

AMERICAN CONSULAR BULLETIN



A HAY-BURNING MEXICAN FORD

No family is without one. When the burro balks, or stalls, he is cranked by twisting his tail. They grow bigger in Missouri but there are more of them south of the Rio Grande. The photograph was taken by Consul W. E. Chapman in the Mexican State of Sinaloa.

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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

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WASHINGTON, D. C.

OCTOBER, 1922

World Trade Directory Reports

*By Herbert W. Gruber, Chief, Commercial Intelligence Division,
Bureau of Foreign and Domestic Commerce.*

THE question of what happens to World Trade Directory reports must arise at one time or another in the mind of every Consul.

When on leave in Washington many Consuls have called at this Bureau, and had this question answered. However, the great majority never had this opportunity; therefore, I am glad to have the privilege of telling men in the field what use is made of the information which they have so painstakingly collected.

First let me say just a few words as to the reason for the reports:

During the World War when American business firms became more interested in foreign trade, there arose a need for that information which is essential to all budding exporters, namely—who will make good and reliable customers or agents? After the war there was an even greater demand for this information. It was to meet this need that representatives of the Department of State and the Department of Commerce held conferences on the subject, and these finally resulted in General Instruction, Consular, No. 691, dated October 31, 1919, entitled "Foreign Firms," calling for World Trade Directory reports, Form 341-Revised.

This instruction, which entails so much work on the part of Consuls, forms the basis of an active World Trade Directory Index. The work of recording, classifying and distributing this wealth of information is accomplished in the Commercial

Intelligence Division of the Bureau of Foreign and Domestic Commerce, especially created for this purpose.

Upon receipt of World Trade Directory reports in the Department of State one copy is sent to the Department of Commerce, where it is routed to the Commercial Intelligence Division. Here all the reports are recorded and credited to the proper Consulates and consular officers. It may be interesting to note that up to April 15, 1922, 31,941 World Trade Directory reports had been received in this Division. 7,708 of this number were received in 1920, 17,424 in 1921, and 7,809 in the first three and one-half months of 1922. This represents an average of 58 reports a day during 1921 and 88

in 1922. Our records indicate that 90 per cent of the Consulates have responded to this call for information and that 92 per cent of those reporting have submitted more than 10 reports. While the



HERBERT W. GRUBER



reports from some Consulates have been better than others and the returns more complete, the results so far obtained have been on the whole extremely gratifying.

In our file, which is termed the World Trade Directory File, all the countries of the world are arranged in alphabetical order and the individual reports are filed alphabetically according to the names of firms under their respective countries. Under this simple arrangement the report on a firm in any country can be instantly located.

This file serves two separate and distinct purposes, first to answer inquiries regarding individual firms, and second to compile trade lists.

REQUESTS FOR INFORMATION ON SPECIFIC FIRMS

This service fills a long felt need of American exporters for a source of information of a general commercial nature concerning foreign firms. We call the information on World Trade Directory reports "Sales Information" rather than "Credit Information," because it is of such a nature that exporters are enabled to select firms with which to form desirable trade relations.

Reports of overdue accounts, unjustifiable requests for extensions of credit, fraudulent dealings and other unsatisfactory experiences that American concerns have had with foreign firms are constantly being received from Consuls and business firms. By recording these cases in the World Trade Directory File we have been able to give much valuable advice to sales managers and credit men.

In a number of cases this service has saved firms thousands of dollars. One specific case might be mentioned. A firm which had a \$25,000 order of goods in New York harbor ready for shipment to South America, but was having some trouble in making proper financial arrangements, became suspicious and sent a representative to the Bureau to investigate the firm. It so happened that shortly before we had received a lengthy and unfavorable report from the Consul General in the district where the consignee resided. This was sufficient evidence to cancel the shipment.

In these days of keen competition and rivalry among nations in foreign trade, these reports are almost invaluable to firms contemplating the appointment of new representatives. They have proven so beneficial to business firms that during the year 1921 we received requests for information on 11,684 foreign firms, and up to April 15 of this year we received 5,633. During 1921 we were able to furnish reports on approximately 22 per cent of these requests, and this year 25 per cent. This shows a steady increase and is of course due to the larger number of reports on file.

From these figures it is obvious that there is a great demand for this kind of information, and also that a vast amount of work remains to be accomplished before we can give an adequate service. This information is furnished American firms only upon request, and without guaranty or responsibility on the part of this Bureau, the Consular Bureau or any of their employees.

The World Trade Directory reports are of especial value to firms sending representatives to this office for the purpose of selecting prospective agents or customers. Only recently a representative of a cigarette manufacturing and exporting firm called for a select list of prospects in the West Indies. A short list was furnished from the World Trade Directory File, and ten days later the same representative called and reported that he had sold 2,000,000 cigarettes to one of the firms on the list.

TRADE LIST SERVICE

The second and greatest use made of World Trade Directory reports is in the compilation of trade lists. To facilitate these lists, the reports are cross-indexed, by commodities. In this file of 500 classifications, the commodities are arranged in alphabetical order and the various countries arranged in similar order under each commodity, so that there are really many thousands of sub-divisions. Nevertheless, it is a simple matter to find at a moment's notice the names of importers or dealers in any commodity or country. Owing to the large number of commodities and the great variety of requests for trade lists, it is important to enumerate in detail on Form 341-Revised all the classes of commodities handled by each firm. This Commodity File forms the basis for our starred trade lists, which have received so much favorable comment from exporters during the past year. Unfortunately we have not been able to star all of the lists issued. This is due partly to the large amount of detail work involved and partly to the lack of World Trade Directory reports from certain countries and consular districts. The supplying of trade lists is one of the most important functions of the Bureau of Foreign and Domestic Commerce. During the calendar year 1921, approximately 100,000 trade lists were distributed by the Bureau and its District and Cooperative Offices, and up to April 15 of this year, about 20,500.

In reality, the compilation and maintenance of this Directory comprises one of the biggest pieces of constructive foreign trade promotion work now in progress.

Aden and Its Hinterland

By HARRY M. LAKIN

This is the second of the articles to be published in competition for the \$100 prize offered by the BULLETIN for the best sketch or story on some phase of life in the Service.

ADEN, like Hell, is often thought of by outsiders as a hot and horrible place. Aden, like Hell, is knocked hardest by the people who have never been there. But in the case of Aden, unlike Hell, people sometimes come back; and when they do they admit that Aden is not such a hell-hole after all.

A cool breeze blew from the sea the evening I got there. From the pier clear down to the Union

ping offices, consulates and the governor's residence.

The old town of Aden is five miles from Steamer Point and is built right in the crater of an extinct volcano. It is entirely Arabic. No sign of European architecture or influence of any kind invades it. Completely surrounded by high steep volcanic hills, it presents not an unpleasant view and one that is not entirely lacking in grandeur,

but it requires a very active imagination to realize the possibilities of sun-heating there in that sandy depression. The houses are all white, here and there a minaret breaking the otherwise low, flat sky line. The streets are streets merely in the sense that they are the space between two rows of houses. They are narrow, unpaved and more thickly populated than the houses. The streets are the meeting places for old men and women, children, chickens, dogs, goats, camels and horses, and it is splendid training in self-restraint to attempt to



THE MOSQUE AT LAHEJ

Club stretched a row of taxis—yes, taxis, away out here on the edge of Arabia! crawling over the rough, hot rock of Aden like flies over a cheese. Here, when the flivver fails, a camel calmly tows the sick motor back to town—the Somali chauffeur sticking dreamily at his wheel. A grotesque, yet a significant picture this—not even Henry Ford can hustle the east!

Aden proper is a peninsula, a small finger of land preventing its being an island. It is roughly circular in form and is so mountainous that viewed from a short distance out in the sea one wonders where any houses could be built. The three divisions of Aden are Steamer Point, Crater or old town, and half way between the two, Maala. Steamer Point is the location of the hotels, ship-

drive a car through the crowd.

On both sides of these passage-ways are the little shops of the Arabs and Indians, the shopkeepers themselves usually dozing in a corner and firmly attached to a narghileh. Oriental carpets are displayed all along the way and from the dark shops comes the heavy odor of burning incense. There is a marvelous collection of wares ranging from buttons and snuff to beautiful silks and motor cars!

Although there are representatives from many races in Aden, the larger part are Mohammedans and the dress is the usual long, loosely-fitting white robe with fez or turban. However, there is not always a lack of color, for on feast days there are to be seen the multi-colored silks from India, much



used in the gala gowns. The Mohammedan Somali from the African side also joins in the celebrations but he is a very vain person. A Somali will sit along the roadside for hours laboring over his hair. The entire scalp is covered with a form of white wash, let dry for a day or two and after a few such treatments the hair bleaches to a rusty brown shade. The one who has the brownest "coif" and the kinkiest is the one most envied. The Somali women haven't time for such frivolity, as they are the working members of the family.

Half way between Steamer Point and Crater is the mile-long plain of Maala—the same Maala that in Arabian Nights' days was used in the following malediction: "May the jinn take you and deposit you in Maala!" It is evidently equivalent to the present day blessing: "May you have lumps in your mashed potatoes!" (See The O'Brien Girl.) Along the Maala plain are the European, the Jewish and the Mohammedan cemeteries, and far up on the side of an apparently inaccessible cliff is pointed out the tomb of Cain, but I will not vouch for its authenticity! If you knew Maala you'd forgive Cain! That remark is copied after the British soldier's reply when his commanding officer had pointed out the desolate region of the lower Euphrates Valley as the site of the Garden of Eden: "No wonder, Sir, the twelve apostles deserted!" And the American officer's opinion when being shown by aeroplane over a part of the Southwest Arabia by British officers was: "If this is the land you're fighting the Turks for I'd let 'em have it!"

