

# AMERICAN CONSULAR BULLETIN

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

VOL. 3

DECEMBER 1921

No. 9



EMIGRANTS EMBARKING FOR THE UNITED STATES AT VIGO, SPAIN

*The S. S. Mongolia of the American Line, seen at anchor, is about to take on 1800 potential American citizens. More than 10,000 emigrants were passed through the American Consulate at Vigo (Edward I. Nathan, Consul) between April and December, 1920.*

# The National Chamber of Commerce

By Chauncey Depew Snow, Manager, Foreign Commerce Department; formerly Commercial Attaché at Paris

The regular flow of correspondence of the Foreign Commerce Department of the Chamber of Commerce of the United States, and the correspondence of *The Nation's Business*, the official publication of the National Chamber, shows considerable familiarity and no small measure of interest on the part of American Consular Officers in connection with the activities of this national business organization.

The Chamber of Commerce of the United States came into being, at official suggestion, in 1912. Two Presidents of the United States had expressed the opinion that there should be a national organization of business men which could reflect the business opinion of the country. It was primarily for this purpose, to make possible systematic consideration of important public questions by the business men of the country, to set up the machinery for focusing business attention on important problems and obtaining a trustworthy expression of the views of the business men of the country, that the Chamber of Commerce of the United States was formed.

The Chamber is a federation of business organizations, including practically all of the local chambers of commerce and corresponding organizations in continental United States, the American chambers of commerce in the outlying possessions of the United States, and the American chambers of commerce in foreign countries. In addition to the chambers of commerce, the organizations which make up this federation are the great trade and industrial associations of the United States. All told, there are some 1400 chambers of commerce and trade associations in the membership, and these organizations can speak for an underlying membership of several hundred thousand American business concerns in every state in the Union, and in Alaska, Porto Rico, the Philippines, and a dozen foreign countries. It is only business organizations—chambers of commerce or trade associations—that have a vote in the Chamber of Commerce of the United States.

## How Opinion Is Voiced

The two principal vehicles for expressing the opinion of the business men on important questions are the referendum and the resolution in annual meeting. The referendum is based on the report of a special committee on the particular subject up for consideration. The committee gives its recommendations, but alongside them appear as strong an array of arguments in the negative as the staff of the Chamber can set up. The object is to bring out in the vote the really reasoned opinion of the business men in their organizations. Likewise, in the use of the resolution in annual meeting, care is taken to

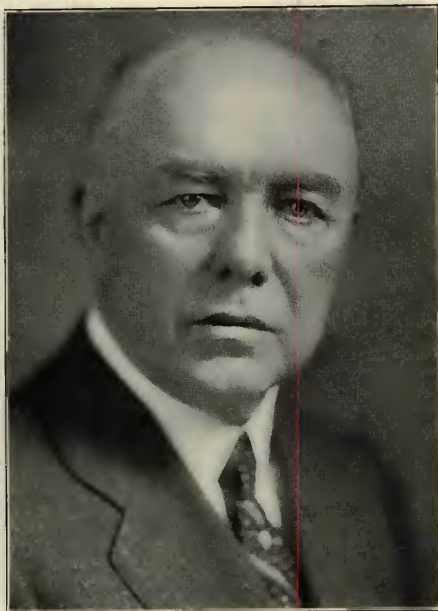
see that the opinion expressed is well considered and not simply the result of hasty impulse. Organizations have forty-five days to consider each referendum, and resolutions for consideration at the annual meeting have to be submitted to the membership at least forty days in advance. The Chamber of Commerce works through these carefully worked out and safeguarded processes. Once the Chamber of Commerce has gone on record on a given question of principle, conditions remaining unchanged, the Chamber continues to work to bring about the action declared for in a referendum or a resolution in annual meeting. There is a special department in the Chamber, called the Department of Resolutions and Referenda, which makes this its business.

## Attention to Foreign Trade

In organizing, one of the expressed purposes of the National Chamber was the promotion of foreign commerce. Foreign trade questions have occupied the attention of the Chamber from the outset. In a period of eight years there have been less than forty referenda. One referendum in 1913 declared in favor of a permanent tariff commission. Referenda were submitted in 1913 and 1915 dealing with the development of the Bureau of Foreign and Domestic Commerce and the United States Consular Service, on both of which questions the business men of the country went on record, favorably, in no uncertain manner. In 1916, there was a referendum on the report of the special committee on the Seamen's Act. In 1919, there was another referendum relating to government-owned merchant ships, and in 1921, in a referendum on taxation, the subject of the taxation of Americans in foreign countries was a foreign trade feature which attracted a good deal of attention. The referendum, thus, has been used many times on foreign trade subject matters.

At the first annual meeting of the Chamber of Commerce of the United States, in January, 1913, there was a resolution on the Consular Service, as follows:

It is essential to our national self-respect as well as to our commercial expansion that the personnel of the Consular Service be in the highest degree efficient. In recognition of this fact, by Executive Orders, President Roosevelt established and President Taft extended regulations providing examinations for entrance to the consular and diplomatic services and promotion from grade to grade. The increased efficiency of our foreign service due to these orders is beyond question; their revocation or suspension would retard the commerce of the country, and prove of serious injury to its business interests. They should be given recognition, stability and permanence by enactment into law.



Harris & Ewing

**JOSEPH H. DEFREES and ELLIOTT H. GOODWIN**

*President and Resident Vice President respectively of the Chamber of Commerce of the United States*

It may be noted that this pronouncement on the part of the newly formed national organization of business men at its first annual meeting came at the end of January, 1913, on the eve of a change in government administration. The business men were going on record as standing for a real Consular Service, based on merit, and not on political patronage.

There has never been a general meeting of the Chamber of Commerce of the United States when some foreign trade questions have not been up for consideration and recommendation. The resolutions have treated such subjects as South American trade relations, Russian trade relations, legal authorization of combination of American concerns for export purposes, property rights in Mexico, the development of an American merchant marine, foreign trade zones, investments in foreign countries, international communications facilities and so on.

Another phase of the National Chamber's broader interest in foreign commerce was marked by the calling of the great International Trade Conference at Atlantic City

in 1919, which led to the formation of the International Chamber of Commerce a year later, and also shed considerable light on some of the clouded issues of the international financial situation immediately following the war. The Chamber of Commerce of the United States has taken an active part in the International Chamber of Commerce and has conducted the organization work of the International Chamber in the United States. In this year, 1921, following the general meeting of the International Chamber in London, in which some 200 American business men participated, a European commission of eminent American business men, representing the Chamber of Commerce of the United States and headed by Mr. Joseph Defrees, its president, made a rather extended tour of European countries, and on returning issued a report on the European situation and its significance to the United States.

