AMERICAN CONSULAR BULLETIN



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Vol. VI. JUNE, 1924 No. 6

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AMERICAN CONSULAR BULLETIN

PUBLISHED MONTHLY BY THE AMERICAN CONSULAR ASSOCIATION

VOL. VI. No. 6 WASHINGTON, D. C. JUNE, 1924

The Machinery of the Conduct of Our Foreign Relations

From an Address by Honorable J. Butler Wright, Third Assistant Secretary of State, Before the Annual Convention of the National Advertisers' Association

IN response to your invitation it is my idea to speak not so much of our foreign policies and relations, of which no one of the Department of State save the Secretary of State should speak, as of the machinery by which the foreign policies of this country are conducted, and it has occurred to me that it might not be without interest if I should endeavor to describe them briefly, with elaboration or perhaps departure from the strict letter of such exposition, should the matter prove of interest to my audience or should any questions be asked.

In the conduct of our foreign relations our machinery consists of two great divisions—the Department of State as the home office, and the Foreign Service—the eyes, ears and antennae of that Department which function abroad. Taking them in that order, we should think first of our Department of State as fulfilling the functions of what is known in practically every other country as the "Foreign Office"—an office dealing with foreign affairs. Our nomenclature is unusual. In Great Britain, for instance, the Foreign Secretary is termed the "Secretary of State for Foreign Affairs," and his colleagues in the Cabinet are termed, as in many other cabinets as well, Secretaries of State with varying portfolios. In our nomenclature we use but the first phrase, the first clause—Department of State, the Secretary of State—terms which have become unique and have a meaning peculiar to our own nation.

In view of the fact that the administration of foreign affairs naturally follows lines of definite cleavage, the Department of State is divided into six politico-geographical divisions, dealing with those portions of the world which their names imply: the Divisions of Western European, Eastern European, Near Eastern, Far Eastern, Mexican and Latin American Affairs. If my time permits I shall find pleasure, and I think you may find some passing interest, in a description of the conditions in the countries with which those divisions deal; the problems that arise in each of them, *vis à vis* ourselves, and each other; problems of one group of nations versus another group; problems which, I may say, are not confined to those which arise at the present moment in the central portion of Western Europe.

The Commissioned Officers of the Department of State, are, as you are aware, the Secretary of State, the Undersecretary, three Assistant Secretaries, and the Solicitor, with whom there is associated an officer of rank practically equivalent to that of the Assistant Secretaries—the Director of the Consular Service.

The Solicitor has no less than eighteen principal assistants, in addition to his clerical staff, and deals with a great variety of matters of civil or international law comprising questions of a legal nature affecting the relations of the United States with other countries and the drafting of political and commercial treaties and conventions, such as

those complex and far-reaching international agreements entered into at the Conference on the Limitation of Armament. The Solicitor's office also deals with claims of American citizens residing abroad against the Governments within whose jurisdiction they reside; the acquisition, inheritance and transfer of property in foreign countries; and last, but by no means least, questions concerning expatriation and extradition. Expatriation, perhaps, requires no explanation on my part, while extradition is a subject which might form the subject of many dissertations equal in length to the time at my disposal this evening.

We then come to the Economic Advisor, and may I suggest that in order properly to visualize his duties, public opinion should distinguish between three terms that are not infrequently used synonymously—trade, commerce and economics. As I view it, trade may be between any two or more of us, between merchants in this city or any other city in this country; commerce, as the name implies, is somewhat broader—the interchange of products between states of a nation or between nations. But economics, to which increased study and attention have been given during recent years, not only includes these but, as I hope I may be able to demonstrate shortly, underlies practically all of the relations of states and affects all the citizens thereof. That officer, therefore, has to deal with the broad questions of international trade, with loans to foreign governments, with drafting, in connection with the Solicitor's office, commercial treaties, and with such questions as those involved in the study of the oil resources of the world, in which are deeply involved our national policies.

There are also two important Bureaus, the Diplomatic Bureau and the Consular Bureau.

The Diplomatic Bureau maintains the records of the personnel of the United States Diplomatic Service and of the personnel of the Embassies and Legations of other governments accredited to the United States. Among many other duties, it has also to arrange with the Treasury Department for the free entry of the official and personal effects of these representatives of other governments and of diplomatic officers of the United States as they pass to and fro in the course of their duties. That sounds very much like a matter of simple routine, and sometimes it is so, but there are instances in which it is very far from a routine matter.

The Consular Bureau, running parallel in large part to the Diplomatic Bureau, has in charge the records of the personnel of the Consular Service and embraces a most varied line of activities. I do not except the Consuls from the field of economics because their activities necessarily weave into the fabric of the economic policy of the country at first hand, but they deal more with trade and with commerce than with the latter. In addition there are duties arising from certain unforeseen catastrophes. For instance, you may recall the circumstances of a motorbus over-turning on a cliff near Nice in Southern France, in which a number of Americans were killed. The efficiency and prompt action of the Consul at Nice in ascertaining the extent of the injuries sustained by the passengers, and in connection with the deaths, of which there were several, were such as to amaze the ordinary layman who hardly thought it possible for anyone to get in touch with such a situation arising instantaneously. Another instance might be cited in the activities of the Consular Bureau in the case of the earthquake in Japan. Night after night, at the time of the earthquake, the Consular Bureau remained open practically all night, certainly until after midnight, receiving information, relieving distracted families, and resorting to every possible means of communications by radio, by relays from Honolulu, through the ships of our Navy and by cable, in order to meet the volume of inquiries, and you doubtless know that for many days our Government was the only government which had reliable communication with Japan at that time.

I know my time is passing rapidly and I must touch upon many points but lightly. The Division of Passport Control, which deals with the applications for the passports which American citizens must have for purpose of identification and protection when they proceed abroad, issued 137,551 passports last year. Probably 150,000 passports will be issued this year.

If we pause to realize the amount of labor incidental to each of the operations to which I have alluded, you can perhaps form some idea of the amount of detail involved in the duties of the Visa Office, dealing with no less a question than the granting of visas on foreign passports for aliens who are desirous of proceeding to the United States, and upon which office rests not only the responsibility of decision as to whether desirable aliens shall be permitted to enter this country but, which is far more important, whether undesirable aliens shall be prevented from doing so. I think you will at once agree that in their relation to our immigration laws, these duties are of great importance and even greater delicacy.

The Division of Political and Economic Information collects and distributes reports from all

field officers, keeping the officers of the Department and of the field in touch with what occurs in all portions of the field and in this country.

The Division of Current Information, through the Press Bureau maintained in the Department of State, keeps the press of this country informed of international developments from day to day, a procedure to which I think this Government can point with great pride because it is the surest way to disarm criticism and assertions that this Government practices anything that might fall within the pale of what is commonly known as "secret diplomacy."

The Bureau of Appointments has to do with the examination of the antecedents of every applicant for both diplomatic and consular services, as well as for service in the Department and in the field whether he or she would be a desirable, reputable representative of the Government of the United States, at home or abroad.

Then comes a bureau charged with duties which seem of very routine nature—the Bureau of Accounts—but which is really far from being humdrum when you consider that it has to deal not only with the accounts of all these officers and clerks, and the transportation of the effects of officers and their families, but with the payment of obligations incurred by treaty or in the interests of other countries. The latter, as a rule, do not arise except in time of war, but I have still a distinct recollection of the throes through which we went at the time of our neutrality. I was in Russia at the time and we were in charge of Austrian and German prisoners of war. We were dealing then with every possible problem one could think of, from camel transportation to transportation on the Siberian Railroad, or by boat by the Volga River, or by sledge in the North of Siberia; when we had over a million Austrian and German prisoners to look after and some sixty to ninety thousand Turks, with all the work incidental to taking care of prisoners of war of any kind, augmented by the fact that when we gave what might seem to be too good attention to the prisoners we were accused of being pro-German and, on the other hand, when it might seem that we did not give them enough attention we were accused of being pro-Ally. So it seemed to us at that time that the middle road was very hard to find.



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HON. J. BUTLER WRIGHT
Third Assistant Secretary of State

The total personnel of the Department of

State is at present, roughly speaking, 600, a few more or a few less—not an excessive or disproportionate number of men and women to carry on the duties to which I have just alluded. Now, what does that organization do? Mind you, I have not touched on the foreign field yet. What does the Department do in the transaction of its business?

I have tried to outline some of the duties but I shall allude to several others. You are probably aware of the publication entitled "Daily Consular and Trade Reports," published under the auspices of the Department of Commerce, with which Department the Department of State maintains constant cooperation because of the fact that the duties of their foreign officers are closely parallel. It is thus easily explicable that a very fair proportion of the matter appearing in these Reports is supplied by diplomatic and consular representatives abroad.

Further contacts of the Department of State are with the Treasury, for instance, upon matters of finance and health; with the Department of Agriculture regarding crops and plant diseases; with the Department of Justice, concerning extradition, to which I have just referred; with the Department of Labor, concerning immigration to which I have also referred; and with the Departments of War and Navy, on obvious subjects. I shall not enlarge upon these contacts, I am merely trying to emphasize the fact that the Foreign Service, to which I shall allude in a moment, is the eyes and ears which enable these departments in large part to gain the information on which they base their policy.

I venture to observe, however, that hasty allusion to these subjects does not begin to do justice to the subjects or the ramifications thereof.

So much for the home office; now, we come to the Foreign Service.

The Foreign Service, as you are undoubtedly aware, is now divided into two branches, Diplomatic and Consular. If time permitted I should like to describe more or less the genesis of the two divisions of the Foreign Service and their gradual emergence from a sea of political considerations into a Service in which merit and efficiency and a selective process play an increasing part.

Briefly speaking, diplomatic officers of the United States are accredited to foreign governments, whereas consular officers are accredited to municipalities and districts. The diplomatic officers, therefore, deal with the officers of the governments to which they are accredited; the consular officers deal with the municipal and district officers of the countries in which they are resident, with the understanding that they are, in the last analysis, subject to the direction of the diplomatic mission to that country should a question grow beyond the proper periphery of the consul's jurisdiction and come within the realm of international representations as conducted under the precepts and customs of international law governing dealings between States.

The total personnel of the Diplomatic Service, including ambassadors, ministers, secretaries and clerks, is 629. We maintain diplomatic missions in fifty-one countries.

The total personnel of the Consular Service, including consuls general, consuls, vice consuls and clerks, is 2,818, with consular offices in 410 cities of fifty-seven countries.

Therefore, the total service, both at home and abroad, is 4,047, or 4,000 roughly speaking, which I beg you to bear in mind in connection with what I shall say in a moment.

We have discussed what the Department of State itself does in the discharge of its duties and the contacts it maintains; it may be interesting to study what contacts the diplomatic and consular officers of the United States establish. I hope that figures and facts will not prove boring, I am merely endeavoring to bring out the high lights, and succinct allusions will perhaps best serve the purpose.

It is, in general, the duty of our Foreign Service Officers, within their respective jurisdictions, to establish and maintain friendly relations between the United States and the Governments and people of foreign countries. They keep this Government promptly and accurately informed regarding all political and economic developments abroad, and transmit complete reports on such subjects as the finances, commerce, agriculture, mining, tariff and taxation of the countries where they reside. They are called upon to extend protection to American citizens and to promote their just interests in every proper manner.

Running over briefly cases of aid that have been given to American commercial interests by our diplomatic service, I may hastily allude to certain instances such as these:

A Legation secured the exemption of about seventeen million dollars of funds belonging to American citizens from the consequences of a forced loan, where said funds were about to be sequestered.

