AMERICAN CONSULAR BULLETIN

Photo from Lester L. Schnare

THE OLD BRIDGE AT CHAOCHOWFU

Vol. V September, 1923 No. 9

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In Memoriam

WARREN GAMALIEL HARDING
Twenty-ninth President of the United States
Born November 2, 1865
Died August 2, 1923

The Death of President Harding

For the first time in the history of the BULLETIN, its pages must record the death of a President of the United States. And to its editors has fallen the melancholy duty of endeavoring to express the sorrowful appreciation of the members of the foreign service of a great career that has been abruptly ended.

Mr. Harding was eminent for his high sense of duty—and for that he gave the last full measure of devotion. In his passing, the Diplomatic and Consular Service have lost a steadfast friend. He gave earnest consideration to the building up of the foreign service, which, as he clearly saw, was necessary in the general interests of the country; and he adhered strictly to the policies pursued by his predecessors for many years of appointing consular officers and diplomatic secretaries, after examination to determine their fitness, without regard to their political affiliations, and of promoting them for merit only, as indicated by their efficiency records. He was greatly interested in the continued improvement of the Diplomatic and Consular Service, and gave his hearty support to the plan for reclassification, salary readjustment, interchangeability between the two branches, and a retirement system, all of which were embodied in the Rogers Bill which was considered by the Sixty-seventh Congress.

Mr. Harding's constructive contribution to the needs of the country in the trying period following the World War will long be remembered. He gave this unsparingly his time, his careful thought and his best efforts. What he might have achieved had he completed the term for which he was elected it is impossible to predict, but the measures he planned and believed in and labored for will doubtless be taken up by other hands and carried forward to fulfillment.

AMERICAN CONSULAR BULLETIN

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VOL. V, NO. 9 WASHINGTON, D. C. SEPTEMBER, 1923

America at the Meeting of the Opium Advisory Committee at Geneva

By Consul Edwin L. Neville

THE unrestricted use of opium, particularly smoking opium, has always been recognized as an abuse by the governments of territory in the Fast East, where the practice is prevalent. At different times different methods have been adopted to deal with the evil. China has attempted to prohibit the cultivation and importation of opium and has frequently taken severe measures against the traffickers in and users of the drug. The government's efforts have never been effective over very long periods of time, and other governments have found it impracticable to prevent completely the transportation of opium. By the latter part of the 19th century the method usually in vogue in the Far East was controlled by means of a government monopoly. In some places the government itself handles the drug, while in others, the monopoly is sold or farmed out to private individuals. But in all places there is government control.

When the United States took over the government of the Philippine Islands, there was a monopoly of opium smoking of the type generally obtaining throughout the Far East. The question immediately arose as to the attitude to be taken by the new government towards this situation, and a commission was appointed to make an investigation of the opium problem. The commission made a number of recommendations, and suggested the advisability of the establishment of a system of state distribution and sale of prepared opium with a view to eventual abolition of the traffic. Congress, however, did not follow this recommendation, but decided upon the complete suppression of the practice of opium smoking. The Act of May 3, 1905, set May 1, 1908, as the date upon which the importation of opium into the Islands for other than medicinal purposes should cease.

Meanwhile, it became evident that the complete suppression of the opium traffic in the Philippines would be difficult so long as it was possible to smuggle opium into the Islands from nearby places where the export of the drug was legal. Accordingly, after some preliminary discussion with the Governments of Great Britain and Japan, a conference was called to meet at Shanghai on February 1, 1909, to discuss and investigate the opium traffic from the international standpoint. The time was particularly opportune, China had decided, in 1906, to abolish the opium traffic, and had concluded an agreement with Great Britain in the early part of 1908 whereby the export of opium from India to China was to be reduced by 10 per cent each year, and there seemed every prospect that the nations of the earth were beginning to realize the need for a common understanding of the facts underlying the traffic in opium.

The investigations preliminary to and attendant upon the Shanghai Conference developed the fact that opium smoking in the Far East was only one phase of the opium question. It was found that the consumption of opium for the manufac-

A GROUP SHOWING THE AMERICAN DELEGATION

Left to right: Edwin L. Neville, Bishop Brent, Mrs. Hamilton Wright, Honorable Stephen G. Porter, Sir John Jordan, Assistant Surgeon General Blue.

ture of morphine and other opium derivatives in western countries was far larger than had been imagined and that the western world was confronted with an opium problem at home. Accordingly, in the spring of 1909 Congress passed an act making the importation of opium into the United States illegal, except for medicinal or scientific purposes. This was the beginning of American domestic legislation in regard to narcotic drugs.

On September 1, 1909, the United States circularized the Powers that had been represented at the Shanghai Conference suggesting the advisability of a further conference on the opium question at which the nations should be represented by men having plenary powers to frame treaty provisions for the regulation of the opium traffic. The suggestion was accepted, and on the invitation of the Netherlands Government the conference met at The Hague towards the close of 1911. The results of this conference are embodied in The Hague Convention, a document to which the attention of the Service has frequently been invited.

The Hague Convention is the basic agreement among the nations for the regulation of traffic in narcotic drugs. The United States has had a leading part in framing it, and an American delegate, Bishop Charles H. Brent, was president of both the Shanghai Conference and the first Hague Conference. The first conference at The Hague was followed by two other conferences, one in 1913 and one in 1914, at the latter of which it was decided to open a protocol at The Hague, open to all nations, whether party to the original convention or not, whereby they could signify their adherence to the convention and their intention of putting it into effect by domestic legislation.

The third Hague Conference closed in June, 1914, and the outbreak of the World War shortly afterwards prevented further action for a number of years. The United States, however, enacted legislation in December, 1914, designed to put the convention into effect so far as concerns the domestic use of narcotic drugs. International action was held in abeyance during the period of the Great Struggle. The war took its toll of men in

all walks of life; and it is fitting here to speak of the work of Dr. Hamilton Wright, who died in France while engaged in the humanitarian task of relieving suffering. Dr. Wright had been a leading spirit in the efforts of the United States to enlist world support for the fight against opium. He was a member of the American delegation at Shanghai and at The Hague, and was the framer of many of the provisions of the convention. To his energy, patience and perseverance are due much of the progress that has been made in the international control of the narcotics traffic. A medical man by temperament and training, he died as he had lived, an example of all that is best in the profession to which humanity owes so much.

At the close of the war The Hague Convention was included in the Treaty of Versailles as one of the international agreements over the execution of which the League of Nations was given supervision. Further, it was provided that ratification of the Treaty of Peace carried with it ratification of The Hague Convention.

The League of Nations organized a Committee of the League to advise the council in regard to the execution of The Hague Convention. The committee was originally composed of representatives of the Governments of China, France, Great Britain, India (as a member of the League) Japan, The Netherlands and Siam. These nations were chosen because they were most interested in the opium question. Later, Germany and the United States were invited to send representatives, because they were both large manufacturers of narcotic drugs, and also because they had been signatory to the original Hague Convention, and the United States had been largely instrumental in obtaining international action in regard to the traffic.

The war had resulted in the creation of a number of new states in Europe and had radically altered the conditions of living of millions of people throughout the world. Further, it had delayed in other countries legislation which was called for by international agreement, and The Hague Convention suffered in company with many other instruments of humanitarian purport. Still, some legislation had been enacted in different countries, and it was discovered that stringent domestic provisions were not sufficient to control the distribution of narcotic drugs. Finally, in 1922 our own import and export law was amended so as to prohibit all imports and exports of narcotic drugs, except such imports of raw opium and coca leaves as the Federal Narcotics Control Board should find to be necessary to take care of the needs of the United States, and such exports as the Board should permit to countries party to The Hague Convention where the drugs were needed and where their distribution was properly controlled.

