

Samuel Franklin

# AMERICAN CONSULAR BULLETIN



## WHERE OUR ROPE COMES FROM

*Consul O. Gaylord Marsh sends this photograph of Sisal Harvesting in Yucatan. Eighty per cent of the world's supply of Sisal Fiber is exported from the port of Progreso*

Vol. IV April, 1922 No. 4

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The American Consular Association is an unofficial and voluntary association embracing most of the members of the Consular Service of the United States. It was formed for the purpose of fostering *esprit de corps* among the members of the Consular Service, to strengthen Service spirit, and to establish a center around which might be grouped the united efforts of its members for the improvement of the Service.

# AMERICAN CONSULAR BULLETIN

PUBLISHED MONTHLY BY THE AMERICAN CONSULAR ASSOCIATION

Vol. IV, No. 4

WASHINGTON, D. C.

APRIL, 1922

## Helping Mr. Business Man

*Up-to-date Methods of Trade Promotion Work Inaugurated at Sydney, Australia,  
by Consul Edward J. Norton*

**D**ESPITE the laws specifying the duties which consular officers are called upon to perform, and the regulations prescribing the manner in which they should be discharged, consular work has never been reduced to a formula nor its scope confined to inelastic boundaries. Each office has its special features of consular work, and, within certain broad limits, its particular method of dealing with them efficiently and effectively in accordance with local conditions and customs. Although methods adopted in some districts cannot with beneficial results be utilized in others, the value of contrast and comparison is stimulating and productive of new ideas and methods of improving the management of consular offices.

Consul Norton at Sydney has recently put into practice a number of ideas, designed to assist the American business man interested in Australian trade, which to many consular officers will appear of a novel character, and which, in districts where similar conditions prevail, may be advantageously used.

The Sydney Consulate, Consul Norton reports, has inaugurated the practice of revising the form and contents of the general information sheet by issuing a quarterly information bulletin, descriptive of general trade conditions, and especially prepared to assist American exporters. The subject matter is arranged in accordance with the principal commercial events of the preceding quarter, and the initial sheet contains the following heading:

INFORMATION BULLETIN, No. —

*American Consulate, Sydney, Australia*

*This bulletin is maintained for the general information of American business firms and to supplement the specific data contained in the letters written from the consulate in reply to commercial or miscellaneous inquiries. The bulletin will be revised and corrected every three months in order that the information given in it may be fresh and varied and thus more applicable to American foreign trade interests.*

Consul Norton uses and cites the daily press, commercial periodicals, market reviews, chamber of commerce bulletins, customs returns, and other official data as the principal sources of his information. The completed bulletin usually comprises three single spaced, mimeographed sheets of letter size paper and resembles, in miniature, the periodical reviews of commercial conditions issued by many banking institutions.

Among the topics recently dwelt upon in his quarterly bulletins, Consul Norton has made use of the following capitalized paragraph headings: overseas trade movement; the money market; general business conditions; the wool trade; the crop outlook; shipping; European shipments to Australia; declared exports from Sydney to the United States; banking and exchange.

HEADED SHEETS FOR LISTS OF FIRMS

In preparing lists of firms to accompany trade letters, Consul Norton has initiated the practice of using a specially headed initial sheet. This



initial sheet is of course attached to the original of the letter, and the duplicate, triplicate and quadruplicate copies of the list are carbon copies on manifold paper.

The printed heading of the sheet contains, in addition to a waiver of responsibility, and a statement of the ordinary channels through which credit ratings may be obtained, a brief synopsis of customs law relating to the admission of samples and printed advertising matter. The latter portion reads as follows:

*The Consulate wishes to invite attention to a provision of the Commonwealth Customs Law by which a duty is imposed on catalogues, price lists, trade circulars, and all advertising matter introduced into Australia through the mails. Many Australian business men refuse to accept printed matter addressed to them unless the customs duty thereon has been prepaid. Full information regarding duties on samples and advertising matter and how advertising matter may be prepaid, is contained in the United States Official Postal Guide.*

#### TRADE OPPORTUNITIES IN LOCAL PRESS

A feature of the trade promotion work of the Sydney Consulate is the publication of trade opportunities in the local press. The opportunities, which originate from the trade letters of American firms, are brought to the attention of a daily commercial and shipping journal at periodical intervals, and include not only offers of American goods and requests for agents to represent American firms, but inquiries for Australian products and offers of agencies in the United States.

Consul Norton states that not all trade inquiries received are given publicity, and that certain ones are withheld for submission to Sydney firms which are relatively important and which have expressed a wish to have the first opportunity to examine them.

The inquiries are published under two separate headings, the first being Australian products, and the second American products, each opportunity numbered serially for consular reference and preceded by the following introductory remarks:

*We have received from the American Consul a further list of American firms anxious to represent Australian firms in America and vice versa; also inquiries for various products of Australia.*

*Reserved addresses referring to the following notices may be obtained from the American Consulate, 14 Martin Place, upon application by letter or personal visit. The Consulate does not furnish credit ratings or assume responsibility as to the*

*standing of American inquirers; usual business precautions should be taken.*

#### COMMERCIAL CODES

Few commercially prominent consular offices fail to receive frequent requests for the inspection of such commercial codes as the *Western Union*, *A. B. C.*, *Lieber's* and the *Cable Directory of the World*; and not infrequently receive cablegrams from American firms in code language. The possession of such codes often enables consular officers to render timely aid to traveling representatives of American firms, and, indeed, facilitates the use of the cables and secures a wider publicity and demand for the codes by business men. The Sydney Consulate, it appears, was frequently embarrassed by the absence of commercial codes, but upon notifying the publishers of the codes principally in demand of the situation, received gratuitous copies in a number of instances.

An effective and practical means of maintaining contact with firms in Sydney is reported to be the personal attention given to callers wishing to consult American trade directories, compile lists of firms, or examine catalogues and price lists. Some member of the consular staff invariably volunteers to assist in the selection of American firms known to be engaged in the character of business contemplated, and it frequently happens that a trade inquiry recently received may appropriately be brought to the caller's attention, or he may be interested in the facilities offered by the foreign trade opportunity form, and it seldom happens that he is unable and unwilling to discuss trade conditions and impart some useful information within the sphere of his commercial knowledge.

#### THE VALUE OF THE BULLETIN

Consul Norton has found some of the recent articles published in the BULLETIN upon methods of trade promotion to be of value. In a recent letter to the Consular Association, he says:

"My compliments to Consul Messersmith on his review of trade promotion methods at Antwerp in the October issue of the BULLETIN. Some of the practices he has described are just what we needed to improve certain features of our own trade extension methods. They have been adopted and fit in perfectly.

"The article by Consul General Totten in the August number of the BULLETIN," Mr. Norton continues, "is also a fine constructive effort. He has put into it a quantity of advice and information that will give many of us matter for reflection. I quite agree that 'the kind of trade work we should do,' and the best we can do, need not



AMERICAN CONSULATE AT SYDNEY  
*The Consulate occupies a suite of offices on the fifth floor of this modern office structure—The Mutual Life Building*

be reserved for called-for or voluntary reports. Much of the work that counts most can be put into answers to trade inquiries."

THE IMPROVEMENT OF TRADE LETTERS

"This office has been for some time endeavoring to improve its trade letters. But probing into the past two years' work I find in the bound volumes of correspondence (where Consul General Eberhardt will see them) many carbon copies of the kind that Consul General Totten describes as 'a general paragraph and a list of dealers.'

"Answering a trade inquiry is often (to me at least) more difficult than the writing of a trade report. The reason is, perhaps, that a large percentage of the trade letters received ask merely for lists of dealers. Besides, a good many American exporters write nothing whatever about the class of goods for which a foreign market is desired. In dealing with this class of inquiry we must get what information we can from the firm's

letter head, or by looking up the inquirer in one of the trade directories.

"Many of us wonder what to do with letters of this sort. We may ask ourselves whether the exporter really wants trade statistics or information about the market; or whether, having planned his foreign sales campaign and being sure of his ground, he merely requires a revised list of dealers to set his selling force in motion. If he wanted information, why did the exporter not tell us of the things he would like to know about the market and the prospective selling situation? Too frequently perhaps we arrive at this decision: As a list of dealers has been requested—prepare it; add the minimum of information that may content the inquirer (I have often done this)—and get the letter off the desk.

"Having written a letter of the 'general-paragraph-and-list-of-dealers' variety, I used to think I had helped one more American exporter establish himself in a foreign market. But I had not helped the exporter. Nor had I helped the Service. Rather I had hurt both. And the best way to prove it (I have done this also) is to go over the correspondence files and dig out some of the reasons why American trade development in the district has not come up to expectations, or the opportunities awaiting it."