#### *Arbitration of Trade Disputes*

The National Chamber has taken an active part in extending facilities for the arbitration of commercial

*(Continued on page 13)*



## Consular Question Box

**EDITORIAL NOTE:** Questions arise frequently in consular practice which are not of a character to be referred to the Department for official decision. They have to do with the more informal aspects of consular duty. Officers are invited to refer questions of this kind to the Bulletin, which will endeavor to obtain answers from the most authoritative available sources. The information furnished will, of course, have no official sanction, and readers are requested to submit any additions to or suggested revisions of answers which their knowledge and experience may prompt them to make. Questions, and all other communications relating to the Question Box, should be addressed to the American Consular Association, care of the Department of State, Washington. The envelope should be marked "Question."

The following queries have been addressed to the Question Box of the *Consular Bulletin*, and the replies have been prepared by a consular officer after informal discussions with administrative officers of the Department.

7. Q. If a consular officer finds that he has been assigned to a post where the climatic conditions are unfavorable to his physical welfare, and asks for a transfer, will this request affect in any way his efficiency record?

A. As soon as a man's utility to the Service is affected on account of ill-health or physical disability, this must necessarily affect his efficiency record in comparison with the records of men of equal ability who are able to accept assignment to any post in the Service. It is upon efficiency solely that promotions are made. It is to be understood, of course, that officers who may have served in the tropics for two or three years and find their health impaired will not have their records adversely affected on that account, provided that their mode of living has been one of moderation and restraint and in harmony with the conditions which exist at their posts.

8. Q. If possible, will the Department consider a statement of preferences of a consular officer in the matter of assignments?

A. The Department always welcomes a statement of preferences in the matter of assignments from all officers in the Service. However, it can not, in the nature of things, arrange for the transfer of officers in the majority of cases to the posts which they may prefer. These statements are carefully preserved in the Department, and are always consulted by the administrative officers when changes are contemplated. They should be sent direct to the Department, never through indirect channels.

9. Q. Does Paragraph 50 of the *Consular Travel Regulations*, which provides that consular officers and employees must pay their transportation expenses when a transfer is affected at their own request, apply in the case of those who are compelled to ask for transfers on account of health?

A. It is understood that the Department is observing strictly the rule that consular officers must pay their transportation and subsistence expenses whenever they are transferred at their own request and for their own convenience.

10. Q. Should a principal officer report to the Department whenever he finds that, on account of temperament or for other reasons, it is difficult to obtain cooperation from the subordinate members of his staff? In such cases, is failure to secure cooperation considered a lack of efficiency on the part of a principal officer?

A. The Department holds principal officers strictly accountable for the proper conduct of their offices, and if it appears that one has failed, through his own shortcomings, to obtain the cooperation of his staff, this must, of course, adversely affect his record. On the other hand, the record of a subordinate who fails to cooperate loyally with his principal officer must likewise be adversely affected.

11. Q. Is it permissible for an officer to correspond personally with officers on duty in the Department concerning official matters relating to the conduct of his office?

A. This question is answered by Paragraph 129 of the *Consular Regulations*, as amended by Executive Order of July 20, 1909.

It is preferable that consular officers should not correspond with any of the officials of the Department, except in the most urgent cases on confidential matters which they might not wish to place at the moment in an official communication. Action can be obtained much more promptly on all matters if they are brought to the attention of the Department officially rather than in personal communications, as the Department refuses, except in emergencies of a confidential nature, to take action on any but official communications.

12. Q. Is a consular officer's efficiency record affected if, without his knowledge, friends at home urge his promotion?

A. The Department keeps a careful record of all requests for promotion received concerning any officer in the Service, and an officer's record is affected adversely if it is apparent that an effort is being made to obtain promotion except upon the basis of the Executive Order of June 27, 1906, which reads as follows:

No promotion shall be made except for efficiency as shown by the work that the officer has accomplished, the ability, promptness and diligence displayed by him in the performance of all his official duties, his conduct and his fitness for the Consular Service.

Under this rule all promotions become relative and go to the most efficient men in each class.

# Merit Promotion

## *Long List of Consular Advancements Gives Full and Final Effect to Principle of Promotion on Merit Embodied by President Roosevelt in His Executive Order of 1906*

The President submitted to the Senate November 17 nominations of eighty-five officers for promotion in the Consular Service and nominations of two men selected from the consular eligible list for appointment as Consuls of class seven. The nominations were all duly confirmed.

It is felt that hereby an epoch in the development of the American Consular Service has been marked, for in these promotions full realization has been given to the provision of President Roosevelt's executive order of June 27, 1906, that—

"No promotion shall be made in the Consular Service except for efficiency, as shown by the work that the officer has accomplished, the ability, promptness, and diligence displayed by him in the performance of all his official duties, his conduct, and his fitness for the Consular Service."

In order to give full effect to this provision, a board of review of consular personnel was designated last spring. This board consisted of three experienced consular officers of high rank. It was instructed to review the records of all consular officers according to a definite plan and to report upon their efficiency.

### *How Officers Were Classified*

The board examined the records of all officers in the Service and considered each individual from the standpoint of executive, commercial and political ability as shown by work done or aptitude revealed. It also took into account the utility of each for diplomatic work, his personality and ascending or descending efficiency. On the basis of its findings the board classified the personnel of the service in five grades, namely, excellent, very good, average, fair and poor. The ratings were subsequently reviewed by the Director of the Consular Service.

The promotions of November 17 were made on the basis of this classification. Only those officers rated excellent, very good and average were included in the list for advancement. Seniority was not regarded except where the merits of officers in other respects were substantially equal. The two men selected from the eligible list for appointment as Consuls of class seven were chosen from that list in the order of their standing thereon, which was determined by the ratings received in the entrance examinations.

The Secretary of State in recommending this group of appointments and promotions, the President in making them, and the Senate in granting its confirmation, have all thereby lent formal approval to the principles which underlay the selections. There can be little doubt that these principles, which have thus been finally and fully established after a probation of fifteen years, beginning in 1906, will govern unalterably in the future.

Two officers were promoted from class three to class two of Consul General. One was Nathaniel B. Stewart, who has passed his life in the public service and has been a consular officer of career since 1907. The other was Evan E. Young, who is now in his sixteenth consular year.

Three officers were promoted from class four to class three of Consul General. They are Alexander W. Weddell, who began his foreign service career as private secretary to the Minister to Denmark in 1908 and was appointed Consul in 1910; William H. Gale, who entered the Service in 1906; and Leo J. Kenna, who became a Consul in 1909.

The promotions to class four of Consul General from class three of Consul, were four in number, including DeWitt C. Poole, who started as a Consular Assistant in 1910; Douglas Jenkins, who entered the Service in 1908; Claude I. Dawson, who began a public service career in 1899 and entered the Consular Service in 1910; and Augustus E. Ingram, who also began a public service career at about the same time and entered the Consular Service as a Consular Assistant—or Consular Clerk as it was then called—in 1902.