Still in spite of these unfavorable expressions, more or less natural at first sight when one remembers that it is all a desert country, all of it plays its important part in the world's commerce. Would you like to think that no more Mocha coffee was going to be imported? All that there is in the world is grown in a little province of Southwestern Arabia and is exported through Aden. The millions of dollars' worth of hides and skins sent out insure a continuance at least of shoes and gloves. You, Mr. Consul, might easily get on without perfumery, but I am sure that you have been guilty at some time or other of giving a bottle of it as a present, and the civet which comes from Abyssinia and shipped through Aden is used as the basis of perfumery, although you wouldn't believe it if you were ever close to a civet cat! You know how delicious fresh dates are. They grow close to Aden and for many months of the year you can have this delicacy on your table and not at à la carte prices either. You wouldn't refuse a nice Persian rug but you must

be careful that it isn't one manufactured in Birmingham! There is some fine old brass ware to be had, some of it dating back to the time of the second Persian invasion of Arabia about 500 A. D., and which shows distinctly the Persian influence in shapes, designs, etc. Coffee-tables, bowls, candlesticks and incense burners are among the items which you might like to add to your excess baggage and they are well worth the trouble. Just before leaving Aden, I was presented with Al Koran, two volumes in Arabic which I have not yet read!

Yes, and there are Sheikhs, Sultans and a' that. It is true that they lose a bit of their glamor when one lives among them, but what is more important, they are human and will go out of their way to show you hospitality and to do you a favor. When H. R. H. the Duke of Connaught visited Aden, all the Sultans came to be presented to the Royal Englishman and I had the good fortune to meet Sir Abdul Karim, the Sultan of Lahej. Lahej is a small oasis-town only 30 miles from Aden and is reached by rail, so when the Sultan invited me to be his week-end guest, I could accept and did. While I felt that a blazing star on my coat lapel or an aigret in my topee would be appropriate for such a visit, they were not used and their absence in no way affected the hospitality I received during my two days' visit at Lahej. There was a certain amount of ceremony at the arrival, a great many servants were counted off to look after me, and what a really interesting experience it was! The Palace guest-house is in the middle of a palm garden and in the corner of the garden is a large cement swimming tank, filled daily with fresh water from the well. But you don't need to shiver, for an hour under Arabia's sun will reduce even ice-water to a comfortable temperature for a swim, and after a ride over the desert it was always a most welcome sight—that swimmin' hole!

There were horses always at my disposal—beautiful, wild, desert-bred animals. When the stable boy asked me if I wanted a spirited horse or one a bit quieter, I unhesitatingly voted for the "fairly quiet" one, as I wanted to "enjoy my ride." At any rate that was just as good an excuse as I could think of at the moment! It is difficult to say how an Arab grades his horses' "spirit." I'm glad I did not choose one whose efficiency record was high. You'll learn that "quiet" means the horse can be counted upon to keep all four feet fairly close to the ground in his travels; my "fairly quiet" was one that walked most of the time on his hind legs—and I'm not trying to boast as you would very well know if I consented to go into details about that ride! Provi-



dence alone knows what the "spirited" ones are capable of! After the first day I chose from the ones that had been put on the pension list before the war and in that way got to see the desert.

All my meals were prepared in the Palace by the Sultan's chef and were exactly of the same native style cooking as was served to him. The meats were much to my taste, the vegetables delicious, but I could have wished for a piece of bread. The

small bundles of shoots resembling asparagus, is pleasantly pungent to the taste and contains a real kick. It is possibly something similar botanically to tobacco, though lighter. I was then shown the improvements which were being made, additions to the Palace, in which was included a billiard room. It was all very pleasant but Monday comes and there will be ships, invoices, etc., so it is necessary to go back to Aden.



THE SULTAN'S PALACE

pancake type of bread served, while not unpleasant to the taste, is not too desirable after the first meal!

During my visit the Sultan talked about his country, the people, customs, his hopes for improving the crops and irrigation methods, and asked me the same things about the United States. After luncheon the custom was to go into the luxuriously-carpeted sitting room and where on the occasion of my first trip, I was initiated into the mysteries of "Khat," the narcotic plant which is eaten instead of mints. "Khat" is put up in

glad that you were there and glad for the new experiences which you have had.

Passing out of the harbor at sunset, I found myself counting off familiar landmarks with a certain regret. Out of the harbor a fresher breeze blows from the Gulf and the ship heads westward towards Perim and the Bab el-Mandeb "The Gateway of Sorrows"—a name which tells in an eloquent way of the early trials of too-daring voyagers, when, after the calm, superheated trip through the Red Sea, they were suddenly pitched into the violent monsoon of the Indian Ocean.

Before finishing (think of the generosity in allowing me so much space to talk), I must give a closer picture of the consulate and house in Aden. They are together in one large bungalow, very roomy, miles of latticed-in verandah and an enormous flat roof where one sleeps under the stars many months in the year. You will need many servants, but it is worth it. A cook, a butler who serves also as your manservant, a boy or two, a washwoman, who is a man; and they are good in looking after you. If your butler-valet is a good one like Abdullah is you'll miss him when you go and you'll wonder if it wouldn't be worth while starting an agitation to convince the Department that a valet-allowance would be very, very useful—even necessary! For the time will come when the Department will say enough of Aden and when you are *West of Suez*, you'll be

Consular Recruits

A NEW class of consular officers was inducted into the Service and the Association at a consular luncheon held at the University Club on August 30. Forty-two officers, including the neophytes, were present. The occasion was especially distinguished by the chairmanship of the Association's President, Consul General Eberhardt, and by the presence of Mr. Hengstler, who had just returned from his European tour.

Mr. Carr was also there and spoke a few words of welcome to the new class. He was followed by the class's recent instructor, Consul General Totten. President Eberhardt himself then addressed a message of welcome and encouragement to the new members. Mr. Hengstler told briefly of some of his impressions, which seemed to have been altogether favorable. It is hoped that there may be included in the next issue of the BULLETIN a more complete account of what he did, saw and thought.

Philip Adams responded on behalf of the class. He gave an amusing account of his preparation for the consular examinations and his experiences and sensations in connection with the oral ordeal. Passing then into a more serious vein, he read the following verses indited by himself especially for the occasion:

SALUTE TO THE SERVICE

*O'er tropic waves
And dead men's graves
Sounds the Salute!
A note of thunder,
Stirring the fish
In their deep-sea caves
To a dull wonder—
So speak the guns!
And startled sea-mews
Rise from the waves,
(Shrill are their cries!)*

*Once, as a child,
I stood on the shores
Of an alien land,
Clasping the hand
Of my mother dear—
And I watched the sea-mews
Rise from the flood
When the cannon-brood
Gave voice, from the vessel
At anchor there. . . .*

*Then she, my mother
With altered mien,
And heart aflame
With love for the homeland
Spoke to her children;
And her words sank deep:*

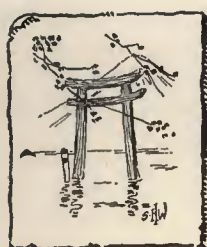
*"My sons, look well
At the emblem floating
From the vessel's spars.
Heed well the scarlet
Of heart's-blood, that vies
With the milk-white bars
And the holy blue
Of high heaven behind
The clustering stars! . . .
My sons, so long
As earth upholds
Your mortal tread
Or as water runs—
Remember your flag!"
(Boom! spake the great guns approving,
Boom! spake the guns.)*

*And then as we drew
More close in dread—
"Fear not," she said,
"But rather, rejoice!
'Tis your country's voice!"*

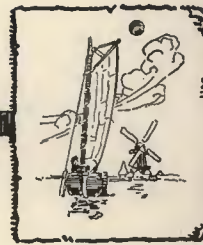
*Over alien lands
And wind swept seas
Our flag still floats
In the tropic breeze,
And her cannon still gleam;
But the puissant steel
More often sounds
In sweet acclaim
To the honored name
Of her sons in service,
Than in the zest
Of deadly race feud,
Imperial quest,
Of lust of killing—
So be it ever!
For, God-willing,
Peace is best!*

*And so, my brothers,
Whil'st friendly earth
Upholds our tread,
Let us strive to be true*

(Concluded on page 292)



HERE & THERE



THE following transfers have been made in the Service since August 10:

Philip Adams, of Massachusetts, newly appointed Consul of Class 7, has been detailed to Paris, while Joseph F. McGurk will go from Paris to Zagreb to relieve Alfred R. Thomson, who has been detailed to Copenhagen. David B. Macgowan, now assigned to Vladivostok, has been detailed to Riga, while S. Pinckney Tuck will proceed from Cairo to Vladivostok and George Wadsworth, now detailed at Constantinople, will go to Cairo. Edwin A. Plitt, now assigned Vice Consul at Sofia, has been assigned as Vice Consul at Constantinople.

Charles H. Derry, of Georgia, newly-appointed Vice Consul of Career, Class 3, has been assigned Vice Consul at Santa Marta, while LeRoy R. Sawyer has been assigned to Cartagena to relieve Edgar C. Soule, who has been ordered to the Department. Ralph C. Busser, now assigned to Corunna, has been assigned to Plymouth and Fred C. Slater, now assigned to Newcastle-on-Tyne, is assigned to Corunna. Russell M. Brooks, now assigned Vice-Consul at Newcastle, is assigned Vice Consul at Dresden. Herbert C. Biar, now assigned Vice Consul at Birmingham, has been appointed Vice Consul at Nottingham, while Thomas H. Robinson, of New Jersey, newly-appointed Vice Consul of Career, Class 3, has been assigned Vice Consul at Birmingham.