GIVE MORE THAN HE ASKS FOR

"We need never hesitate to offer information voluntarily. Every exporter wants information. Every business is searching for facts upon which to base future growth. Yet every exporter does not know, when it comes to foreign market development, just what information he wants. There are local conditions or local influences operating in the foreign field which can not be accurately known to every export sales manager. But these conditions or influences may greatly affect his selling problem.

"Therefore, the hunt for facts is up to us. Whether he asks for it or not we can give almost every exporter enlightenment upon trade questions. Such changes are always taking place in market and sales conditions that we can usually obtain some new facts. Any information that may help the exporter to an understanding of the situation and enable him to modify or radically change his selling system to meet these changes, and other information that appears likely to prove of practical value, should be reported. By doing this kind of trade work (and our answers to trade inquiries can show the personal interest we take in each exporter's selling prob-

(Continued on page 107)

# In Darkest Africa

*Concluding the Narrative by Consul Reed Paige Clark of His Extraordinary Tour in Kongo Jungles*

THE last number of the BULLETIN recounted how Consul Reed Paige Clark, now assigned at Loanda, Angola, proceeded by steamer, hammock and afoot through Central Africa up the Kongo and Kasai rivers. He had reached the head of navigation on the Kasai and had started inland afoot, accompanied by his caravan of native carriers. Word had been sent to the native King—the "Lukengo," in the large town of Mushenge, that the Consul desired to pay his respects to him. The audience was speedily arranged and Clark was admitted to the palace.

"The Lukengo lay on a couch," Clark continues in his narrative, "his head on a log pillow, dressed in a fine loin cloth with a wreath of green leaves about his neck and heavy brass bands on his arms and legs. He could move only his arms and during my call was busily engaged in brushing away flies with an ebony wand. The monarch is a magnificent-looking man, perhaps thirty-five years of age and of great mental vigor. Seated on a mat at the head of the couch was the chief counsellor. My interpreter, Fuadiala, squatted in front, and I was given a chair.

"My call was a brief one but there was time for the Lukengo to assure me of his friendship for the white man, and for Americans in particular (a by no means empty assurance for he has shown his good-will in many ways), and for me to return the royal compliments and to ask that I be permitted to purchase certain of the works of art of the Bakuba to take home to my people."

## COMFORTS OF HAMMOCK TRAVEL

"Traveling by hammock, if one's hammock is comfortable, is a delightful way of getting about. The *tipoié* I used during my trip was given me at Luebo. It was a chair-like affair of basket work suspended from a long bamboo pole carried on the shoulders of two men walking in single-file, and I could sit up or recline in it as suited my convenience. This is the ordinary type of *tipoié*. For heavy passengers there is an ingenious device that enables four men to carry at once in single file and occasionally one sees a chair-*tipoié* with four men walking two abreast. The American agents at the diamond mines prefer the so-called 'horse-*tipoié*'—a saddle mounted midway of twin poles that are just far enough apart to enable the

bearers, fore and aft, to insert their heads, the poles resting upon their shoulders. The horse-*tipoié* is admirably adapted for prospectors, as one's head is always above the tall grass and it is possible to look out over the country, a thing impossible for one traveling in the low-hung hammock."

## GAITS OF A SADDLE-HORSE

"The *tipoié* men have as many gaits as a versatile saddle-horse. The best of them single-foot or take a mincing trot and the passenger can sleep comfortably even while traveling at four or five miles an hour. There is a knack, as may be imagined, in carrying a hammock and the possessor of a well-trained team of bearers is rightly envied.

"The *tipoié* men are the aristocrats of a caravan. They are not often paid more than the carriers, but they are always in attendance upon the *mukilinga* (chief) they serve and share the attention shown him in the villages through which the caravan passes. They share, too, in the gifts of palm wine and fruit and other delicacies that are showered upon the white lord they carry, while the unfortunate boxmen, far in the rear, struggle along under their loads and pass almost unnoticed. The *tipoié* men, ordinarily fine stalwart fellows, the pick of the village, enhance their personal appearance by headdresses of feathers or palm leaves and rattles that make not unpleasant music as the hammock moves along, and each tribe has its carrying-song which is intoned whenever a village comes in sight. These songs, many of them, are extremely musical (like the boat-songs of maritime negroes) and all are sung in perfect time. My Lulua carriers (on the road to Mutoto) had a refrain entirely original with them that could easily be expanded into a ringing march.

"Once given a load, a pair of carriers keep it until the end of the trip for which they are engaged, no changes being made in the initial arrangement of loads or carriers except such as are made necessary by sickness or accident. At the end of each *étape* comes sick-call. The traveler gets out his medicine chest, with iodine and salve, bichloride, cascara, quinine, bandages, adhesive tape and other indispensable medicaments. The



#### A TOWN ON THE WAY

*In the sparsely-inhabited Kabinda country, a "town" means only a half-dozen native huts almost lost in the tropical vegetation*

ailing men are mustered by the *capita*, and a busy half-hour ensues. Every white traveler in tropical Africa is a physician by brevet. The native has a child-like faith in his master's ability to cure all ills of the mind or flesh, and, as a matter of fact, one soon becomes fairly skilled in treating accident cases and minor disorders. Nothing but 'strong medicine' is acceptable to a native. External applications must have a bite and incredible doses of castor oil and like beverages are demanded.

"The chief of Congolo Mushie, a potentate of great local importance, houses his wives, of whom he is said to have several hundred, in a huge barrack-like structure built about a quadrangle. This chief must at some time have served in the *Force Publique*, for his establishment has all the earmarks of a military post and he marshalled his wives like soldiers when I intimated to him that he was expected to provide food for the caravan.

"Ordinarily, after a word to the chief (who usually met me upon my arrival in his village and conducted me to the resthouse), I preferred to give my carriers their daily allowance of *makuta*, or salt, and leave to them the task of finding food

and shelter. They were free from the time they brought in their loads at the end of the day's march until the *capita* called them the following morning. Carriers readily divide themselves into small messes, arranging through, one of their number for a supply of cooked food and for sleeping accommodations.

"But occasionally it was found expedient, especially where food was scarce or the chief was surly, to contract for provisions directly with the chief himself, using, if necessary, more or less pressure. In such case I would guarantee the chief a fixed sum for the requisite number of meals and promise him a generous *matabicho* (tip) if he saw to it that the food was provided.

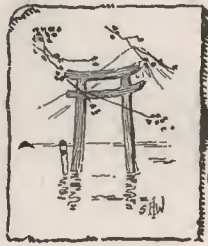
There would appear in due course a long line of women, each one bearing a gourd or basket containing dinner for one man. The baskets would be laid in a row for my inspection, and then the *capita* would distribute them to the carriers, a basket to each man. This was always the noisiest hour of the day, resembling nothing in the world so much as pig-feeding time on the farm."

#### WHERE THE WHITE MAN IS A RARE VISITOR

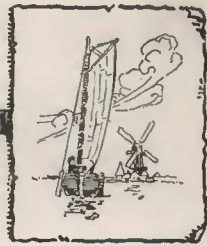
"From Malao it is but a short distance to the Lomami river ferry at Bolaitti, but there was a heavy rainstorm in the early morning and the path over the prairie was flooded for miles, the carriers making slow progress. The Lomami is about seventy-five yards wide at the crossing, a swift, black stream, swarming with crocodiles, though we saw none. Only two small pirogues were available. It took seven trips to cross my caravan, the pirogues each time being loaded until the gunwales were awash. After crossing the caravan went on a short distance to Ambadi and there made camp.

"At Ambadi the chief took me for a long walk, showing me a rice patch at the very edge of the

*(Continued on page 103)*



# HERE & THERE



Several important transfers among career officers in the Consular Service were publicly announced by the Department of State on March 10. Commissioner Evan Young at Riga will receive two important additions to his staff in the persons of Harold B. Quarton, who has been in charge at Viborg and Vice Consul Earl L. Packer, who has been acting as Assistant Chief of the Russian Division, Department of State. The Viborg office is to be closed and Mr. Packer's position in the Department remains unfilled.

Maxwell Blake, Diplomatic Agent and Consul General at Tangier, has been promoted to the rank of Consul General class 2, and the Rev. Joseph M. Denning, of Ohio, has been appointed Diplomatic Agent at Tangier. Mr. Blake has not been reassigned.

Frederick T. F. Dumont, who has safely completed several years of successful service as Consul in turbulent Dublin, has been assigned as Consul at Frankfort-on-Main, Germany.

A whole series of transfers has been made involving San Luis Potosi, Puerto Cortes, Mexicali, Bremerhaven and Antilla. Vice Consul Knox Alexander has been transferred from San Luis Potosi to Puerto Cortes, and Consul Walter F. Boyle has moved from Mexicali to San Luis Potosi. Vice Consul Albert H. Gerberich has been transferred from Puerto Cortes to Bremerhaven, and Consul Henry C. Von Struve will go from Antilla to Mexicali to take the post made vacant by the transfer of Mr. Boyle. Consul Horace J. Dickinson has been ordered from Singapore to Antilla to fill the vacancy at the latter post.