Three new Consular Inspectors—this title has superseded the earlier Consul General at Large—were chosen, namely, William Dawson, Nelson T. Johnson, and Roger C. Tredwell. Mr. Dawson, who began as a Vice Consul in 1908 and became a career officer in 1913, had recently been assigned to Munich. Mr. Johnson began his career as a student interpreter in China in 1907. He has been in the Division of Far Eastern Affairs in the Department of State since 1918. Mr. Tredwell started his career as a Consular Assistant in 1909.

### *Advancements in Grade of Consul*

The following officers were promoted from class four to class three of Consul: Tracy Lay, Harry A. McBride, Clarence E. Gauss, Homer M. Byington, Clarence Carigan, Ely E. Palmer, Ezra M. Lawton, Edwin L. Neville.

The promotions from class five to class four included Louis G. Dreyfus, Jr., Charles M. Hathaway, Jr., Addison E. Southard, George S. Messersmith, Henry P. Starrett, Theodore Jaeckel, Kenneth S. Patton, Thomas D. Bowman, Walter A. Leonard, J. Paul Jameson, Henry H. Balch, Alfred R. Thomson, Wilbur Koblinger, and Claude E. Guyant.

Twenty-four officers were promoted from class six to class five. They were Samuel W. Honaker, Irving N. Linnell, Felix Cole, J. Klahr Huddle, Ernest L. Ives, Paul

*(Continued on page 12)*



The past month has been signalized by a large number of promotions in the Consular Service and by a large number of transfers. The promotions are listed in the article (page 5) which deals with their importance as working the final and full establishment of the principle of advancement by merit enunciated by Mr. Roosevelt in the Executive Order of 1906. A complete list of the transfers will be found on page 11.

W. W. Cumberland, until lately Acting Trade Adviser in the Department of State, has been appointed Financial Adviser to the Government of Peru under a three year agreement which carries with it a munificent salary. Dr. Cumberland's new duties will consist of general supervision over the finances of the country, control of customs, and perhaps the reorganization of the Peruvian Customs Service along American lines. He will take with him a small American staff to assist him in this work. Dr. Cumberland's going is keenly regretted by his associates in the Department, where he has always been known as a strong friend of the Consular Service. A handsome testimonial was tendered him on the eve of his departure, the presentation taking place in the office of the Assistant Secretary of State.

Economist Consul Millsbaugh is acting temporarily as Trade Adviser.

Norman Dynely Prince, the newly appointed Minister to Denmark, spent several days in the Department recently, familiarizing himself with cases pending and the general work at his new post.

J. Butler Wright, Counselor of the American Embassy in London, has arrived in Washington on special detail in connection with the impending Conference on the Limitation of Armament.

Recent transfers and appointments in the Diplomatic Service include the following: Edward Bell, Secretary Class 1, from Tokyo to the Department; Louis A. Sussdorf, Jr., Secretary Class 2, from Helsingfors to The Hague; John C. Wiley, Secretary Class 2, from the Department to the Legation in Copenhagen; R. Henry Norweb, Secretary Class 3, from the American Embassy, Paris, to the Department; Raymond E. Cox, Secretary Class 4, from the Department to the Embassy in Lima; Lawrence Dennis, Secretary Class 4, to the Legation at Bucharest; W. Roswell Barker, Secretary Class 4, to the

Legation at Belgrade; John Hammond MacVeagh, Secretary Class 4, from the Department to Santiago de Chile; Jefferson Patterson, Secretary Class 4, and Elbridge D. Rand, Secretary Class 4, assigned to the Department.

John S. Gittings, Jr., recently appointed Diplomatic Secretary, Class 4, has resigned to engage in business in Baltimore.

Consular Officers recently calling at the Department included: F. T. F. Dumont, Consul at Dublin; Lucien N. Sullivan, Consul at Newcastle, N. S. W.; Harold S. Tewell, Vice Consul at Winnipeg; Robert L. Keiser, Consul at Colombo; S. Bertrand Jacobson, Vice Consul at Bordeaux; Maurice C. Pierce, Consul at London; James V. Whitfield, Vice Consul at Habana; Odin G. Loren, Vice Consul at Colon; George E. Seltzer, Vice Consul at Asuncion; Clarence J. Spiker, Vice Consul at Peking; John S. Richardson, Jr., Vice Consul at Rotterdam.

Some twenty-six members of the Consular Association in Washington met at luncheon on October sixth at the Cosmos Club. In the absence of the Chairman and the Vice-Chairman, Mr. Hengstler presided. Among the several visiting Consular Officers were Consul General Lowrie, of Athens; Consul Dumont, of Dublin; Consul Milner, of Niagara Falls; Consul Sullivan, of Newcastle, Australia; Consul Kehlinger, of Fiume, and Vice Consul Imbrie, of Constantinople. In response to the chairman's call for remarks, Mr. Lowrie expressed his pleasure at being privileged to meet so many of his colleagues. He particularly emphasized the good work and the value to the Service of *The Consular Bulletin*. Mr. Dumont's account of the difficulties of consular work in Dublin was of more than usual interest. Mr. Kehlinger added to his illuminating recital of the joys of "getting in and out of Fiume" an appreciation of the very courteous attention received by Consular Officers from the various officials of the Department. He stated that everything possible was being done by the Department to assist Consular Officers in meeting the many perplexing problems which they encounter. Vice Consul Imbrie, who appears to have greatly enjoyed his assignments to "out-of-the-way posts," delighted his hearers with some interesting and humorous side-lights on his experiences. He doubtless voiced the opinion of many of the hard-working Vice Consuls when he said that after long puzzling over the actual duties of a vice consul, he had arrived at the



conclusion that "he does the work of the Consul." Mr. Imbrie further remarked that he understood there had been some agitation of the question of revising the *Consular Regulations*, whose existence he discovered after a year or so in the Service. In his opinion, the circular instructions were often most interesting reading. While in Finland, he received an especially attractive one concerning "straw hats in China." In closing, Mr. Imbrie spoke most appreciatively of the courtesies extended the men of the Service while in Washington.

A daughter, Dora Germana Henderson, was born to Mr. and Mrs. John William Henderson, on September 4, 1921, at Saloniki, Greece. Mr. Henderson is Vice Consul at Saloniki.

A daughter, Eva Daphne Brandt, was born to Mr. and Mrs. George L. Brandt, on August 10, 1921, at Alexandria, Egypt. Mr. Brandt is Vice Consul of career at Alexandria.

The marriage of Vice Consul Charles Juneau Pisar and Mrs. Eileen de Villiers Davies took place at the Consulate General, Cape Town, South Africa, on September 12, 1921. The ceremony was performed by the Chief Magistrate of Cape Town, some twenty guests being in attendance.