Floyd S. Jones, of Washington, newly-appointed Vice Consul of Career, Class 3, has been assigned Vice Consul at Callao-Lima, and the assignment of Marcel E. Malige, now Vice Consul at Nantes, to Callao-Lima, has been revoked. Thomas S. Horn, of Missouri, newly-appointed Vice Consul of Career, Class 2, has been assigned Vice Consul at Kingston, and William W. Heard, now detailed at Kingston, has been assigned Consul at Bluefields. George L. Brandt, now detailed at Alexandria, has been detailed at Messina. Lynn W. Franklin, now detailed at San Salvador, has been assigned Consul there. Walter A. Leonard, now detailed to Department, has been detailed to Stockholm. Edmund B. Montgomery, now assigned Vice Consul at Montevideo, has been assigned Vice Consul at Rio de Janeiro. Hiram A.

Boucher, now assigned Vice Consul Bilbao, has been temporarily re-assigned Vice Consul at Barcelona. Edward E. Silvers, now assigned Vice Consul at Seville, has been assigned Vice Consul at Almeria, temporarily.

The following newly-appointed Vice Consuls of Career, Class 3, have been assigned as follows: Charles A. Amsden, of New Mexico, to Marseille; Albert H. Doyle, of Michigan, to Amsterdam; Loy W. Henderson, of Colorado, to Dublin; and William R. Shott, of Kansas, to Frankfurt-on-the-Main.

John D. Johnson, newly-appointed Consul of Class 6, has been detailed to the Department; Edward J. Norton, appointed Consul-General at Large and detailed to the Department, and Ralph J. Totten, Consul General of Class 3, has been detailed to the Department, temporarily.

Lawrence E. Salisbury, Student Interpreter at Tokyo, has been promoted to be Junior Interpreter and appointed Vice Consul and Interpreter at Kobe.

The following resignations have been accepted: Charles K. Moser, Consul, Class 3; Arthur C. Millpaugh, Consul, Class 4, and F. Harold Brown, Consul, Class 7.

The following Vice Consuls and Clerks have been transferred in the same capacities to other posts: Edwin B. Adams from Nuevo Laredo to Mexico City; George C. Arnold, Jr., from Barcelona to Corunna, temporarily; David C. Elkington from Algiers to Casablanca; David B. Lewis from Bordeaux to Brest, temporarily; Marshall I. Mays from Wellington to Auckland; Hugh S. Miller from Hongkong to Cornwall, and Nelson R. Park from LaPaz to Guatemala.

The following Clerks have been appointed Vice Consul and Clerk at their present posts: Adam Beaumont at Saloniki and Augustus Ostertag at Cartagena.

A son, Frederick Sterling, was born on May 14 at Lima, Peru, to Mr. and Mrs. Frederick A. Sterling. Mr. Sterling is the Chargé d'Affaires at Lima.

A daughter was born to Mr. and Mrs. Mario S. Pedroso at Sao Paulo, Brazil, on August 7. Mr. Pedroso is the Brazilian clerk at the American Consulate there.

Miss Lilly Mochmuth and Mr. Andrew Gilchrist were married at Munich, Germany, July 4. Mr. Gilchrist is Clerk in the Consulate there.

Charles K. Moser, former Consul at Tiflis, is at his home in Lexington, Va., suffering with five broken ribs, the result of an automobile accident. Although his condition at one time was serious, his recovery is now reported as being assured.

The perfect type of Consul has been discovered by *The Birmingham Mail*, of Birmingham, England, in the person of American Consul John F. Jewell. "The professional Consul, i. e., the man educated and trained specially for the Service," says *The Mail* "is not often met in Birmingham. A typical example is Mr. John F. Jewell, the recently appointed Consul of the United States of America, who has been in the Service for many years, and has held consulates all over the world. At the age of

47, Mr. Jewell is a man of wide experience, a bachelor well practiced in the law, a lover of Shakespeare—in his slimmer days he played Bassanio—and a keen supporter of the English-speaking union. He hails from Illinois. Exactly 20 years ago he took up the American consulate at Martinique, in the French West Indies, in succession to one of 40,000 victims of the famous disaster in which St. Pierre was destroyed by the eruption of Mount Pelee. He has also been in the Azores, Melbourne, Vladivostok, Shangtung, Lorenzo Marques and Java.

"Naturally, Mr. Jewell finds his position in Birmingham somewhat different from those he has previously held. Talking to a "Mail" reporter on the duties of the berth, he remarked that a good deal of his time was spent in the visaing of passports. Under a recent enactment of Congress, the number of persons of any nationality admitted to the States is restricted to a 3 percent. of

the number already in residence. Thus the American Consuls all over the world have to keep a constant watch in order that the quota is not exceeded.

"A Consul in an English inland city is far less a public figure than his prototype in a South American Republic, for instance. The latter gentleman, as every reader of O. Henry knows, spends most of his time bluffing the local President, engineering revolutions for the good of his country's trade, double-crossing dark, devious crooks and daring the brutal soldiery to shoot through the folds of his national flag! It's a gay life, but possibly a little wearing."

Writes Consul J. L. Pinkerton from Loanda: "Such informative articles as 'What Do We Do With Them?', by Dr. Julius Klein in the March issue, bring an understanding which, I feel sure, will have a healthy effect on the work of all consular officers, and especially on the younger ones."

Consul George S. Messersmith finds that the holding of bi-weekly meetings of all officers attached to his post, Antwerp, has added greatly to the efficiency of his office.

For the first time in history a woman has passed the Diplomatic Examinations and has been appointed to the Service. She is Lucille Atcherson, of Columbus, Ohio. Other successful candidates were Lawrence H. Norton, Cleveland, Ohio; Leon H. Ellis, Spokane, Wash.; Gerhard Gade, Lake Forest, Ill.; John Harrison Gray, Syracuse, N. Y.; John Sterrett Gittings, Jr., Baltimore, Md.; Edward S. Crocker, 2d, Fitchburg, Mass.; William H. Taylor, Ardmore, Pa.; Walter T. Prendergast, Marion, Ohio; John Stambaugh, 2d, Youngstown, Ohio; Waldemar J. Gallman, Wells-ville, N. Y.; Gustave Pabst, Milwaukee, Wis.; Rees H. Barkalow, Freehold, N. J.

Word comes that Harry A. McBride—the late manager of the BULLETIN—has begun his new career with Bevan and Company, almond merchants at Malaga.

Through all his busy years in our Service—from the Congo to DC-2, Harry scored 100 per cent on every task he tackled. It's just a coincidence, of course, that after his experience in DC-2, he should be hired at a high salary by an almond firm as an expert judge of nuts. His real job will be to put Malaga on the map and train the world to eat more almonds.



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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 legislature, 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.

TRADE LETTERS

A PROPOS of a paragraph appearing in our September issue that the Department was able to rate as excellent only eleven out of a total of 3,927 trade-letter replies received in July, the BULLETIN has obtained the following comment from members of the Service charged with the supervision of this important branch of consular activity:

Replies to trade letters form one of the most effective aids to American business by consular officers; thorough preparation of replies is imperative to demonstrate to American manufacturers and exporters the commercial efficiency of the Service.

Every trade inquiry should receive prompt and full consideration by a qualified member of the staff.

The use of set paragraphs and form letters for such replies has been tried in some consulates; but this is not believed generally desirable, as it tends to avoid the individual attention and inclusion of entirely up-to-date material so essential to the quality and value of trade letters.

Particular effort should be made to have replies give fully the exact information asked for, where consistent with regulations, and there should be anticipation of other questions which the inquirer might have been expected to ask—in order to contribute to a comprehensive under-

standing of the subject treated. The officer who prepares trade letter replies might advantageously imagine himself the inquirer and attempt thus to get the latter's viewpoint and expectations as to the information required.

All references or statistics included should be fully identified and interpreted. The replies should in every instance be prepared with regard for grammatical simplicity and for that neatness and typographical perfection which will create and maintain the desired impression.

Replies to inquiries as to the market for specified goods would be improved by careful attention in covering the following main points, excepting in so far as they may be covered in the trade information sheet used as an enclosure:

(a) Sources from which local importers have usually purchased.

(b) Rates of import duty. All quotations of customs duties should contain a specific reference to the item or items in the tariff under which the articles in question are classified. Specific mention should also be made of any surtaxes, or customs charges, or special regulations affecting the importation of the goods.

(c) Methods of doing business, such as the establishment of branches or agencies, sales made through commission houses, or direct sales to importers. Definite information should be given as to the usual method of quoting prices; that is, whether f. o. b., c. i. f., f. a. s., etc., the currency used, customary discounts, credit terms, and similar data.

(d) Available shipping routes.

(e) Language or languages which may be employed.

(f) Local individuals and firms likely to be interested in purchasing or handling the goods offered by the inquirer.

Trade letter inquiries are usually serious and replies received from consular officers often influence importantly the judgment of the inquirer as to the possibilities of a given trade field as a market for his product.

Trade lists enclosed should be expressly prepared to meet the individual or specific needs of each American inquirer in so far as such needs can be apprehended from the letter of inquiry, and the Department should be promptly supplied with Form 341-Revised reports upon all names listed, which have not previously been given that attention.

The efficiency of a consulate in trade extension work can, therefore, be markedly advanced by prompt and appropriate attention to trade letter replies.

A Consular Cameo

By Consul General Ravndal

WERE a Service Flag displayed in the State Department, say in No. 109, it would show relatively numerous stars. Consular officers were not allowed to enlist in the army or in the navy but they most valiantly "did their bit" nevertheless. Consuls General Gottschalk and Summers, Consuls Jay White and Magelssen, Dr. Jones—it would be a long list if all were mentioned—gave their lives for their country as fully as the heroes of Belleau Wood and of the Argonne. The Consular Service came out of the war with a proud record and colors flying.