J. Francis Gill, Vice Consul at Soerabaya has resigned, effective February 21, and Vice Consul Ralph H. Tompkins has been transferred from Soerabaya to Batavia.

Other changes are the following: Alfred T. Burri, now detailed Constantinople, detailed Tananarive temporarily; Harry E. Carlson, now assigned Vice Consul Stavanger temporarily, reassigned Vice Consul Christiania; Cornelius Ferris, now detailed Mexico City, assigned Consul Stettin; Wilbur Kablinger, now detailed Fiume,

assigned Consul there; Max. D. Kirjasoff, now assigned Consul Dairen, detailed Yokohama; Clinton E. MacEachran, Consul now detailed Department, detailed Antwerp; Lucien N. Sullivan, detailed Department of State for duty; Harold S. Tewell, now assigned Vice Consul Winnipeg, assigned Vice Consul North Bay; S. Pinckney Tuck, of New York, now detailed Alexandria, detailed Cairo; George W. Young, now detailed Stoke-on-Trent, resigned, effective February 15.

The following changes have been announced among subordinate officers: Henry T. Dwyer, now clerk Guatemala, appointed Vice Consul there; George L. Fleming, now clerk Basel, appointed Vice Consul there; William E. Lane, now clerk Cologne, appointed Vice Consul there; Frank H. Larned, appointed Vice Consul and clerk London, first appointment; L. Dale Pope, now clerk Warsaw, transferred to be Vice Consul and clerk Halifax; Henry O. Ramsey, now Vice Consul and clerk Viborg, transferred to be Vice Consul and clerk Belfast; Winfield H. Scott, now clerk Alexandria, appointed Vice Consul there; William D. Smith, now Vice Consul and clerk Port Limon, transferred to be Vice Consul and clerk Callao-Lima; Warren C. Stewart, now clerk Dunfermline, appointed Vice Consul there; John H. Wetmore, now Vice Consul and clerk North Bay, transferred to be Vice Consul and clerk Breslau; Harold C. Wood, now clerk Guaymas, appointed Vice Consul there.

Allen W. Dulles, First Secretary of the Commission at Constantinople, has been ordered to the Department of State to become Chief of the Division of Near Eastern Affairs, succeeding Warren Delano Robbins, who has been appointed Counselor of Embassy at Berlin.

The following other transfers have been made in the Diplomatic Service: Norval Richardson, from First Secretary of the Legation at Lisbon to First Secretary of the Embassy at Tokyo; William Walker Smith, from First Secretary of the Legation at Berne to First Secretary of the Legation at Tegucigalpa; Stokeley W. Morgan, from First Secretary of the Legation at La Paz to First Secretary of the Legation at Berne; El-

bridge Gerry Greene, from First Secretary of the Legation at Sofia to First Secretary of the Embassy at Paris; Ferdinand L. Mayer, from the Department of State to First Secretary of the Agency and Consulate General at Tangier; Francis White, from First Secretary of the Embassy at Buenos Aires, to the Department of State; Ray Atherton, from Second Secretary of the Legation at Peking to the Department of State; Clarence B. Hewes, from Second Secretary of the Legation at The Hague, to Second Secretary of the Legation at San Jose; Walter C. Thurston, from Second Secretary of the Legation at San José to Second Secretary of the Embassy at London; James C. Dunn, from Second Secretary of the Embassy at Madrid to Second Secretary of the Legation at Port au Prince; Samuel S. Dickson, from Second Secretary of the Legation at Asuncion to Second Secretary of the Legation at Lisbon; Walter H. Schoellkopf, from Second Secretary of the Legation at Panama to Second Secretary of the Legation at La Paz; Henry I. Dockweiler, from Second Secretary of the Legation at Peking to Second Secretary of the Legation at Santo Domingo; Alan F. Winslow, from Third Secretary of the Legation at Prague to Third Secretary of the Legation at Bogota; Benjamin Muse, from Third Secretary of the Legation at Copenhagen to Third Secretary of the Legation at Managua; Curtis C. Jordan, from Third Secretary of the Legation at Port au Prince to Third Secretary of the Legation at Helsingfors; Jefferson Patterson, from the Department of State to Third Secretary of the Legation at Peking; Percy A. Blair, from the Department of State to Third Secretary of the Embassy at Buenos Aires; William A. Taylor, Jr., from the Department of State to Third Secretary of the Embassy at Mexico City; George R. Merrell, Jr., from the Department of State to Third Secretary of the Legation at The Hague; Robert S. Burgher, from the Department of State to Third Secretary of the Legation at Panama City.

In addition to the above, Eugene C. Shoecraft, First Secretary at Paris, has been transferred to Budapest, and Frederick A. F. Pearson, whose transfer from London to Budapest was recently announced, has been reassigned to Prague.

The following officers have called at the Department recently:

Joseph M. Denning, Diplomatic Agent and Consul General at Tangier; Lawrence P. Briggs, Consul at Riviere du Loup; George W. Young, formerly Consul at Stoke-on-Trent; John C. Moomaw, Vice Consul at Colombo; James G. Finley, Vice Consul at Lille; Theodore M. Fisher, Vice Consul at Habana; Frank H. Larned, Vice Consul at London; Jackson C. Lusby, Vice Consul at Naples; Frank T. Smith, Clerk at Belgrade.

The civil marriage of Hugh S. Gibson, American Minister to Poland, and Mlle. Ynes Marcelle Reyntiens was celebrated on February 27 at Brussels in the Gothic room of the city hall. A brilliant gathering witnessed the ceremony, including Marquis Dassch, representing King Albert.

Alderman Steens congratulated the couple in the name of the city, making allusion to Mr. Gibson's role during the German occupation, which, he declared the Belgian people would never forget.

The bridegroom's witnesses were the Marquis de Villalobar, the Spanish Ambassador at Brussels, and Commander Hugo W. Koehler, Naval Attaché of the American Legation at Warsaw. The bride's witness was her brother, Commandant Reyntiens.

The Belgian foreign minister, M. Jaspar, and the Minister of Defense, M. Deveze, attended the wedding reception and expressed to Mr. Gibson Belgium's gratitude for his work as a member of the relief commission early in the war.



AMERICAN  
CONSULAR BULLETIN

VOL. IV

April, 1922

No. 4

PUBLISHED MONTHLY BY THE AMERICAN CONSULAR ASSOCIATION, WASHINGTON, D. C.

*The AMERICAN CONSULAR BULLETIN is published monthly by the American Consular Association, and is distributed by the Association to its members gratis. The BULLETIN is also open to private subscription in the United States and abroad at the rate of \$4.00 a year, or 35 cents a copy, payable to the AMERICAN CONSULAR BULLETIN, c/o Consular Bureau, Department of State, Washington, D. C.*

*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.*

*Contributions should be addressed to the AMERICAN CONSULAR BULLETIN, c/o Consular Bureau, Department of State, Washington, D. C.*

## A FIELD NUMBER

All the important contributions to this issue of the BULLETIN are from the "field." This is what the editors have been working to bring about. The BULLETIN will represent the field and deal with the field's interests and problems just so far as the field men supply the material. All honor and thanks to Consul General Ravndal and Consuls Norton and Clark, who have made this issue possible.

Remember the \$100 cash prize story contest. Particulars will be found in the January and March issues of the BULLETIN.

## CONSULAR PRECEPTS

Consul General C. C. Eberhardt, President of the Consular Association, furnishes the BULLETIN with the following precepts which appeared a few yeags ago in an American newspaper as embodying the substance of instructions which were given to new Consuls upon departure for their first assignments. Mr. Eberhardt writes that they seem particularly applicable not only to the new men but also to those who have spent some years in the service. One Consul has them framed, Mr. Eberhardt reports, and keeps them before him on his desk.

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The precepts are the following:

"Be American first, last and all the time. Do nothing to cast discredit on your country. Be courteous to all. Be discreet in speech and conduct. Keep your temper always. Be industrious, studious, thorough and punctual. Never listen to anyone who speaks disparagingly of your Government.

"Avoid discussing American domestic politics with foreigners. Suppress any partisan political feelings which you may have. Remember that you are serving the present administration. Remember that all Americans are your fellow citizens and treat them accordingly.

"Live modestly and within your means. Remember that the Government is watching your conduct and career and that merit always counts. Remember that your future is in your own hands and not in the hands of your friends at home."