*The New York Times Book Review* for October second carries an interesting notice of former Consul General George Agnew Chamberlain's new book "Cobweb," which is just off the press. The book is characterized as "A delightful novel—with a new mystery twist."

Entrance examinations for the Consular Service will be held in Washington in the week of January 16, 1921.

The *Gulf Marine Register*, of New Orleans, in its July issue, carries the following interesting editorial comment, under the heading, *Foreign Trade Outposts*:

"Much stress has been laid on the development of a merchant marine. But before the merchant marine can successfully function the Consular Service must be working, it must have men who are equipped to handle busi-

ness problems with more and better facilities at their disposal than any business concern would need were it to open a branch office in a foreign country.

"Recent investigation has shown that the Consular Service is handicapped by lack of funds. Consular offices are often equipped with furniture which would not be given room in a second hand furniture store, yet these men are expected to represent not only the government of the United States, but indirectly every firm in this country which is interested in foreign trade. Furthermore, these men representing the business of this great nation, are not paid nearly as much as many representatives of a single firm. The result is a lack of men training for the Consular Service, which will handicap our foreign trade in the years to come if the present condition is not remedied.

"The administration and congress is pledged to help foreign trade. In so doing the Consular Service should not be forgotten. Not much additional money will be needed, but enough should be spent to make the American Consuls real representatives of the business interests of this country."

Consul O. Gaylord Marsh, Progreso, Yucatan, Mexico, received in September the following letter from the National Headquarters of the American Red Cross in Washington:

"You will be interested to know that the eleven Americans who took membership in Yucatan, Mexico, are the first of perhaps ten million persons who will answer the Roll Call of the American Red Cross for 1922. It is needless to say that we are giving publicity to this fact."

Here is the latest entry in the squirrel-food letter contest. What file number?

"Inclosed you will find a two cent stamp. Will you kindly let me know what price the natives want for a Jaguar alive and not crippled?"

"Or for the skin of a Jaguar.

"What are the taxes to take these animals out of Guatemala?"

"Is there many or just a few of these animals?"

"I am an American citizen.

"What are the taxes to make beer in Guatemala?"





## AMERICAN CONSULAR BULLETIN

COPYRIGHT 1919-J. W. YOUNG

Editor and Publisher . . . . . J. W. YOUNG  
TIFFIN BUILDING, LONG ISLAND CITY  
NEW YORK

*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 tendential 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.

### U. S. SHIPS NEED NEW MARKETS

Addressing the Society of Naval Architects and Marine Engineers at its annual banquet in New York, November 17 last, Albert D. Lasker, chairman of the United States Shipping Board, declared that new and permanent foreign markets must be created to support America's merchant marine.

Mr. Lasker said that figures prepared last September showed that only about 40 per cent of American exports were carried in American ships. "For a nation with ten millions of tons of shipping lying idle," he said, "this is not a record to be proud of, nor one which will satisfy any red-blooded American."

As a result of the war, he added, new foreign markets became available, but little attempt was made to hold them, "with the result that today, except for the export of foodstuffs, we are nearly back on a 1913 basis."

The Shipping Board is not discouraged by existing conditions, Mr. Lasker said, but rather is encouraged in the belief that the United States is going through the worst period American shipping will ever experience.

### NOTARIAL PROTESTS

It will doubtless be of interest to the Service to learn of the circumstances attending the recent amendment of the *Tariff of Consular Fees* by the addition of two new fees, to wit, items 48 and 49, covering the protest of negotiable instruments.

In July, 1917, the manager of a certain banking institution in the Far East is understood to have addressed a letter to a consular officer requesting him to protest for non-payment a draft on a bank due against an American citizen in the consul's jurisdiction. By the latter's direction, it appears, the draft was returned on the same day with the statement that the consul had before him no evidence to indicate that the note had been presented to the acceptor and payment refused. The manager of the bank thereupon sent another letter to the Consul inquiring what proof of presentation was necessary to enable him to protest an acceptance and stating that it was the bank's understanding that the acts of protest necessitated the presentation to the acceptor with a demand for payment by an official authorized by law to protest acceptances. The consul replied that, while his office was authorized to perform notarial services, it was under no obligation to present notes or bills to an acceptor with a demand for payment, adding that it was customary in such cases for the holder of the bill to certify that on due date the bill had been presented to the acceptor and payment refused, and that a statement in writing from the acceptor that the bill had been presented when due was sufficient.

As to the duties of a consular officer with respect to this question of the protest of bills of exchange, the Department has maintained that existing laws should be so construed as to require consuls to perform notarial services only when the desired services can be rendered within their offices and to allow them to use their discretion with respect to such service outside of their office, but that in the exercise of their discretion they should render such services as they can without embarrassment to themselves or injury to their service. Accordingly, it has been held that consuls should use their discretion as to presenting bills of exchange to the acceptor for payment with a view to protest.

The Department has furthermore ruled that consular officers are entitled to exact from persons desiring them to render notarial services outside of their offices, explicit instructions as to precisely what action consular officers are expected to take and as to the manner in which they are expected to perform the services. If they undertake to perform the service incident to protesting a bill of exchange, they should comply with the instructions of the holder and should be guided further by the provisions of the Negotiable Instruments Law as adopted in the District of Columbia and included in the Code of the District of Columbia, sections 1304-1493 (30 *Stats. at Large*, 785).

# Consular Handling of Trade Disputes

By Consul Walter A. Leonard

The unstable economic conditions of the post-war period have developed an increasing number of complaints by American firms against foreign firms as well as complaints of foreign business houses against American houses for failure to take delivery of goods or make payment or to supply goods in accordance with contract stipulations respecting price, quality, manner and promptness of shipment, etc.

American consular officers are properly endeavoring through their unofficial good offices to adjust such trade differences for the purpose of protecting American business and maintaining its prestige in foreign countries. Their tactful investigations and friendly suggestions in this regard have not infrequently paved the way for the amicable settlement of trade disputes, which inevitably has had a favorable effect upon the friendly business relations of the countries concerned.

The Departments of State and Commerce, the Federal Trade Commission, Chambers of Commerce and other leading trade associations are at present giving consideration to the formulation of a more definite plan of procedure than now obtains in the handling of trade disputes, for they realize how important it is that American business should have wherever possible as much protection abroad as at home, and further that the reputation for fair and honest dealings abroad by American firms be made secure by the exposure and possible prosecution of those few unscrupulous firms in the United States which do not always deal fairly. It may be remarked, however, that the great majority of trade disputes which come to the attention of consular officers undoubtedly arise from misunderstandings and from lack of knowledge of foreign conditions rather than from intentional misdealing on the part of the concern complained against.