GOTTSCHALK, ALFRED L. M.—Lost at sea with *U. S. S. Cyclops*, 1918, while Consul General at Rio de Janeiro. Officers and enlisted men of the Navy and Marine Corps declared officially dead by the Navy Department, June 14, 1919.

So reads the last biographical statement issued by the Department of State in reference to the late Consul General. *Spurlos versenkt* is our only message from the seas. Tragic, impenetrable mystery surrounds his fate. Perhaps never will the wild waves give up their secret. But of this we are fairly certain: his name will never die in the Service nor ever fail to stir its members and spur them on. In the absence of evidence, it is vain to speculate on how the brave collier sank or was sunk. More germane to this sketch is the fact that Mr. Gottschalk was on his way home to resign his post because he felt that he must get



ALFRED LOUIS MOREAU GOTTSCHALK

into the Army. His entire nature craved a gun with which to fight for his country at war, and his impulses had got the upper hand.

As the natural result of the soldier blood coursing through his veins, he had a perfect passion, from infancy, for things military. At the age of 12, in 1885, he got out a small military journal in which, in addition to the literary venture, were drawings describing the movements of troops and imagined campaigns. His desire to enter the Army remained unfulfilled. However, during the



Porto Rican campaign of 1898, he was attached to General Brooke's division as correspondent for the New York *Herald* and the London *Telegraph*. A photograph herewith shows him as a member of the Seventh Regiment, National Guard, State of New York. He belonged to the Military Society of the War of 1812, in which his grandfather served as a lieutenant in the United States Army.

Mr. Gottschalk was born in New York City, February 8, 1873. On his father's side he descended from an old New Orleans family, his paternal grandfather, Edward Gottschalk, being of English stock. His father's oldest brother, Louis Moreau Gottschalk of New Orleans, is widely celebrated as a composer of music. His paternal grandmother, Aimée de Bruslé, was of French Creole extraction, her direct forbears having been titled French refugees in Santo Domingo, whence they came to New Orleans. His mother's family, originally French on both sides, were long residents of New York City. Her father, Alfred Boucher, descended from a line of musicians and linguists. He was largely instrumental in forming the New York Philharmonic Society.

The late Consul General's father and mother were both musicians of note. His rich musical inheritance, although early developed, never grew, however, along executant lines. Though possessed of a fine voice, creative work in any of the arts was the only goal worth reaching toward. His particular bent was literature. This led naturally into the field of musical criticism, in connection with literary (editorial) work prior to his service in the Spanish-American War.

HAY ADVISES CONSULAR SERVICE

Strange freak of fortune! A. D. 1899 finds him engaged in sugar growing in Santo Domingo and Haiti. From this occupation, he was called to be Collector of Customs at Monte Christi. As such he came to Washington and there met Mr. Hay, Secretary of State. This distinguished statesman and author advised Gottschalk to abandon literature for the Consular Service. Mr. Hay cherished very exalted ideals for the Service. Appealing to the young man's fine sensibilities, he fired his enthusiasm. Mr. Gottschalk was appointed Consul at San Juan del Norte, Nicaragua. Such was the beginning of his consular career.

He served with much credit in Central America, South America and Mexico and in 1908, at the termination of a mission to Liberia, was made Consular Inspector for the Near East and Africa district.

In this capacity, his many rare accomplishments came into free play. Above all their manifestations shone brightly and steadily his Service spirit.

He was one of our original full-fledged Service men, striving early and late to lift the Service out of the commonplace into a high position of dignified efficiency. He was one of the pioneers of the reformed and reorganized American foreign service, carrying into practical effect in Africa, Western Asia and Eastern Europe the principles of Mr. Roosevelt's Executive Order of June 27, 1906. He lived to see the latter legalized during Mr. Wilson's administration and the unceasing efforts of Mr. Carr, Director of the Consular Service, with whom he cooperated loyally and effectively, thus finally crowned with success.

The artist was always to the fore in Mr. Gottschalk's doings. Yet he possessed, in big measure, practical common sense. He saw the poet's vision but his feet touched the ground. His capacity for work was extraordinary. This was exemplified in his truly enormous private correspondence with consular officers in his inspection district with whom he kept in touch, guiding and helping them in their tribulations, both personal and official. He had a marked faculty of projecting himself into the lives and thoughts of others, thereby understanding them and sensing their needs and aspirations. He was a born teacher, able to bring out the salient point in such bold relief that one grasped and kept it. With a wonderful command of language he combined a remarkably ready facility of pen. He sketched with a draftsman's skill and accuracy. His versatility impressed everyone with whom he came into contact. A bookseller in London kept him supplied with everything new and interesting in the realm of literature. He was a master of Spanish, French, German and Italian.

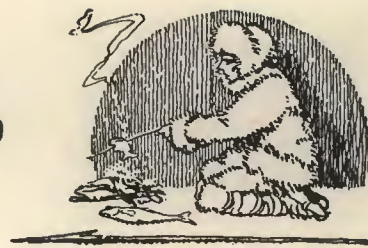
Bearing upon Mr. Gottschalk's linguistic attainments and power of penetration is the following tribute paid him in Mr. Clayton Sedgwick Cooper's *The Brazilians and Their Country*:

"The majority of the transient distinguished travellers and public men who visit South America are able to speak scarcely a word of Spanish or Portuguese and rarely French, and remain practically dumb in the midst of their peculiar opportunities to reveal the thought of North America. . . . We have found some notable exceptions among Americans in South America, relative to language ability. For several weeks it has been the writer's privilege to travel with Mr. Alfred Louis Moreau Gottschalk, the American Consul General in Brazil. We passed through various states in the country where recent immigration has brought to this land of opportunity Italians, Poles, Germans, Portuguese and French.

(Continued on page 298)



ITEMS



THE following promotions have been confirmed by the Senate:

Consul of Class 4 to Consul of Class 3: Mahlon F. Perkins.

Consuls of Class 5 to Consuls of Class 4: Jas. B. Young, Arthur C. Frost, Edward A. Dow, John R. Putnam and Harry Campbell.

Consuls of Class 6 to Consuls of Class 5: Jas. B. Stewart, Carl R. Loop, George C. Hanson, Lucien Memminger, Clement S. Edwards, Donald D. Shepard, Lowell C. Pinkerton, Harold B. Quarton and Felix Cole (reinstated).

Consuls of Class 7 to Consuls of Class 6: Parker W. Buhman, Dayle C. McDonough, John R. Bradley, Paul C. Squire, H. Merle Cochran, Joseph F. McGurk, Charles J. Pisar, George A. Makinson, Renwick S. McNiece and John D. Johnson (first nomination as Consul of Class 6).

Consul General at Large to Consul General of Class 3: Ralph J. Totten.

Consul of Class 3 to Consul General at Large: Edward J. Norton.

During the month of August, there were 3,330 trade letters transmitted to the Department, as against 3,927 in July. The consulate at Leghorn, Italy, took first place in the number of trade letters submitted, having 72, followed by Barcelona, 58; Mexico City, 57; and Valparaiso, 51. Of the total of 3,330 trade letters transmitted, the Department rated 24 as excellent.

George B. Snell, who has been acting as editorial assistant on the staff of THE BULLETIN for the past six months, resigned from the Department on October 1, to return to newspaper work in Rochester. Mr. Snell, a newspaper man of long experience, had been a drafting officer in the Department since March, 1920, having served successively in the Division of Political and Economic Information, the Visa Office and the Russian Division. He carries with him from his many friends in the Department and in the Consular Service best wishes for success in his new work.

"May I take this opportunity of congratulating the staff of the Bulletin on the splendid progress shown in each succeeding number of our publica-

tion," writes Consul General Alexander W. Weddell, from Calcutta. "In make-up, in contents and in usefulness, the change from the earlier numbers is astonishing, and I am counting on each issue not alone to post me concerning matters at home but also to give me a real breath of inspiration and stimulus."

The engagement has been announced of W. Roderick Dorsey, Consul at Florence, Italy, and Miss Isabelle Kirch, daughter of Dr. G. W. Kirch of New York. The wedding will take place in Florence on October 28.

"In your last issue I was very much interested in reading the bill introduced by Representative John Jacob Rogers containing, among other things, the proposal to establish corps of Foreign Service pupils to be educated for the Service at Government expense," writes C. R. Nasmith, Consul at Ghent, Belgium. "This is a splendid idea, and it may not be generally known that the British Government already had this same idea two hundred years ago and had pupils specially trained at Oxford and Cambridge universities for the British Foreign Service.

"I have the hobby of collecting old books," Mr. Nasmith goes on to say, "and in one of the old books in my collection called *Journal Historique sur les Matières du Temps* (Historical Review of the Events of the Time), published, strangely enough, at Verdun, France, in 1724, I ran across the following article under the news from England for the month of August. The subject of the item was *New Professors at Oxford and Cambridge for the forming of Secretaries of Embassies*. The translation is as follows:

"In the month of June the King of Great Britain founded a chair for a professor in each of the Universities of Oxford and Cambridge. The professors of these chairs are to teach modern history and they are to receive as salaries 400 pounds sterling per year, with the understanding that they are obliged to have two instructors. These instructors must teach twenty young students, who are to learn, in addition, foreign languages, such as French, German, Spanish and Italian.

"The British Court will choose the Secretaries



of the Embassies for the courts in the foreign countries from among these students after they have travelled for some time and have given proofs of their capability and their good judgment.' "

Ambassador Charles B. Warren has the distinction of being the first foreigner to be invited to the Imperial Japanese Poetry Contest, according to newspaper reports from Toyko. From the same source it is learned that no Japanese except members of the Imperial family and a few high court officials have ever attended, and no foreigner of any rank has ever been admitted before. Mrs. Charles Burnett, wife of the American Military Attaché, herself an accomplished writer of Japanese poetry, shared with the Ambassador the distinction of attending the contest this year.