## BIG JUMP IN TRADE WORK

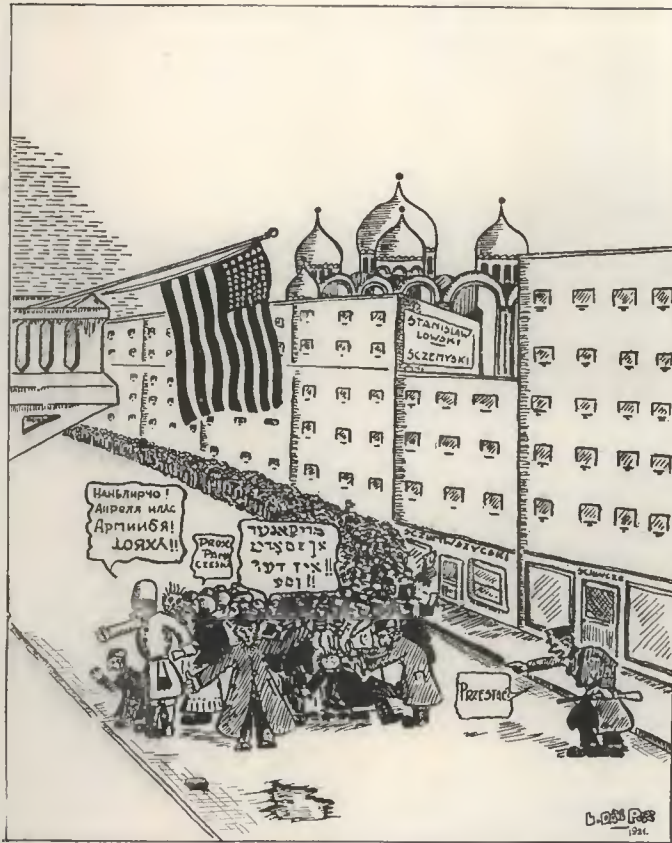
The month of February was marked by a decided increase in the services rendered to the American business public by the Consular Service.

During the month there were transmitted by consular officers 1,892 commercial and economic reports as compared with 1,582 reports in January. The Consulate General at London took first place in the number of trade reports submitted (52), followed by the Consulate at Helsingfors (51), Berlin (38), Reval (31) and Rome (30).

In addition to commercial reports there were transmitted through the Department to American business men during the month of February, 1922, 3,834 trade letters as against 2,907 during the month of January. The Consulate General at Mexico City took first place in the number of trade letters sent through the Department, having sent (89), followed by Habana (75), London (73), Buenos Aires (71) and Rio de Janeiro (68).

## ERRATUM

Through a deplorable error the death of Lewis Morris Iddings, formerly Secretary of the American Embassy at Rome and Agent and Consul General at Cairo, was announced in the March issue of the BULLETIN as the death of Lewis Morris, Iddings being omitted.



Drawn for the BULLETIN by Vice-Consul L. Dale Pope

MAD SCRAMBLE  
FOR VISAS  
BEFORE  
COMPLETION  
OF  
POLISH QUOTA  
— : —  
THE  
AMERICAN  
CONSULATE  
GENERAL  
WARSAW  
POLAND.

Ecuador. This office will be closed and hereafter Ecuador and Colombia will be grouped with Venezuela.

Lieut. Col. Charles C. Allen, Infantry, has been relieved as Military Attaché to Egypt, Abyssinia, Arabia and Syria. This office will then be closed.

Major T. Worthington Hollyday, General Staff, has been granted three months' sick leave of absence, with permission to visit the United States. During his absence the office of the Military Attaché to Finland and the Military Observer, Baltic Provinces, will be filled by his assistant, Capt. Robert F. Kelley, Infantry.

Major Walter V. Cotchett, U. S. A., Retired, and Major Eugene Villaret, Coast Artillery Corps, have been relieved as Assistant Military Attachés at Paris, France.

## FEWER MILITARY ATTACHÉS

The offices of eight Military Attachés, located principally in Western and Central Europe have been ordered discontinued by the War Department. The changes in personnel involved in this radical reduction of staff follow:

Lieut. Col. John R. Thomas, Jr., General Staff, has been relieved as Military Attaché at Brussels and ordered to duty as Assistant Military Attaché at Paris, effective on or before July 1, 1922. The military attaché office at Brussels will be closed and hereafter Belgium will be grouped with France.

Lieut. Col. E. R. Warner McCabe, Field Artillery, has been relieved as Military Attaché at Prague, Czechoslovakia. This office will be closed and hereafter Czechoslovakia will be grouped with Austria.

Major Edwin N. Hardy, General Staff, has been relieved as Military Attaché at Quito,

Major Henry W. T. Eglin, General Staff, has been relieved as Military Attaché at Budapest, Hungary. This office will be closed and hereafter Hungary will be grouped with Poland.

Major James B. Ord, General Staff, has been relieved as Military Attaché at The Hague, Netherlands. This office will be closed and hereafter the Netherlands will be grouped with Germany.

Major Frederick A. Holmer, General Staff, has been relieved as Military Attaché to Sweden, Norway and Denmark. The office at Stockholm will be closed and hereafter the three Scandinavian countries will not be covered by any Military Attaché.

Major Ivens Jones, General Staff, has been relieved as Military Attaché at Berne, Switzerland. This office will be closed and hereafter Switzerland will be grouped with France.

# A Consular Court At Work

By G. Bie Ravndal, American Consul General at Constantinople

BECAUSE the consular institution was born of the practice of immiscibility and extritoriality which produced the capitulations, the earlier Consuls were primarily judges and governors. They commonly were merchants and thus in consonance with the spirit animating their respective governments, i. e., those of the free city-states of the Mediterranean and the Baltic. But their chief official functions were those of magistrates and representatives abroad of the sovereignty of their nation.

As civilization advanced, territorial law gradually superseded personal law, and the nature of consular business in many lands underwent a marked change. At the present time, one can almost count on the fingers of one hand the countries in which Consuls are charged with judicial duties in the medieval sense. As far as the United States of America is concerned, they are practically limited to China, Morocco, Maskat, Persia, Egypt and Turkey. Siam is the latest nation to achieve its riddance of the extritorial régime. It terminated in Japan July 17, 1899.

Article XXX of our beloved *Regulations of 1896* is rather far from being up-to-date when dealing with China, Japan, Siam, Madagascar and certain other non-Christian countries. However, as regards Turkey it is reasonably synchronistic, because in the latter dominions no essential change has taken place in the matter of consular judicial powers since 1831, in which year was ratified the American Capitulation with the Ottoman Empire.

## STATUTORY BASIS AT COURT

The present United States Consular Court system in Turkey is more particularly based upon the Act of Congress approved June 22, 1860, entitled *An Act to carry into effect provisions of the treaties between the United States, China, Japan, Siam, Persia and other countries, giving certain judicial powers to Ministers and Consuls or other functionaries of the United States in those countries and for other purposes*. In pursuance of this act, which covers also Turkey (*R. S., sec. 4125*), jurisdiction in both criminal and civil matters shall be exercised (*R. S., sec. 4086*) in conformity, first, with the laws of the United States; second, with the common law and the law of equity and admiralty; and third, with decrees and regulations, having the force of law, made by the Ministers of the United States in each country, respectively, to supply defects and deficiencies

when neither the common law, nor the law of equity or admiralty, nor the statutes of the United States furnish appropriate and sufficient remedies.

Consequently on March 31, 1863, Edward Joy Morris, Minister Resident of the United States at the Sublime Porte, issued a proclamation to the Consuls of the United States of America in the Ottoman Empire, saying: "I do hereby decree the following regulations, decrees and orders, comprising Rules, Forms and a Table of Costs and Fees, which shall have the force of law in the Consular Courts of the United States of America in the Ottoman Empire, until annulled or modified by the Congress of the United States." In this manner American consular officers in Turkey obtained their present body of law and rules of court which have remained substantially without change until now.

## CONSUL'S GREAT POWER

In no country, it is believed, is American consular jurisdiction today as comprehensive as in Turkey. Sitting alone, the Consul's judgments are final when the damages, in civil cases, do not exceed \$500, and when the fine, in criminal cases, does not exceed \$100 or the term of imprisonment for the misdemeanor does not exceed sixty days. In certain eventualities, the Consul may call in two to four associates. If his associates agree with him, his judgment is final in all civil and criminal cases except in capital cases (in which the opinion of the Consul and his associates must be approved by the Minister or Ambassador before there can be a conviction). When there is disagreement between Consul and associate, appeal may be had to the Minister or Ambassador or, in the event there is no principal diplomatic officer, to the Secretary of State, upon whom, in such an emergency, the judicial duties of the former devolve (*R. S., sec. 4128*).

Mr. Hughes has been called upon repeatedly, during the last year, to examine and decide cases appealed from the Consular Court in Constantinople. It is thought to be an extremely rare instance of its kind in American history. The *Revised Statutes* authorize and require him to discharge such judicial duties, there being at the present time in Constantinople (in consequence of the rupture of relations) no person invested with and exercising the principal diplomatic functions.