The same Legation secured the reduction of tariff rates on certain American goods, preventing the application of retroactive clauses to American goods.

One of the Embassies assisted in arranging that certain mail between North and South

America should be carried by American vessels from the Eastern Coast of the United States through the Caribbean Sea, through the Panama Canal, and down the West Coast of South America, a most important link in our contact with that important continent.

A Legation secured a reduction in the import duties on packing for American automobiles from thirty percent to ten percent. Another Legation secured a reduction of the import duty on a certain article amounting to several hundred thousand dollars, while a third secured payment to an American Oil Company of a debt of three million dollars for the delivery of oil.

The Legation at Bucharest secured an important concession in arranging that one visa on a passport be considered valid for any number of trips to and from that country during a year, thus saving thousands of dollars yearly for American business men when we consider that owing to our charge of ten dollars for a passport and ten dollars for a visa, other countries have adopted practically the same rate of fees. I recall distinctly a most benign old gentleman in London, who having a vacation of three weeks to spend in sauntering about the Continent, said to me that he would like to go to France, and from France, to Belgium, and from Belgium to Holland, and possibly to Germany, then back to Switzerland and Italy, spending a little time in Spain and Portugal, and when he found that it would cost him ten dollars for his passport to begin with and ten dollars for every visa, he spent his vacation in Kew Gardens!

An Embassy obtained the customs classification of oak furniture on the basis of thirty centavos per unit as against 150 centavos, which is equivalent to a reduction to thirty cents from $1.50—a great assistance to American manufacturers of office furniture.

As a last instance, the Legation at Vienna secured the release of the bank deposits of an American concern in a Viennese bank, which had been sequestered.

Will you now permit me to cite the following recent cases of consular trade promotion work? The duties of the officers of the foreign service in this regard are not to obtain contracts for any individuals exclusive of other individuals or other firms. Their duties are twofold. One is to report what we call trade opportunities, by means of the contacts they enjoy in the countries to which they are accredited, and by the daily press as reported by mail and frequently by telegraph concerning trade opportunities arising in certain districts of the country, in order that our manufacturers may intelligently bid for the market. Secondly, if an American individual, responding to this method, endeavors to bid for any such contract and finds himself in competition with other foreigners, or with local firms, the officer then, in the proper fulfillment of his duty to further American commercial interests, may be able to prove the *bona fides* of the American company and the adaptation of the articles to the market for which they are intended.

A Consul in Japan interested parties in the purchase of fifty-three Monarch gasoline engines on the basis of a minimum of 500 engines yearly thereafter. A Consul in Manchuria assisted in securing not only the contract for building of tramways in a certain city, but also the contract for the erection of an electric power plant. A Consul in Germany intervened to secure a permit for export by American firms aggregating some two million dollars. A Consul in China aided in securing a contract for an American engineering firm involving an expenditure of $425,000.00. The Consul General at Melbourne arranged for the sale of eighty American motorcycles in one month.

The Director of Customs in Paris, through the intervention of our Consul General in Paris, agreed to the elimination of the French duty upon personal effects, which has its value as far as travelers are concerned. A Consul in Spain assisted in obtaining an order for an American electrical company of $500,000.00.

I do not want to go into too much detail of figures, but a summary of the activities of American Consular Officers is as follows:

	1920	1923
Protection and welfare cases	40,869	75,309
Estates handled	609	1,037
Disinfection certificates	3,074	8,307
Sanitary reports	12,104	15,158
Voluntary trade reports	7,711	16,601
Called-for trade reports	4,797	10,598
Consular invoices	598,809	806,817
Letters received	679,756	904,601
Letters sent	795,051	1,007,438
Total fees collected	$2,917,387.08	$6,805,471.31

I venture to believe that these figures justify their inclusion in my remarks.

We have asked our diplomatic missions to furnish us with reports of the outstanding cases in which they have been of assistance to the commercial interests of the United States. Let

me refer to the service rendered to American commercial interests in 1923 by fifteen of our fifty-one diplomatic missions, of which I will cite five classes of outstanding assistance:

First, protection of American commercial interests, and prevention of discrimination against them. Under this there are 126 cases, involving obviously millions of dollars.

Second, thirty-one cases of aid in the removal of restrictions on American commerce.

Third, aid in obtaining settlement of claims and debts of American citizens against the governments of foreign countries. Seventy cases of this nature, involving about two million dollars.

Fourth, assistance to representatives of American concerns obtaining for them equal treatment with nationals of other countries in submitting proposals and obtaining contracts. There were forty-nine such cases in which, I may say in passing, is embedded the genesis of the foreign economic policy of this country.

Fifth, general assistance and advice to American business men and firms in connection with financial and commercial matters of which there were eighty-eight cases.

I should like, if I had the time, to quote from a most formidable looking document entitled "What Your Consuls Do," but I will refrain, although if questions follow what I have to say, I may be able to bring out some of these facts.

I have been endeavoring to demonstrate, with what success I am not sure, the fact that the relations of State at the present moment, while roughly political, are politico-economic, or, if I might coin the phrase, economo-political, and I venture to submit that the facts and figures to which I have previously alluded certainly make a fair case for the affirmative side of that argument.

If we assume, therefore, as I think we can, that the relations of States are basically economic, I think we shall find our foundation firmer beneath our feet. For instance, if one should analyze, as I said a moment ago, the basic consideration in the question of mandates and mandated territories, and our policy in connection therewith, it would be found to be that of equality of trade opportunity, which is, I submit, economic. If we speak of the doctrine of the "open door," if we speak of the questions of the development of the unexplored resources of the earth, and so on, almost *ad infinitum*, in the last analysis the basis of the majority of international relations, and I think, practically all the important disputes of an international nature, will be found to be economic.

If this be granted, it seems that it strikes very closely home to everyone in this country, because, roughly speaking, we are all divided into two classes: those who are born with silver spoons in their mouths and who do not have to work, or those who are engaged in some form of industrial enterprise or professional activity, in order that they may earn their daily bread. The former class depends almost entirely upon the income from investments; and if international economic chaos befalls, or if the credit of their country depreciates, obviously the returns on their investments depreciate, and they are seriously affected. Should they travel abroad, they would, in addition, be interested in seeing that their country is represented in foreign countries by men who properly uphold the prestige of their government, in external appearances and conduct as well as in other ways.

The other class may be divided into two; those who transact their business at home with ramifications abroad, and those who transact their business abroad through agents or branch houses. In the former case, they will certainly depend upon intelligible and reliable reports submitted by intelligent and capable officers abroad, to a department prepared to analyze the situation and to disseminate the information thus received; and if they deal directly with competitors and consumers abroad they should certainly expect to find that class of individuals in their diplomatic and consular missions who are equipped to give them assistance, advice and guidance born of experience and knowledge.

If that be the case, then all our people in private life, and, I venture to believe, most of our men in public life, are thereby directly affected.

Now, the question here naturally arises, how much does this all cost? May I say here, and with all the emphasis that I can command, that the Department of State, as an important factor in the administrative machine, is heart and soul, both in letter and in spirit, in support of the policy of economy as announced by President Harding and maintained by President Coolidge. No plea we might make would in any way run counter to that policy. I shall merely endeavor, however, to make clear two things; first, that this is not as expensive a service as a casual observer might deduce; and, second, that we hope that this justifiable policy of economy will not result in further curtailment of the budget applicable to the Department. And for this reason, if we effect a saving it does not, as it would in the majority of business interests, appear to the credit of the particular line we carry.

It appears in the books of the Treasury of the United States under that nebulous, and rather indefinite title, "Receipts from Miscellaneous Sources," and any Department that might effect a saving of a few thousand dollars would receive no less credit upon the books than would the greatest revenue producing department of the Government.

Now, I return to this question: How much does this all cost?

The expenditures of the Department of State, the first branch to which I have referred, for the fiscal year ending June 30, 1923, were $1,096,824.41.

The expenditures of the Diplomatic Service, the second branch of which I have spoken, and the first branch of the foreign field were $2,360,469.06.

The expenditures of the Consular Service, the third which I have mentioned, were $4,078,208.04, or nearly five million dollars.

This makes a total of $8,435,501.51, or, roughly speaking, $8,400,000—not a very exorbitant figure, I think you will admit, for the maintenance of such a machine as that which I have endeavored to describe.

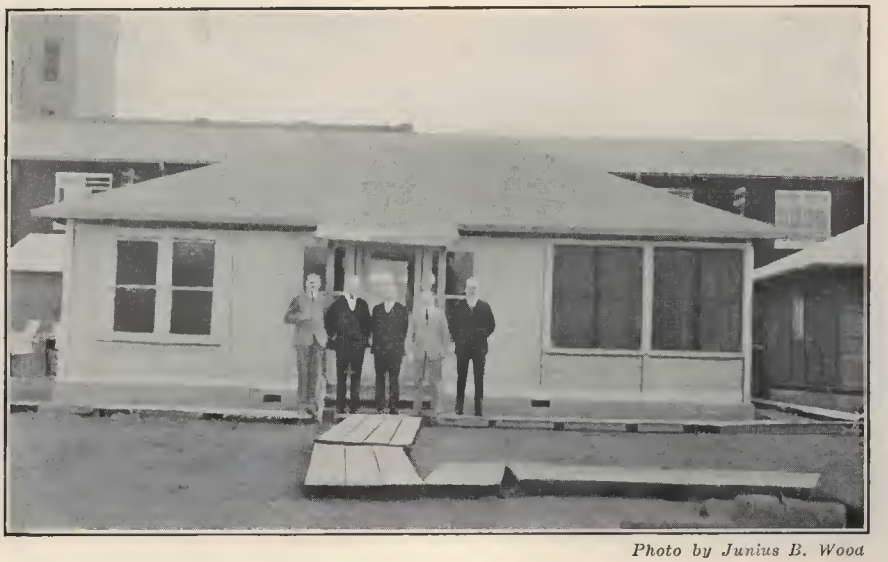


Photo by Junius B. Wood

THE STAFF AND TEMPORARY QUARTERS OF THE CONSULATE GENERAL, YOKOHAMA

Left to right: William F. Nason, Interpreter; Graham H. Kemper, Consul; Nelson T. Johnson, Consul General at Large; Leonard N. Green, Vice Consul; Walter S. Ruffner, Vice Consul

And if you are good enough to grant that, perhaps you will grant the next point, that it is even less expensive to the Government of the United States, when I inform you that the receipts of the Department of State for the same period were as follows:

From the Consular Service, $6,805,579.00
From passport fees, $1,144,000.00.
From miscellaneous fees, $31,000.00.
A total of $7,980,579.00.

That is, the difference between the total fees collected and the total budgetary expenditure was only $453,934.90, a figure which represents the *net cost* of these great Services.

Now, I do not believe that any organization, national or domestic, could be expected to run on much less, and I venture to think that very few people in this country appreciate that the net cost of the Department is so little. Let me stress my point again by saying that our expenditures are based upon a budget, and that the budget is composed of items that we estimate the services will cost, and that what we can expend is what the "powers that be" allocate to us. If, therefore, the returns of the Department in so far as I have described them, continue to approximate anything like such sums, it seems reasonable to hope that our budgetary allotments will not be so seriously reduced as to impair our efficiency.

If I did not think that it would be an imposition upon your courtesy and patience, I should like to outline the development of the Consular Service from the days when it was entirely a field for the distribution of political patronage and the methods by which it has been placed upon a civil service basis, and now constitutes a service which is, I think, the envy of the majority of nations and a great credit to the Director who has fostered it and watched it with never ceasing care, as well as the partial evolution of our Diplomatic Service, from the time when it was, even to the appointment of secretaries, a favorite field for the dispensation of

political patronage, until it has now become a service based upon civil service principles in so far as the secretarial grades are concerned, and officered by secretaries chosen by competitive examination.