When an American firm addresses a consular officer abroad alleging that a foreign buyer has failed to take delivery or make payment, or that a foreign seller has failed to supply goods in accordance with contract specifications, consular officers, in endeavoring to assist that firm, must rely upon their own good tact and judgment in respect to the best means of effecting a mediation or otherwise aiding the American firm concerned. Obviously, consuls should not imperil their good standing by appearing to force intermediation. In the case of overdue accounts, particular care must be exercised so that the consular officer will not put himself in the position of acting as a collection agent, for this is obviously not a proper consular function. However, even as regards non-payment of American accounts abroad consular officers have in many instances investigated the circumstances and reported thereon to the satisfaction of the American inquirer.

It may be observed that American firms having com-

plaints against foreign business houses can always appeal to the consular representatives in the United States of the foreign countries concerned, for these foreign nations like the United States are anxious to maintain their good business reputation and prestige abroad.

It is often true, however, that when such requests are made to American consular officers abroad, the foreign concerns involved are quite willing to discuss the difficulty. In many instances the parties negotiating with one another have failed to comprehend each other's point of view, and the consular officer may be able simply by impartial explanations to clear the situation. Furthermore, a consular officer, because of his close business contact with foreign firms in his consular functions, in connection with invoicing, shipping and notarial acts is in a favorable position to confer informally with the members of the foreign concerns involved, who will, no doubt, in many instances be predisposed to accept his friendly advice. In many cities abroad there exist foreign chambers of commerce and similar bodies which are very willing to accept from consuls information regarding commercial disputes that may affect the reputation of the foreign community.

When it is not possible to secure an adjustment of the difficulty by personal intervention, or through the instrumentality of the foreign chamber of commerce or similar body, and recourse to legal proceedings seems inevitable, the consular officer concerned can always supply to the American complainant a list of foreign attorneys. While care should be taken to submit names of only reputable attorneys, the consular officer must make it clear that he cannot vouch for or be responsible for their integrity, nor for their success in assisting the interested American firm.

Complaints by foreign merchants against American firms usually arise through the foreign merchant reporting his troubles to an American consular officer, who in turn makes a thorough and comprehensive investigation of the allegations of the foreign complainant. The consul will often find it necessary to obtain written statements from the complainants and copies of all correspondence relating to the dispute between the parties in interest, as well as any other available documentary evidence. It should be ascertained definitely whether the point at issue is one of opinion, one of fact, or one of law. If the precise point in dispute is not clearly developed, the foreign complainant may wish to address the American firm further in order that the crux of the dispute may be made evident.

Such a thorough investigation of each individual case will then enable the consular officer to make a definite decision as to whether the merits of the case, as presented by the complainant, warrant his official inter-



position in the matter. It is probable that many complaints of a trivial nature may be disposed of through the friendly discussion and advice of the consular officer, who in many cases, because of his knowledge of business conditions and practices in the United States, may be able to clear up what has proved to be merely a misunderstanding on the part of the foreign merchant.

If the consular officer finds that the circumstances of the case warrant official action on his part, he then has open to him three possible courses of action, as outlined below.

#### *Direct Correspondence with American Firms*

The consular officer may address a letter to the American firm involved in the dispute, stating all the facts which he has in his possession and requesting information whether he is in any wise in error, and whether there exists an explanation that is not apparent from the facts as stated. Such letters are transmitted in triplicate through the Department, as in the case of all trade letters, and should be couched in tactful language, pointing out the consul's desire to assist the American firm to adjust its difficulty, and of course under no circumstances should dereliction on the part of the addressee be assumed.

If the circumstances seem to warrant, the consular officer will submit a full statement of the facts to the Department of State, supported by copies of all correspondence and other documentary evidence, to be submitted in turn by the Department of State to the Department of Commerce, or to the Federal Trade Commission. If this course is adopted, the consular officer should supplement the report with a separate confidential statement of his own personal views as to the merits of the case. The mere submission of correspondence, without an analysis of the case in question is not satisfactory. All papers should be sent in triplicate and in English. Copies and translations will of course be furnished by the foreign firm. Originals of documents are not usually required.

In cities where there are established American chambers of commerce, it may often be practicable to refer trade disputes to such organizations for their investigation and possible settlement either directly with the complainant, or by reference to the American firm in interest through the Chamber of Commerce of the United States of America. Consular officers do not address directly chambers of commerce in the United States in the matter of settling disputes.

The great majority of trade disputes reported on by consular officers are referred by the Department of State to the Department of Commerce, which through the district offices of the Bureau of Foreign and Domestic Commerce investigates the difficulty and endeavors to bring about an amicable settlement, in which that Department has had commendable success in a large number of instances.

## DEPARTMENT OF COMMERCE

Dr. Julius Klein, Director of the Bureau of Foreign and Domestic Commerce, has sent a copy of the October number of *The Consular Bulletin* to each of the foreign offices of the Department of Commerce. Mr. Miller, of the Foreign Service Division, supplies the appended items of personal interest concerning the Foreign Service.

Trade Commissioner John A. Fowler has just returned to the United States after a three-year's investigation of economic conditions in the Dutch East Indies and British Malaya. Mr. Fowler's reports will be published as a commercial handbook in the near future.

Trade Commissioner Howard W. Adams, who for the past two years has been representing the United States Department of Commerce in Berlin, has been transferred to The Hague.

Commercial Attaché Paul L. Edwards has been transferred from The Hague to Constantinople.

Trade Commissioner William M. Strachan has resigned from the service of the Department of Commerce to enter a law firm in Detroit. For the past three years Mr. Strachan has been in the office of the Commercial Attaché at Madrid, Spain.

Mr. Charles A. Livengood has been appointed an Assistant Trade Commissioner to assist Mr. Chester Lloyd Jones, the representative of the Department of Commerce in Havana, Cuba. Prior to entering the Latin American Division of the Bureau of Foreign and Domestic Commerce, Mr. Livengood was treasurer of a foreign trading corporation on the Pacific Coast.

Mr. H. B. Barton has been appointed an Assistant Trade Commissioner to study economic conditions in the Near East. Mr. Barton's headquarters will be with the Commercial Attaché in Constantinople, but he will concentrate upon economic conditions in the Caucasus.

Mr. Leighton W. Rogers has been appointed a Trade Commissioner to investigate economic conditions in Russia under the direction of Trade Commissioner Felix Cole. Mr. Rogers has had extensive experience in Russia.

In informing the Department of Commerce of the arrival of Trade Commissioner J. W. Sanger at Melbourne, Trade Commissioner A. W. Ferrin stated that "Mr. Sanger arrived in good condition." The Department of Commerce has just issued an instruction that all of their foreign representatives are hereafter to travel on Shipping Board vessels.