On the trial docket of the Consular Court in Constantinople, there are entered today three

cases. One is a shipping case, originally tried before referees. Paragraph 39 of the Rules of 1863 provides that "the referees shall report their award to the Consul, who shall accept the same and give judgment and issue execution thereon, unless satisfied of fraud, perjury, corruption, or gross error in the proceedings." "In cases involving more than \$500, if his acceptance is withheld, the Consul shall at once transmit the whole case with a brief statement of his reasons and the evidence therefor, to the Minister Resident, who shall give judgment on the award or grant a new trial before the Consul." The present case, as the award was rejected by the Consul General, was transmitted to the Secretary of State who, in due course of time, granted a new trial in the Consular Court.

Another pending case is one of contract, the plaintiff being a representative of General Wran-

gel's "government." Here perplexing problems of jurisdiction arise. Already the attorneys have wandered far afield into international law and politics.

In the accompanying illustration, the Court is shown trying a libel for divorce. In this case also, interesting questions of jurisdiction have presented themselves, in as much as the plaintiff belongs to the United States Navy. Can he, under the circumstances, establish a domicile in Constantinople? On the other hand, respondent is suing her husband for assault and battery. Is this latter charge to be heard in the Consular Court or in the Navy Court? On this point paragraphs 629 and 630 of the *Consular Regulations* of 1896 are not perfectly clear.

The photograph (taken January 24, 1922) shows the United States Consular Court Room in Constantinople, the appearance of which (it is



TRYING A SUIT FOR DIVORCE AT CONSTANTINOPLE



generally admitted) in no way detracts from the dignity of the Court, nor from the solemnity of the business transacted. The Consul General is the presiding judge, the rules stipulating that "the word *Consul* is intended to include the Consul General and any Vice-Consul or Deputy Consul actually exercising the Consular power." In other words, it is the consular officer for the time being in charge of the post in whom exclusively is vested the exercise of judicial power. The associates, in the present instance, are Capt. Guy Baker, U. S. Navy, and Major C. Clafin Davis, American Red Cross. They have been drawn from a list of twelve reputable American citizens, residents of Constantinople, nominated by the Consul General and approved by the Secretary of State at the beginning of the year (*Cons. Reg.* 639). To the right of the Court is the acting Marshal (Vice Consul J. H. Keeley) and the acting Clerk of the Court (Vice Consul of Career George Wadsworth). To the left stands the gaol keeper, Chief Kawas Uzeir, an Albanian, who has been in Uncle Sam's service for some 30 years. (Congress each year appropriates \$1,000 for a consular jail in Constantinople.) In the foreground are the attorneys for the two parties in litigation, the one standing being in the act of pleading before the bar in behalf of his client, the accused wife.

Speaking of divorce, it is a rather curious fact that the Consular Court can not waive jurisdiction. This has been officially determined. But while, on the other hand, the rules of 1863 allow the consular officer to solemnize marriages, he is forbidden to do so by the Consular Regulations (*par.* 417). Consular power on this score, therefore, is strangely unbalanced.

#### NEW RULES NEEDED

In truth, the rules of 1863 are antiquated and in essential respects obsolete. An attempt was made in 1914 to revise them, and Ambassador Morgenthau appointed for this purpose (on consular initiative) a commission of diplomatic and consular officers. Its report which was approved by all the principal consular officers and by the Ambassador is printed as Appendix IV to Senate Document No. 34, 67th Congress, 1st Session, entitled, *The Origin of the Capitulations and of the Consular Institution*. Owing to the outbreak of the war, the revised rules were not promulgated by the Ambassador. They may come into force in the near future.

One of the cardinal features of the proposed new Rules is the adoption of the *Code of Law* for the District of Columbia as a code of law gov-

erning the American consular courts in the Ottoman Empire, and the rules of the Supreme Court of the District of Columbia as a guide for practice and procedure. Before the presiding judge, in the picture herewith, are the codes of the District of Columbia and of the District of Alaska, also the rules of 1863 and the proposed rules of 1914.

The Commander-in-Chief of the Allied Armies of Occupation in Constantinople has allowed the American consular jurisdiction to be exercised unhindered, even in cases of violation of military regulations. Just now, the former mixed court system is being revived. Foreign judges will predominate as in Egypt. On the other hand, the supervision of the consular dragoman, which in pre-war days caused conflict of authority, is not admitted.

Undoubtedly, the exterritorial or capitulatory régime, formerly normal and universal, now exceptional, is certain to continue in Turkey until the inevitable separation of law and religion shall materialize. The key to the situation in Turkey is laicity of law. No matter what provisions the prospective treaty of peace may contain, the exterritorial principle will of necessity abide in Turkey pending the absolute secularization of its jurisprudence.

#### HE CAME FROM AFAR

"I'm a citizen of the Kingdom of Heaven," declared an applicant for a visa who appeared lately before Consul Ferris at Mexico City, and cited passages of Holy Scripture in which he said were recorded his citizenship papers.

He further stated that his passport was issued by Jehova. He gave the dates of his "fleshly birth and of his spiritual birth; the latter event occurring in the kingdom of Heaven, which he stated was in Los Angeles. The object of his proposed journey to the United States was to eat spiritual fruit and to be with Jehova. To all of which he affirmed and solemnly said "yes," but would not swear.

The staff of the Consulate is now looking up the question whether there is peace between the United States and Heaven. The latter country has no representative in the Mexican capital, it appears. When asked to explain why he failed to obtain a visa in the country from which his journey began, the celestial gentleman solemnly affirmed that he could find no American Consul in Heaven!

## Consul Clark In Darkest Africa

(Continued from page 95)

town that had been destroyed the night before by a marauding hippo, and a small outlying village where an old man brought me (one of the first white men he had seen) a few ripe guavas and a handful of eggs. When I 'dashed' him a few centimes he showed his gratitude by prostrating himself and smearing dirt on his face, and his old wife, squatting in the doorway of a hut, promptly did likewise.

"After another heavy rain the caravan, on the following day, passed into a broad, flooded prairie across which led a miles-long causeway built and maintained by the natives almost without supervision, for we were now in Maniema district, far from any Belgian official and in a country rarely visited by white men.

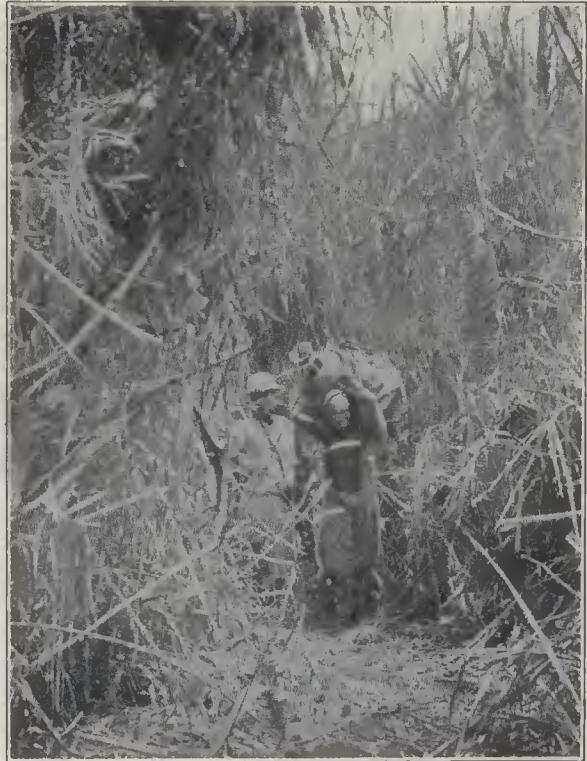
"The natives were extremely deferential. My late host of Ambadi, perspiring in a long, black Prince Albert, followed my caravan for an hour or more, and before reaching Losomba I was met by a delegation sent by the chief, Pena Niembo, to escort me to his town. Upon my arrival I was given a fat goat, rice and eggs and installed in a tumble-down resthouse made clean and ready for my stay."

### STANLEYVILLE A EUROPEAN TOWN

"Stanleyville is the most attractive European town I have seen in the Kongo. There is a broad, palm-lined avenue paralleling the river for a mile or more, with substantial commercial houses on one side of it facing the broad expanse of water. At the upper end of the avenue is the official town, the Vice-Governor-General's palace (Stanleyville is the capital of Orientale Province) standing just behind in an attractive park, while midway of the row of commercial houses is a handsome cathedral with lofty twin towers. There are no wharves, however, and most steamers clear from the railway beach on the left bank."

### QUITE A JAUNT!

"For many miles below Bumba the river flows to the west, on this stretch reaching its most northerly point at about two degrees, twenty minutes, north latitude. I was then almost exactly ten degrees of latitude from Luaco, the southernmost point reached on my trip, and in longitude, from Banana to Kindu, I had covered nearly fourteen degrees. A comparable trip in the United States would extend from Washington to Saint Louis, from Lake Erie to Central Georgia, with visits to all of the States included by a line joining these points except possibly West Virginia.