Consul General P. Stewart Heintzleman, in reporting on concrete results of trade opportunities, in accordance with General Instruction No. 791, states that the first tractor, an American machine, has made its appearance in Central China.

The second session of the Institute of Politics at Williams College was attended by five members of the staff of the State Department. There were two consular officers, Consul General D. C. Poole and Consul Edwin L. Neville. The others were Stanley K. Hornbeck, of the office of the Economic Adviser; Lawrence Martin, the geographer of the Department, and Emerson B. Christie of the Division of Near Eastern Affairs.

The Army and Navy were also represented. No less than five admirals were there, and the Army list included a brigadier general and several colonels.

The sessions of the Institute took place in the delightful surroundings of Williamson and extended over a month, beginning the latter part of July. The general subject of discussion was inter-

national relations in all its aspects. Two methods of approach were used. First, there was a faculty of foreign lecturers. The list this year included Lionel Curtis and Philip Kerr of Great Britain; Professor Redlich of Vienna; Dr. de Oliveira Lima of Brazil; Ramond Recouly of France (the well-known journalist who wrote as Capitaine X. during the war), and Dr. Fujisawa of Japan.

So-called round-table conferences constituted the second principal feature of the Institute. These were organized in analogy to graduate seminars. Membership in each was limited to 18 or 20, and to those who were believed to be in a position to contribute something to the subject in hand. Mr. Hornbeck, of the Department, conducted a round-table on *Modern China; its Problems and Policies. Japan's Foreign Policy in Siberia and China* was discussed under the leadership of President David P. Barrows, of the University of California, and Admiral Knight. *Foreign Policies of Soviet Russia, Problems of Eastern and South-eastern Europe, New Questions on International Law, The Rehabilitation of Europe, International Commercial Treaties and Policies, International Journalism and International Electrical Communication Services* were some of the other subjects.

The purpose of the round-tables is to afford an open forum of discussion. No conclusions are arrived at. On the contrary, anything of that sort which might smack of propaganda is rigidly excluded by President Garfield, of Williams, and Dr. Walter MacLaren, formerly with the State Department, who are the Institute's president and secretary, respectively.

The second session of the Institute is considered to have definitely established its success and its yearly recurrence is regarded as assured. It has done, and will do, much to disseminate in the Bureau knowledge of foreign affairs and understanding of foreign peoples and policies.



NECROLOGY

Colonel Albert W. Swalm, American Consul at Hamilton, Bermuda, died on August 24 after an illness of several weeks, at the age of 77 years. He entered the Service in 1897, serving first at Montevideo, later at Southampton and then at Hamilton. He was one of the oldest and one of the most highly respected men in the Service.

On the day of his funeral at Hamilton all business houses were closed, all flags throughout the island and on the British men-of-war and on all ships in the harbors of Hamilton and St. George's were at half mast, and, as the funeral procession passed through the streets with the coffin draped in the American flag, crowds gathered on the curb, standing at attention and uncovered until the carriages had passed. The body was placed in a vault on the island and will later be taken to Des Moines for interment.

Colonel Swalm was born at Womelsdorf, Penn., on November 30, 1845, and, when he was eleven years of age, he, with his family, removed to Iowa. In 1862 he enlisted in D Company of the 33rd Iowa Regiment, with which he served to the end of the Civil War. When the Spanish war broke out, Col. Swalm offered to resign from the Service, in order to serve in the Army.

Returning home after the Civil War he took up journalism as a profession. He founded one paper, and at various periods became the owner of four others. At the same time he took an active part in politics. For 20 years he was regent of the State University of Iowa. Meanwhile, he held many civic and other posts.

At Southampton, Colonel Swalm was on duty throughout the great war.

In 1919 he was transferred to Bermuda, and he went to the Colony a tired man, physically weary with the onerous burdens which had devolved upon him during the war.

The pallbearers were His Honor the Chief Justice of Bermuda, Sir Colin Rees-Davies, K. C., Captain Douglas, R. N., Senior Naval Officer; Major T. M. Dill, O. B. E., Commandant, B. M. A.; Major Goldie, East Lancs. Regiment; Mr. Cecil Tucker, Postmaster-General; Mr. J. D. C. Darrell, Mr. R. Darrell, and Dr. Collins.

Mrs. Swalm was attended by Mr. C. Merrill, Vice-Consul; Mrs. Merrill and Mrs. Douglas, a personal friend. His Excellency the Governor, Sir John Asser, was among the mourners, and was attended by Capt. Chanter, A. D. C., and Major Glover. A detachment of men from the

regiment under Lieut. Melsom was present, together with a naval party from H. M. S. Mutine and H. M. S. Valerian. Among the naval officers were Capt. Baker, acting captain-in-charge, H. M. Dockyard; Capt. England, H. M. S. Valerian, and Major Malcolm, Naval Intelligence Officer.

THE BULLETIN learns with regret the death of Mrs. May Francis Milner, wife of James B. Milner, the American Consul at Niagara Falls.

A telegram has been received, as THE BULLETIN goes to press, announcing the death of Michael J. Hendrick on September 9 at his post, Windsor, Ontario, Canada.

Mr. Hendrick was born at Penn Yan, N. Y., on December 23, 1847, and entered the Consular Service on May 20, 1893. In his twenty-eight years as Consul he served at Belleville, Moncton, Canada; Christiania, Plauen, Germany; and Windsor.

Cassius C. Shanks, Vice Consul and Clerk at Mexico City, died at his post on August 31, to which post he had been appointed on January 8, 1919.

SALUTE TO THE SERVICE

(Continued from page 284)

*To the Heaven-dark blue
Of high endeavor,
The white of faith,
And the Sacred Red
Of heart's blood swelling
From the consecrate breasts
Of the patriot dead. . . .*

*And when we stand
On an alien strand
And hearken to
The guns acclaim,
May the word we hear
In the cannon's flame,
America,
Be thy holy name!*

Consul General at Large Nelson T. Johnson arrived in London the latter part of September, having been ordered there by the Department to investigate the charges made by the British Government against Consul Fred G. Slater and Vice Consul Russell M. Brooks, formerly at New-castle.

MINISTER ENTERTAINS



The photograph was taken at a luncheon given by the American Minister to Sweden, Ira N. Morris, on July 27, in honor of the officers of the U. S. Destroyer "McCormick."

Sitting from left to right are Lieut. Ward, Ensign Fitzgerald, Mr. Morris, Mrs. Oscar J. Francis, Mrs. W. S. Williams, Lieut. Comdr. Walter S. Davidson, Mrs. Hallett Johnson, Miss Constance Morris, Lieut. Cassidy, Mrs. Morris, Capt. S. W. Bryant, Consul Robert F. Fernald, Ensign Mayer.

Standing from left to right are Lieut. White, Oscar J. Francis, Ira N. Morris, Jr., Miss Anna McKenna, Hallett Johnson and W. S. Williams.

The following personal description was submitted by a citizen who mailed his application for registration to an American Consulate:

Height ——— feet; flat—11¾ inches.
 Forehead: Hard.
 Eyes: Two.
 Nose: Yes.
 Mouth: Yes.
 Chin: Yes.
 Hair: No.
 Complexion: No.

Face: Yes.

What's the use of Bertillon measurements?

The Consul at Iquique writes:

Dear Editor of THE BULLETIN:

A firm in the United States has sent to Consuls full directions as to "How to skin sharks." Now, will some firm tell us how to keep sharks from skinning us? File 000.

HOMER BRETT.

Report on Foreign Service

National Civil Service Reform League Reviews First Year of Harding Administration in Light of Its Survey of 1919.

IN 1919 The National Civil Service Reform League made an extensive survey of the foreign service and embodied in its report many recommendations of a very interesting nature. It has recently issued a supplementary report on the administration of the foreign service during the first year of the Harding Administration, in the light of the recommendations of 1919. THE BULLETIN reprints the supplementary report below in the belief that it will be of unusual interest to all men of both services:

The Recommendations of the Committee on Foreign Service made in 1919.

1. That the entrance examinations to the foreign service be improved and placed more strictly on a merit basis—specifically:

- (a) That the age limit for entering the service be reduced so as not to exceed thirty years.
- (b) That the examinations be held at a fixed date (preferably at the end of the academic year), with such supplementary examinations as may be necessary.
- (c) That the examinations in both branches of the service be open to any citizen of the United States without designation by the President or recommendation by Senators or Representatives.
- (d) That the written examinations be held by the Civil Service Commission in the principal cities where civil service examinations are held.
- (e) That the written examination set each year be published with the ratings of the candidates who are successful in these written examinations.
- (f) That those candidates who are successful in passing the written examination with a certain approved rating be certified by a local examiner to receive transportation to Washington for the purpose of taking the oral examination.
- (g) That candidates who pass the oral examination be given a period of trial and instruction at the Department of State before nomination for appointment.

2. That there be an adequate increase of salaries in the foreign service, and that further improvement be made

- (a) Through the adoption of an adequate retirement or pension system.
- (b) Through the establishment of scientifically ascertained post allowances published annually.

3. That embassies, legations, and consulates be purchased in the principal cities.

4. That the rule, known as the State Quota,

[294]

according to which appointments in the foreign service are distributed among the States in proportion to the number of inhabitants, be abolished.