Trade disputes involving unfair methods of competition in commerce are referred to the Federal Trade Commission which has authority to "investigate from time to time trade conditions in and with foreign countries where associations, combinations, or practices of manufacturers, merchants, or traders, or other conditions, may affect the foreign trade of the United States."

# Consuls Once More in Germany

*Diplomatic Relations Are Resumed and Consulates Closed Since 1917 Reopened—  
Other Shifts in the Service*

Following the exchange of ratifications of the Treaty of Peace between the United States and Germany, November 11, 1921, and executive proclamation thereof on November 14, diplomatic relations between the two countries were resumed. Ellis Loring Dresel, the American Commissioner at Berlin, was recognized as Charge d'Affaires *ad interim*, pending the arrival of his letters of credence. The American Ambassador at Madrid is instructed to express to the Spanish Government the thanks of the Government of the United States for the services rendered by Spanish diplomatic and consular officers in Germany during the period of the war.

Mr. Dresel's first act was to request recognition for the American consular officers to be stationed in Germany. These officers at once proceeded to their posts and took over the property of the American Government which was in the hands of the Spanish consuls. The following assignment was made of the principal officers:

## *Consular Assignments in Germany*

William Coffin, Consul General at Berlin; William Dawson, Consul at Munich; Heruando de Soto, Consul at Leipzig; John E. Kehl, Consul at Breslau; Louis G. Dreyfus, Consul at Dresden; Emil Sauer, Consul at Cologne; Alfred W. Donegan, Consul at Konigsberg; Francis R. Stewart, Consul at Bremen; Eugene C. A. Reed, Consul at Stettin; J. K. Huddle, Consul in charge temporarily at Hamburg; John Q. Wood, Consul in charge temporarily at Frankfurt; George A. Bucklin, Consul in charge temporarily at Coblenz.

The following assignment of Vice Consuls was made at the same time: O. N. Nielson and J. G. Groeninger, at Berlin; J. J. Ewart at Cologne; C. E. Macy, at Coblenz; J. H. McAndrews, at Frankfurt; H. J. Anslinger, at Hamburg; Carlton Hurst, at Bremen; William G. Roll, at Bremen; Robert D. Murphy, at Munich; Marc T. Smith, at Munich; C. T. Steger, at Dresden; Willis R. Ruffner, at Leipzig; W. E. Holland, at Breslau; Lewis Sparks, at Stettin; S. E. Roll, at Konigsberg.

Rudolph Schoenfeld and Nathaniel P. Davis have subsequently also been assigned as Vice Consuls at Berlin.

## *Diplomatic Staff*

Mr. Dresel obtained from the Foreign Office recognition of the following diplomatic staff: Frederic B. Dolbeare, 1st Secretary; Richard E. Pennoyer, 1st Secretary; Copley Amory, Jr., 3d Secretary. As Military Attache: Lieutenant Colonel Creed F. Cox. As As-

sistant Military Attaches: Major Albert L. Lounstlot; Captain Truman Smith; Major Benjamin D. Foulois; Major Harold Geiger. As Naval Attache: Commander W. P. Beehler. As Assistant Naval Attache: Lieutenant Frederic P. Culbert. As Commercial Attache: Charles E. Herring.

Assignments of diplomatic and consular officers in Austria and Hungary have not yet been made.

## *Other Service Changes*

Transfers elsewhere made since October 24 include, among principal officers, that of Consul Benjamin F. Chase from Trouedhjem to Messina; Consul Edward I. Nathan from Vigo to Palestine; Vice Consul Walter A. Adams from Changsha to Tsingtau; Vice Consul Hooker A. Doolittle from Madras to Calcutta; Vice Consul Peter A. A. Flood from Queenstown to Bizerta; Vice Consul Joseph F. McCurk from Brest to Paris; Vice Consul P. Harley Moseley from Calcutta to Sydney, Australia, and Vice Consul Charles H. Thorling from Rangoon to Madras.

Irvin C. Correll, Vice Consul and Interpreter at Dairen, has been transferred to Nagasaki, and Harvey T. Goodier from Yokohama to Nagoya temporarily.

John F. Simons of New York, has been assigned as Vice Consul at Paris.

Raymond Curtice, Consul at Nagasaki, has been ordered to the United States.

## *Clerks Promoted*

The following Vice Consuls and clerks have been promoted to be Vice Consuls of career, Class 3, and assigned as indicated: Charles L. DeVault, London; William I. Jackson, Bahia; George E. Seltzer (formerly at Asuncion), Salina Cruz, Mexico; Harold S. Tewell, Winnipeg, and Francis Wells, Manchester.

Azel D. Becler, Consular Assistant and Vice Consul at Paris, has resigned.

## *Changes Among Subordinate Officers*

The following shifts have occurred among those serving as Vice Consul and clerk: Sherwood H. Avery from Montevideo to Rosaria temporarily; F. Willard Calder from Constantinople to Southampton; William E. Holland from St. Gall to Breslau; Harvey L. Milbourne returned from Tsian to Tsingtau; Eugene Nabel from Amsterdam to Rotterdam; Sigurd E. Roll from Bergen to Konigsberg; William G. Roll from Copenhagen to Bremen; James H. Roth from Callao



## MERIT PROMOTION

*(Continued from page 5)*

Knabenshue, George K. Donald, William L. Jenkins, Algar E. Carleton, Elliott Verne Richardson, Hamilton C. Claiborne, Leslie E. Reed, Frank C. Lee, Harris N. Cookingham, Keith Merrill, Leland B. Morris, Thomas H. Bevan, Charles Roy Nasmith, Hugh H. Watson, Robert Harnden, John J. C. Watson, Francis R. Stewart, James P. Davis, and Frank Anderson Henry.

Nineteen officers were promoted from class seven to class six. There were S. Pinckney Tuck, Coert du Bois, Thomas M. Wilson, Reed Paige Clark, John Randolph, William P. Blocker, Avra M. Warren, Homer Brett, Chester W. Davis, Harry L. Walsh, Carol H. Foster, Theodore B. Hogg, William C. Burdett, Charles R. Cameron, Harry M. Lakin, Henry S. Waterman, John P. Hurley, Thomas R. Owens, and James P. Moffitt.

William R. Langdon and Ernest B. Price were promoted from class one of Vice Consul of career to class six of Consul. Four interpreters at \$3,000 were also promoted to class six of Consul. They were Earle R. Dickover, Sammel Sokobin, Joseph E. Jacobs and Bernard Gotlieb. John R. Bradley and Samuel H. Wiley were

Lima to Pernambuco; Walter S. Ruffner from Ghent to Leipzig; Marc Smith from Jerusalem to Munich, and Lewis B. Sparks from Marseilles to Stettin.