As originally drawn, The Hague Convention placed the repository of information in regard to the narcotic laws of the various signatory powers at The Hague, but did not set up any administrative machinery of an international character to carry out its provisions. The first task of the League's Advisory Committee was to collect information. The committee held a number of meetings, but felt unable to make any decisive recommendations in regard to the Convention itself, in the absence of two of the principal signatories, the United States and Germany. Accordingly, these two nations were invited to participate in the work of the committee, irrespective of their relation to the League.

The Government of the United States accepted the invitation, and was represented in a consultative capacity at the meeting of the Advisory Committee at Geneva in May, 1923. The representatives were the Honorable Stephen G. Porter, chairman of the Foreign Affairs Committee of the House of Representatives; Bishop Charles H. Brent and Assistant Surgeon General Rupert Blue, of the Public Health Service. The widespread public interest in the narcotics question, and the feeling in some quarters that the United States Government was no longer active in the opium situation, made it opportune for our Government to show what action it had taken under the terms of The Hague Convention, and to advocate its own interpretation of the meaning of the convention.

The men selected for the purpose were exceptionally familiar with the problem. Mr. Porter was the author of a resolution in Congress requesting the President to urge the suppression of opium poppy and coca leaf production to the point required for medicinal and scientific purposes, and had become acquainted with practically all phases of the narcotics question in the United States in the course of his legislative investigation of the problem. Bishop Brent had, as previously pointed out, been associated with the suppression of the opium traffic since his days in the Philippine Islands, when he had served on the Opium Commission appointed to investigate the monopoly there, and he subsequently served as president of the Shanghai and first Hague Conferences. Dr. Blue is well known to the Service, and his long connection with the Public Health Service and his familiarity with social and hygienic questions made his appointment particularly appropriate.

(Continued on page 277)

HERBERT C. HENGSTLER
Chief of the Consular Bureau

The Service Congratulates Mr. Hengstler

ON August 13, 1923, Mr. Herbert C. Hengstler, Chief of the Consular Bureau, completed his twenty-fifth year of service in the Department of State. During this entire period Mr. Hengstler has been connected with the Consular Bureau, and for more than sixteen years he has been its chief. Many persons in the Department joined in tendering to Mr. Hengstler their congratulations and good wishes, and many congratulatory telegrams and letters were received by him from Consular officers and others abroad. A letter of congratulation and appreciation was also received from Mr. Carr, Director of the Consular Service of which the following is the text:

August 13, 1923.

My dear Hengstler:

On this twenty-fifth anniversary of your entry on duty in the Department of State I send you my warmest and most hearty congratulations. The completion of twenty-five years of service in a great Government Department is in itself a reason for congratulation, but you not only have served for that period and with a degree of loyalty and industry rare indeed in any field of activity but your service has been marked by results which may justly give you great satisfaction. Your presence here has been of great value to the Government and to all who have worked with you. On the Consular Service you have impressed your personality in an enduring manner and that Service has profited greatly from having been the object of your incessant endeavor and the men in it generally recognize that as a fact as do your fellow-workers here.

And I should not be just to myself or to you if I should fail to record the debt which I personally owe to you for the loyal and fine way in which from the day you entered the Department you have worked with me and aided me. I shall always count our daily association as one of the privileges for which I am most deeply grateful. May you long continue to give your talents to the betterment of the Service of our Government and may all good fortune attend you.

As ever,
Sincerely, your friend,
(Signed) WILBUR J. CARR.

Herbert C. Hengstler, Esquire,
Chief, Consular Bureau,
Department of State,
Washington, D. C.

On August 11 the Executive Committee of the Consular Association met and passed the following resolution for and on behalf of the Association:

RESOLUTION

WHEREAS, on August 13, 1923, Mr. Herbert C. Hengstler, Chief of the Consular Bureau, Department of State, and Honorary Vice-President of the American Consular Association, completes his twenty-fifth year of service to the Government of the United States; and

WHEREAS, Mr. Hengstler has at all times labored faithfully and zealously to advance and promote the interests of the American Consular Service; be it now therefore

Resolved, By the Executive Committee of the American Consular Association that the committee extend to Mr. Hengstler its happy felicitations in connection with this anniversary, together with an expression of the appreciation and gratitude entertained by all members of the Association for his untiring efforts in behalf of the Consular Service.

Done in Washington, D. C., this eleventh day of August, 1923.

NATHANIEL B. STEWART,
Chairman.
EDWARD J. NORTON.
EDWIN L. NEVILLE.

Mr. Hengstler replied to the resolution in the following terms:

August 15, 1923.

To the American Consular Association.

Gentlemen:

It is with difficulty that I can find words to convey the appreciation I feel at the exceedingly kind expressions which, undeserved though I realize they are, you have seen fit to extend to me on the twenty-fifth anniversary of my arrival in the Department.

The changes which I have seen take place in the Consular Service during these twenty-five years have been tremendous and far-reaching and it has been a great pleasure and privilige to be associated with the Service in its reorganization and growth during this period, and to feel that I have been able to help in this even in a small way.

The friendly spirit of understanding and cooperation which the members of the Service, individually and collectively, have always shown, and which is further evidenced by the resolutions by the Executive Committee of the American Consular Association, has aided materially in overcoming discouragements and difficulties and will never be forgotten. It is a glorious feeling to be a part of such a Service.

From my heart I thank you each and everyone.

(Signed) HERBERT C. HENGSTLER.

The BULLETIN is very glad to have this opportunity on behalf of the Consular Association to acknowledge its appreciation of the untiring efforts of Mr. Hengstler in assisting to build up and maintain an efficient Consular Service and in constantly encouraging the individual members of the Service to greater effort.

THE SPIRIT OF SERVICE

By a Consul General at Large

During the war the best young men of the country sacrificed everything they had in order to serve the United States for a few months. There is today no better opportunity to devote a life of useful service to our country than that offered by the Consular Service. The individual consular officer representing his country abroad has it in his power to render at all times service equally useful and effective as that offered in time of war by the soldier or the officer in an army of millions. And yet how many men are prepared to sacrifice the pecuniary advantages of a problematic business career in order to enter the Consular Service?

DISTINGUISHED SERVICE CROSS AWARDED CONSUL HURLEY

Consul John P. Hurley (Riga), now on leave of absence in this country, has been awarded the Distinguished Service Cross for "extraordinary heroism in action at Villers-sur-Fere, France, July 28, 1918." The ceremony incident to the bestowal of the decoration was held in the office of the Secretary of War, August 11, 1923; the presentation being made personally by Mr. Weeks.

The official citation, which accompanies the award, is as follows:

"John Patrick Hurley, captain, 165th Infantry, 42nd Division. For extraordinary heroism in action at Villers-sur-Fere, France, July 28, 1918. His company having reached its objective, he ordered several patrols forward to silence several enemy machine guns which were causing heavy casualties in his own and other companies of his battalion. The patrols meeting heavy casualties from the intense enemy fire, Captain Hurley himself organized a patrol and led it forward. While temporarily checked by the intense fire he crawled forward and rescued a wounded officer, carrying him to a place of shelter. Resuming the advance of the patrol, Captain Hurley was severely wounded, but continued to direct the movement of his men, who, inspired by the great courage and fortitude of their leader, pushed forward and captured the machine-gun nest killing or capturing the crews thereof."

The BULLETIN extends its very hearty congratulations to Consul Hurley.

SOUTH AMERICAN TENNIS

By Consul General William Dawson

Several readers of the BULLETIN have asked me if tennis on the West Coast of South America is up to the standards set on the East Coast. It is; in fact, it is considerably above the East Coast variety, at least as far as the Consular Service is concerned. I had the greatest difficulty in convincing Thompson at Concepcion and Gittings at Santiago that etiquette requires that the inspector win. As for Matthews at Antofagasta and Gaines at Caldera, they were deaf to any and all arguments. Matthews is the champion of northern Chile, although Gaines, who is about to spend a few months at Antofagasta, will give him a hard fight for the title.

