has a real reason for its existence, clean it by using the latest scientific methods devised and establish it in some part of this country where it will grow and reproduce.

This organization in the Department of Agriculture is peculiarly a result of the helpful and friendly assistance of our diplomatic and consular officials abroad and the chiefs of the Consular Bureau of the State Department in Washington, who have in every possible way facilitated the foreign work. The pages of the sixty-five printed "Inventories of Plants Imported" are filled with references to the work done by our consuls, either on their own initiative, in answer to requests from Washington, or to aid our Agricultural Explorers when abroad, to whom they have been of the greatest assistance and encouragement, going out of their way to assist them with advice and support whenever they got into difficulties. They have made expeditions into the remote corners of their districts to get plants which we were anxious to secure, and they have interviewed in our interest hundreds of foreign plant experts and furnished their opinions for publication regarding valuable plants and their uses.

#### *Some Individual Work*

As I look back through the correspondence, my attention is attracted to many special favors shown by them. It is impossible to mention more than a small fraction of them, and perhaps those I have chosen do not represent the most important of their services.

If the late Consul Magelsen, who, I see, has just passed away, could see his *Maktum Asfar* date palms growing in the oasis of southern California, he would be repaid for the pains he took to secure a collection of date suckers from Bagdad, and John Ray would take pleasure in looking up the date varieties he got for us in Muskat. Consul General Skinner must remember with satisfaction the work he did on the durum wheat industry when the American millers refused to mill it, and wonder what has become of the Abyssinian collections which he brought in with the first Grevy Zehra. Tef, the Abyssinian grain crop, is still being discussed by the experts who disagree as to its value here.

Consul Moser will be disappointed to know that the Frankincense tree failed to grow, which he got in Socotra at such expense of effort on his part, but that the Khat tree of Jemen is flourishing in Florida, though it is not used there yet as a substitute for champagne. The Kafir orange which Stanley Hollis gave me in 1902—picking it from a tree in his yard—is now growing in hundreds of places in Florida and fruiting, and the other day I ate a "Pimbe" fruit from a tree growing in Florida.

Consul Horace Lee Washington has long ago had the pleasure of smoking an American grown calabash pipe made from gourds borne by vines from seeds which he



#### THE ORIGINAL RAYNES TUNG OIL TREE NEAR TALLAHASSEE, FLORIDA

*Consul General Wilcox sent from Hankow in 1905, writes Mr. Fairchild, a quantity of seeds of the tung oil or wood oil tree which furnishes the best varnish oil known. Some of these fell into the hands of an old crippled ship's carpenter named Raynes, living near Tallahassee. He grew them and became absorbed in a study of the whole tung oil problem and contributed the first accurate data on the flowering and fruiting of this species in America. He died, but the Department of Agriculture has saved the tree and protected it. The arm chair is where for years Mr. Raynes used to sit and study this tree.*

got from the Boer growers in the Cape Colony, hut perhaps he has little idea of the wave of excitement which his introduction produced among the boys, old and young, who grew calabash pipe gourd vines in the back yard and made their own pipes. Should Consul Sprague visit California, he could see the cork oaks which have grown from barrels of acorns which he sent in, even though they have not built up a cork industry there. Consul General Scidmore and the dear old interpreter in Shanghai, S. P. Barchet, have contributed collections of soy beans from Korea and China, some of which are playing a part in the development of that great industry which is becoming important in America.

From a shipment of tung oil nuts made by Consul General Wilcox, of Hankow, in 1905, have grown hundreds of trees of this important oil producing tree. They form experimental orchards and ornament parks and are being planted along the roadways in California and



Florida. He will some day want to see the yawg waw vines which are growing and fruiting in the South and which he assisted us to get.

I regret that the Arabian alfalfa which H. P. Chalk, of Bassorah, got for us turned out to have a rival from Peru which was better, for to Chalk I owe a lasting debt of personal gratitude. Consul Winslow sent in an avocado seed from Guatemala in 1904, and the tall tree into which it grew is now standing in Miami, and the other day I saw the fruit from its descendent, a hybrid produced by crossing with a West Indian tree nearby. It has contributed to the new race of Floridian avocados which is coming in this country.

Some of Robert Frazer's and Claude Dawson's carob trees, which they sent from Valencia, Spain, are growing in the plantings at Pasadena and in Santa Barbara County, California, I understand, and Edward Norton's introduction of the Ohanez grape of Almaria has been successful, and with varying fortunes about which it is too soon to predict in many cases I ought to mention Consul Reat's wild rice from Tamsui, Consul Goding's *Phyllanthus* from Guayaquil, Horace Knowles' Princess Marie watermelon from Sofia, and Mr. Masterson's hard-skinned melons from Mt. Arrarat, and Mr. Laing's melon from Malta, and Mr. Letcher's corns from Mexico, and Dulany Hunter's ornamental gourds from Nice and Mr. Voetter's salad palm from Saltillo and Mr. Whiting's alkali-resistant grain crop Samh from Jerusalem and Consul Canada's avocado from Mexico, and Mr. Michael's White Alphonse mango from Calcutta, growing now at Miami, and the giant blackberries sent by Mr. Rockwood from Bogota, and the drouth resistant emmer, a grain crop which Consul Baker sent from Bombay, and the late blooming walnuts of Grenoble, which Mr. Murton got, and the flax sent by Mr. William Dawson, Jr., from Rosario. But there are many other names which I would mention were there space.