5. That political considerations be entirely eliminated and that the merit principle be applied to appointments and promotions in the foreign service, and in particular

- (a) That the President be urged to fill the post of Minister by the promotion of capable officers in the foreign service and that when a vacancy occurs the Secretary of State be required to submit to the President for his consideration the names of Secretaries and Consuls who merit promotion.
- (b) That ministers be appointed to that grade and not to a specific post.
- (c) That the President be urged, in so far as practicable, to promote ministers to embassies when vacant.
- (d) That examinations be held every year for those who wish to be transferred from the consular to the diplomatic service or vice versa and that from the candidates successful in passing the tests a certain number be transferred.
- (e) That the promotions of Consuls be from grade to grade, with a reasonable period of service in each grade.
- (f) That the existing rule, permitting the appointment to the foreign service without examination of certain employees of the Department of State be restricted to employees who have entered the Department after examination, or have served therein not less than five years.

6. That the President and other appointing officers be urged to select the representatives of international conferences more largely from the foreign service and from the experts in the employ of the Government.

7. That the Americanization of the consular service be completed by the appointment of salaried Vice-Consuls, after examination, to act in the place of foreigners now serving as Consular Agents and consular clerks, with the expectation that they may obtain promotion to the higher grades of the Service. And, further, that all other consular clerks be appointed through examinations held by the Civil Service Commission in all parts of the country where civil service examinations are held.

8. That the foreign service be reclassified.

- (a) That the grade of Consul-General should come as a promotion from that of Consul, eliminating the present anomalous situation when many of

our Consuls-General receive salaries smaller than certain important Consuls.

- (b) That the grade of "counselor" be established to correspond with the foreign service of other countries.
- (c) That a class of "consular trade assistants" be organized.
- (d) That the foreign agents of other departments be coordinated with those under the Department of State.

9. That the Department of State publish a Foreign Service Annual.

10. That the organization and personnel of the State Department be perfected and more adequate compensation provided.

11. That the relations between the various departments, boards, and commissions concerned in the supervision or control of our foreign affairs be carefully defined. Such definition is most needful to determine the respective functions of the Department of State and the Department of Commerce in regard to the gathering and disseminating of commercial information.

12. That Congress be urged to enact a law to cover the above recommendations in so far as possible, and that the President be urged to issue executive orders to supplement and complete such legislation.

REPORT ON ADMINISTRATION OF THE FOREIGN SERVICE DURING THE FIRST YEAR OF THE HARDING ADMINISTRATION

An examination of the records of appointments of ambassadors, ministers, ministers resident and agents in the diplomatic service of the United States since March 4, 1921, seems to indicate that an earnest effort has been made to retain the services of men with experience and to appoint to diplomatic posts persons with qualifications in diplomacy. Of the total of nine ambassadors appointed by this administration five are men who have had previous experience in the diplomatic service. They are John W. Riddle, formerly Ambassador to Russia, appointed Ambassador to Argentina; Henry P. Fletcher, formerly Ambassador to Mexico, appointed Ambassador to Belgium; William M. Collier, formerly Minister to Spain, appointed Ambassador to Chile; Myron T. Herrick, reappointed Ambassador to France; and Cyrus E. Woods, formerly Minister to Portugal, appointed Ambassador to Spain. Besides these Ambassadors appointed by President Harding, Edwin V. Morgan, who was appointed Ambassador to Brazil by President Taft in 1912, has been retained by the present administration.

Out of a total of thirty ministers now serving

in the diplomatic corps, six have been appointed of men of previous experience in the diplomatic service and eight are appointees of previous administrations retained by the present administration. Of these eight ministers, six were promoted from the grade of Secretary in the diplomatic service by President Wilson and retained by President Harding. One of the ministers given appointment by President Harding was promoted from the grade of Secretary in the diplomatic service. This is Charles S. Wilson, Minister to Bulgaria. Two agents and consuls general and one minister resident and consul general in addition to sixteen ministers and four ambassadors made up a total of 23 appointments of persons without any previous experience.

While many of the twenty-three appointments made of persons without previous diplomatic experience operated as a recognition of political obligations, the evil of such appointments is largely abated by the present administration and contrasts favorably with the records of the first year of the other administrations. For this record President Harding and Secretary Hughes are to be commended. President Harding is furthermore deserving of commendation in that he has selected for Secretary of State a man of the highest qualifications and one devoted to the merit principle.

A still better showing is found, however, in turning to the consular service, where we find an unequalled record of adherence to the merit system. During the first fifteen months of the administration of President Harding there has not been a single exception to the rules requiring appointments through examination in the consular service. The original appointments have all been made strictly in accordance with executive orders and the promotions in the service have been based more strictly than ever before upon an impartial determination of the relative efficiency of the officers in the service. The basis of the promotions made is a report of the relative merit of all officers in the consular service prepared by a board of review showing the relative efficiency of the various officers.

Out of 102 appointments to posts in the consular service, 15 have been to the grade of Consul, Class 7 (the lowest grade), as the result of entrance examinations. The remaining 87 appointments of Consuls and Consuls General have constituted promotions of men all of them having an average of ten years' experience. The three consular inspectors whose appointments are included in this number, entered the service after examination, one as student interpreter, another



as Consular Assistant and the third as Consul with previous experience as Vice Consul not of career.

In the secretarial grades of the diplomatic service there have been a total of 38 appointments, 17 of which have been original appointments in the lowest class (Class 4) through examination. The remaining 21 have been of four secretaries, Class 1, with an average of 12 years' experience each; 7 secretaries of Class 2, with an average of 8½ years' experience each and 10 secretaries of Class 3, with an average of 6 years' experience each. In these appointments the President has issued only one executive order, that on June 16, 1921, waiving the age limit in the case of Percy A. Blair, to enable him to take an examination for entrance to the diplomatic service. Mr. Blair had been a special employe in the American Commission at Vienna after the signing of the armistice, and had demonstrated excellent capacity for diplomatic work. It was felt by the officials of the State Department that inasmuch as he was but slightly over the age limit of 35, he should be given an opportunity to enter the examination and thus make his experience and special ability available to the Government.

Among the recommendations made by the League's Committee on the Foreign Service perhaps the most important is that which urges that political considerations be entirely eliminated and that the merit principle be applied to appointments and promotions in the foreign service. The Committee urged that in filling the post of minister the President should seek capable officers in the foreign service and promote them. It was urged that the President, insofar as practicable, promote ministers to embassies. It was urged that examinations be held every year for the promotions of Consuls from grade to grade; that the grade of Consul General should be filled by promotion from that of Consul. The League's Committee records its great satisfaction at the excellent record which has been made by the present administration as indicated above in carrying out the recommendations just cited. The Committee believes that this record speaks well for the prospect of securing the necessary executive and congressional action in order to bring about other important recommendations made by the Committee in its report of 1919. Most important of these are: (1) increase in salary schedules in all branches of the foreign service; (2) purchase of embassies, legations and consulates; (3) the improvement of the entrance examinations so they will be more strictly on a merit basis; and, finally, the application of the merit system to the selec-

tion of all ministers and ambassadors, not to eliminate entirely the selection of qualified men from outside the service for important ambassadorial posts, but to insure more definitely a career in the foreign service for ambitious young men who wish to enter the lower grades and rise to the top and also to provide a more perfect service of representation of American ideals in foreign countries.

The Committee urges upon Congress the importance of prompt action on these and the other recommendations made in its report of 1919.

SERVICE OF PERSONS APPOINTED BETWEEN MARCH 4, 1921, AND MARCH 20, 1922

Average Length of Service of Persons Promoted in Consular Service

The average length of service of persons promoted in the consular service is over ten years. The classes of positions filled and average length of service of appointees follows:

	Class	Average number of years service
3 Consuls General	2	16
3 Consuls General	3	14
4 Consuls General	4	14½
3 Consular Inspectors		15¾
8 Consuls	3	15
16 Consuls	4	10½
2 Consuls	4	*New appointees
24 Consuls	5	10
25 Consuls	6	5
14 Consuls	7	Original

Average Length of Service of Persons Promoted in the Secretarial Grades in Diplomatic Service

	Class	Years
4 Secretaries of Embassy and Legation..	1	12
7 Secretaries of Embassy and Legation..	2	8½
10 Secretaries of Embassy and Legation..	3	6
17 Secretaries of Embassy and Legation..	4	Original

*These two were economist consuls appointed after examination in accordance with the rules.

Appointments of Ambassadors, Ministers Resident and Agents in the Diplomatic Service Since March 4, 1921.

(NOTE.—The names of officers who have advanced through the lower grades are indicated thus *.)	
Appointees without previous experience.....	23
Ambassadors	4
Ministers	16
Agents and Consuls General.....	2
Ministers Resident and Consul General.....	1
Appointees having previous experience in the service	10
Ambassadors	5
*John W. Riddle, Ambassador to the Argentine.	

(Continued on page 298)

The years that the locust hath eaten—



A SOLEMN sounding line it is, full of sad significance. The years when there were no crops, because they were destroyed by the enemies of crops. The years when men worked and made no progress; when the end of the year found them a little poorer than its beginning, because a part of their little span of life was gone and had produced no increase.

In almost every life there are some fruitless years; but the tragedies occur, when year after year men go along feeding their lives to the locust of indecision, or the locust of laziness, or the locust of too great concentration on a petty task.

In every week of every year the Alexander Hamilton Institute is brought into contact with such tragedies.

The Punishment of wasted years

THIS happened just the other day: A man wrote asking that someone call on him who could give him detailed information as to just how the Alexander Hamilton Institute has helped thousands of men to greater success.

IN a very old book
named Joel, after the
man who wrote it, you
will find this line

*"The Years that the
Locust hath Eaten"*

The representative found a man past fifty years of age, occupying a modest position in a great corporation. He sat down to explain the Institute's plan and method. And as he talked, naming one and another who now occupy high positions, he looked across at the gray-haired man who was plainly disturbed by emotion.