First appointments have occurred as follows: Carl Birkeland of Illinois, honorary Vice Consul at Riga; Carr G. Horn of Maine, Vice Consul and clerk at Copenhagen; Monroe H. Kline of Pennsylvania, same at Warsaw; Milton S. Lankford of Maryland, Consular Agent at Caibairen, Cuba; John H. E. McAndrews of Minnesota, Vice Consul and clerk at Frankfort; Harold McClelland of Ohio, same at Naples; Clarence E. Macey of Colorado, same at Coblenz; Thomas J. Murphy of Connecticut, same at Constantinople, and Ralph A. Thrall of Minnesota, Consular Agent at Lethbridge, Canada.

Ellis A. Bonnett, clerk at Piedras Negras, has been appointed Vice Consul there, and similar promotions have been accorded to J. Franklin Deming at Venice; Ollie B. Ferguson at London; Cornwall H. Loomis at Calcutta, and Millard L. Thomas at Batavia.

Orrin B. Edgett, Consular Agent at Lethbridge, Canada; Percy D. Lewis, Agent at Mascassar; Alfred A. Morton, Agent at Bizerta, and William H. Lawrence, honorary Vice Consul at Santos, Brazil, have resigned.

Hugh S. Hood will remain at Durban as Vice Consul and clerk, his commission as Vice Consul at Port Elizabeth having been cancelled.

promoted from class eight to class seven. The two new appointees to class seven were Thomas W. Chilton of New York and Raymond Davis of Maine. Promotions in the vice consular grades will be listed in the next issue of the *Bulletin*.

As at present organized, the career Service includes two Consuls General of class one; thirteen of class two; nine of class three; twenty-one of class four; one of class five; one Consul of class one; one of class two; forty of class three; forty-four of class four; fifty-seven of class five; ninety-two of class six; sixty-eight of class seven; ten of class eight; one of class nine; twenty-six Vice Consuls of career of class one; thirty of class two; sixty-nine of class three; sixteen Consular Assistants; twelve Interpreters and eleven Student Interpreters.

*Not All Who Qualify Promoted*

In making the present, as well as other, promotions in the Service it is necessarily the case that officers having the highest rating receive earliest consideration. Appropriations are limited, and the numerical strength of each class must bear an appropriate relation to the strength of each other class, in order that there should be afforded both opportunity and incentive and hence it does not follow that promotions go to all whose efficiency ratings warrant them. When there are vacancies to be filled, all officers whose efficiency ratings warrant promotion are promoted insofar as available funds and the preservation of the appropriate relative strength of the several classes permit. Officers whose ratings fall below average cannot, under the Executive Order of June 27, 1906, be promoted. In the average division distinction has been made between high average, average and low average, so that promotions of men in that division must necessarily go to those rated high average, and can only reach those rated average and low average when the number of officers with the higher rating has been exhausted.

The *Bulletin* is informed by the Director of the Consular Service that those just made embrace most of the promotions that will occur during the remainder of the fiscal year 1921-22, except those which may result from vacancies arising from deaths or resignations. It is hoped, however, that there may be opportunity for a considerable number of promotions of deserving officers after the close of the fiscal year on June 30, 1922, and therefore, the Director points out, it is desirable that every officer in the Service shall strive to bring his efficiency rating to the highest point possible in order that he may receive the most favorable consideration in connection with the next general list of promotions.

## U. S. CHAMBER OF COMMERCE

*(Continued from page 3)*

disputes between business houses of the United States and foreign countries. A good many such disputes with which American Consular Officers have been connected have been settled, quietly, and to the satisfaction of all parties concerned, through the use of the good offices of the National Chamber directly, or indirectly through some appropriate member organization possessing local or other specialized facilities for taking them up with the American concern involved. Formal arbitration agreements have been worked out with the leading commercial organizations in some of the Latin American countries, and although it is recognized that there is still room for improvement in the arbitration machinery, it is felt that a good beginning in that field has been made.

Several American Consular Officers have led the way in the formation of American chambers of commerce in foreign countries. In the Research Department of the National Chamber, of which Mr. John M. Redpath is the manager, the constitution and by-laws of the various American chambers of commerce abroad, and the annual reports, and other publications indicating the activities of these Chambers were gone over in some detail over a period of years, and in 1920, a brief, but meaty, and comprehensive report on the organization and work of American chambers of commerce abroad was issued. The report, which has been distributed to a number of American Consuls, was, incidentally, worked up by Mr. J. E. Fitzgerald, for many years editor of *Commerce Reports*, and now on the research staff of the National Chamber. The Foreign Commerce Department of the Chamber is especially interested in these American chambers of commerce abroad, and, further, in the American luncheon clubs, American associations, and in the American communities in foreign commercial centers generally. We believe that the well organized American chamber of commerce in a foreign country can be a very real force for the improvement of American business. On the other hand, we recognize that any organization that bears the name of American chamber of commerce should be thoroughly American in character, and should work in such a manner as not to embarrass the American officials. There are some difficult points to work out in connection with the American chambers of commerce in foreign countries—one that is conspicuous and nearly universal being the question of financial support. Should the American Chambers abroad receive official subvention or direct support from home by the National Chamber? To date the view of the business men at home is that it is best for them to be completely independent financially and to operate only on such a scale as they can finance by well contrived methods. Another question that has



Harris & Ewing

CHAUNCEY D. SNOW

*Manager of the Foreign Commerce Department of the Chamber of Commerce of the United States*

been up in some countries is, should there be more than one American Chamber of Commerce in one foreign country? The National Chamber is always glad to listen to the suggestions of American Consuls with reference to the American chambers of commerce abroad, as well as the settlement of commercial disputes, and any other matters bearing on American efforts at foreign trade promotion.

### *Chamber Organized by Departments*

Probably it is the Foreign Commerce Department that is of chief interest to the average Consular Officer, so far as the departmental scheme of things in the National Chamber is concerned. It was in 1920 that the Chamber was organized on a departmental basis, under the resident vice presidency of Mr. Elliott H. Goodwin, and the secretaryship of Mr. D. A. Skinner. The representative departments, eight in number, are: Civic Development Depart-



ment, concerned with education, housing and city planning, immigration and citizenship, and national civics, service to commercial organizations, etc.; the Domestic Distribution Department, aiming at reduction in the price of commodities, by more practical and effective methods of distribution, dealing with the selling and delivery problems of manufacturers, wholesalers, jobbers, commission men, warehousemen, retailers, mail order houses, and the commodity exchanges; the Fabricated Production Department, interested in the technical problems of the manufacturer, in such lines as cost accounting, standardization of products, elimination of excess varieties, etc.; the Finance Department, dealing with questions of public and private finance, whether domestic or international, giving particular attention to government fiscal policies, taxation, and international financial relations; the Insurance Department, working to bring both the buyer and the seller of insurance into agreement regarding the fundamental principles of insurance, and to promote the expansion of American insurance in all lines, in accordance with proper policies; the Natural Resources Production Department, considering the national problems relating to industries producing timber, coal, oil, iron, copper and other minerals, cement, water power, etc.; the Transportation and Communications Department, concerned with what it calls "a fifty billion dollar industry"—railroads, ocean transportation, highways, electric railways, waterways, aerial transportation, electrical communications, and postal facilities; and, finally, the Foreign Commerce Department, handling the national problems related to the export and import trade.