#### *The Importance of Photographs*

Gratitude for the favors of the past should be the keynote of this paper, but a suggestion as to the work ahead may not be out of place, and I cannot let the opportunity pass to beg of the consuls the one thing which through all the years they have almost universally failed to send us—photographs. Photographs are the truest record possible of changing conditions. They are capable of interpretation down through the ages. They do not reflect the impressions of a mind but record the reflected rays of the sun. They have a permanency of value which written reports can never have, and in this study which we are making of the useful plants of the whole world, we need and can use in a peculiarly effective way these photographic records. How is it possible to imagine a perfectly new form of fruit or vegetable or get any idea of it from a written description? Imagine the experimenter who gets one of the newly introduced fruit trees, attached to which there is always a printed tag describing

in fifty words what he is to expect from it when it fruits years hence! He has no photographs of it—we who send it to him have none, and, until it fruits, it remains more or less of a mystery, depending upon the consul's hurriedly or patiently prepared description of its form and color and flavor. There is no collection in existence of photographs of the fruits and vegetables of the world, and there is no other body of men so capable as the consuls who could, if they would, help us get it together. Already our files have 40,000 of such photographs, but nearly all of them are made by our own agricultural explorers while travelling abroad or are made by our own staff after the new plants fruit in America.

#### *An Opportunity for Amateurs*

It would be ideal if, when a consul finds something new or gets some plant he is requested to procure, he would make first class photographs of it, showing how the plant is grown, what its fruit looks like and how it is utilized.

I am not unmindful of the sets of photographs which consuls have from time to time secured for us. I am only regretting that as amateur photographers they have not been able as a rule to illustrate what they have sent in with photographs of their own taking, so that we could publish with the descriptions of their interesting discoveries good illustrations which would attract the attention of experimenters to them and more quickly bring them into use. The cost of professional photographic services is often too great to make it wise for us to encourage the consuls to engage them, except in special cases, but the cost of films and developing them we are always glad to pay when they illustrate a new plant introduction.

This work of introducing new plants has barely begun. The vista of its possibility widens. The appreciation of its value is growing. It is a continuous performance in which there can be innumerable performers and in which those who care for plants and those who merely realize how they form the basis of human life can play their parts. It has already paid handsomely for the government funds invested in it and has created new wealth not only for America but for the whole world, for there is nothing which comes into this country which is not available for redistribution to the agriculturists and horticulturists of the world. It is destined to rank high as one of the most useful agencies of international courtesy. To give a country a new food plant is to add vast sums to its wealth—sums which with the years become greater instead of less. The gift of a new shade tree or a new dooryard vine or a new rose by one country to another, if rightly appreciated, can stand as a perpetual peace offering between them, and the little children of one land can come to know about the children of another through their love of the gift itself which is growing in their dooryards.



## A CONSUL'S TRIBULATIONS—DONE IN METER

The Service is beholden to Bret Harte, who was Consul at Glasgow from 1880 to 1885, for a tinkling metrical complaint concerning the panhandler as he is manifested to the Consul.

The poem was published several years ago in a paper entitled LONDON TO-DAY, edited by Jerome K. Jerome. It is apropos of a letter written by Lorin R. Lathrop, Consul at Bristol, concerning an imposition put upon him by "a short, Saxon-looking man named Fowler" who

came to him representing himself as a prodigal son from America, showing him a hogus letter from a sorrowing mother, obtained some ready cash, stole an overcoat, a bottle of rye whisky, and five dollars' worth of American stamps, and decamped. Mr. Lathrop sent the letter in question to the Consul at Cardiff, asking him to forward it along the line of United States Consuls, in order that they might not also be swind'ed. When it reached Consul Bret Harte in Glasgow he indited the following lines to Mr. Lathrop:

*I'm acquainted with affliction, chiefly in the form of fiction, that is offered up by strangers at the Consul's open door,  
And I know all kinds of sorrow, that relief would try to borrow, with various sums from sixpence upwards to "a penny more."*

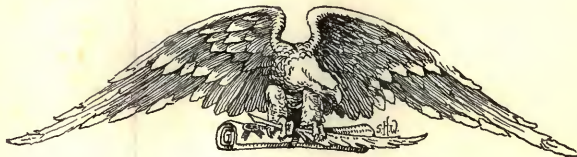
*And I think I know all fancy styles of active mendicancy, from the helpless Irish soldier who mixed in our country's war,*

*And who laid in Libby prison in a war that wasn't his'n, and I sent back to the country that he never saw before.  
I know the wretched seaman, who was tortured by a demon captain, till he fled in terror, with his wages in arrears;  
And I've given him sufficient to ship as an efficient and active malefactor with a gentle privateer.*

*Oh, I know the wealthy tourist, who (through accident the pretest) lost his letters, watch, and purse from the "cold deck" coming o'er;*

*And I heeded that preamble, and lent him enough to gamble, till he won back all his money on a "cold deck" here ashore.*

*But I never, never, in beneficent endeavor, fell into the meshes—wicked meshes—by the Saxon Fowler spread;  
And it seems to me a pistol, used judiciously at Bristol, would have not too prematurely brought this matter to a head.*



Waldorf-Astoria

Hotel McAlpin



*The  
Aristocrat  
of Hotels*



*The Hotel  
of Convenience  
and Comfort*

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.

New York

*Under the Direction of L. M. Boomer.*