The representative of the Institute turned away his eyes; he knew what that man was thinking. His thoughts were turned back over the fields of wasted opportunity; he was plagued by the thought of the years that the locust hath eaten.

Today you may start forward with thousands of others

THIS can hardly be called an advertisement about the Alexander Hamilton Institute. The facts about its Modern Business Course and Service

have been printed so many times that few men need to have them repeated.

The average man knows that thousands of men, in every state and city of this country, are proof of its strength and standing; he knows that business and educational authority of the highest standing is represented in the Advisory Council of the Alexander Hamilton Institute.

Advisory Council

THIS Advisory Council consists of Frank A. Vanderlip, the financier; General Coleman duPont, the well-known business executive; John Hays Hammond, the eminent engineer; Jeremiah W. Jenks, the statistician and economist; and Joseph French Johnson, Dean of the New York University School of Commerce.

"Forging ahead in business"

TO all men of earnest purpose who seek to avoid these wasted years, the Alexander Hamilton Institute comes now, asking for only one moment of firm decision—one moment in which to take the first step that can begin to turn ordinary years into great years of progress.

A book has been published for you entitled, "Forging Ahead in Business."

It is not a book for drifters; but to men who are asking themselves: "Where am I going to be ten years from now?" it is offered freely and gladly without the slightest obligation.

Send for your copy today.



ALEXANDER HAMILTON INSTITUTE
587 Astor Place
New York, U. S. A.

Canadian Address: C. P. R. Building, Toronto

Australian Address: 42 Hunter Street, Sydney

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REPORT ON FOREIGN SERVICE

(Continued from page 296)

*Henry P. Fletcher, Ambassador to Belgium.	
William M. Collier, Ambassador to Chile.	
Myron T. Herrick, Ambassador to France.	
Cyrus E. Woods, Ambassador to Spain.	
Ministers	5
Jacob G. Schurman, Minister to China.	
L. S. Swenson, Minister to Norway.	
*Fred M. Dearing, Minister to Portugal.	
*Montgomery Schuyler, Minister to Salvador.	
*Lewis Einstein, Minister to Czechoslovakia.	
Appointees promoted from the grade of Secretary in the diplomatic service.....	1
Ministers:	
*Charles S. Wilson, Minister to Bulgaria.	9
Appointees of previous administrations retained	
Ambassadors	1
Edwin V. Morgan, Ambassador to Brazil.	
Ministers	8
*W. W. Russell, Minister to Dominican Republic.	
*A. Bailly-Blanchard, Minister to Haiti.	
*Hugh Gibson, Minister to Poland.	
*H. P. Dodge, Minister to Serbs, Croats and Slovenes.	
Hoffman Philip, Minister to Colombia.	
*Joseph C. Grew, Minister to Switzerland.	
*Peter A. Jay, Minister to Rumania.	
Ira Nelson Morris, Minister to Sweden.	
Vacant Posts	6
Total	49

NOTE.—It is worthy of special notice that the present administration to a greater extent than any other has chosen as Assistants to the Secretary of State men trained in the foreign service. The Under Secretary of State from March 7, 1921, until March 7, 1922, was Henry P. Fletcher, who entered the diplomatic service as Second Secretary of the Legation to Cuba in 1902; advanced through the several grades to the grade of Ambassador to Mexico, from which he resigned in February, 1920; he became Ambassador to Belgium on March 7, 1922, and was succeeded as Under Secretary of State by William Phillips, who entered the diplomatic service as private secretary to the Ambassador to Great Britain in 1903; became Second Secretary of Legation; Assistant to the Third Secretary of State; Chief of the Division of Far Eastern Affairs in the Department of State; Third Assistant Secretary of State; Minister to the Netherlands, from which post he resigned to accept the office of Under Secretary of State.

The Assistant Secretary from March 11, 1921, to March 1, 1922, was Fred Morris Dearing, who entered the diplomatic service as private secretary to the Minister to Cuba in June, 1904; ad-

vanced through the several grades of the service to the office of Counselor of Embassy, from which post he was detached in 1917 at his own request; on March 1, 1922, he became Minister to Portugal, and was succeeded as Assistant Secretary of State by Leland Harrison, who entered the diplomatic service as private secretary to the Ambassador to Japan in 1907; advanced through the several grades of the diplomatic service to the office of Counselor of Embassy and later Assistant to the Under Secretary of State.

The Third Assistant Secretary of State is Mr. Robert Woods Bliss, who entered the Foreign Service as Consul at Venice in 1903; then became a Secretary in the diplomatic service; advanced through the several grades to the office of Counselor of Embassy; Chief of the Division of Western European Affairs in the Department of State; Third Assistant Secretary March 15, 1921.

ELLERY C. STOWELL, *Chairman.*
BERNARD FLEXNER.
OGDEN H. HAMMOND.
FREDERICK J. KINGSBURY.
ANSLEY WILCOX.

A CONSULAR CAMEO

(Continued from page 289)

With each set of the above people the Consul General was equally at home and would sit and chat with them by the hour in their native tongue, in each case securing a new angle of vision and fresh point of view from which to judge the situation in these dissimilar states. On the trains, this gentleman was reading with equal facility books in Portuguese, Spanish, Italian and French, and his knowledge of the national literature of the different races involved gave him at once a sympathetic reception into their thought and hearts. I could not help but contrast this gentleman with another official whom we had met in another section of South America, who was unable to speak a single long sentence or even answer the telephone in the language of the republic to which he had been sent. The one was a cosmopolitan, gathering his light from every available source, while the other was a provincial, moving blindly about, in a world unrealized. The first official was a tangible, a constant agent in translating the spirit and life of our nation to other nationalities. The other was always an alien having little chance to share in the life of the people whom he was supposed to know and serve for his country's sake."

GOTTSCHALK AS INSPECTOR

As an inspecting officer, Mr. Gottschalk had hardly arrived in a consular city before he com-

(Continued on page 300)



Recommend American Ships

Americans Enjoy Travelling on U. S. Government Ships

RECOMMEND American ships! A great fleet of 406 U. S. Government owned freight and passenger vessels is now rendering unexcelled service to and from all the large ports of the world. At every hand they are receiving the enthusiastic praise of experienced travelers. For their ultra modern equipment, their speed and safety, their beauty and luxury, their expert and willing service. And uniquely pleasing to Americans—for the American atmosphere of courtesy and cheer that prevails thruout.

It has been said that if Americans knew about their ships every room on every Government ship would be filled—with waiting lists besides. Every U. S. Govern-

ment freighter would be loaded to capacity.

It is the pleasant duty of all American Consuls to make known the advantages of *their* ships to Americans abroad. Business men with business shipments, tourists and travelers should use U. S. Government ships.

Write for the Governments literature which describes them with many actual photographs and learn about the great American fleet. Every modern device for efficiency and comfort renders them foremost on the seas. When you recommend them you aid your Government and your countrymen.

Recommend U.S. Government ships!

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Washington, D. C.



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The L. C. Smith & Bros. Typewriter shifts the type segment instead of the carriage. This feature is especially important on the wide carriage machines, because even on the 26-inch carriage model the operator lifts no more weight when shifting than she does on the regular correspondence model.

Gov't Contract item 18610, General Supply Schedule

L. C. SMITH & BROS. TYPEWRITER CO.

WASHINGTON, D. C.

A CONSULAR CAMEO

(Continued from page 298)

menced making calls on officials and prominent citizens of all nationalities. Incidentally, he wished discreetly to ascertain the standing in the various circles of the American representative. He, himself, invariably made a most favorable impression and invitations were showered upon him. Always immaculately attired, a man of unusual refinement, education and experience, he was welcomed in club and drawing room and office. In a surprisingly brief space of time, he seemed to "size up" the place, in all its aspects, past, present and future, and to be in position to determine its political and commercial importance as well as the American Consul's relation to same. The consular office he examined with the minutest and most painstaking and patient care. He was particularly inquisitive about mysterious drawers and obscure corners. Everything had to be brought into the limelight and whatever could not be shelved or find place in the authorized record books and files, including the "overflow book" (miscellaneous record book), unmercifully went into the discard. His inspection was that of a generous man. But his solicitude for the uplift of the Service, which almost resembled a religious obsession, did not permit any temporizing with slothfulness. I know of no instance in which personal sentiments were allowed to override public considerations. He was eminently just, and his ratings were the fruit of most conscientious reflections and of scrupulous regard for all elements and issues involved.

He was modest withal. "There are a few men still in the Service," he wrote on one occasion. "who might do worse as Inspectors than I; but how many whose work I actually know, would do better! I am practical about such things—one has to be; an Inspector should be 25, have the brains of 50, the physique of an athlete, and large private means, to do things really well—to be really and truly in touch at both ends of so large a district all the time."

In the various bills in Congress intended to improve the Service his interest was naturally keen. In reference to the Flood bill, he wrote once: ". . . for I have from the beginning fought bitterly against our foolish system of grading-by-dollars; 'class' may mean dollars, but 'grade' should mean ability, experience and service-record, exclusive of the chance matter of cost-of-living, which latter should govern the pay alone. . . ."

On the subject of a consular retirement system.

(Concluded on page 302)

Globe-Wernicke

SECTIONAL FILING CABINET

"Built-To-Endure"

STEEL OR WOOD

"Built-To-Endure"

Most Artistic in Design, Durable in Finish, Efficient in Service---they are the Strongest Filing Cabinets made



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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 include 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.

Catalogue No. 800 Explains all Globe-Wernicke Filing Cabinets.

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[301]

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vian and Chilean ports for Bolivia

W. R. GRACE & CO.'S BANK
NEW YORK

A CONSULAR CAMEO

(Continued from page 300)

his sentiments were clearly expressed as follows: "My personal view on the subject of the injustice done to all Consuls by our nation—which is blind so far because it is busy on other things—you probably know. I think it morally shameful that men, some of whom have families, should work out the best years of their lives at a career which unfits them for money-making at home, and gives them no guarantees for the future."