In the Consular Service, to whose activities I have alluded, the officers rise by merit to the highest grades, which are at present those of Consuls General at London and Paris, with salaries of $12,000 per year, and the admission of any one to the Consular Service except by appointment to the lower grades, after competitive examination, is prohibited except in those instances where persons employed in the Department of State with salaries of a certain grade are eligible for promotion to the Consular Service on the basis of ability and efficiency as shown in the Service.

The Diplomatic Service has gone through similar vicissitudes and has finally emerged to the stage which I have just described in which, however, the anomaly exists to which I may venture to refer from the standpoint of a service man—and I plead guilty to that indictment—in that a Secretary having attained, after examination and by promotion, the highest secretarial position, there is no guarantee that he may attain the position of Minister or Ambassador.

Let me make myself perfectly clear. I mean that notwithstanding the fact that two Ambassadors and twelve Ministers have been promoted from the secretarial ranks of the service for meritorious performance of their duties, there is no guarantee that domestic political exigencies will not render it desirable that some, at least, of these higher posts be awarded to men from without the ranks of the service.

I am far from arraigning the system. It has many advantages. Great Britain, for instance, is changing from the extreme of no promotions except from within the service to a system in which many of the chiefs of their most important missions are appointed from civil life. We are proceeding from the other extreme; at one time all of our chiefs of mission were appointed from civil life, but we now seem to be slowly progressing toward the appointment of some of our Ambassadors and Ministers from the service ranks.

To devise a method which would further the ends to which I have alluded—improve the service, and bring the situation into proper correlation with the present day situation of politics and economics is highly desirable. To adopt so inelastic a system as to preclude the possibility of a particularly suitable person being chosen from civil life as a chief of mission, would be to deny the versatility and adaptability of the outstanding men of this country to rise to great emergencies, as, for example, John W. Davis and Walter H. Page of one party, or Joseph W. Choate and James Russell Lowell of another party. But to continue an unreasonably inelastic system to such an extent that merit is neither invited nor considered, or to appoint to high positions, as chief of mission in countries where our people are interpreted in the terms of our representatives, persons who are chosen solely for domestic political reasons and who possess no knowledge of the language or customs of the country to which they are accredited, is something which can hardly appeal to anyone who is interested in the attainment of the ends to which I have alluded.

There has been introduced in the House of Representatives by Representative John Jacob Rogers of Massachusetts, a bill* for the reorganization and improvement of the foreign service. I have here a copy of the bill and I shall be glad to inform anyone as to its provisions. Permit me to state, however, most emphatically that anything I have said or may now say is not to be interpreted in any way, shape or form, as propaganda for this bill, or in any sense as lobbying for it, or as any activity on the part of the Department of State on behalf of any legislation, except as such deductions may be made from an impartial exposition of what we have done and are doing, and what we would like to do if we can command the support in this country to which we think the Department of State is entitled.

And may I also observe, in passing, that while many Departments of the Government are engaged in the elaboration and extension of their activities in new experiments, in new fields of research and new applications of influence—and quite justifiably so—we are merely engaged in endeavoring to keep pace with the increased work that falls upon us with certainly no invitation on our part.

The bill can be considered an administration measure; it has been endorsed by President Harding and President Coolidge, as well as by the Secretary of State, who has spoken on the subject a number of times. It has also been endorsed by such organizations as the Chamber of Commerce of the United States, the Illinois Manufacturers' Association, the National Foreign Trade Council, the National Civil Serv-

(*The Rogers Bill on May 1, 1924, was passed by the House of Representatives and by the Senate on May 15, 1924. Ed.)

(*Continued on page* 220)

Rogers Bill A Reality

Anticipatory Remarks Give Way to Solid Facts as the Bill Emerges Triumphant From the Senate

ON the morning of May 13 the Committee on Foreign Relations of the Senate took up the Rogers Bill, as passed by the House on May 1, and after adopting four amendments thereto, ordered the bill reported unanimously.

During the night session of May 15, about 10 p. m., Senator Lodge, chairman of the Committee on Foreign Relations, called the bill up and it was passed in a few minutes with very little debate, and without opposition.

On account of the Senate amendments, it will be necessary for the bill to go back to the House for a vote on the proposed changes. This will be done by a motion to concur in the Senate amendments. If the motion passes, the bill is passed; if it does not, with respect to any of the amendments, then the bill will go to conference for the purpose of reconciling the differences between the two houses.

Mr. Rogers will offer such a motion within a few days, and long before the BULLETIN reaches the field final action will have been taken. After the matter of amendments is disposed of,* the bill will only require the signature of the President to become a law, which in this case is a mere formality as the President endorsed the measure in his first message to Congress.

In the legislative sense, the Senate amendments are of slight importance, and therefore should incite little or no opposition; whereas, to the Service they are of capital importance, and involve matters of extraordinary interest.

The first amendment changes the language of Section 5 so as to provide for reinstatement by Executive Order of the President, under such regulations as he may prescribe, of Foreign Service Officers separated from the classified service by reason of appointment to some other position in the Government service. Its effect is to make provision for such cases as Mr. Leland Harrison, Assistant Secretary of State, or Mr. J. Butler Wright, Third Assistant Secretary of State, who were compelled to separate themselves from the classified service to accept the positions which they now hold. Also, the Department should be in a position to permit its Foreign Service Officers to transfer over to the service of another Department for limited periods of service with the promise of reinstatement when the tour of duty is completed.

The second amendment reads: "That the Secretary of State is authorized to prescribe a per diem allowance not exceeding $6, in lieu of subsistence for foreign service officers on special duty, or foreign service inspectors."

Every inspector in the service will welcome a per diem allowance of $6 as a substitute for the present burdensome system of detailed accounting for subsistence expenses. Heretofore the lives of inspectors have been made miserable by the constant thought of keeping vouchers and notes on all small items of expenditure, and by the ordeal of working these up every quarter, with their translations and conversions from foreign currencies at prevailing rates of exchange.

The third amendment reads: "Whenever a foreign service officer becomes separated from the service except for disability before reaching the age of retirement, 75 per centum of the total amount of contribution from his salary without interest shall be returned to him."

In the bill as it passed the House the amount returnable was 50 per centum instead of 75 per centum.

The fourth amendment, and by far the most interesting one, is as follows: Sec. 22. The titles Second Assistant Secretary of State and Third Assistant Secretary of State shall hereafter be known as Assistant Secretary of State without numerical distinction of rank; but the change of title shall in no way impair the commissions, salaries and duties of the present incumbents.

"There is hereby established in the Department of State an additional Assistant Secretary of State who shall be appointed by the President by and with the advice and consent of the Senate, and shall be entitled to compensation at the rate of $7,500 per annum.

[EDITOR'S NOTE.—Last minute before going to press information is received that the House has concurred in the bill as amended by the Senate.]

(*Continued on page* 234)

How Consuls Foster Good Will

By Frederick Simpich

[This article by Mr. Simpich appeared in the March Rotarian, with whose kind permission the Bulletin reprints it. Ed.]

MOST people know, albeit vaguely, that their consul is the agent of their country in other lands. In his visit abroad or a dash around the world, the speeding tourist hunts his consulate, to have his passport stamped, or ask for mail. Often he has to elbow his way in, past jostling sailors crowded under the Sign of the Eagle, or Royal Arms, or break through a long line of immigrants, down which a lynx-eyed doctor is working his watchful way, peering at palms and up-turned eyelids. Mates and skippers are there, too, getting bills-of-health to clear for their home ports. Behind a railing, a flock of clerks—betrayed at once by speech, dress, and mannerism that hint of homeland—play with two fingers on typewriters, or pass out finished papers to callers at the counter. Altogether, it's a busy place.

But where, you ask, is the consul—doesn't he ever work? Always! Maybe he's there, behind that door marked "Private," hurriedly answering mail to catch a homebound ship. Or just now, maybe, he's down at the city dungeon, prying some erring countryman from the convulsive clutches of what his nationals consider as "fool foreign laws"; or maybe he's calling on the local governor, smoothing his ruffled feathers, pouring oil on troubled waters, settling any one of the endless frictions always found where one nation rubs another in the keenly competitive marts of world trade.

For, be it known, the laws of practically every civilized country say that one of the consul's chief duties is "to cultivate and preserve friendly relations" in the country where he is stationed. That is a simple phrase. It even sounds perfunctory. It is almost lost, among the voluminous "do's" and "don'ts" of the usual "Consular Regulations," yet the consul who ignores it is soon homeward bound. For it has been found, time and time again, that when consuls keep this law, they wield a powerful influence in fostering international good will.

To a striking extent, the ever-increasing foreign commerce, the advantageous trade treaties that are enjoyed, the comparative safety in which citizens live away from native soil and carry on business, are due to the tact, common sense, and painstaking thoroughness of the consuls in various lands. In every big inland center, at every busy seaport on earth, the leading countries of the world keep a consul. They cover the earth, like police telephones in a great city. Instantly, from anywhere, they report to their home governments events of significance, enabling those who guide the ship of state to shape safe policies, avoid disputes and wars, and make profits on their "foreign" trade. All in all, the average consulate is one of the most highly systematized, comprehensive, and impartial fact-finding organizations anywhere on earth.

"Be accurate, be fair, and be friendly," Uncle Sam says, for example, when he sends a young man abroad. "Remember, in the eyes of those among whom you live, you are America. The millions at home are judged by your daily habits, your conduct, and your personal standards. Study their history, learn their language and customs. Respect their religion, their government, and institutions. Fly your biggest flag on their holidays. Pay your respects on their days of national rejoicing; sympathize when grief bows them down. By treaty and usage the nation to which you are accredited protects and defends you as an honored, official guest. In its eyes, you are not only the delegate from the government at Washington—you are the representative of every State in the Union, of every county and township, of every living American back at home. And that other country is your host. . . . Cultivate and preserve friendly relations—or your usefulness is ended."

John Bull says virtually the same thing to the young men that are sent into the British consular service. Under the "General Instructions to British Consuls" the consul is at all times to advise His Majesty's trading subjects, to quiet their differences, and to bring about friendly relations as much as possible, between the subjects of the homeland and those of the country to which he is accredited. The list of the official duties of the British consul is quite as long as that of the consul of Uncle Sam. For example, the British consul also acts in the capacity of a notary public; he draws up marine and commercial protests; attests documents brought to him, and, if necessary draws up wills, powers of attorney, or conveyances. He even celebrates

marriages in accordance with the provisions of the foreign marriage act of 1892, and, where the ministrations of a clergyman cannot be obtained, reads the burial service. And at seaports he has further duties to perform in connection with the British Navy. It is not generally known that in the absence of any of His Majesty's ships, in a harbor, the consul becomes automatically the Senior Naval Officer; and it is part of his duties to look after men who are left behind as stragglers or in hospitals or in prison, and, when the exigencies of the case necessitate, send them on in due course to the nearest ship. Furthermore, British consuls in the Ottoman Empire and in China, Siam and Korea, have extensive judicial and executive powers.

Yes, the consul is on the job—even if you don't happen to see him, when you dash in to grab your mail, or get your passport stamped.