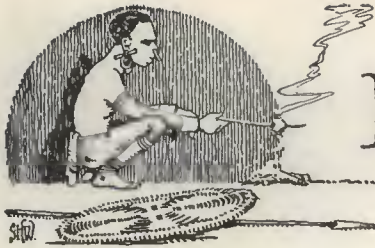
### THE MAIN ROAD TO LUSAMBO

*Along such paths as these through tall elephant grass, Clark traversed the Kasai region*

"On the third day from Bolenge, passing through the American Baptist mission at Tshumbiri, we came to Kwamouth again, spending New Year's Eve at N'Gobi just below, and the following morning reached Kinshasa by way of the French channel and Brazzaville.

"Not a room was obtainable at the hotel in Kinshasa, so I arranged to sleep on board the *Energetic* and to take my meals there until the train left for Matadi on January 7.

"At Thysville, on the return journey, I found the members of the Phelps Stokes Fund Commission bound for Kinshasa. They overtook me later on at Boma, where I was waiting wearily for a steamer down the coast, and between us we managed to persuade the Government to despatch the yacht *Hirondelle* to Loanda. I reached Loanda late in the evening of January 27, after an absence from the office of six months and nineteen days."



# ITEMS



In connection with the formation of the new Spanish Ministry of Commerce which it is said will be created in the next Budget, there have been various rumors as to a change in the supervision of the Spanish Consular Service, writes Keith Merrill from Madrid. A certain element expressed itself as keenly desirous of transferring the Consular Service to the Ministry of Commerce, a move which was looked upon by some Consuls with a certain amount of sympathy because of the feeling that emoluments might be greater with a new ministry having a glowing and well advertised future. The new budget, however, is now written, and, although not published, it is common knowledge that the Consular Service remains as before—attached to the Ministry of State.

For the first two years of diplomatic life, Spanish diplomats receive no salary, but from the day Consuls of career pass their examination they are paid a fair salary. This economic reason has resulted in the Consular Service not being averse to further cleavage from diplomacy. Permanent officials in the Ministry of State look upon such a change as impracticable for the best functioning of the Service.

An examination of the Department's records indicates that a considerable number of consular offices have failed to reply to the last paragraph of general instruction No. 777 of March 14, 1921, relating to the representation by American consular officers of the interests of foreign countries. This failure is probably due to a misunderstanding of the above mentioned paragraph and it is pointed out that the Department is desirous of receiving a report upon the subject from every consular office. If no foreign interests are being cared for, a brief dispatch stating that fact is all that is necessary. The purpose of these reports is to enable the Department to prepare a complete and detailed card index of the representation of foreign interests, such representation being indexed alphabetically under the names of the countries whose interests are being cared for. There is also being prepared a separate alphabetical index of all consular offices indicating in each case whether services for foreign governments are being performed and, if so, the details rela-

tive thereto. It is obviously a matter of great importance that every change in the representation of foreign interests shall be reported promptly to the Department in order that its index may be kept constantly up to date.

"I am pleased to enclose herewith a check for \$28 to cover the subscriptions to the BULLETIN of seven residents of the foreign colony in Constantinople," writes Vice Consul J. H. Keeley, Jr., and then he goes on to say that "unless instructed to the contrary," he will continue to canvass his district. The Editor is in a position to say that no "instructions to the contrary" are even being considered, and is willing that this be taken as a precedent case for other consular officers in the field, who may care to emulate Mr. Keeley's "pep."

Of the chart of consular functions published as a supplement to the January number, W. Roderick Dorsey, Consul at Florence, makes the jocular suggestion that "neat little visiting cards with the chart reproduced upon the back would doubtless assist greatly in this direction (enlightening the public about consular functions) if they could only get by the censor of consular conventions and procedure. It would be reminiscent of the days of the classic story of the new appointee to a South American post whose card read *Contracting Plumber, Hometown, U. S. A., and American Consul*.

"Despairing of the censor," Mr. Dorsey concludes, "I have had my copy of the chart mounted and posted conspicuously in the public office for the enlightenment and entertainment of the restless, waiting public."

One of the most voluminous reports in the records of the Department has been received from Consul General Ernest L. Harris, now at Singapore. It deals with his experiences in Siberia from 1918 to 1921, and covers 416 typewritten pages.

Consul Henry D. Baker at Trinidad, British West Indies, recently submitted a dispatch concerning consular trade reports, from which the following excerpt is quoted:



"There is an old saying that 'trade follows the flag,' but it is much more true, that American trade follows the American consular report. And trade does not need to follow the flag, nor American warships, if it can be efficiently guided toward foreign opportunities through efficient consular trade reports."

The Americans in Peru who are pictured at the bottom of this page were gathered at a farewell banquet recently tendered by the Secretary for Foreign Affairs of Peru, in honor of the departing American Ambassador, William E. Gonzalez. Every representative of the American Government in Lima is included except Capt. F. B. Freyer, head of the Naval Mission, and Vice Consuls Walter C. Hoer and Fred D. Waddell. Frederick A. Sterling, Counselor of the Embassy and Chargé d'Affaires after the Ambassador's departure, is second from the extreme left of the picture. Right from him, in order, are Colonel Frank L. Case, Military Attaché; W. C. Holloway, manager of W. R. Grace & Company at Lima; W. E. Dunn, Commercial Attaché; Narciso Aramburu, Assistant Introducer of Ambassadors of the Peruvian Foreign office; William E. Gonzalez, American Ambassador; Commander James A. Bull, U. S. N., member of American Naval Mission reorganizing the Peruvian Navy; H. S. Hunter, assistant comptroller of the Cerro de Pasco Copper Corporation at Lima; Claude E. Guyant, American Consul; and C. W. Calvin, manager of the Lima branch of the National City Bank of New York.

Gerhard A. Bading of Milwaukee is the newly appointed Minister to Ecuador.

William J. O'Toole, newly appointed Minister to Paraguay, left the United States for his post on March 2, on the *S. S. American Legion*.

The BULLETIN takes pleasure in announcing the birth of a son, Edward Prindle Lowry, to Mr. and Mrs. Joseph Hamilton Lowry, on December 9, 1921, at Habana, Cuba, where Mr. Lowry is assigned as Vice Consul.

Miss Thelma Morgan, daughter of Mr. and Mrs. Harry H. Morgan, American Consul General at Brussels, was married on February 16 to Mr. James V. Converse of New York.

The young couple went to Rockville, Md., for the ceremony, which was performed by Rev. P. R. Wagner. The ceremony was followed by an informal luncheon at the Columbia Country Club, only members of the wedding party being present.

The latest American target for bombing is the Legation at Sofia. At eight o'clock on the evening of March 11 an explosion took place in the Legation chancery. Only servants were in the house at the time. No one was injured, but all the windows in the chancery were broken and there was other incidental damage.

The preliminary police investigation indicates that the bomb was thrown at the Legation by a man who was seen running away just before the explosion. No threats were received and no motive has been satisfactorily suggested.



AMERICANS IN PERU

## New Citizenship Laws Proposed

A COMPLETE new naturalization code, representing two years' work by the House committee on immigration and naturalization is proposed in a bill introduced in Congress by Chairman Johnson.

Plans for the establishment of schools for the immigrants to be educated to United States principles and ideals before the red propagandists can reach them is an important feature of the measure.

Sweeping reorganization of the naturalization bureau of the Department of Labor, changing its name to the "bureau of citizenship" for the purpose of extending its scope and making it more efficient and economical is also proposed.

Independent naturalization of married women and retention of American citizenship by resident American women who marry foreigners are other important features. The new code would also end automatic bestowal of citizenship through naturalization and marriage and require all to qualify and take the oath of allegiance. Aliens admitted would be required to read and write and speak the English language.

The bill drastically excludes enemies of the Government from citizenship. It requires each resident alien to register annually at some time between August and November, expenses of registration to be paid from an annual fee of \$5. Moneys collected as fees are to be set aside as a "citizenship instruction fund" under control of the Secretary of Labor for proportionate allocation to public schools to pay salaries of public school teachers in citizenship classes organized for the purpose of teaching loyalty, citizenship responsibilities and the English language. Each community receiving such an allotment would contribute a like amount for support of citizenship classes.

The bill would eliminate appearance of witnesses at naturalization hearings, thereby saving annually a cash outlay of \$7,250,000 by applicants, and the economic waste of more than \$5,750,000, which is now said to be imposed annually on more than 350,000 citizens, employers and employes. Removal of technicalities in the present law which impose an unnecessary burden of about \$1,000,000 annually through dismissal of applications of worthy petitioners is also contemplated.

In presenting this bill Chairman Johnson said: "This bill redeems republican platform pledges for the better economic guidance of alien resi-

dents, as well as pledges for independent citizenship for women. The registration plan presented is a modification of proposals made by Secretary of Labor Davis, and the fees charged are not more than the present cost of dragging two witnesses to court at the time of each naturalization.