The Asphalt Lakes of Trinidad and Venezuela

By Henry D. Baker, Consul at Trinidad

PART II

THE asphalt lake of Venezuela, known as the Bermudez Lake, is not so readily accessible to visitors as the Trinidad Lake, and very few tourists have ever seen it. In addition to its fame for containing asphalt deposits in size second only to those of the Trinidad Lake, this lake is noted for the international controversies which it occasioned for more than a decade, from 1897 to 1909, and for having been, during this period, a source of trouble and threatened to become a serious center of disturbance to the relations of peace and good will ordinarily subsisting between the Republics of the United States and Venezuela.

The lake is controlled by the General Asphalt Company of Philadelphia, which also operates the Trinidad Lake. The Venezuela subsidiary company is known as the New York and Bermudez Company which obtained its concession in 1885, but met with continual difficulty through rival promoters obtaining interlapping titles, and endeavoring to encroach upon the mining operations. The opposition interests in their schemes to "jump" the lake, had taken advantage of certain errors in measurements of the original concession, these having been due to inaccurate measuring from a winding Indian trail. The new claimants measured their distances along a good direct road which had been built by the company they were trying to oust from possession.

Photo from R. G. Legge

CONVEYING ASPHALT AT BERMUDEZ LAKE

In the meantime armed guards, lookout towers and searchlights were used at the lake to forestall raids on the property by rival interests. At one time open warfare at the lake, with possible bloodshed, was narrowly averted, for just as a battle for possession was about to open, the leaders of the hostile parties were fortunately able to fix up a truce, pending reference of the controversy to the local courts. When the question came up for judicial hearing the original concessionaries were relying for the evidence to support their rights on certain maps and other documents, which were being brought from a distance by a special agent who was unable to arrive from his long and difficult journey in time for opening of the court. Judgment was apparently about to be taken against the company, through lack of documentary evidence in their favor, and request of the attorney for postponement of the hearing was refused. This attorney then retired for a few moments, returning apparently in an epileptic fit, foaming at the mouth in a way that created the greatest consternation, thus forcing adjournment of court. His recovery was postponed until arrival of the evidence which he required. It was later revealed that the froth so opportunely appearing from his

mouth had been managed through use of soap.

Although the particular litigation mentioned above appears to have terminated favorably to the New York and Bermudez Company, nevertheless all sorts of difficulties were put in its way by the imprisonment of its attorneys, and removal of judges thought to be favorably disposed toward protection of the just rights of the company. In July, 1904, a Venezuelan gunboat arrived near the lake and the property was taken over by military force, partly on the ground of failure to perform obligations under the concession and partly for aid given to a recent revolution. The New York and Bermudez Company was kept out of possession of its property for five years from 1904 to 1909. In the meantime, a former employe who had acted as "informer" was put in charge as receiver, and the asphalt was shipped to rival interests in New York.

Photo from H. D. Baker

AT THE BERMUDEZ LAKE

The confiscation, of course, was a matter of serious concern to the Department of State, and a crisis gradually developed. The United States Senate Foreign Relations Committee finally also took the matter in hand, calling upon the Department of State to produce all the documents in the controversy. Fortunately, however, the questions involved were promptly and peaceably disposed of by General Gomez, who, during the absence of President Castro in Germany in 1908, took control of the Government of Venezuela. General Gomez ordered restoration of the property to its former owners, and since then the relations of the American interests operating the lake have been most cordial with the Government of Venezuela, as also with the Government of Trinidad.

Photo from H. D. Baker

GETTING ASPHALT FROM UNDER WATER

The Bermudez Lake is distant in a direct line only about 14 miles inland from the coast line of the Gulf of Para, just opposite to Trinidad, the anticlinal formations of which apparently extend into Venezuela. But it can be readily reached only by a roundabout river trip, 40 miles up the San Juan River and 7 miles up its tributary, the Guanoco, and then by a narrow-gauge railway line, owned by the company controlling the lake. It is located in the midst of a wild wilderness of swamp and jungle, in which all kinds of interesting birds, reptiles and quadrupeds abound.

I may briefly describe my own trip there about a year ago. Leaving Port of Spain in the evening on the company's steamer Viking, we were anchored at sunrise off the small Venezuelan coastal town of Cristobal Colon. Only about two miles away looms very high the small island of Patos, which belongs to Trinidad. The only inhabitant of this island is a person whose sole occupation for which he receives any compensation is hoisting the Union Jack at sunrise, and hauling it down at sunset. There is considerable delay at Cristobal Colon, awaiting custom house formalities, and every piece of luggage had to be sent ashore for examination. Cristobal Colon has a rather mixed population, first of the aristocratic, military, and civil government, then of the soldiers and peons. The jail, which has been the terror of filibusterers, revolutionists and smugglers, is naturally an object of some interest, so I requested permission of the captain of the guard outside to take a snapshot of it with my kodak. This was politely refused, but I was told that the guard itself would have much pleasure in being photographed, and so I gladly took a snapshot of these Venezuelan soldiers without showing the jail. During the régime of the Dictator Castro about $1,000,000 was expended in the construction of a long concrete

jetty intended for accommodation of the largest vessels, and to make this a sheltered port for the commerce of the entire valley of the Orinoco River and tributaries. But the work was never completed or put to any use whatever, and has proved merely a huge waste of money.

Continuing the voyage from Cristobal Colon, we soon reached the mouth of the San Juan River, which has its sources in the Andean spurs to the northwest. It has a connection with the delta of the Orinoco, about 30 miles to the southeast, by what is known as the Caribe Channel. Although an ordinary small-sized map of Venezuela may not even indicate the presence of the San Juan River, yet in its lower course it compares favorably with the Orinoco in width and impressive scenery. Around the bar of the San Juan River are to be found some of the finest fishing and duck shooting opportunities in this part of the world. All kinds of beautiful wild birds abound in countless numbers along this river, including especially flamingoes, egrets, pelicans, parrots, and macaws.

All the rest of the day and late into the evening, the Viking wended its tortuous way up this river with its great green jungles on each side, and mountains of the northern Andean range visible in the distance. Frequently as the wash of the steamer would temporarily draw off the water from the sandy banks, there would suddenly be revealed alligators who would rapidly scramble out of their habitual inertia, and retreat up the banks, but soon get overtaken by the returning waves of the wash. After 40 miles of this navigation in a westerly direction, we reached a small branch, the Guanoco, and up this we steamed for about 7 miles, to the small town of Guanoco, where all the asphalt product of the Bermudez Lake is loaded into steamers, sufficiently large to navigate even to America and Europe. But the river at Guanoco is so narrow that no fair-sized steamer could turn in it, and the largest steamers are towed stern first up the river by a smaller boat. It looks strange indeed to see ocean-going steamers in this very narrow river channel, partly arched by the tropical foliage of the wild jungle. It is not the call of the wild, however, curious and gorgeous as are its flora and fauna, that brings ships here from far distant countries, but the call for the asphalt of commerce.

Photo from R. G. Legge

LOCOMOTIVE CRANE AT BERMUDEZ LAKE

About a mile from Guanoco, and reached by the narrow-gauge railway to the lake, is a charming enclosure of some good land, high above the swamp and surrounded by picturesque hills. Here are located the headquarters and bungalows of the company's staff, and here I put up for several days pending my return to Trinidad.

Early the next morning, with Mr. Legge, the company's courteous local manager, I went by one of the cars over the narrow-gauge railway, the remaining 7 miles to the Bermudez lake, jungle and swamp being on both sides, until the country opens into the large expanse of the asphalt lake.