Bagdad is one of the strangest cities on earth. Forty or fifty different races, tribes, and religions are herded together; brawls, intrigues, robberies, and murders are its life. When I was sent there for duty, only a very few years ago, it lived as in Abraham's day. Sheep were slain to seal vows—as they still are—and men kept covenants of bread and salt. Promptly at dusk the great gates of this old, walled Bedouin town were closed, to keep out marauders. In the most stifling nights of the "hot season" we slept on the roof, and from this safe retreat we often heard the yells and shots that told of crime in the streets below—or on the open plain outside the walls. Now in this old home of Haroun al-Raschid there lived, in the years of the World War, an American consul named Heiser. His position, cooped up in half-famished Bagdad, overflown with wild Kurds and fanatic Turks, was anything but pleasant.

To protect American-owned property from those on plunder bent was a task in itself. Strict as their discipline was, the Turkish officers could not always restrain their predatory half-wild soldiers—or the habitual civilian thieves and robbers who made pillage their profession. Besides his obligation to American interests, Heizer—in the absence of the French and British—had also to do all he could to protect their property, and to make life less miserable for such British and French subjects as were held prisoner by the Turks.

For months, the Turks beat back all attempts of the British to advance with their Indian troops from the south. Above the old tombs of Ezra and Zobeida and over the ruins of Babylon and its crumbing tower, their bombing planes were whirling—but again and again the Turkish cavalry drove back their land forces, holding Bagdad safe against all assaults. Then, one night came secret news to Heizer that all was no longer well with the defenders of the Faith. In this great clash between Cross and Crescent, the British were slowly gaining ground. Suddenly to abandon Bagdad, then, and fall quickly back along their line of communication with Mosul and Stamboul, was the secret plan of the Turks.

To Heizer, this startling news brought the gravest apprehensions. From his twenty years in Turkey, and his memory of other massacres, this meant only one thing—wholesale murder, horrible beyond words. It meant that the minute the last Turkish troops marched out the North Gate of Bagdad, the battered old town would welter again in one of those orgies of slaughter and pillage which have been its evil fate since the days of Timur the Tartar, and Ghengiz Khan. Dangerous as it was, his duty as a Christian and a consul was plain—his action inevitable. Shortly after dusk, confiding only in his faithful servant, he slipped from seething Bagdad in disguise, purloined a stout horse and fled boldly out into the darkening desert—a no man's land of spies and outlaws, of thieves and murderers. Somewhere out on that hostile plain, across those trenches empty now except for the still, huddled forms of Turks who would fight no more, Heizer knew he would strike the British lines. That is, if he were lucky enough to avoid the thugs who robbed the dead and stripped the wounded—lucky enough not to be shot by sentinels as he neared the British lines. A long night of supreme physical effort and recurrent perils it was—a night of sheer luck in avoiding those who challenged his advance; yet in the end he came safely to the friendly lines, and delivered his warning message. Immediately the British advanced, to occupy Bagdad, and to save its thousands of Christians and their homes, and the property of Europeans, from destruction. The British authorities were enormously grateful, I am told, and so was all Bagdad—except the turbulent fellows who lost their chance to kill and plunder. In all the annals of consular adventures, this humanitarian service has few equals.

Away out in Tabriz, Persia, all the missionaries—British, German, and American—still bless the name of Gordon Paddock, an American consul who bravely defended them, their wives, and children, when hostile Turks and Kurds came raiding and killing around the Lake

Urmia region in 1918. Later, under peculiarly trying circumstances, Paddock planned and carried out the safe transport of these refugees over a hundred-mile route across hostile territory, to the safety of the British military line that ran from Kermanshah to the Caspian Sea.

There's a nicely printed, beautifully bound book of rules and regulations, all filled with stern departmental do's and don'ts—designed to obtain uniformity of practice in American consulates throughout the world. Officially, for example, it says that no American consul should wear spats and a high hat—or attend a bullfight—except on the occasions prescribed in the Circular Instruction of October "steenth," 1812. Theoretically, his official functions are defined and limited by these regulations. In practice, however, the consul of vision, judgment, and energy—of love for his fellowman—often goes far beyond the limits of authority as set down by rule. But he does so at his own risk. Should he bungle, or put his government in an embarrassing position, he must pay the fiddler. To the credit of those consuls occupying important posts, however, it can be said there is much risking of official necks—and very little bungling. (All consuls knock on wood!)

Over at Jerusalem, in World War days, were many Syrians and Arabs sympathetic with the French. When the crash came, Mustapha Kamal swept down from the North, to seize and hang scores of prominent natives, suspected of being pro-Ally. Now American Consul Glazebrook, at that time, was in charge of French interests, and so carried the keys to the French consulate. In the files of that office, Kamal well knew, the French consul had a list of all Turkish subjects friendly to the Allies; and he wanted that list, that he might round up and hang every man whose name was on it. So he called on Glazebrook, and stated, firmly but politely, that the Yankee consul would have to deliver the keys—or that he, Kamal, would take other steps to get what he wanted. "I'll think it over," parried the dignified doctor, sparring for time in which to plan some way to save Jerusalem from any more wholesale hangings. The "thinking" was snappy and fast enough, as subsequent events show. For when, a few minutes later, Kamal got the key and sent his officers to search the French consulate, no trace of the fatal list was found. To this day, however, there are certain native notables—alive and safe in Jerusalem—who thoughtfully feel of their fat, unbruised necks, and thank Allah that it was only a short run from Glazebrook's back door to the French consulate.

In many emergencies a consul must act quickly—and report afterward. And, though no longer clothed in any diplomatic character, no man needs more diplomacy in his work.

The consul enjoys certain special privileges because of his representative character.

In Oriental lands where the right of exterritoriality exists, consuls enjoy most of the immunities of diplomatic representatives, such as certain rights of precedence, freedom from customs inspections, and salutes from the native military. Sometimes, too, the right of asylum is respected as to consulates, the same as to legations and embassies.

One consul I know had charge of interests in a certain Latin American region where China had no representative. More than 20,000 Chinese lived and did business in this particular consul's district. So much of his time was, necessarily, given to looking after their welfare that his own countrymen playfully dubbed him "the Chinese consul." But again and again he intervened, to demand justice for these Orientals in the local court; when the outrages against them became disgracefully numerous, he took such action as brought an official from the Peking foreign office—and the outrages ceased. On one occasion, when the town was attacked by rebels who killed Chinese and looted their stores, fully a hundred frightened yellow men fled to the "foreign" consulate and found safety.

Funny things happen, now and then, even in the hardworking consular service. In helping the other fellow, comedy often comes to brighten the consular path. In one lonely mosquito port I know, a genial soldier of fortune from a certain great English-speaking country found himself in jail—just why, I need not state. However, by cleverly cultivating the native jailers, he was eventually allowed to pass a portion of each day on the streets, on parole. As time passed and because jail rations were scarce—this time limit was gradually extended till finally the "prisoner" spent the whole day in the streets, and hustled for his own food. It was stipulated, at that stage of the game, that he should return to the jail every night at nine o'clock. One night the American consul was aroused by a loud ring. It was the prisoner.

"Look here, Consul," he explained, "my sentence ain't up yet, but when I got to the jail tonight, a little bit late, those scoundrels wouldn't let me in! I protest, Consul! I've got a right to sleep in that jail."

(*Continued on page 218*)



Rembrandt Photo Co.

CONSULATE GENERAL, SHANGHAI

"The flag staff of the American Consulate General at Shanghai, China, under repair, is possibly the tallest single piece of timber—being 129 feet above the ground," writes Consul General Edwin S. Cunningham. "It showed signs of decay on the weather side and it was necessary to send carpenters to its top to plane the sap off and repaint the pole. The photograph illustrates the ingenuity of the Chinese workman who, from bamboo and bamboo withes for binding the joints, has erected the ladder around the pole used by the carpenters and painters. No nails or other materials are used."

AMERICAN CONSULAR BULLETIN

Vol. VI June, 1924 No. 6

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

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

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

Propaganda and articles of a tendential nature, especially such as might be aimed to influence 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.

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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.

WITH THE INSPECTOR

Consul General at Large William Dawson Drops in on Everybody in Central America

SINCE leaving Washington in January, I have visited seven countries (British Honduras, Guatemala, Salvador, Honduras, Nicaragua, Costa Rica, and Panama), inspected fourteen posts, and "been in" on one revolution and a number of minor earthquakes. To attempt to describe my travel and the countries visited would be hopeless. Any colleague interested can obtain trade information sheets or the literature of the Pan American Union on application, either or both of which will give him everything except the essential personal element which makes or breaks a trip—and it has made mine, as I propose to show.

On arrival at Puerto Barrios, I found that Vice Consul Biddle of Belize was standing by in his private yacht to take me to British Honduras where, in spite of vile weather, three or four very pleasant days were spent with Dr. Early. From Belize I returned to Puerto Barrios and Vice Consul Hutchinson, in whose interest consular work has no rival save a library of English classics famous throughout the district. Mr. Hutchinson is the man who on a recent visit to Washington inquired about noontime if there were any trains to New York before the next day! The query seems most pertinent to any one familiar with Central American trains, the latest of which leaves, I believe, at 9.30 a. m. The usual time of departure is 7 a. m.

From Puerto Barrios I visited Guatemala City, where I found the Hollands still very enthusiastic about Basel. They had just returned from a mountain-climbing expedition which seemed to have made them homesick for Switzerland. The next officer visited, "Acting" Consular Agent Savage, is very happy at San José de Guatemala and has every reason to be so, for this hospitable mansion on the sea is one of the pleasantest places at which an inspector could wish to wait three or four days for a belated steamer. Mr. Savage, who as "Acting" Agent does not even figure in the *Register,* has been "acting" for nearly fifteen years and is one of the best-known officers on the West Coast.

San Salvador was found to be one of the gayest posts visited, thanks to the popularity of Lynn Franklin, who seems to be on terms of "tu" with the whole city. It was here that I renewed my acquaintance, dating back to Petersburg days (1908), with Minister and Mrs. Schuyler, with

(*Continued on page 227*)



VISITING OFFICERS

The following Consular Officers called at the Department on leave or en route to new posts during the period from April 14 *to May* 13:

Frederick M. Ryder, Consul General at Vancouver.

William J. Grace, Consul at Sheffield.

George N. Ifft, Consul at Nancy.

Philip Adams, Consul at Aden.

Joseph F. McGurk, Consul at Zagreb.

Thomas D. Davis, Consul at Calais.

Richard F. Boyce, Consul at Nassau.

Orsen N. Nielsen, Consul at Berlin.

P. Harley Moseley, Vice Consul at Sydney, Australia.

John Emanuel Holler, Vice Consul at Venice.

Charles A. Bay, Vice Consul at Port au Prince.

Alfred T. Nester, Vice Consul at Naples.

Don S. Haven, Vice Consul at Leipzig.

Russell M. Brooks, Vice Consul at Belfast.

John C. Moomaw, Vice Consul at Charlottetown.

Frank T. Smith, Vice Consul at Turin.

Albion W. Johnson, Vice Consul at Dublin.

J. Franklin Points, Vice Consul at Toronto.

Thomas Jefferson Murphy, Vice Consul at Constantinople.

Herman C. Vogenitz, Vice Consul at Lisbon.

William T. Turner, Student Interpreter at Tokyo.

Paul W. Meyer, Student Interpreter at Peking.

TRANSFERS

Secretary Class 1

Norman Armour, Rome, assignment to Vienna, cancelled.

Secretaries Class 2

William Whiting Andrews, Vienna from Cairo.

Clarence B. Hewes, Peking, from Guatemala.

Secretary Class 4

Leon H. Ellis, Guatemala, from Peking.

DIPLOMATIC

The following Diplomatic Officers called at the Department on leave or en route to new posts during the period from April 14 *to May* 13:

The Honorable Edwin V. Morgan, Ambassador to Brazil.

George T. Summerlin, Counselor of Embassy, Rome.