"If we can continue the present heavy restriction of immigration and put into effect the many details of this improved naturalization system, including separate naturalization of alien women, we can 'clean house' in the United States in a manner just to ourselves and satisfactory to the great bulk of our alien population."

The Service will be greatly interested in this proposed legislation and the BULLETIN will report the progress of this bill and of any other measures bearing on the same problem.

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### THE IMMIGRATION PROBLEM

*Why Europe Leaves Home*, by Kenneth L. Roberts, makes good reading for care-worn Consuls weary with vexatious visas. And to every thinking American—in the Government service or out—it paints the perils of the melting pot in warning words of fire and force.

In his familiar style, half jester and half philosopher, the writer stresses the great need for more thorough *Americanization* of the foreign language hoards that crowd our cities.

In *The Remedy* (Chapter III) Mr. Roberts shows how Uncle Sam may yet save himself by a more careful straining of the human stream which still filters through—in spite of the 3 per cent. law. He makes it plain that, among all the countries with immigrant problems, America alone in the past has consulted not her own needs—so much as the whims of the moving millions.

Newspaper traditions tell us that long ago Kenneth Roberts was fired from a Boston paper for writing a funny story about a funeral. Maybe so, and, if so, this same kink in K. L. R.'s mental make-up drove him to drag in the last two chapters of his book—given over to alcoholic acrobatics in the British Isles.

Yet this vigorous volume hits at the heart of a national problem so big and menacing that no American citizen or statesman dare ignore its message.—F. S. (*Bobbs-Merrill, New York, \$3.00.*)



## BOUQUETS FROM AMERICAN BUSINESS MEN

The BULLETIN is happy to publish below extracts taken largely at random from the many commendatory letters received in the State Department from American business men on the subject of their experiences with the Consular Service:

*"The work that our Consular Service is doing for us abroad is splendid and American manufacturers are more and more learning to lean upon their consular representatives for assistance in entering new fields and it affords me sincere pleasure in complimenting you upon the valuable assistance which you are giving us."*

*"One of our general representatives has just returned from South America and was telling about the fine assistance he had from ———. This same man has been for twenty-five years traveling in different countries and a few years ago he told me he practically never went to the American Consulates because he always got better information from ———, but he says it is now different."*

*"The cooperation of American Consuls is of great assistance to American ship owners in building up the American merchant marine and is increasing the morale and efficiency of the personnel."*

*"I desire to lay the facts before you in acknowledgment of the hearty cooperation that we have received in this particular case from the American Consular Service abroad."*

*"We believe that service of this kind is of the utmost value in developing the foreign trade of this country."*

*"Specifically the consular report mentioned above has given us information we had been unable to secure from any other sources though we have been trying for years to get it. The report is most helpful and instructive, is comprehensive and thorough in its treatment of the subject and gives just exactly what we want."*

*"If the Consular Service is pervaded by such spirit as that demonstrated by the Consul at ——— the country is to be congratulated."*

*"Necessarily I came in contact with many of the Consuls in the two countries which I visited. Universally, I should say, I was met with courtesy. . . . It is people like these who add dignity and prestige to our Government abroad."*

## HELPING MR. BUSINESS MAN

(Continued from page 93)

lem) we are getting away from mere office statistics; we are giving the exporter practical assistance, and acquiring for ourselves a sound knowledge of business conditions. In all this we are helping the Service.

"We get back—most of us—just about what we give out. So, if we have at heart the advancement of the Service and if we wish the continued support of American export interests, let us give the best we can and improve our trade reports and especially our answers to trade inquiries.

"I used to think that American exporters should help the Service to get trade information by asking questions—questions that would lead into the conditions surrounding or affecting the product intended for foreign sale. I thought that many export problems would be met more intelligently if questions were asked; that the Consuls would be able to do better work, and the exporter would in turn get better results.

"But I have changed my opinion about much of that. I now believe—out of more experience—that it is an advantage in many cases to have no questions asked—or only a few; just enough to give one a fair idea of the product and its uses. Answering questions may bring out some valuable information. But the Consul, in his market analysis, must go further. He must see whether he can not discover facts or information about local trade influences that may have escaped the exporter's attention. And it frequently happens that the exporter has obtained information of great value out of reports and letters written by Consuls who had no special knowledge of the particular industry or product referred to them for investigation."

### TRADE WORK AN OUTDOOR GAME

"The problems in foreign market analysis are so individual and so complex that no satisfactory formula for investigation can be laid down. Practically everything depends upon the initiative of the officer doing the work. Hunting for facts

upon which to base business development or to strengthen business connections is purely an outdoor game. We must get out and see business men, keep in touch with the business situation, search for and follow up every indication that may lead us to fresh information and new trade facts. In most lines of trade investigation, desk work is guess work.

"The hunt for facts must go on if American export business is to grow. We can get facts by enlarging our business acquaintanceships; by establishing for our offices a business-like reputation; and by being as ready and thorough in giving as in asking for information.

"We can not solve all marketing problems. But by being thorough in our work we can assist greatly toward the solution of many of them."

Mrs. Jacob Rogers, mother of Representative Jacob Rogers, chairman of the Foreign Relations Committee of the House of Representatives, died recently at her home in Lowell, Mass.

## NECROLOGY

### *Raymond S. Curtice*

The BULLETIN regrets to chronicle the death of Raymond S. Curtice, Consul of class 6, who died at Wilmington, Del., on February 15, 1922. Mr. Curtice was born at Middlefield Center, Conn., October 31, 1887, and entered the service as Student Interpreter at Tokyo, on April 1, 1910. He subsequently served at Dairen, Yokohama and Seoul, and was appointed Consul while on duty in the Consulate General at the latter place on February 19, 1918. In the following year he was transferred to the Department of State and assigned to duty in the Division of Far Eastern Affairs, returning to the East as Consul at Nagasaki, Japan, December 15, 1919. He was again ordered to the United States on November 3, 1921.

Mr. Curtice had a wide circle of friends in and out of the service in Japan to whom his death will mean a great personal loss. He is survived by a wife and three children to whom the BULLE-

## *To the Consular Representatives of the United States:*

The United States Fidelity and Guaranty Company puts at your disposal its services in writing your bond. Special attention is given to the requirements of consular officers, our Washington manager, Mr. Lee B. Mosher, having formerly been in the Consular Service. When you have in mind any form of bond, this company will be pleased to write it for you.

JOHN R. BLAND, President.

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## American Ships

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### *What You Do*

When you know of a shipment scheduled to leave your district—recommend American ships. And write the U. S. Shipping Board at Washington concerning the shipment. When you issue travelers' passports — Americans' and others'—recommend American ships. Thus you may render your Government invaluable service and do your part in building the American Merchant Marine.

W.V.

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Speed and Accuracy  
typewriter records  
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TIN extends its deepest sympathy in their great bereavement.

*Robert J. Wynne*

Robert J. Wynne, former Postmaster General in the Roosevelt Administration and at one time Consul General at London, died at his home in Washington on Saturday, February 11. He was appointed Postmaster General in 1904 and served during 1904 and 1905 when he went to London as Consul General. Mr. Wynne was also prominent as a journalist and a business man. Surviving are the children who were present at the time of his death: Capt. Charles J. Wynne and John S. Wynne of Washington, Mrs. H. R. French of London, England, and Mrs. Ruth Austin Smith of New York.

*Daniel J. Sullivan*

Daniel J. Sullivan, 25, United States Vice Consul at Danzig, East Prussia, a graduate of Yale, was instantly killed on March 12 when an automobile in which he was returning from Boston to Fall River, Mass., overturned on the State road near North Raynham, according to a dispatch published in the *New York Times*.

Mr. Sullivan served with the French Ambulance Corps during the early part of the World War, later returning to this country and enlisting in the aviation division.

The accident occurred about 4:30 a. m., during a brief but heavy snow fall. Sullivan was driving and his companion was taking a nap in the rear seat, he told attendants at the hospital after recovering consciousness. It is believed their machine was thrown from its course by striking a street railway switch frog. Mr. Sullivan was picked up near the car with his skull crushed.

**FUNERAL OF MR. WESTACOTT**

Following the funeral service at London of the late Richard Westacott, American Vice Consul at London, the body was placed on board the U. S. S. "Sapelo" at Chatham, England, for transportation to the United States and subsequent interment in Massachusetts, his native State. The British Rear Admiral in charge at Chatham extended naval honors to the transfer of the body to the "Sapelo." A "Guard of Honor" of British bluejackets was formed, and, as the body was carried on board by eight American petty officers a final salute was given by American and British sailors in reverent tribute to his memory.