(*Continued on page 280*)

AMERICAN CONSULAR BULLETIN

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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 legislatures, 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.

CALLERS AT CONSULAR OFFICES

The following is an outline of an informal talk recently given to a class of Consular officers receiving instruction at the Department:

A Consular officer is a member of an organization to which he can contribute nothing but quality of service.

In certain professions, to be successful, one must be an expert in an art or science; in others a well-developed mechanical ability is a prime requisite. A salesman must possess a thorough knowledge of the product he is offering, the ability to illustrate its uses, its advantages, and he must have a good general knowledge of markets and commercial methods. But the essential factors in the success of a Consular officer—whose duties are many and varied—are adaptability, balance, tact, sound judgment, rigid impartiality and integrity, as well as a thorough general education and technical proficiency. A possession of these attributes will enable an officer to render quality of service in the discharge of his duties.

Quality of service is conspicuous in dealing with the business public and with callers at Consular offices. Therefore, to you who are just entering the Service, it may be said that most of your contact with callers will be with persons who want something—an official service, information, assistance or advice. You must, in every case, do all you can to give them full satisfaction.

In all your dealings with callers, you must always remember that tact, cheerfulness, courtesy and justice are indispensable qualities.

Tact has been defined as the adoption of method, manner, time and suggestion to the individual personality of a caller, or person to be dealt with, so that the best results may be secured. It implies mental perception whereby ability is secured to deal with others—not only without giving offense, but with the least friction. Tact implies not only understanding of human nature, but knowledge of when and how to do things—and also when and how not to do them.

It often happens that persons visiting Consular offices are confused; they are sometimes embarrassed; they are sometimes unable to state their errand clearly and concisely. They have little knowledge of legal forms—and, in the cases of immigrants, they may be slow to comprehend the operation of the Restrictive Immigration Act. In dealing with all such persons, the Consular officer must be patient and tactful.

Tact may put peoples of other countries wholeheartedly behind policies of our Government

(*Continued on page 276*)

ASSIGNMENTS

Consuls, Class IV.

Alfred R. Thomson, Madras.
Wallace J. Young, Regina.

Consuls, Class V.

Charles R. Cameron, Hongkong.
John K. Davis, Nanking.
Lowell C. Pinkerton, London.
Leslie E. Reed, Bremen.
Francis R. Stewart, Santiago de Cuba.

Consuls, Class VI.

Austin C. Brady, Saltillo.

Consuls, Class VII.

Hooker A. Doolittle, Marseille.
Lester L. Schnare, Cartagena.
Howard F. Withey, Copenhagen.

Vice Consuls de Carrière.

Alexander P. Cruger, Messina.
Samuel J. Fletcher, Havre.
Richard Ford, Penang.
Bernard F. Hale, Dundee.
Loy W. Henderson, Queenstown.
Alfred T. Nester, Naples.
Frederick L. Thomas, Calcutta.
Harry L. Troutman, Messina.

Non-Career Officers.

Edwin N. Atherton, Jerusalem.
William N. Carroll, London.
Percy G. Kemp, Almeria (temporary).
Ernest L. Monroe, Santiago de Cuba.
Harry B. Ott, Ciudad Jaurez.
L. Dale Pope, Kingston, Jamaica.
John S. Williams, Leeds.

RESIGNED

Ralph H. Bader, Consul, Class VI.
Harold R. Foss, Consul, Class VII.
Leroy R. Sawyer, Consul, Class VII.
Cathey M. Berry, Consular Agent.

VISITING OFFICERS

The following Consular Officers called at the Department on leave or en route to new posts during the period from July 15 to August 13:

Carlton Bailey Hurst, Habana.
Claude I. Dawson, Mexico City.
Otis A. Glazebrook, Nice.
Paul Knabenshue, Beirut.
David J. D. Myers, unassigned.
Leslie E. Reed, London.
John P. Hurley, Riga.
K. de G. MacVitty, Auckland.
Fred C. Slater, Corunna.
Harold R. Foss, Constantinople.
Rudolph E. Schoenfeld, Berlin.
Hugh C. McCarthy, Soerabaya.
E. Talbot Smith, Tientsin.
James M. Bowcock, Rome.
C. W. Loomis, Calcutta.
Robert E. Leary, Palermo.
J. Howard D. West, Liverpool.
William A. Smale, Habana.
Thomas B. Clark, Shanghai.
Herbert B. Monroe, Prague.
Foster H. Kreis, Shanghai.

PROMOTIONS

Non-Career Officers

Jose A. Armijo, Buenaventura.
Robert B. Bigelow, St. Gall.
Lawrence F. Cotie, Cartagena.
Elton N. Hoyt, Yarmouth.
Donald T. Jones, Plymouth.
Jake R. Summers, Hongkong.
John M. Vebber, Melbourne.

ASSIGNMENTS DIPLOMATIC OFFICERS

Gustav Papst, Jr., Lima.
James Orr Denby, Athens.
Waldemar J. Gallman, Habana.
Raymond E. Cox, Department.
Richard B. Southgate, Department.
R. Henry Norweb, Tokyo.

The BULLETIN takes pleasure in announcing the following births, and congratulates the parents upon the happy events:

A son, Lewis Preston, was born to Vice Consul and Mrs. Harold M. Collins, at Dublin, Ireland, on June 15, 1923.

A son, George Leszek John, was born to Vice Consul and Mrs. Sabin Jean Dalferes, at Warsaw, Poland, on February 25, 1923.

A daughter, Pamela Joan, was born to Consul and Mrs. Frank Anderson Henry at Barcelona, Spain, on June 19, 1923.

A son, Richard, Jr., was born to Consul and Mrs. R. F. Boyce, at Nassau, Bahamas, on July 24, 1923.

A son, James Edward, was born to Vice Consul and Mrs. Peter J. Houlahan, at Buenos Aires, Argentina, on June 17, 1923.

A daughter, Helen Louise, was born to Vice Consul and Mrs. Harold S. Tewell, at North Bay, Ontario, on July 11, 1923.

NECROLOGY

Mr. Carl R. Loop, American Consul at Malaga, Spain, died at Catania, Italy, on July 29, 1923, after an illness of several months.

His illness resulted from an infection of the lungs caused by impure sea water taken into them during the performance of an act of heroism in saving a Sicilian girl from drowning off the coast of Catania in the summer of 1922. He underwent several operations for the purpose of getting rid of the infection, but without favorable result.

Mr. Loop was born in New Ross, Indiana, September 10, 1877. He was educated in the public schools and Butler College, Indiana, and the Indiana Law School. He practised law in Indianapolis from 1902 to 1906, and from May, 1906, to February, 1907, when he entered the Consular Service, he was manager of the Court Department, Federal Union Surety Company, Indianapolis.

Throughout his career in the Service Mr. Loop was conscientious and painstaking in the performance of all his duties, and was many times commended by the Department for his work and by business houses throughout the United States for the character of commercial information furnished by him.

Mr. Loop is survived by his widow and a daughter aged sixteen.

Mr. Fred R. Robinson, American Consul at Saltillo, Mexico, died suddenly at Utica, New York, on July 22, 1923, while en route by automobile from his post to his home in Boston. The cause of his death has not been reported to the Department, but it is presumed to have resulted from the strain of the long automobile trip.

Mr. Robinson was born in Boston, Mass., May 20, 1874. He was educated in Boston English High School and Boston University, and received the degree of LL. B. at the latter in 1896.

After leaving college Mr. Robinson practiced law in Boston for twenty-five years and was an officer in several business concerns in that city during that period. He was also for many years a member of the National Guard of Massachusetts, and served two years with the United States Army overseas, first as commander of Battery B, 55th Artillery, which he took to France, and afterwards as Major in the Judge Advocate General's Department.