Post Wheeler, Counselor of Embassy, London.

H. F. Arthur Schoenfeld, Counselor of Embassy, Mexico City.

James G. Bailey, Counselor of Legation, Christiania.

Henry I. Dockweiler, 2d Secretary, Madrid.

Williamson S. Howell, Junior, Secretary of Class 2.

Joseph Flack, 2d Secretary, Santo Domingo.

W. Roswell Barker, 3d Secretary, La Paz.

Robert S. Burgher, 3d Secretary, San José.

PROMOTIONS

Clerks to Vice Consul

William E. Beitz, Hamburg.
Herbert W. Carlson, Sault Ste. Marie.
Ralph C. Driscoll, Birmingham.
Dwight W. Fisher, Antwerp.
William E. Larkin, Foochow.
Clifford W. McGlasson, Turin.

From Class 2 *to Class* 1

John Campbell White.

From Class 4 *to Class* 3

Raymond E. Cox.
Percy A. Blair.
Thomas L. Daniels.
Lawrence Dennis.

RESIGNATIONS

Norwood F. Allman, Class VI.

Vice Consuls de carrière

C. Austin Castle.
Albert Halstead.
Almon F. Rockwell.

If the Consul Were the Export Manager

AMERICAN CONSULATE,
Erewhon, April 1, 1924.

DEAR MR. EXPORT MANAGER:

For a number of years past (I prefer not to count them) you have been writing to me in various parts of the world—Zanzibar, Egypt, Italy, Greece, India—and the burden of your letters has been consistently the same—how to sell your goods in my territory.

Although it is manifest that you have the selling experience, that under your dome is gray matter as valuable as oil, yet these inquiries indicate a belief on your part that I have a certain advantage over you arising out of the fact of my position and my foreign residence.

I have thought, therefore, that it might be of interest to you to have my views on the inauguration of an export campaign, were I temporarily occupying *your* desk and tackling your job with the background of my foreign experience, although lacking your broad and comprehensive outlook on the world from the selling angle.

How would I go about it? Let us, for example, suppose that your company is entering an entirely new field; it may be taken for granted that I would examine at the nearest branch of the Bureau of Foreign and Domestic Commerce or elsewhere the import statistics of the country whose market is to be captured, posting myself as to the sources from which the supply of the product to be sold is now drawn; I should learn all I could of the usual credit terms, steamship and banking facilities, freight rates, advertising means and methods, customs duties and brokerage. A good map of the country would be examined and the location of American consulates indicated, since it is fair to assume that these consulates have been established, save in rare instances, at strategic trade centers, and that therefore the points of attack would very probably be represented by the location of such offices. Again would be studied the seasonal differences between the United States and the foreign country. For example, well below the equator the seasons are reversed; therefore if the product is one which sells in America in the spring months, it will be seen that the time to sell it in the country below the equator is in the fall.

It is equally obvious that if the manufacturing plant is run so as to supply the spring demand at home, that it could perhaps be run in the summer for supplying the autumn and winter demand in the country to be invaded.

Let the religions of the country be also studied. If the company is an exporter of meat products. such as hams and bacons, it is manifest that these goods cannot be sold in countries peopled by adherents of the Mohammedan faith; again, the Hindus, to whom animal life is sacred, would certainly not use even a vegetable food if it had been prepared or compounded with animal fats.

Next might be considered the climate of the country under study. In those places where there is a rainy season corresponding to our winter, and following the hot season, many classes of goods deteriorate rapidly and local merchants usually desire to place orders so that merchandise will arrive toward the close of the rains, or else to purchase in small lots. Again a close examination will show that certain goods are entirely unsuited for certain sections. For example, in the northwest of India, in the neighborhood of Karachi, where the rainfall is negligible, raincoats, overshoes, oil skins, etc., are not in demand, while Churrapungi, in Assam, with its average annual rainfall of from 40 to 50 *feet*, would make it the country *par excellence* for the sale of rain-resisting clothing, provided there was an effective demand.

This brings us, however, to another factor to be studied and that is the individual wealth of the country. In India, for example, this is perhaps as low as anywhere in the world, and yet in aggregate wealth it is a golden land. Furthermore, wealth here is concentrated in the hands of a very limited class, so that the market is likely to be confined to a small circle and therefore, despite an enormous population, this market may be actually and potentially very limited. By way of illustration it may be pointed out that the market for motor cars in India, while profitable, is trifling compared to what it is in the United States. There may be some 50,000 cars in the entire country owned by private individuals, which is far below the number to be found in many flourishing cities in the United States. The accessories and parts market is of course correspondingly small.

Perhaps it is planned to send out a man to spy out the land and to stay for what might be considered from the American standpoint an adequate time. But just here should be borne in mind that our word "time" is differently and variously



EXHIBITION AT HABANA, CUBA

THE International Sample Fair held at Habana this spring attracted many notable persons of different nationalities. In the accompanying photograph a group of distinguished Americans is shown gathered in a picturesque corner of the Spanish Section of the Exhibition. In the center of the back row former Secretary of State William Jennings Bryan is seen, with Dr. Clarence J. Owens, chairman of the International Trade Commission under the Southern Commercial Congress, on his left, while directly at his right hand stands Señor Rafael M. Ybor of the Cuban Department of State, and next to him is Consul General C. B. Hurst. Other members of the International Trade Commission and the reception committee complete the group, among whom Mrs. Gorgas should be mentioned. She is the widow of the late Colonel William Crawford Gorgas, former Chief of Sanitation in Habana, who, in tribute to her husband's memory, was invited by the Cuban Government to come to Habana as an official guest of honor.

translated as you enter the East and the tropics; "a whirlwind tour" might be welcomed by a community of active business men who are accustomed to dissecting a business problem and quickly arriving at a decision. In the East haste is fatal. Again, in many sections of our own country perhaps the outward bearing of the salesman may be overlooked if he has the right article. Under a tropic sun, however, where there is time for the amenities of life, a salesman is needed who is qualified by training, if not by tradition, to mingle on terms of easy social equality with the local merchants, and to entertain and be entertained by them. The aggressive, get-results young man is entirely out of place in such surroundings. Do not misunderstand me. I would not have the salesman recede one inch in his *real* Americanism. But many of the qualities which foreigners unfor-

tunately associate with and classify as being attributes of Americans are the very antithesis of our national genius.

The qualities making up a "good mixer" vary in every land. In certain Latin countries is needed that degree of patience which enables a man to sit around in cafés, before marble-topped tables, for hours on end; this might appear a brutal waste of time and yet in the end it proves an effective method of preparing a market. In British colonies a knack at sports and the ability to wear a dinner jacket at night without apparent discomfort will be found helpful. In Russia, in former days, a poise that was not shaken by vodka was a distinct advantage.

The danger of granting too liberal credit terms is a constant one, and to judge from the number of claims arising from this source brought to the notice of this office it would appear that the American exporter has not sufficiently studied this phase of the export trade. On the other hand, a failure to adopt a liberal attitude toward old, established firms is apt to chill those who are in the best position to sell their goods. However, in India at least, the American house errs on the side of an undue extension in the time of payment.

But ahead of all these suggestions would I place the prime advantage of seizing the earliest opportunity of getting out in the field and studying on the ground some of the difficulties that the foreign salesman is encountering; were this done the type of letter in which the export manager calls himself "the writer" and makes querulous inquiry as to why orders do not come, and which are responsible for many failures, would rarely be written.

Suppose, on the other hand, it is decided to attempt to enter the field by means of correspondence, and that use has been first made of information supplied by the consular service—that "spear-head of our foreign commerce"—to employ the felicitous phrase of former Ambassador Davis; there remains the question of the tone and quality of the correspondence with foreign houses. Here again I am tempted to use India as an illustration and to remark that while the American business man delivers some good shots from the tee, he often "foozles" his approach when it comes to his letters to business men here. From samples submitted, it would too often appear that these are drafted by subordinates who lack the necessary qualifications; simplified spelling is often employed, producing a slight irritation in the breast of the reader; phrases readily understood in America are allowed to creep in together with trade terms often unknown to the recipient;

(*Continued on page 230*)

JUST A SUGGESTION

From W. H. McKinney, Bordeaux, France

The utilitarian value of the numerous catalogs and other sales literature mailed by American business houses to their consulates throughout the world is too obvious to mention, but the proper care and filing of these—in many instances, small pamphlets—to preserve them and at the same time render them readily available for reference is likely to be a perplexing problem.

I have met this difficulty by the use of a two-drawer card index file for cross-cataloging the material under (1) the name of the firm, and (2) the general character of their offerings. In conjunction with this I file the pamphlets in the following manner: paste down the flap of one of the large 10x16-inch manila envelopes; cut off 4 inches from one end of this envelope, and there is left a paper pocket or dossier 10 inches wide and 12 inches deep which is about the proper size for the desired purpose.

The envelopes are numbered consecutively 1E, 2E, 3E and up. The catalogs and booklets then placed within the dossier are numbered 1, 2, 3, and so on until it is filled. It can then be placed conveniently on a bookcase shelf and a new envelope started. Any catalog desired can then be easily located by access to the card files, the following cross-indexing is typical of this record:

MACHINERY	KIND	NO.
Brunner Mfg. Co.	Air Compressors	6E-4

Brunner Mfg. Co.	Utica. N. Y.	NO.
Air Compressors		6E-4

The catalog of the Brunner Manufacturing Co., descriptive of air compressors, will be found the fourth catalog in the sixth envelope.

The work involved in starting and maintaining this file is very slight. The results are, I believe, well worth the effort. I find that obtaining, filing and indexing the catalogs and booklets descriptive of the products of foreign firms are particularly desirable and useful. All sorts of small pamphlets, price sheets, governmental publications and city advertising can be readily taken care of under this system, and the material can be quickly found when desired. The large catalogs which are titled on the binding can be placed in the bookcase, if desired, without this indexing.

The Foreign Trade "Counsel"