# Globe-Wernicke

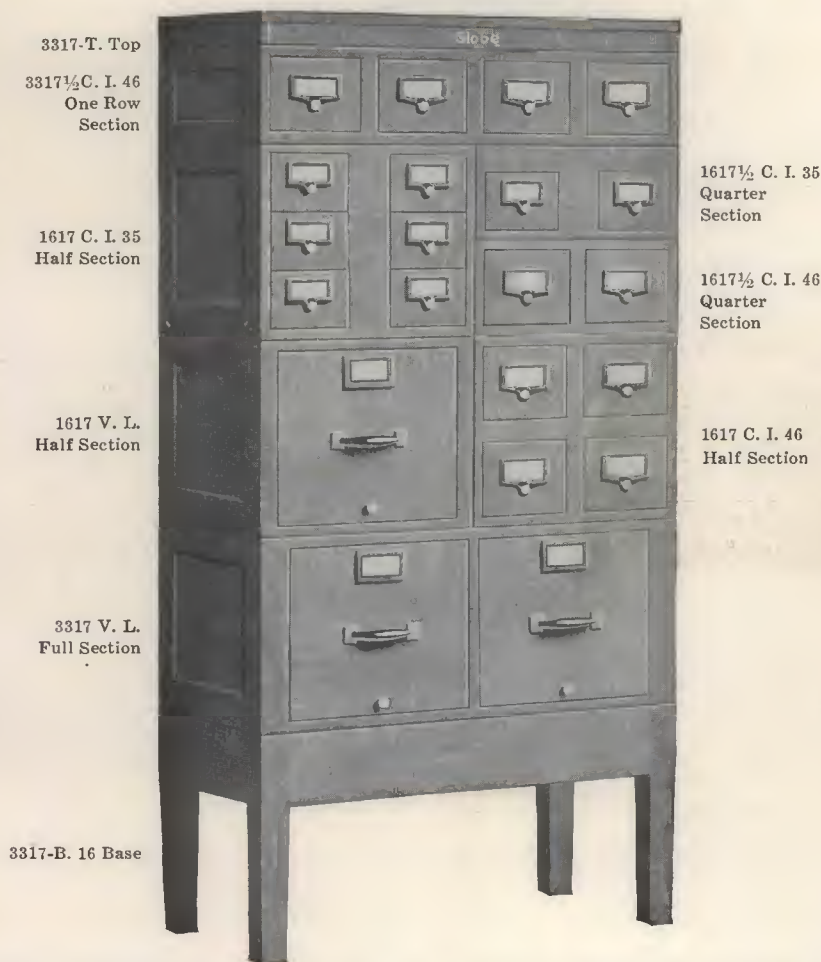
## SECTIONAL FILING CABINET

*"Built-To-Endure"*

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These 33-Inch Width Wood Filing Cabinets and an Identical Line of Steel Filing Cabinets are the lines the Globe-Wernicke Co. has supplied the United States Government for many years. Made especially for the Government in accordance with the specifications of the General Supply Committee. The picture shows only a small part of the line. The complete lines including every filing device used in Government offices.

The top of each Section and the bottom of each Section are closed in by air-tight, framed-in panels, exactly the same construction as the sides. The top, bottom, back and both sides, being absolutely solid, make each Unit not only a complete, solid case, but vermin proof, non-warpable and dust-proof. These Units are the most compact, substantial and strongest Wood Filing Cabinet Sections ever built.

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[111]

### COMMERCE PERSONNEL

Commercial Attaché Norman L. Anderson of the American Legation in Copenhagen has returned to the United States, and Harry Sorenson of the Bureau of Foreign and Domestic Commerce has been appointed an Assistant Trade Commissioner to take charge of the Copenhagen office.

Commercial Attaché Alvin Hovey-King has returned from Mexico City, leaving the office in charge of Richard M. Connell, Assistant Trade Commissioner.

Trade Commissioner P. L. Bell, who has been conducting investigations in Mexico prior to preparing a commercial handbook on that country, has also returned to Washington.

Trade Commissioner Joseph A. LeClerc has just completed his investigation of the market for hominy grits in Europe and is now preparing a report on that subject.

The Far Eastern, Western European and Latin American Divisions of the Bureau of Foreign and Domestic Commerce have formed trade councils

with business interests in New York who are especially interested in trade within the territory under their jurisdiction. These councils will facilitate the cooperation between the Department of Commerce and the business community.

### COOPERATION WITH A. R. A.

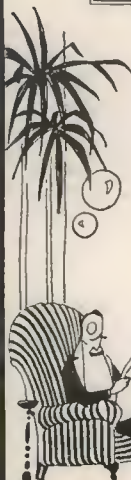
The Department has advised certain consular officers who have inquired in the premises, that it desires them to cooperate with the representatives in Europe of the American Relief Administration in all proper ways. To one officer who reported the receipt of a communication from one of the A. R. A. officers in Europe transmitting circulars, together with application forms for use in connection with Russian food remittances for distribution to Russians within the Consul's district, and requesting the names and addresses of Russian societies and organizations, government offices and newspapers within the district, the Department wrote that it perceived no objection to the officer complying with this request.

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MOTORING MADE EASY

The following regulations were distributed in English by the police of Pyeng Yang, for the guidance of automobilists, writes Consul John J. Davis from Antung, China:

- 1) You must drive your automobile at the speed of eight knots per hour on the city road and at twelve knots per hour on the country roads.
- 2) In narrow place of road corner and bridge speed slowly.
- 3) When you see the policeman throwing up his hand you must not drive in front of him.
- 4) When you pass the corner and bridge ring the horn.
- 5) When you get ahead of the passenger on foot or the cow or the horse you must ring the horn.
- 6) When you meet the horse or the cow speed slowly and take care to ring the horn and not be afraid of them. Drive slowly when you meet the horse and cattle, do not make them afraid and carefully make the sound. If they afraid the sound you must escape a little while at the side of the road till they pass away.
- 7) When you drive the motor car do not leave the driver seat and take care lest unexpected trouble happen.
- 8) Do not drive the motor car when you get drunk and do not smoke on the driver seat.
- 9) When two cars are driving in the same road, if there is another cars in front of yours or behind yours you must keep 60 yards away from him, if you go ahead of him ring horn and pass him.
- 10) When you cross the railway wait until the other train and other cars pass through.
- 11) When anything the matter with your car you go police station tell him.
- 12) When you want to have a driver or exchange another, you must enclosed driver's address, career and age.

SPECIAL NOTICE.

You must never put overload on your automobile. The licensed capacity of your Ford car is five person, 2 in front house and 3 in back house.

A consular luncheon attended by forty persons was given by the American colony at Marseilles on February 16 in honor of Consul Damon C. Woods on the occasion of his departure for his post at Cape Haitien. The colony's farewell was expressed in a cordial and felicitous address by Doctor Jules Canebier, chevalier of the Legion of Honor.

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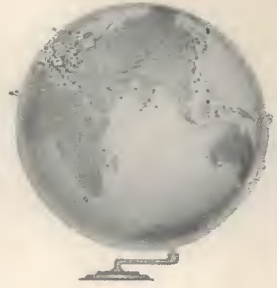
Among its contributors have been the late Viscount Bryce, former President William H. Taft, Sir Ross Smith, the late Sir Ernest Shackleton, Major General George W. Goethals, and many distinguished explorers and scientists.

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## Advice to Travelers—

**Y**OUR advice to travelers will be safe and wise if it leads to voyages by the *White Star Line*, the *Red Star Line*, the *American Line* or their associates in the American-owned International Mercantile Marine Company. Among the 120 ships of this company are many known the world over for their size and beauty. Whether in first cabin, second, or third class, the traveler on our ships secures the utmost in ocean comfort.

The year 1922 is notable in transatlantic travel for the addition of two superb new ocean giants to the White Star Line's New York-Cherbourg-Southampton de luxe service—the *Majestic*, the world's largest ship, and the *Homeric*, which with the world-famous *Olympic* form a magnificent trio, operated in accordance with tradition of highest excellence that characterizes this old and popular line.

The White Star has also inaugurated this year a four-ship schedule between New York and Liverpool, with weekly sailings by the *Adriatic*, *Baltic*, *Cedric*, *Celtic*, all huge vessels of great popularity, offering an unexcelled service.

In services to English channel and Continental ports, the American Line and Red Star Line—with a background of more than 50 years of popularity—maintain frequent and regular sailings, with fine large ships of distinctive character, offering a maximum of solid comfort at reasonable rates.

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Philadelphia and Boston to Queenstown and Liverpool

### WHITE STAR-DOMINION

Portland, Me., and Halifax to Liverpool during Winter

Montreal-Quebec to Queenstown and Liverpool during Summer.

### RED STAR LINE

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### AMERICAN LINE

New York to Hamburg via Queenstown and Cherbourg

### LEYLAND LINE

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### ATLANTIC TRANSPORT LINE

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