Mr. Robinson entered the Consular Service on June 14, 1921, as Consul of Class VII, and was promoted to Consul of Class VI March 1, 1923. His record was marked by an unfailing devotion to his duties and to maintaining the ideals of the Service.

Mr. Robinson is survived by a wife and two minor sons.

Mr. George F. Bickford, formerly American Consul at Antung, China, and unassigned since March 24, 1922, died of pneumonia at Centralia, Wash., on July 22, 1923.

Mr. Bickford became ill at his post three or four years ago as a result of overwork, from which he never recovered. On account of his illness, he was given unlimited leave of absence in 1922 and returned to his home in the United States, where he continued to reside until his death.

Mr. Bickford was born in Seattle, Wash., August 12, 1889, and was educated at the Chehalis, (Wash.) High School and Wharton School of the University of Pennsylvania. He entered the Consular Service as a student interpreter on March 10, 1911; was appointed Vice Consul and Interpreter June 17, 1913; was appointed Consul of Class VII September 14, 1917; Consul of Class VI September 5, 1919, and relieved of assignment because of illness on March 24, 1922.

Throughout his career as a consular officer, Mr. Bickford devoted himself unsparingly to the performance of his every duty and to the maintenance of Service ideals.

Mr. Bickford is survived by his wife and two children, who reside at Newchang, China.

The Old Bridge at Chaochowfu

By Consul Lester L. Schnare

NEAR the eastern border of the Province of Kwangtung, China, at the foot of the mountains where the River Han emerges from the encircling ranges through which its waters flow from their widespread sources in eastern Kwangtung and southern Fukien Provinces, stands the ancient and locally illustrious city of Chaochowfu, once the seat of government, the center of culture and the metropolis of all the country around. In all probability, it stood on or near the seashore at the time it was founded many hundred years ago; indeed, it is named in the earliest treaties between China and foreign countries as the port of this section of China at which foreign ships might call; but the silt-loaded waters of the river have since built up from the bottom of the sea a plain which, spreading fan-shaped from the city, now shuts it off from the sea at the nearest point by twenty miles of solid ground, so that the old city may no longer properly be called a seaport. With this distinction has also gone much of the business and prosperity to the younger and more active city of Swatow, situated nearer the sea at the edge of the plain; but the older city retains, along with many historic landmarks and quaint customs, a preeminence in matters of education and in population—for it is easily the largest city in Kwangtung Province east of Canton.

Easily the most interesting structure in this quaint city is the old bridge which is shown on the cover of this number of the BULLETIN. It was constructed many centuries ago—no one seems to know exactly when, and a few hundred years more or less apparently matters little in the estimates of its age; but it seems fairly certain that it was standing when Columbus made his famous westward voyage, and quite probable that it may have been completed even before the Normans conquered and civilized their rude Saxon neighbors across the channel. It is quite unlike any other bridge of its size to be seen in this section of China, and its construction is so unusual that a description of it may be interesting.

The piers of this old bridge are built of granite blocks from the nearby mountains. Each pier is approximately thirty feet square, and their tops stand about twenty-five feet above the water at normal levels. The spaces between the piers are bridged by two slabs of granite, each about three feet square and from fifty to sixty feet long. The task of transporting these huge pieces of granite and lifting them into place with the elementary machinery then in use must have been no mean one. It is suggested by modern engineers that they must have been hewn from the mountains at some spot near the river's edge, brought down to the bridge on boats and held there until an unusually high flood lifted them to the height of the tops of the piers where they were then anchored and dropped into place as the flood waters receded. Such a feat appears feasible, since the dykes along the river banks are actually higher than the bridge and the waters of the river cover the tops of the piers at extreme flood periods. It is said that several piers were erected in the middle of the bridge where a pontoon bridge now accommodates the traffic, but that the foundations of these piers were washed out so frequently that their restoration was abandoned. At present, therefore, the piers extend several hundred feet from each bank toward the center of the river, where a pontoon bridge, about two hundred feet long, takes the place of the missing piers.

On top of each pier the little shops and houses of artisans and tradesmen cluster thickly and precariously, and, were it not for the open spaces between the piers, one might almost cross the bridge without knowing that he had left the city street. In these shops the artisans fashion before your eyes and display for sale scissors and knives; farming implements of curious design; dippers, cups, baskets, fishtraps, hats, chopsticks and other objects almost innumerable of the ubiquitous bamboo; "Joss paper" for worship; cakes, sweetmeats and candies. You may watch a workman convert a thick disk of brass into a bowl or basin with no other tool than a hammer and an anvil. Vendors, resident and itinerant, offer for sale articles of clothing and foods as various as the shops ashore.

Across the bridge flows a steady stream of traffic, all afoot; for no wheeled vehicle is known or used in this section of China except upon the few modern, paved streets in Swatow or Chaochowfu, where rickshas are used as passenger conveyances. The bridge lies on the overland route to Jaoping, Ungkung, Chao-an and Changchow, important cities in Eastern Kwangtung and Southern Fukien Provinces.

Far more interesting, however, is the traffic which flows beneath the bridge. Huge Hakka boats, with wide, upturned prows and picturesque

square sails like no other craft under the sun, come sailing swiftly down stream laden with baskets of porcelain from Ko-pé, destined to be sent by coast steamer to Singapore or Java or Siam or, by junk, to nearer cities in China; laden with huge bales of soft yellow paper from Southern Fukien to be made into "Joss paper" in Chaochowfu and burned before some shrine or image, or to become fat, double-leaved account books in the shop of some merchant in China or the South Seas or, perchance, in the laundry of some Chinaman in America; laden with fat porkers from the mountains to be turned into dainty dishes for the feasts of the wealthy in the restaurants of Chaochowfu or Swatow; laden wide with piles of firewood or dried twigs and grasses for fuel. While up the stream, the crafts which sailed so easily and swiftly down now slowly and laboriously toil their weary way against the ceaseless current, pushed by long poles in the hands of a crew of four, six or eight boatmen, who make good use of the footing afforded them by the wide prow of the boat upturned at its peculiar angle expressly for their benefit. They are now laden with brown sugar, newly made from the lowland canefields; with rice from Saigon or Siam; with peanut oil from the crude oil mills of the lowlands; with petroleum from America or Java; with Joss paper from Chaochowfu; and with salt from the salt fields along the coast.

Interesting also are the long narrow rafts of timber that come floating down. Their small, short logs have been gleaned from the mountain sides and, frequently, carried many weary miles on the shoulders of men or women coolies at an enormous expenditure of effort. In the upper reaches of the river the rafts are wide and long with small shelters in the middle for the lumbermen and huge sweeps at each corner to aid in guiding them; but just above this bridge they are broken into the long narrow strips you now see so that they will pass between the piers. Down they come with the current, the lithe, sinewy brown bodies of the naked lumbermen glistening in the sun as they strain at sweep or pole in their efforts to guide the raft safely between the piers. And not without reason is anxiety written plainly on their faces as they approach the gauntlet, for the passage is narrow, the clearance small, and the penalty for striking a pier severe; for it is the barbarous custom of this bridge and the people who live on or near it that any craft which strikes a pier may be plundered of its cargo and torn to pieces! It does not appear whether this custom is sanctioned as a penalty to prevent damage to the piers through carelessness on the part of the boatmen, or has grown up out of a practice designed to extend aid to a wrecked craft by relieving it of a portion of its cargo; but it is a fact that, as soon as a craft strikes a pier an alarm is given and a yelling, excited horde of eager plunderers rushes out from shore, surrounds the wounded craft and quickly makes way with its cargo and pulls it to pieces, while the unfortunate boatman or owner of the goods looks on helplessly. It has happened not infrequently that a boatman, ruined by such a catastrophe, has drowned himself in the river.