SUPPORTED CHAMBERS OF COMMERCE

Among the outstanding features of his consular career was the warm support he gave American Chamber of Commerce movements abroad, for instance those centered in Constantinople and Moscow. He himself initiated the American Chamber of Commerce for Brazil.

Although an idealist, he was no believer in pnaaceas. "Slogans" rather disconcerted him. He had no use for claptrap and spectacularity. But there were two phrases of which he frequently made use in his talks and letters to consular officers, viz: team work and *esprit de corps*. It was evident that he had abiding faith in these principles.

In a personal way, he was reasonably philosophical. ". . . And when my courage fails me," he wrote in September, 1914, "though I look longingly at my empty four walls, and at the fleshpots of the 'cultured cities,' and at the other fellow with the kiddies, I still manage to tighten my belt one hole tighter and mush along. After all, these things go by a higher law than we know, and chance seems only chance to us, because its vast orbit and regular recurrent rhythms are too big for our eyes to see clearly."

CONSUL CHAMPION GOLFER

Consul General Francis B. Keene, of Rome, while on leave at St. Moritz, Switzerland, added to his golf laurels by winning the Seniors' Trophy, given to the Engadine Golf Club for players of 45 years and over, from a field of 21 entries.

Mr. Keene is a veteran golfer, having begun in 1894, when the game was very young in the United States. In the late 90's he became known throughout the golfing world as "The Laureate of the Links," having been a prolific writer of verse, serious, sentimental and humorous, about the game. In 1921 he won the gold medal of the Rome Golf Club.



WHITSUNTIDE IN VIENNA

An amusing account of present day conditions in Vienna is published in one of the Viennese papers, writes Trade Commissioner William Ford Upson from Vienna. It runs as follows: "Whitsuntide, the loveliest festival of the year, has come again (1 calendar 1,000 crowns). In droves the city dwellers hasten away from the dusty streets (1 granite paving block 400 crowns) to enjoy the beauties of nature (1 street car fare 80 crowns). Drawing deep breaths they wander through the shades of the forest (1 kilogram of wood 35 crowns). Cows are lowing in the meadows (1 liter milk 560 crowns), the oxen are browsing (1 kilogram beef with makeweight 4,000 crowns), and the calves play about (1 kilogram veal 6,500 crowns). The children merrily run races (1 pair children's shoes 20,000 crowns), and play with their rubber balls (1,000 crowns or more apiece). The light dresses of the young girls give color to the landscape (1 meter material 10,000 to 20,000 crowns), and the young men have taken great pains with their appearance in order to please their sweethearts (1 hair cut and shave 900 crowns). The older people sit comfortably in the inn (1 liter wine 2,500 crowns, 1 stein Pilsner 650 crowns) and smoke their cigars (1 Virginie 150 crowns). In the trees the leaves are rustling (1 package tobacco 100 crowns) and the birds are singing (gratis; one cheap opera seat 6,000 crowns). Round about between the tables the chickens are begging for food (1 egg 190 crowns), and the dogs are chasing them (1 dog license 3,000 crowns). We send a picture postal card to an absent friend (with stamp 40 crowns), give the children a toy balloon (700 crowns) or treat them to a ride on the merry-go-round (100 crowns to a ticket). We buy some chocolate, too (1 square 200 crowns), and some cherries (10 dekagrams 350 crowns). Late in the evening we return to our dwelling (rent increase 500 percent, not including rent tax) and heat our evening meal (1 cubic meter gas 180 crowns). Then we turn out the light (1 hectowatt hour 33 crowns) and give ourselves over to sweet dreams (1 dream book 1,200 crowns). In the morning we wake refreshed and drink our coffee (1 kilogram 4,500 crowns) and eat a roll (60 crowns apiece), and then go to our day's work (office hours of the revenue service until 2 p. m.), strengthened by our holiday. The new strength is much needed for these Whitsunday prices are liable to be increased at any time without notice.



CHINESE CHILDHOOD PROPITIATING THE GODS

Your Pictures and Impressions

Those pictures you have of native life and customs at your post interest your immediate friends. They will interest others—the more than 700,000 members of the National Geographic Society through their official journal, the National Geographic Magazine.

Even if you do not use a camera, you will perhaps meet with unique pictures taken by others—showing native life or unusual fauna and flora.

Substantial payment is made in full upon acceptance for suitable material, and a credit line to the photographer is published beneath each reproduction of his work.

This means of adding zest and additional income to leisure hours has been used by other Consular contributors:

Frederick Simpich, Robert P. Skinner, A. T. Haeberle, Ernest Lloyd Harris, Harry A. McBride, Maurice F. Dunlap, Charles Moser, and others.

Although a good picture will practically tell its own story, an explanatory title should be given for the guidance of the editors.

"Wanted": Articles

How about writing impressions of your post, non-political of course, and the incidents of native life that make your letters home so interesting—authentic, not too technical descriptions. Then illustrate them with the best available photographs—those you have made or those of photographers in the vicinity.

Articles always submitted for approval of State Dept.

Photographs and articles must be submitted for examination before decision can be given. Unavailable material returned promptly by insured post at our expense.

A 16-page illustrated brochure, describing kind of material desired, and a 24-page color booklet descriptive of The Society will be mailed without charge upon request.

National Geographic Magazine

Washington, D. C., U. S. A.

PLEASE TAKE THIS TO HEART

Havre, France,
August 25, 1922.

Dear BULL.:

The sight of your falling tears and the poetical wail of "F. S." moved me deeply. Those silent bards at Copenhagen, Mazatlan and Monterey will surely indite the odes you sigh for, and from far-off sunny climes will come those suggested snappy pictures. Here all I can now do is to offer you a few prosaic suggestions.

Why cannot someone at each Consulate General contribute a news item as to what is being done in that particular country, and from time to time tell us about some or all of the consular officers?

In Switzerland early in July there was a splendid consular conference. Consul General Murphy laid the foundations for a unit system of reporting, which promises to be epoch-making; it would do us all good to hear about it. Among the many good things at the conference was a paper on consular invoices by the Treasury Attaché at Zurich, which every consular officer would profit by reading. At the Fourth of July banquet, Consul Thornwell Haynes made an address full of noble

and patriotic thoughts beautifully expressed that ought to have publicity.

There was a conference at London in June, and it would have been helpful to have read something of the discussions and of the men who attended.

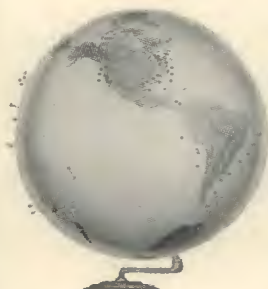
Surely Berlin and other supervisory Consulates General could likewise send you good news items culled by them? We are also very deeply interested in our Consuls General at Large.

The articles contributed by consular officers as to methods employed by them in their work have been very helpful.

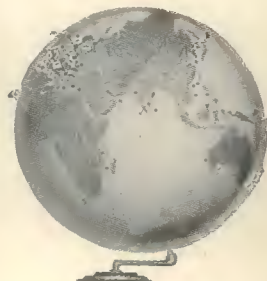
Another suggestion is—but perhaps old age is making me prolix and tedious, so I will stop. This may not be as thrilling as "Dark Deeds in the Dead Letter Department," but if it fills any aching void that you, dear BULL, may have, and also leads other officers to send news items or suggestions as to consular procedure, your tears may cease to fall, and none will then be more happy than,

Yours very respectfully,

AUGUSTUS E. INGRAM,
American Consul General.



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The pins indicate some of the 250 important ports of the world where Gargoyle

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Besides these, there are hundreds of offices, warehouse points and marketers' offices where Gargoyle products are stocked.

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Weight: Uncased, 6½ lbs. Cased, 8¾ lbs.

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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.

United States Fidelity and Guaranty Company

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Washington Branch Office

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 ONCENTRATE the contentment of your Washington sojourn. Here is the social focus of diplomatic and official Washington. Make your stay where elegance and cuisine conspire for your comfort--at the

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Advice to Travelers==

YOUR 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.

These lines also operate a world-wide freight service noted for efficiency. High classification of their ships obtains lowest insurance rates for shippers and their dependability and regularity of sailings gives perfect satisfaction.

Passenger and freight sailings are frequent on the following routes:

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New York to Cherbourg and Southampton

New York to Queenstown and Liverpool

New York and Boston to Azores, Gibraltar, Naples and Genoa

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

New York to Plymouth, Cherbourg, Antwerp and Southampton Westbound.

AMERICAN LINE

New York to Hamburg via Queenstown and Cherbourg

LEYLAND LINE

Boston to Queenstown and Liverpool
New Orleans to Liverpool.

ATLANTIC TRANSPORT LINE

New York-London
(Passenger Service To Be Resumed)

International Mercantile Marine Co.

Largest American Steamship Company—120 Ships, 1,300,000 Tons

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A fifteen million dollar hotel without ostentation.



Hotel McAlpin

The MARTINIQUE

Moderately priced—yet offering every hotel comfort and advantage.

HOTEL WOODSTOCK

The rendezvous of gentlefolk who appreciate the best.



Woodstock

Philadelphia

BELLEVUE-STRATFORD

After the first visit Philadelphia suggests only one hotel—the Bellevue-Stratford.

Washington

NEW WILLARD

The preferred stopping place of experienced world travelers.



Bellevue-Stratford



New Willard



Martinique

There is this to say about each of the hotels mentioned: They acquire promptly all that is new and progressive in hotel appointments. They retain, inviolate, all that is old and charming in hotel hospitality.