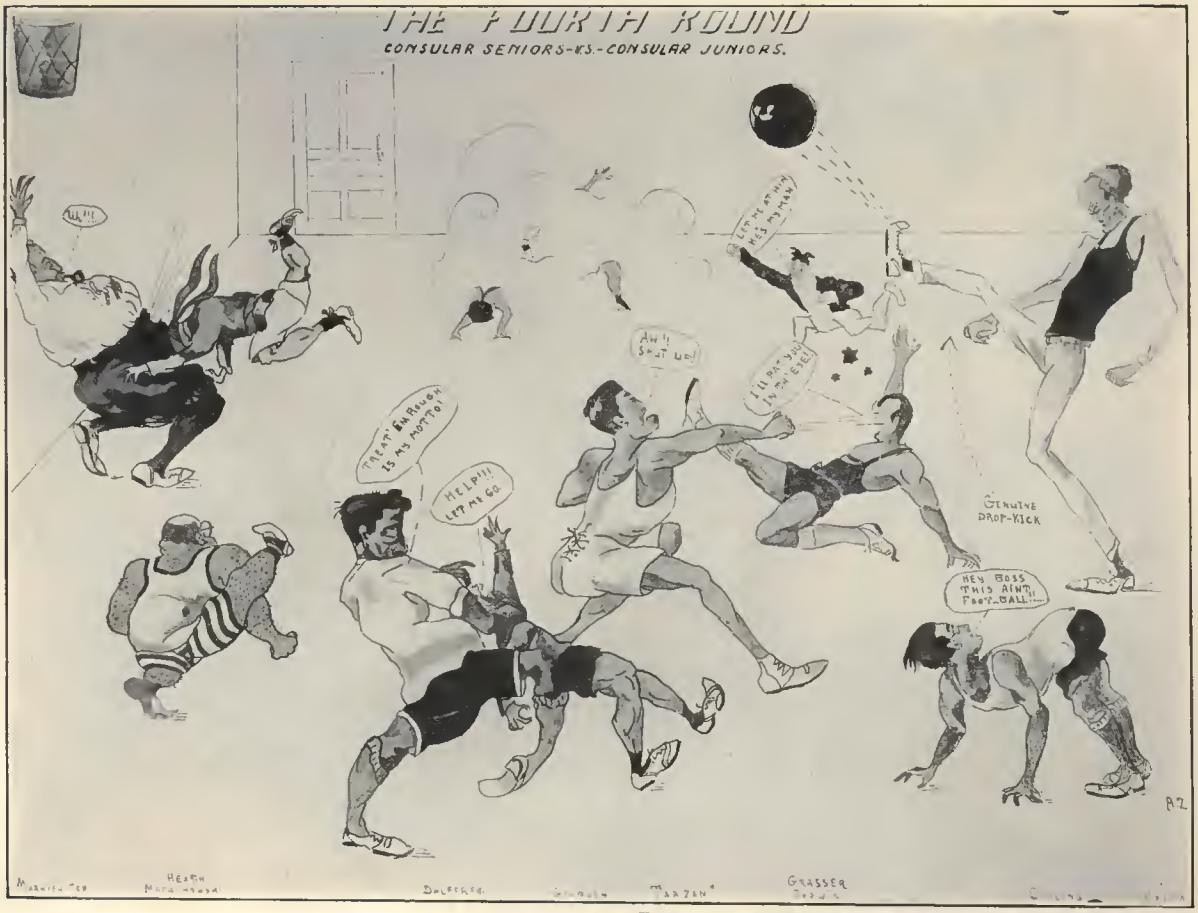
(Prepared anonymously by E. Verne Richardson at Pernambuco)

IT'S an awful thing to have a reputation. If it's a good one you've got to be all the time trying to live up to it; if it's bad you've got to live it down. I've known for a long time that I had one, but I flattered myself nobody knew about it, until one day out of a perfectly clear sky I received from the editor of the BULLETIN—I suppose it was from him, but he ought to have his name typed under his signature as required by regulation, to prevent uncertainty—a letter, smooth, specious, seductive, in which he made nervous allusion to a "special" number to be issued in the near hereafter for the delectation of a hundred odd (this is numerical, not personal) delegates to a foreign trade council scheduled to perform in the conventional (this year only) month of June under the protection of the rusty guns of Bunker Hill. That was all right. The information was welcome, but what had it to do with me, me who had no hope of being "also present" and who had eschewed bunkers months ago owing to a local indifference to the "royal and ancient" game? And why had I been singled out for this manifestation of the editor's thoughtfulness? I couldn't get it at all. But stop a minute! Down in the tail of that letter I found something, a sting of course, carefully disguised as a suggestion—suggestions are at times tantamount to instruction, you know—that I should undertake a minor literary operation and inject into that F. T. C. BULLETIN's lighter vein a few grams of anti-gloom toxin. I gasped. I was discovered; so was my reputation which I thought my own secret, and I was saddened. Can you blame me? If there is anything more pitiable than a funny man I don't know what it is, unless it is being thought to be a funny man quite unjustly. That is a tragedy.

For days that grim warrant lay upon my desk—Inventory No. 1, Section I—(forgive that "my"; the reference numbers show whose desk it really is) and stared at me through hours which should have been free from disturbing influences. Memories of its relentless urge went with me to my home and in the perfervid hours of tropic nights haunted my pillow. I could not sleep. Tossing from side to side and back again seeking inspiration I achieved only perspiration, aggravated by the assaults of mosquitoes which the Rockefeller Foundation had neglected. Recurrent dawns found me haggard, haggard and more haggard. At last, despairing, I gave it up and resolved to tell the editor that I couldn't do it. Disappointed but much relieved, I snatched a pencil which I had kept ready for emergencies and began the draft of the letter I should send him that very day. Its first sentence was the sentence you have first read here. And then something came out of the vast intellectual void; a small voice whispered "quitter," and I came back with "not on your life!" Hence the Pyramids, to quote one of those Rameses.

You see it was this way—the editor's letter missed; but when I got to thinking about those delegates who so badly need all that a consul can do for them, though it be at immense personal sacrifice, I hadn't the heart to withhold my feeble effort to help. Remember, I am not going to be funny, just helpful. Those delegates ought to know by this time that jocosity is taboo in consular practice and that the most guileless facetiousness is looked at askance in DC-2. I have heard that consular neophytes on occasions fortunately infrequent have been guilty of a sort of levity under stress of peculiar excitation and have even been seen to "career" about all over the place. But the seasoned gentleman, of whatever class, who has had "the honor to be" somebody's "obedient servant" part of the time and "very respectfully" everybody else's the rest of the time through a cycle of years, can he presume to let go and to subordinate his dignity to the demands of vulgar mirth? Not he! The editor ought to have thought of that when he said, "Make 'em smile!"

But now to this F. T. C. business. It is going to be very hard to say all that I feel I should say to these delegates. True, the editor has given me "2,000 words plus" and I know the delegates will be glad of that "plus," but even so there is much to be said and I shall be sorry if I have to leave anything out. Everybody knows that the F. T. C. is under heavy obligation to the consul. Without him where would those delegates be? Nowhere—they not only wouldn't be; they couldn't be. Without the consul there would be no foreign trade and so no F. T. C. Is it not clear? Without the consul how on earth could commercially curious persons possibly find out how many rubber boots are bought each year by merchants in Biskra; how many electric fans in Upernavik; how many motor launches in Adis Abeba; how



From a cartoon by Miss Anna Zajaczkowska of the Warsaw staff

THE STAFF OF THE CONSULATE GENERAL AT WARSAW MEETS FOR A LITTLE INTENSIVE TRAINING BEFORE OFFICE HOURS

many sugar-cured hams in Kabul? Without the consul where would the fathers of the questionnaire find shelter for their undesirable offspring? (This is a most important point.) Of course, the F. T. C. fellows love consuls. They love their trade information sheets, their reports, voluntary and involuntary, their periodical personal appearances, fresh from the trenches of trade promotion. Imagine a F. T. C. without consuls! No, don't; far better not. For although the consul is a solemn, remote and awe-inspiring being in the city of his official residence, he changes both his skin and his spots when enjoying "sixty days' leave with permission to visit the United States." Then he is human, and doesn't seem to mind the least little bit the familiar official greeting: "Hello! Back again? When are you going away?" Naturally the F. T. C. doesn't feel that way about him at all. To its members, delegates, satellites and the rest he is a godsend, a blessing, a positive treat. He caters to every need of the organization. And why not? Is he not the greatest economic conglomerate on earth? Think what he knows, what he has seen, what he can talk about. There isn't a subject from Pan-Islamism to Central American revolutions, from the boll weevil to Swaraj, from international arbitration to kangaroo skins, from Bolshevism to the soya bean and from the valorization of coffee to human hair nets, with which he is not absolutely familiar and which he is not glad to elucidate, on request or off it. He is an authority on bills of lading (and too many other kinds of bills); on packing for export (and sudden journeys); on foreign exchange (and transfers); on speech-

(*Continued on page 230*)



ITEMS



ASSIGNMENTS

Consul Class V

Charles R. Nasmith, Newcastle-on-Tyne.

Consuls Class VI

Clinton E. MacEachran, Ghent.
Thomas R. Owens, Habana.

Consuls Class VII

Robert F. Fernald, Goteborg.
Fred C. Slater, Fort William and Port Arthur.

Vice Consuls de carrière

Russell M. Brooks, Belfast.
William O. Jones, Konigsberg.

Consular Assistants

Frederick W. Hinke, Department.
Richard S. Leach, Department.

Student Interpreters

Paul W. Meyer, Peking.
William T. Turner, Tokyo.

Non-career officers

George H. Barringer, Campbellton.
Gordon L. Burke, Swatow.
Archie W. Childs, Horta.
Cyrus B. Follmer, Calais.
Camden L. McLain, Concepcion.
Marshall I. Mays, Auckland.
Ernest L. Monroe, Sarnia.
Raymond Phelan, Las Palmas.
Henry O. Ramsey, Newcastle-on-Tyne.
John M. Vebber, Apia.
Herman C. Vogenitz, Lisbon.
Jay Walker, Danzig.
Stanley L. Wilkinson, Tela.

The Editors of the BULLETIN regret to announce the continued illness of Consul General Thomas Sammons and Consul Benjamin F. Chase and on behalf of their colleagues in the service extend every good wish for their early return to duty.

NECROLOGY

Ward A. Fitzsimmons for the last 26 years connected with the Department, in the Bureau of Accounts, died in the Emergency Hospital, Washington, on May 6, 1924.

Miss Edith Agnes Grew, daughter of the Under Secretary of State, died suddenly in Venice on April 14, 1924.

Babu Bose, a clerk in the Consulate General at Calcutta, India, since February, 1873, died in that city on April 1, 1924. Consul General Weddell, observing that his passing deserves more than a perfunctory notice, states that in his service marked by a wholehearted devotion to duty and the conscientious discharge of every task imposed upon him he won and held the esteem and affection of every American consular officer with whom he came in contact, while his relations with the public were of the happiest nature.

Consul General Weddell and Vice Consul Thomas, representing the Consulate General, met the body at the burning ghat on the banks of the Ganges River and extended to his relatives an expression of sympathy. The ashes of the deceased were thrown into the sacred stream.

(See the May, 1923, BULLETIN for an account of the celebration commemorating Mr. Bose's fifty years of service.)

SERVICE WEDDING

Parker-Hurd—Miss Angela Mary Parker and Vice Consul Alan T. Hurd were married April 3, 1924, in the famous Medici room of the Palazzo Vecchio (City Hall), Florence, Italy, by the Reverend Father Molony, Pastor of the English Catholic Church of St. Joseph.

Consul Edwin L. Neville returned to the Department on May 12, 1924, from the meetings of the Narcotics Preparatory Committee at Geneva, Switzerland.



WHAT HAS THIS SAID ABOUT YOU?

THE SILENT PARTNER

A 1910 Model Still Operating

Consul General at Large Charles C. Eberhardt writes:

"I am sending you a picture of an old acquaintance—a friend, I dare to hope—whom many of our colleagues have seen in different parts of the world. I am indebted to Vice Consul Dorr of Naples for the photograph.

"My trusty old typewriting machine has been my companion during fourteen years of wandering—from Siberia to Tierra del Fuego, from Scandinavia to Tasmania. Were I to deal in the superlative, so commonly used today, I could probably truthfully say: 'Here is the oldest machine in service today, with the oldest inspector; a machine which has traveled the most miles; has visited the most posts; has delivered the most messages of any machine in the inspection branch of the service, if not in the world.' The old machine and I have been companions in many climes, at many posts, for many years. We have greeted and been greeted by officers at port towns, inland cities, mining camps, villages in the tropical heat of the jungle and on cold mountain tops. We have brought many messages, mostly, it is hoped, of good cheer, helpfulness and encouragement; we have received unfailing courtesy always, which has been genuinely appreciated and for which thanks are again extended. And we are still going strong."

Mr. William Castle, Jr., Chief of the Division of Western European Affairs, and Consul General Evan E. Young attended the annual meeting of the United States Chamber of Commerce, held at Cleveland, Ohio, on May 6-7, as representatives of the Department of State.

Miss Frances M. Nufer, clerk in the Consulate at Cologne, is spending her vacation in Washington.