The Foreign Commerce Department, like the other departments, works with a departmental committee. Each departmental committee is made up of men from all parts of the United States, interested in various aspects of the work of the department. There are two members of the Board of Directors for each of the representative departments. The Foreign Commerce Department Committee consists of the two members of the Board of Directors on Foreign Commerce, and nine or ten other men well known in foreign trade work. This committee sits on all questions of foreign trade policy, considers pending foreign trade legislation, and numerous problems brought up by member organizations everywhere. In 1921 the committee considered government appropriations for foreign trade work, and the Foreign Commerce Department got out a printed statement of position in which the following appeared:

Our Committee also recommends the strongest diplomatic and consular service that we are capable of supporting. The Bureau of Foreign and Domestic Commerce depends largely upon United States consular representatives throughout the world for the gathering of local information and the submitting of

## HAIL TO OUR NESTORS!

In a recent inspection report of the Consular Agency at St. Lucia, West Indies, Inspector Frazer paid the following well deserved tribute to the long and faithful services of Consular Agent William Peter:

"It will give me much pleasure to report to the Department the efficient manner in which you are conducting the Agency, as it is evident from the office records and archives and the reports of my predecessors that you have been conducting it for the past 48½ years. I also desire to congratulate you on the fact that you now are, to the best of my knowledge and belief, the oldest officer in point of years of service in the entire American consular establishment."

A consultation of the records, however, developed the fact that Consular Agent Jacob M. Owen, Annapolis Royal, N. S., is entitled to the distinction of being the first man in point of service, having served continuously at that post since his appointment on April 8, 1872. The cordial congratulations of *The Bulletin* are extended to the two Nestors of the Service.

reports required by American business men.

The Foreign Commerce Department, like the other departments, has a small staff of specialists. It includes a foreign trade statistician, a translator, and a practical export man of years of foreign and domestic experience. The Department is partly concerned with study of current problems, and partly with giving service to members on their foreign trade inquiries. No attempt is made to duplicate or parallel the work of the Bureau of Foreign and Domestic Commerce. Our first bulletin started out with the thought that we are "helping our members to help themselves," and this policy is carefully pursued. When our members want information quickly, we try to give it to them, and we tell them what our source of information is. If the Bureau of Foreign and Domestic Commerce is the place where our member can best get the class of information covered by his inquiry, we tell him so. If the American Consul at a given foreign point is the best source of the information in which the inquirer is interested, we tell him so.

### *Many Contacts with Business Men*

The National Chamber is working for the best possible government facilities for foreign trade information for American foreign traders, as it is working for the best possible physical facilities for carrying on business for American foreign traders. We are interested in sound policies and sound practices and the best possible working conditions and working equipment for American exporters and American importers.

As manager of the Foreign Commerce Department, and writing for publication in *The American Consular Bulletin*, I have, naturally, talked about things from the



:: NEW BOOKS ::

*American Foreign Trade*, by William F. Notz and Richard S. Harvey. The Bobbs-Merrill Company.

*American Foreign Trade*, without its explanatory sub-

Foreign Commerce Department standpoint. The Chamber of Commerce of the United States is, however, a well rounded organization. Each department handles its specialty, and the various departments work with each other as well as with the government institutions, and the trade organizations, and other outside agencies for the best interests of the branches of business which they cover. The *General Bulletin* and the *Legislative Bulletin* are keeping the entire membership of the Chamber informed as to government publications, government regulations, and lines of government activity, as well as the status of proposed and pending legislation. *The Nation's Business* is carrying a message, in readable form, concerning the outstanding policies requiring the attention of American business men, and the Field Department of the National Chamber is carrying the message of organized business personally to the business men in chambers of commerce and trade associations throughout the United States.

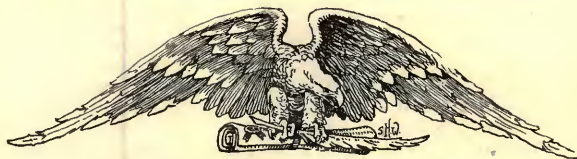
The picture is of a democratic, national organization, expressing the opinion of the organized business of the United States on questions of national importance of interest to business. This organization possesses a research and service staff, and is departmentalized to give specialized treatment to each class of business problems, and specialized service to each great group of business men. The organization is thoroughly interested in the welfare of the United States Consular Service, and for the officers and staff of the Chamber I may say that we want the interest of all the members of the Consular Service. We welcome the visit of returning Consular Officers and are glad to be of service to them in making their contacts with our member organizations.

title, is a somewhat misleading title for the valuable work written by William F. Notz and Richard S. Harvey of Georgetown University. Its sub-title, *As Promoted by the Webb-Pomerene and Edge Acts with Historical Reference to the Origin and Enforcement of the Anti-trust Laws*, reviews in brief the phase of American foreign trade dealt with.

Starting with the rise to large scale production in domestic industry the authors point out the needs arising for state and federal legislation to aid and control our commerce. In this connection they ably describe the legislation adopted to meet these needs, for example, the Sherman Anti-Trust Law, The Clayton Act, and the Federal Trade Commission Act.

The importance of American foreign trade, especially export trade, is discussed and the methods (Webb-Pomerene Law and the Edge Act) used for its development are described and criticized in clear detail. As a further step in the evolution of American and world trade the authors discuss (p. 391-2), and indorse the question of "instituting some international trade council—some worldwide, governmental agency where combinations, 'trusts' and patent monopolies, transcending the limits of any given country, however, extensive its demesnes, can be placed under such measure of supervision and commercial control as the true interests of the people demand."

Besides being explanatory, *American Foreign Trade* is critical and constructive; it is the sort of work which might readily be of much value to students of economics and foreign trade, and to lawyers and business men interested in export organizations. At times the logical sequences of the study is impaired by repetition of matters already treated or by forecasting a subject to be taken up later. On the whole, however, the book is very readable. The appendixes cover a hundred pages containing "examples of charters and agreements, as well as reprints of official rules, regulations and forms issued by the Federal Government in connection with the Webb-Pomerene and the Edge Acts." This appendix increases the value of the book considerably.—M. I. N.



# 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 cooperation.

We maintain two European offices and reading rooms in the American Express Company building, 6 Haymarket, London, and 11 Rue Scheffer, 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.*