Among the interesting legends that are told about this bridge is one concerning a wonderful essay that was composed by a famous ruler of this district, some hundreds of years ago, and read by him, from one of the piers, to the crocodiles which then infested the waters of the River Han. So beautiful was the composition and so moving its appeal, that the crocodiles—after, we must suppose, shedding a few tears!—were all persuaded to leave the river and have never since been seen in it. The famous essay is said to be carved on a tablet which stands beside a pool, about one hundred miles up the river, where it was also read with identical results, we are told. In the pool, they say, lie the bones of the very last crocodile seen in the river. As proof of the truth of this legend, if, indeed, anyone should be inclined to question its accuracy, it is pointed out that, whereas it is known that the river was once swarming with crocodiles, not one of these dangerous saurians is now to be found in its waters or, indeed, anywhere in these parts.

THE WAILS OF AN INSPECTOR

Although I have missed earthquakes, I did not escape an experience which to me was equally heroic. I refer to my inspection of four of the consular babies recently announced with a congratulatory line by the BULLETIN. It was one of the most embarrassing experiences of my trip and one against which none of the older inspectors had warned me, although their advice covered everything from malaria to shipwreck. I confess that the proper procedure for a consular inspector—unmarried, of course—when faced with a consular baby is a problem which I have not yet solved; the situation continues to be most painful to me. Presumably one eventually becomes accustomed to babies; one Consul General, who has three in his immediate jurisdiction, actually touches them and even claims that he takes them in his arms, although I did not see him perform this feat.

CONSUL PEPYS

July 21, 1670.—This day being a lockal holiday and the clarss released, did much pleasure myselffe lying abedd and to the offys onlie shortly befor noone, where I did mean to dygest and compend into brief forme all circkularrs regarding seafaring men. On colleckting them indeed all together, did fall into a wondering and mazement that there should be so much instrucktioning on such simple matters as spitals and wages and chirurgian's fees for boat's wains cracked skulls. "Laws," thought I, "it would almost seem that I should bind up the fisticuffing fellowe's heads myselff or mayhap send wife Sarah to the dock side with her linten bandages and sperrits of hartsohron hartshorn." Aye, and she would give them a sound rating, too, such as they are much in neede of. Oftimes have I pitied the poor garden man, an industrious fellowe enuff for a native of here, but given to taking overly of drams and grogs of a Sunday, when shee would tongue-lash him of a Monday morning, he standing, sayeing nowt, but with down cast countenance all alcokoholick and ashamed. Myselff, in matter of course, after much perussal of aforesayd circkulars and instrucktions, did come out at ye same entrance whereat I went inn, namely, that these circkularrs are meant at bottom to leave most all to the Consul's own best discretioun and yet allow room, by an "albeit" or "however," exceeding and cunning well placed, for the Foreigne Offys to rebuke the unlucky wighte should ought go amiss and sylence should all go well by the grace of God and the fryendlienesse of the lockal authoryities.

July 29, 1670.—Today for lunch at an hostelry in town so far distant that I must take thither a publick conveyance the cost of which was so great it would have made it cheaper to have had this man, the Captain of a neighboring port, to my own board to partake of a good meat pasty with vegetubbles and a small bottle but Sarah would have none of it, the eldest being home from Miss lePlace her schoole and somewhat boisterous by reasone of the unwonted freedom and Sarah unwilling to burden the new cooking maid so soon with extra labors. But the Port Captain must be entertained and well, too, he having in his hands to smoothe the way at his harbour for the skyppers of vessels and shyppers of goods from home into that reggioun. On my return to the offys founde the scriveners and clarks awaiting at the dore and skyelarcking about for in my haste to so distant an inn had taken the greate key of the outwards doore. The goode captain didde never-ceasinglie lament the inikwities of the port at where he is now (a good enough place it is in trew realty, much better than this fever infeckted place) and did much relate of the better positioun once held by him at the capital in the port and docks offys althoughe it payd him less and the goodwife misliked the air so close the mountaignes. However, as well content with the luncheon, the Captain enjoying the patatties (which for a wonder were well fryed and in whollie fresh greace) and his cherroots not half so bad, and I did gather fromm him as much informatioun of a trade nature as almost could be gotten from a trip to his town, my humble request for the coach fare thither and returne from the Contingentcies Allottment having beene refused.

August 10, 1670.—Busied myselff all this before-noon with small odments all, however, requiring some applickatioun of mynde—how the petteries do ackumulate! Towards closing hours did find myselff, alas, in a great humour and vex at the eldest Notary Clark and did give him a tremendous wigging, over what was in realty but a tryvyal slip which I however in my bile did magnifie into a blounder of proportiouns. Was thankfulle after all for these small detayles, there being nothing which some how after alle in God's good Providence hath not somewhere somethyng of good, for by them was enabled without too much strayning at my consciaunce to make validd exckuse of them not to ackompanie Sarah to the tea-gaff at the Britysh and Colonyal recktory and was yet not forced to remayn at them too long not to be able to stop an houre and a halffe on my waye home at Toppy Fairfax his rooms at the . . . . . Inn, where found (as I hadde expected)

Toppy himself in rare goode humor and three other merchant of this place all very merrie around a table of preferaunce and a tot of Toppy's most ecksellent good Iryshe. Was also able by some adroyte and unconspickuous questing to ascertain some facks anent the lockal marckit for waggon oyls and divers luberickants that will of a surety go most well in a secktioun of a reportt I have been meditating for long. Itt is to bee a generoul survay of this Consular Districk which has not beene summoned for by the Forayne Offyse but whiche I earnestlie wish to make—and as fullie and authentickallie as may bee—since indeed methincks such report shoulde in all consciaunce be rekwired of us Counsuls once in every severall years on all that does transypre commerciallie in our districks and that moughte in anie way affeckt our countries trade with these parts.

August 16, 1670.—My clarks and scriveners did spend, alass, the larger portioun of today making diligent searche for an olde copie of a dockumente attested before the fyrste Counsul at this porte some score and many more years agone whyche my Lord Chancellor doth now clamorouslie demand. Having sins enuff of my owne to anser for, God wot, I was loath to remedie those of my so distant predecessor. Onlie towards eve the unluckie paypper was at last founde.

Auguste 17, 1670.—Still musing this beforenoon on yesterdaye's pother over the lost dockument did make oathe to myselff no unluckie Coun sull wight coming at this port after me shall ever blamifie me as I did yesterday beswear the one time inckumbent here and resolved that all weightie dockumentes and transacktiouns shall be written and entered cleane and faire so soon as ever they be consummated into one goodlie large Booke—sorte of a Sundries Reckords Booke—wheare they may be founde in later and even distante yeares should it so come up that they be still of importaunce. Thus I do beleave there may be avoyded in the futur suche dustie rustling and turning over of antick packits and musty bockses as yesterdaie so fretted us all.

During the period July 1 to 31, 1923, inclusive, 2,131 miscellaneous and general letters were received in the Department from Consulates for transmission to the addresses in the United States. Warsaw led with 383 and was followed by Riga (352), Kovno (296), and Constantinople (127).

(*Continued from page* 268)

which they had not previously looked upon with favor; it may smooth out difficult relationships and humanize forces which might otherwise be harmful or antagonistic to American business interests. Tact is one of the greatest assets of the able Consular officer. Like good judgment, it is often, to a certain extent, an endowment. But it can be acquired—often unconsciously, as a result of dealing with all sorts and conditions of people.

Lack of tact is always resented, even though the absence of hurtful motive be admitted. The tactless officer alienates the sympathy of his subordinates, and is soon aware of this through act or by sensing alteration in their mental attitudes. This may in turn be resented as unfair by the officer, who feels himself to have been governed in his acts by his best sense of justice. The result is further clash of wills and undesirable effect upon behavior and efficiency. Every officer will recall to himself individuals and instances in which tactless methods have produced results the opposite of those desired, or where the exercise of tact has been a constant factor for good or has dissipated situations which appeared to be very serious.