Membership dues of the American Consular Association fall due in July for the fiscal year beginning July 1, 1924. It may be mentioned that drafts on the Secretary of State or foreign postal money orders are inconvenient to negotiate and it is preferable that remittances be made either by bank check or currency.

A daughter, Jane Gloria, was born April 18, 1924, at Brooklyn, New York, to Vice Consul and Mrs. Arthur B. Giroux of Montreal.

COMMERCIAL

During the month of April, 1924, there were 3,105 Trade Letters transmitted to the Department as against 3,492 in March, 1924.

The Consulate General at London, England, took first place in the number of Trade Letters submitted, having (127), followed by Habana (70), Mexico City (54), Santo Domingo (46) and Stockholm (44).

A total of 2,876 reports were received during the month of April, 1924, as compared with 2,529 reports during the month of March, 1924.

During the month of March, 1924, there were received in the Department 2,428 general and miscellaneous letters for transmission to the addressees in the United States. Warsaw forwarded 315, while Riga with 239, London with 171, and Habana with 151 followed.

Chief Justice McCoy of the District Supreme Court on April 22, 1924, upheld the discretionary power of James J. Davis, Secretary of Labor, under the Chinese exclusion act to decide when a person claiming to be a merchant is actually engaged in a mercantile pursuit.

He denied an application for a mandamus and dismissed a suit brought by Mak Fou Cho, cashier and part owner of a Chinese restaurant in Baltimore, to compel Secretary Davis to grant a permit to bring the minor son of the petitioner into the United States under the provision permitting entry of a son of a merchant.

Secretary Davis refused the application, holding the Chinaman was not a merchant within the provision of the law, he not being shown to be the owner of the business. Assistant United States Attorney West, in arguing for Secretary Davis, pointed out that he might have gone further in his ruling and might have held that no restaurant keeper is a merchant within the strict interpretation of the law and that the Secretary's action was too favorable to the Chinese. —*Washington Star of April 22*, 1924.

During the month of April, 1924, there were 3,419 general and miscellaneous letters received in the Department for transmission to the addressees in the United States. Warsaw led with 447 and was followed by Riga, 327; Kovno, 248; Naples, 156; Constantinople, 149; London, England, 146; Habana, 133; Prague, 131; Bucharest, 117, and Berlin, 101.

Mr. Ben G. Davis, who has been Chief Clerk of the Department since April 23, 1913, resigned, effective April 30, 1924.

Mr. Lilboum Cane Irvine, Vice and Deputy Consul General at Rio de Janeiro during the years 1903 and 1904, died on March 15, 1924, in Rio.

Mr. Ferdinand Karl Wilhelm Vogeler, American Consul General at Frankfort-on-the-Main from September, 1881 to July 1, 1885, died in that city on March 13, 1924.

Mr. Elisha J. Babcock, formerly private secretary of Secretaries of State Day, Hay, Root, Bacon, and Knox, died April 22, 1924, at Los Angeles, California. Mr. Babcock was appointed Consul General at Tangier in 1910 but did not go to his post.

Miss Florence Hanrahan of the Consular Bureau was married to Mr. Edward M. Reidy on April 21, 1924.

Mr. Harry G. Dwight, who has been Assistant Chief of the Division of Near Eastern Affairs, was designated on April 16, 1924, Chief of the Division of Publications.

Consul General Claude I. Dawson was the principal speaker at the American School, Mexico City, when the American Colony celebrated Washington's birthday.

The monthly luncheon of the Consular Association was held at the Hotel Shoreham on Tuesday, May 6th, when Consul General Tracy Lay spoke on the Rogers Bill.

Consul General Edward J. Norton presided and called upon the officers from the field to rise as their names were called for presentation.

Mr. Leland Harrison, Assistant Secretary of State, and Mr. Norman Armour were guests of honor while the visiting officers were Consuls Philip Adams and Richard F. Boyce, Vice Consuls Bay, Holler, and Moseley, Student Interpreter Turner, and Consular Assistant Leach.

The Specialist in Commercial Education of the Department of the Interior, Dr. Glen Levin Swiggett, advises the Bulletin of a special luncheon-conference to be held by the National Council on Foreign Service Training at the Hotel Brunswick, Boston, on June 4, in conjunction with the Convention of the National Foreign Trade Council held in that city June 4, 5, and 6, 1924.

In a recent athletic meet at Hymer's College, Hull, the two sons of the consul there walked off with an armful of silver cups and medals. John Junior and Austin Grout, with little ado, entered the events and merely to keep up the prestige of their job and their country, drew as their share of the spoils six silver cups and three medals. One of the cups won was that offered as a school champion athletic prize to the one gaining the highest individual score in all-round events.

West of East and East of West

By Richard Ford, Penang

EAST of Suez and west of Yokohama one finds his heart's desire if he be looking for things beautiful. Here the three inscrutable schemers, the East, the Tropics and the Orient, hold sway, and weave their magic spells, and scheme their nefarious schemes, and concoct their deadly potions of romance and mysticism, and spread their many nets to catch the eye, to ensnare the heart, and to render impotent the feeble resistance of the unwary traveler who comes this way. And hidden away in the very heart of this tangled hodge-podge of crumpled rainbows, so deeply hidden, indeed, as to be quite overlooked by the casual passerby, is Penang, or to interpret the Malay, "betel-nut land."

From the deck of a P. & O. packet or a Robert Dollar round-the-world voyager, the island of Penang appears to be just one more sleepy little tropical isle, nestling drowsily, not unlike a giant lily-pad, in the glistening Straits of Malacca. Girded by the triple band of sapphire waters, golden sands and emerald palms—betrothal ring of every true bride of the tropics—it slips gently out of the warm seas, lingers for a long, cocoanut-palm shaded league barely a foot above high tide, and then, with sudden vigor, rears its verdant, granite-boulder-studded crest into the clouds, three thousand feet above sea level. Up here one finds himself in the midst of an almost semi-temperate clime, with a profusion of wild roses perfuming the air, an endless variety of brightly colored orchids clinging to trees and rocks, a myriad birds making the day melodious, and with cool breezes blowing the whole day long, breezes that originate perhaps in the Himalayas and, en route to Penang, exchange some of their crispness for a deal of Burmese spiciness.

The island, dotted over with picturesque little Malay villages always on stilts, is interlaced with an intricate system of trails, bridle-paths, bullock-cart roads, winding stone stairways that lead up to hidden-away temples. . . . Meandering for forty-six indiscriminate miles around the isle a well-paved motor highway carries one past rubber estates, through straggling Malay towns reeking with dried fish and duriens, 'neath shady cocoanut plantations, between vast rice swamps, through beautifully kept botanical gardens, across muddy, sampan-choked rivers. The river rises, a cold, clear, limpid spring bursting from a granite cavern high in the clouds, tumbles in a joyfully raging torrent down mountain sides, leaps from a hundred-foot cliff while the sun makes rainbows of its purity, rolls tumultuously between high green jungle walls, vine-laced, where a myriad monkeys play hide and seek, slips noiselessly beneath towering palms, murmurs drowsily around dirty sampans, moves sluggishly, laden with the offal of a Malay village, spreads listlessly, lifelessly, aimlessly out over a rice swamp, and presently seeps, muddy drop by muddy drop, into the sea.

The city of Penang, or more accurately, Georgetown, is the half-western, half-eastern, thoroughly oriental home of a hundred and twenty-five thousand Malays and Chinese and Tamils and Siamese and Indians and Javanese and Eurasians and Burmese—with a few hundred Europeans mixed in to give orders and be cursed and blessed simultaneously in a dozen different tongues. The city typifies the changing East. Antiquity and modernity clash incongruously. Along asphalt-paved streets there pass lumbering bullock-carts and roaring limousines; gliding rickshas and barking motorcycles; strange religious processions and an advertisement of a Charlie Chaplin film. Modern fire-proof office buildings adjoin fantastically ornamented Chinese temples. A Hindu house of snake worship assesses a cover charge that would enable Reisenweber's to reopen. Any afternoon one may see pass in rapid succession a speeding super-six in the rear seat of which are a number of nearly naked Hindu priests going to perform their rites in a dragon-guarded temple lighted with electricity; an Indian juggler-man, laden down with strange baskets in which repose king cobras and pythons and all the various other bits of the paraphernalia of his trade, who is wearing patent leather boots and smoking a mild Havana; a ricksha in which rides an Englishman immaculate in golfing togs; a gayly decorated bullock-cart carrying a Malay gentleman and his family to the movies; another ricksha in which two dusky lovers are crooning in a mixture of Malay and Chinese and English "Yes, we have no bananas"; a Japanese mother pushing an empty perambulator with a baby strapped to her back. Truly, a strange land!

Commercially, Penang is a kind of rubberized tin ingot, with a few hundred thousand tons of copra and some tens of thousands of bags of pearl tapioca carried as a side line. The assembling,



THE BUILDING IN PENANG IN WHICH THE AMERICAN CONSULATE IS LOCATED

packing and shipping of this huge volume of exports make this one of the busiest ports in the Orient. Any preconceived notion one may have enjoyed prior to visiting this city as to Penang's drowsiness is quickly dispelled when he attempts to navigate the downtown streets on any busy shipping day—and every day is shipping day in Penang. Before every godown there exists a tiny maelstrom of rubber-laden carts drawn by bullocks and natives alike, perspiring coolies staggering beneath unbelievably huge gunnies of tapioca, small electric trucks, such as one sees in any large American railway terminal, conveying glistening ingots of tin, countless rickshas pulled by cursing, panting Chinese coolies, more native-drawn handcarts in which are piled everything from evil-smelling copra to still eviler-smelling buffalo hides, black-trousered Chinese girls sorting rubber sheets with one hand and tending chalk-smeared babies with the other, and in the midst of it all are Tamil women, in brightly colored *sarongs* and *bajus*, spreading banana leaves on the hot pavement and doling out thereon little mounds of rice and curry for tired coolies temporarily relieved.

A conglomerated medley of sound accompanies this energetic turmoil, from the rhythmical chant of a group of Tamil laborers straining over an unusually difficult task to the agonized shrieks of a temporarily misplaced Chinese baby, and from the irate anathemas of a bullock-cart driver to the peremptory commands of phlegmatic Malay or Sikh traffic policemen. Only the bullocks are quiet. Patient, long suffering, cruelly buffeted, these huge beasts, their horns gayly painted red or green or yellow, go their weary way and whether at work or idle are seemingly content if only they may be permitted to chew. Always they chew but never seem to swallow.

Every type of boat that sails the Seven Seas calls eventually at Penang. A slender little yacht, trim and white, fresh from a two years' gypsying down through the South Seas, nestles confidingly alongside a dirty, barnacle-encrusted old equatorial tramp, its rusty hulk smeared with the slush of Suez and besmirched with a thousand shadowy adventures from Madras to the Moluccas. A haughty two-funneled Frenchman shrieks angrily and does "full speed astern" to avoid running down a careless little Chinese junk that wallows languidly by with brown, bravely patched sails a-flutter. A long-nosed blue funnel, her plimsoll mark awash so laden is she with tin and rubber and copra, rolls wearily out of the harbor bound for London, and in her wake a homesick Jap freighter, with anchor hardly secured, streaks away for the cool breezes of Nippon, to be followed presently by a squatty Dutchman waddling its complacent way across to Sumatra. A fragrant fishing fleet, down from the Mergui Archipelago, takes keen delight in crowding round a battered old German voyager who is exceedingly annoyed thereby and forthwith growls out many rumbled curses and warnings. Occasionally, though all too infrequently, there is to be seen a glistening freighter, clean and ship-shape right down to the water's edge, whose loading winches fore and aft scream busily, and from whose stern float proudly the Stars and Stripes. In and out, like brilliantly hued beetles during the day and twinkling fire flies at night, flash countless gayly painted sampans, propelled by even more gayly clothed oarsmen.