Cheerfulness is part of the mental machinery necessary to getting desired results in your dealings with callers at Consular offices, and in your dealings with people upon whom you may call. It is an essential to high efficiency, for, when men are cheerful, they respond willingly to any call and give the best effort that is in them. Closely allied to the quality of cheerfulness is that of optimism. Then there is enthusiasm. Enthusiasm makes us do things with vim and vigor—not perfunctorily because it is duty—but with a desire and gladness to do them. It underlies Service Spirit. But, at the same time, you must be cautioned about over-enthusiasm. Over-enthusiasm is sometimes dangerous, in that it may blind one to vital miscalculations. In Benjamin Franklin's philosophy occurs the maxim "Be sure you are right—then go ahead." For a Consular officer, this might be amended by adding "and, while you are going ahead, be sure that you continue to be right."

Courtesy has been defined as the lubricant of human relations. Army Regulations recognize this fact when they say: "Courtesy among military men is indispensable to discipline." By courtesy is understood politeness, originating in kindliness and good-breeding. It is a civility in which a superior cannot afford to be outdone by a subordinate. It is often expressed quite as much by act and manner as by words. It is discourteous, for example, for a Consular officer to stand and look, in a bored, tired manner, over a visitor's head while apparently listening to his statement.

(*Continued on page* 279)

AMERICA AT THE OPIUM ADVISORY COMMITTEE AT GENEVA

(*Continued from page 261*)

The committee met at Geneva on May 24, and after the preliminary arrangements of business were settled, the American propositions were set forth by Mr. Porter and Bishop Brent as follows:

1. *If the purpose of The Hague Convention is to be achieved according to its spirit and true intent, it must be recognized that the use of opium products for other than medicinal and scientific purposes is an abuse and not legitimate.*

2. *In order to prevent the abuse of these drugs it is necessary to exercise the control of the production of raw opium in such a manner that there will be no surplus available for non-medicinal and non-scientific purposes.*

In support of these propositions, our legislation was cited as showing that the United States regarded all opium, coca leaves and their derivatives as dangerous drugs. After some discussion, the propositions of the United States were accepted by the committee with the following reservation made by the representatives of France, Germany, Great Britain, Japan, The Netherlands, Portugal and Siam:

The use of prepared opium, and the production, export and import of raw opium for that purpose are legitimate so long as that use is subject to and in accordance with Chapter II of the Convention.

The representative of India made a reservation to the effect that the use of raw opium, as practised in India was not illegitimate under the Convention.

When The Hague Convention was drawn, it was recognized in the instrument that the use of smoking opium would have to be continued for a time, but the Powers bound themselves to stop it as soon as possible. There was no mention in the Convention of the use of raw opium, as it did not figure in international trade as a drug of addiction. The committee, however, in adopting the American proposals, suggested a further conference of the opium and coca leaf producing countries and of the drug manufacturing countries to take measures for a reduction in the production of the raw materials and of the manufactured narcotic drugs derived from them. It further recommended a conference looking to a gradual reduction and eventual abolition of the practice of opium smoking.

It will thus be seen that the committee agreed

with the American proposals and that the objections which arose had to do with the practical measures necessary to put them into effect. This is a long step forward, and shows that the world is alive to the menace. It represents a different point of view from that of only a few years ago, when many governments were unwilling to admit that the non-medicinal use of opium was a regrettable abuse.

Photo from Edwin Salz

American Consular Agency at Coquimbo, Chile, after tidal wave of November 10, 1922

(*Continued from page 276*)

An efficient Consular officer is never too tired or too busy to give courteous and interested attention to all visitors at his office. You must show always by your attitude that you are at the service of your visitor; you must give him, tactfully, an opportunity to tell you what he wants; and then demonstrate by your interest, intelligence and cheerfulness that it is a pleasure for you to attend to him. Never listen in a perfunctory manner, no matter how busy you are; no matter how tiresome or unreasonable your visitor may be. In all your contact with visitors at Consular offices you must remember that the unforgivable sin—from the standpoint of the Department—is discourtesy.

Whether you are dealing with someone you know, or with a total stranger, always be courteous. Your visitor may be a person of no importance, but his presence in the Consulate and his request for your services—whether he is an American citizen or a citizen of another country—entitles him to your consideration. His good opinion of the Consulate and of the Service is always to be desired.

Always, if you can, approach persons when you see them enter the office or waiting in it. Greet them courteously and inquire whom they wish to see. Then direct the visitor to someone who can attend to him. Promptness, even in this detail, is always pleasing. If your visitor requests a personal interview with the principal officer, and the latter should happen to be engaged, introduce yourself. You may say: "The Consul (or the Consul-General) is engaged just now. I am the Vice-Consul. Is there anything I may do for you?"

Finally, in his dealings with visitors at the Consulate, a Consular officer must be just. The Consular officer's powers, in some matters, are great, and it is therefore essential that they be exercised with evenness and fairness. This is particularly true when he is dealing with prospective immigrants, or with applicants for visas, or with seamen. Regulations must be enforced strictly and firmly, but always politely and justly. Every applicant for a visa—every seaman—no matter how much their insistence or, at times, unreasonable demands may annoy you—must be given a square deal. In any matter of doubt or conflicting interest, all aspects of the case should receive patient and equal attention. Your decision must be based on a full knowledge of the facts, yet a sympathetic element should be present. You must, in all cases, cultivate and hold the confidence of persons dealing with you. Above all, your subordinates must be convinced of your desire to be fair and just with them.

THE ASPHALT LAKES OF TRINIDAD AND VENEZUELA

(*Continued from page 267*)

As the area of this lake is about nine times that of the Trinidad Lake, the landscape effect is naturally much more impressive, especially as it is bordered by forests with a background of mountains. The lake has also much more variation in its appearance and in the character of its asphalt. Certain parts appear to have springs of soft asphalt bubbling with gas, the largest being about 7 acres in area. But outside of such places where the material appears to be coming up from the earth, the surface of the lake is covered with trees and grassy vegetation which has to be cut off in order to reach the asphalt. The amount of water present is very great, and in digging out the asphalt, the work is largely done by men almost up to their waists in water, who pick out with their implements and lift up big chunks of the product, carrying them to small cars which take them to the larger cars of the narrow gauge railway to Guanoco, long trains being made up for such transportation.

Notwithstanding its far greater area, this asphalt lake contains much smaller deposits than the Trinidad Lake, for the depths of asphalt here are only from 2 to 10 feet, whereas in Trinidad they are known to be at least 200 feet. About one-tenth of the deposits here have already been shipped away.

Instead of being a uniform product as at the Trinidad Lake, the asphalt here varies from almost a liquid form which oozes up from the water and can be pulled out like seaweed, to greater degrees of hardness up to what is known as glance pitch and coke pitch, which can be removed only by blasting. The present production of asphalt here is about 40,000 to 65,000 tons annually, as against about 100,000 tons for the Trinidad Lake. The Venezuela Government receives royalties of about 80 cents per ton of asphalt produced.

The glance and coke asphalts, the former having a glassy appearance, have been formed through the agency of fires which occasionally sweep over parts of the lake during the dry season. The coke pitch has been subjected to a more thorough baking than the glance pitch. The glance pitch is mostly taken for account of the

Venezuela Government, which mixes it with powdered coal into briquettes for fuel. The coke asphalt is used to operate the narrow gauge railway, machine shop and other industrial uses at Guanoco, and during the war had a considerable export, some of it going even as far as Algeria, which apparently was hard pressed to find such good fuel elsewhere. Most of the asphalt produced here, is about as soft as dough or putty, and of about the same consistency.

While there is considerable firm ground on the Bermudez Lake, yet occasionally one may slightly sink into a sticky black mush, from which release may be only possible by letting heels and soles part with the rest of one's boots. Sometimes a snake or small animal may attempt to meander across this lake, and find itself on something akin to sticky fly paper, so that there is nothing to do by vainly strain and finally starve. Generally speaking, the asphalt is much softer here than at the Trinidad Lake and requires care and prudence to walk over it, and especially where it is largely inundated with water, one can get over it only by following the trestles for the cars, or on boards stretched over fairly solid places.

The vicinity of the lake abounds in many interesting species of fauna, and the company's quarters near Guanoco are now an important recruiting station for many valuable zoological specimens collected for the zoos at Philadelphia and New York, including all kinds of interesting birds, reptiles and mammals, up to the size of leopards and jaguars.

One extraordinary freak of zoology recently sent to Philadelphia, was the Mata-mata, which was described to me by one of the staff at Guanoco to be a "cross between a turtle, an alligator and a nightmare," and for ugly repulsiveness, almost a record breaker for the animal kingdom. It can move its tail inside of its shell like a turtle, but its long alligator shaped head cannot be thus withdrawn for cover under the shell, but can, however, be swung compactly against the side of the shell. Long, rough cones cover the shell, and hideous wart-like protuberances the neck and head.

The use of lake asphalt from Trinidad and Venezuela has been much affected during the last five or six years by competition with oil asphalts, especially for pavements. These oil asphalts are the by-product residuum of the petroleum refineries of Mexico and California, where the oils

have an asphaltic base. However, the markets for lake asphalt outside the United States have developed considerably in the meantime. Moreover, in the United States, there has in recent years been a rapid increase in the use of asphalt for other than paving purposes. Consequently, the two lakes of Trinidad and Venezuela have been able to produce satisfactory financial returns, notwithstanding the increasing competition of oil asphalts.

Among the various asphaltic products now largely manufactured may be mentioned waterproofing asphalts, paints, fabrics and insulating material, roofing asphalts, asphalt cement, slate surface shingles with asphalt body, expansion joints, pipe coatings and asphalt rubber for compounding with natural rubber. In the construction of large reservoirs, swimming pools, etc., and also of floors below any water levels, the use of asphalt mastic laid over stone or concrete foundations, acts as a seal coating and, expanding and contracting with climatic changes, obviates any possible chance of seepage or leakage.

The use of asphalt for preserving valuable objects was known to the ancient Egyptians, and in Layard's book, "Discoveries in the Ruins of Nineveh and Babylon," its use was mentioned in building the tower of Babylon. It was used in mortar long before lime, and ancient buildings cemented with asphalt mortar have been remarkably well preserved. The use of asphalt ceased during the Middle Ages, and was not revived until about 200 years ago, when discovery of asphalt rock deposits in Switzerland and France, gave a fresh impetus to its use. The first use of asphalt mastic was in laying sidewalks in Paris in 1838. In the same year, successful experiments were made in Germany with the use of asphalt, and Professor Dietrich of Berlin, did a great deal in promoting its use for street paving.

When most people think of asphalt they think only of its use for pavements, with little knowledge of other important diversified uses. For instance the person driving in a motor car over an asphalt pavement might be surprised to know that perhaps the tires of his car contain pure asphalt, compounded with rubber and fabric.

The modern thorough development of the asphalt industry is almost entirely an American accomplishment. The commercial value of the famous lakes of Trinidad and Venezuela has been developed largely through American enterprise in perfecting useful asphaltic products, and American salesmanship in finding world markets for these products.

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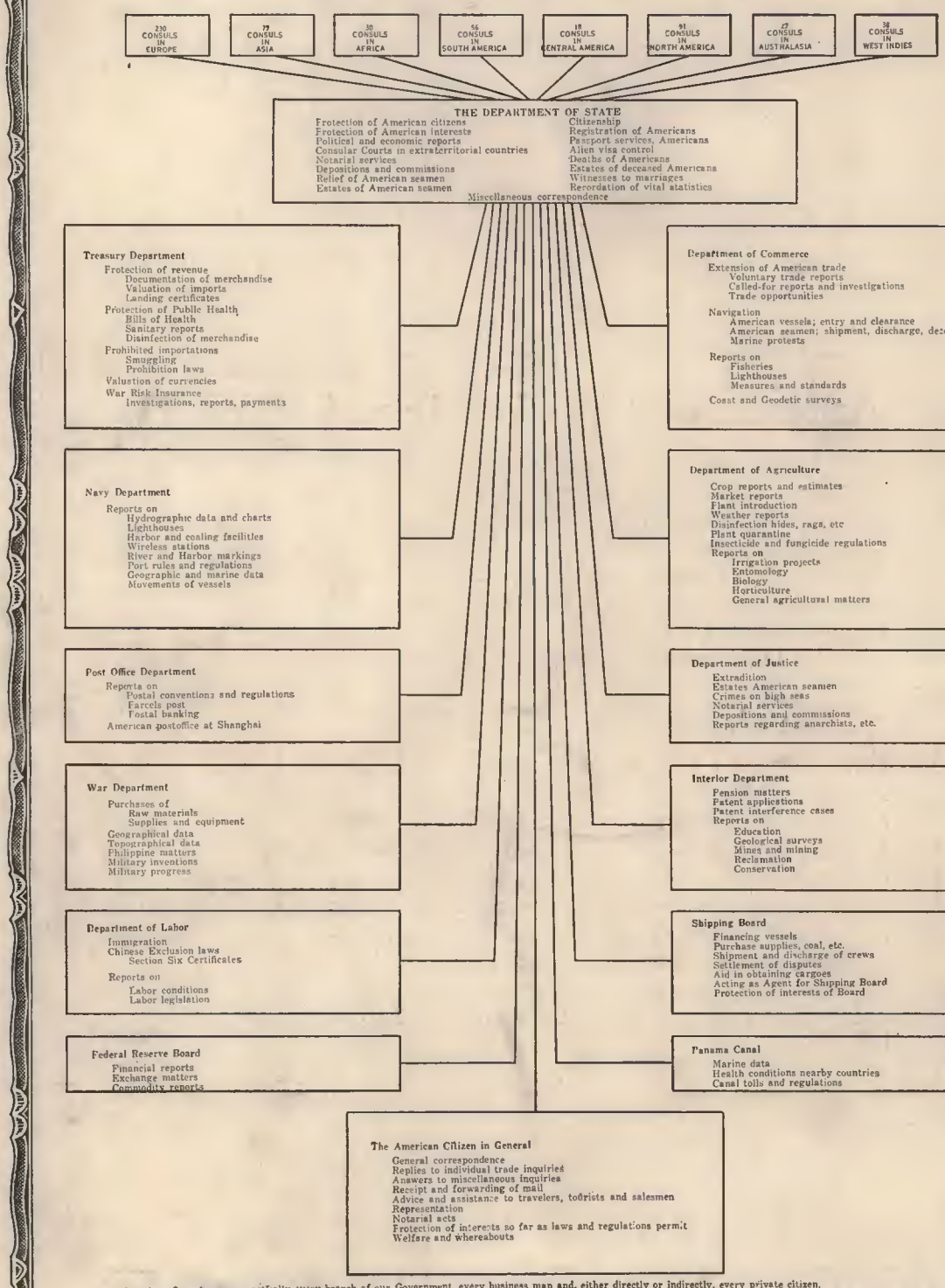

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This chart shows how information gathered by them is concentrated in the Department of State and then distributed to the various governmental agencies and to private concerns and individuals.
A Consul's more important duties are shown, but by no means all of them.