This, then, is Penang, a veritable betel-nut paradise, where East and West and Occident and Orient and yesterday and today hold tryst, and where the wildest exaggerations as to beauty and romance are mere prosaic statements. The cool, early mornings are fragrant with the sweet per-

(*Continued on page 233*)

HOW CONSULS FOSTER GOOD WILL

(*Continued from page* 204)

In ever-increasing numbers, young men and women from England, America, Mexico, Cuba, Latin-America, China, Japan, India, Egypt, Australia, and elsewhere are leaving home to enter technical schools and colleges in other lands. The great, far-reaching influence of this movement is obvious. To grasp and appreciate its full import as a factor in international goodwill, you have only to talk, for example, with an American who has gone to school in Europe, or in England. It brings tolerance, patience, sympathy, a deeper understanding of the other fellow's "ways." Racial prejudice was unknown. More than that, while on duty in Mexico during one revolution there, I was helped over the rough places by a generous-minded young man of Sinaloa—who had been educated at Cornell. I think, particularly of another fine old Sonora character, who had been schooled in California many years before I knew him. "My American education helped me to get rich," he once told me. "As I was born on a plantation here in Mexico, I naturally looked around—as soon as I got to California—to see how crops were worked and harvested there. I got interested in farm machinery. When I graduated, and came home, I brought with me a contract to represent certain American firms here. In the last twenty years I've sold farm implements, wagons, and tools to hundreds of farms on the west coast. It's needness to say that for your country and your people, I have only the most friendly and grateful feelings. Lots of my countrymen don't agree with me—but that's because they don't know what your government and your people are like. It hurts me, too, when I read in some of your papers that all Mexicans are born bandits, and that revolution is our normal and favorite pursuit. You need educating, along some lines, as badly as we do. . . . I'm sending all my children to school in the States—I want to do my part to make better relations between the two republics. Education, and only that, on both sides of the line, will do it."

Those of you who know Mexico will be struck by the truth of this man's frank words. You have only to look about you, especially in the northern states of Mexico, to see proof of it. To a startling degree, commerce depends on mutual goodwill, understanding, the exchange of ideas—education.

Consuls, again, are factors in this migration of students. Lately my friend Lester Maynard, the American consul at Alexandria, Egypt, induced a group of young Egyptians to come to the United States, to enter one of the technical schools. Scores of Chinese, Japanese, Hindus, and Latin Americans are in American schools and in British schools as the direct result of such missionary activity. Many schools send their printed matter to their consuls abroad, and request help in recruiting students. Time and again, for example, during my consular career, fathers and their sons came to ask about schools in America. The facts I related as to America's vast system of free public schools they could hardly grasp; on the other hand, measured by their idea of values, the tuition and living costs at certain private schools and at colleges seemed very expensive. I remember one old gentleman, in Mexico, whose daughter had been trained at a school of music in the States. He, too, was a musician—and a composer, in a humble way. One Fourth of July morning he called at the consulate, and, with much dignity and a plainly much-rehearsed address, delivered to me one of his own compositions, "dedicated to the U. S. A., where my daughter went to school."

Oftentimes it's the consul of some friendly nation who kindly helps Americans out of a hole—and they, in turn, give thanks.

There is a curious story which has come down from the archives of a British consulate located in one of the large cities of a neutral country. During the early part of the World War, there was an Englishman in this particular city, working for an American firm. This was before America entered the war. This Englishman also acted in the capacity of friendly advisor to the new British consul who had just accepted the post in his city, and he gave the new consul all of his spare time and the advantages of his local knowledge and experience. From three distinct and reliable sources the new consul received information that the Englishman's life would be attempted if he continued to work for the British consulate. He was sent for, the situation explained to him, and he was told that he could not be expected to endanger his life by continuing to assist the consul. However, upon his insistence he was permitted to continue with his work, constantly aware that it was being done at the risk of his life. At this juncture, his American employer heard of the incident and called on the British consul. "I understand that my clerk is working for you, without pay." The consul explained to him just what the arrangement had been. The American then said: "This six months is our slack season. If he

(*Continued on page* 237)

THE DIPLOMATESS

By Gerhard Gade
Secretary of the Legation, Riga

FROM time to time throughout the ages adventurous women have abandoned the distaff to take part in what are considered purely masculine pursuits. The hand that rocks the cradle has frequently wielded a sword and—what they say is mightier than the sword—a fountain pen. But while there have been Valkyries and Battalions of Death, yeomanettes, and policewomen, the "frail" sex so far has neglected diplomacy as a profession.

The well-known Queen of Sheba's visit to her colleague, King Solomon, "to prove him with hard questions" was perhaps the first special diplomatic mission headed by a woman, and from all accounts it was a great success.

Last year Mlle. Nadejda Stancioff, who has just married Sir Alexander Muir, was appointed Bulgarian First Secretary of Legation at Washington. Twenty-eight years of age, she speaks French, German, English, Italian, Russian, and Bulgarian fluently. She served as a member of the Bulgarian delegations to the Lausanne and Genoa conferences and took charge of the Bulgarian Legation in London during the absence of her father, the Minister.

The so-called Soviet Government of Russia has appointed Alexandra Michaelovna Kollantay, a slight bobbed-haired woman of forty, as minister to Norway. In 1916 she visited America, where she delivered some pacifist lectures; later she appeared in Switzerland and took part in the Socialist Conference with Lenin. When the Bolsheviki came into power she was made Commissar of Public Welfare. She married a sailor and dispensed welfare to her countrymen until the government packed her off as representative to Norway.

Miss Groswald, sister of the Latvian Minister to the Court of St. James, was appointed a Secretary of Legation to London, but was not received as a diplomatic officer by the British Government. Miss Atcherson, our only woman diplomatic secretary, is assigned to the State Department.

If women diplomats become at all common, *chefs de protocole* and masters of ceremonies will have some knotty problems to solve not found in the book of etiquette (price, $1.98). For example, will the husband of a "diplomatess" rank with his wife? Since a lady now ranks with her husband, it seems only fair in this era of equal rights that he should at least be put in the *madame et mademoiselle* column of the diplomatic list!

PRECEDENT

The Archives of the Department Yield One of the Earliest Requests for a Transfer—a Custom Said To Be Still in Vogue

Memorial of the Consul from the United States of America at the Port and District of Alicante, Spain, addressed to His Excellency, the Secretary of State. *Humbly representeth viz:*

That the said consul received the early parts of his education and knowledge of Commerce in Philadelphia; that he has resided nearly seventeen years in Alicante, and during that period he exerted his political knowledge and every talent he had in that line for the service of the United States, and was the very first of their citizens that the Court of Spain ever recognized, and protected him and his property. The Memorialist also laid the foundation for Peace with Morocco before any steps were taken by Congress for that valuable acquisition; he also had done as much with the Dey and Regency of Algiers; and which was not confirmed only from our Commissioners not getting forward before a truce was agreed on between them and the Court of Portugal; and that the Memorialist has expended much time and very considerable sums of money in making friends for the United States on the coast of Barbary, in acquiring information from thence and in procuring some alleviation to our fellow citizens at Algiers, and in supporting and sending home to America many of those who appeared in distress at Alicante during war with Great Britain for liberty.

The Memorialist does not presume on any merit from the above, having therein only done his duty as a faithful citizen of an exalted country, but as he has been encharged to attend to our unfortunate Countrymen Captives in Algiers to procure for them every comfort and alleviation their unhappy state can admit of, and to acquire and transmit to the Secretary of State, every information possible respecting the operations of the Algerien forces, he humbly requesteth that Your Excellency will do him the honour of appointing him to the Consulate of the Regency of Algiers with the salary annexed thereto, and liberty of residing here until an accomodation takes place, for which he shall be truly grateful and unremittingly assiduous in complying with every part of his duty.

The Memorialist has the honour of subscribing himself with the greatest respect and esteem, Your Excellency's most obedient and humble servant.

.....

Alicante, 17 December, 1793.

OUR FOREIGN RELATIONS

(*Continued from page* 200)

ice Reform League, and many other organizations and individuals.

I leave it to your good judgment and intelligence to determine whether the bill itself is a proper one, whether it serves the ends in view, and whether the cause which it is intended to serve merits the support of such an audience as that which I have the pleasure of addressing tonight.



THE BETEL-NUT PALM

"Penang" is the Malay word for "betel-nut"

The bill has four main provisions:

First. The amalgamation of the Diplomatic and Consular Services into a Foreign Service, with a reasonable interchangeability of personnel. I have stressed that phrase "reasonable interchangeability," because many think that the bill is aiming against the very warp and woof of foreign service as the distinction between the diplomatic service and the consular service is usually observed in international law. I am among the first to disclaim that any gulf, social or otherwise, exists between the consular and diplomatic services of the United States. To those addicted to snobbery and various other unhealthy interpretations of life in varying strata of so-called Society, this may perhaps be unwelcome medicine; I feel, however, that the amalgamation and, as I said before, the reasonable interchangeability of the services, will attract and breed men who, by virtue of their understanding of one side of the service, will better discharge the duties of the other, and of both.

Picture to yourselves, therefore, a foreign service with two parallel vertical lines of service abroad, consular and diplomatic, the grades of promotion running horizontally across, and guaranteed by proper administration at home by trained men; with transfers and promotions occurring vertically in the same branch, horizontally from one branch to the other in the same grade, or diagonally from one grade to the next highest in the other branch of the service with capable and non-partisan administration at each transfer point, and you may then visualize what I have in mind.

While we thus bespeak an organization in this country which amalgamates its foreign service officers in a single service, the Government will still enjoy the right to designate them as diplomatic or consular officers according to their adaptability, training and efficiency. As soon as these foreign service officers reach the country to which they are accredited they fulfill the function of their designation, subject to the commonly accepted principles of international law; that is, as I have said diplomatic officers accredited to countries and consular officers to municipalities. The two sets of officers are not interchangeable in the countries to which they are accredited; it does not mean that the atoms comprising the molecule of foreign representation are necessarily alike.

Second. This proposal would involve the adoption of a single revised salary scale applicable to both branches. This increase in salaries is not as selfish as it might at first seem, because it illustrates the fact that, as between the two

services, diplomatic officers have been paid consistently much less than consular, and this provision would rectify the disparity.

Third. What is called "representation allowances." This is an important point. I can best illustrate it by again using one or two sets of figures. Of one thing I am certain—we pay our Ambassadors $17,500.00 a year, and our Ministers $12,000.00, and $10,000.00 according to their grades. We are now gradually obtaining residences abroad for some of them, embassies, legations and consulates. I am sure of another thing and that is that the French Government pays their Ambassador in this country a total emolument equivalent to between seventy thousand and eighty thousand dollars per annum, and that the French Government owns the Embassy in which he lives; and that the British Ambassador receives not only the Embassy in which he lives, but a total remuneration in expense account and salary amounting to over $97,000.00.

Seventeen thousand, five hundred dollars, and no house, as against $97,000.00 and a house tells its own story! How to correct it?

A person more or less superficially thinking might say, "Why, the remedy is to raise the salaries." We submit that it is not, because one of two major considerations would at once arise, notwithstanding our hope that all the individuals who represent our Government abroad, whether chosen by the merit system or from civil life for conspicuous abilities, would be neither parsimonious nor undignified. If we now maintain that the possession of private means is a *sine qua non* to present service in the Diplomatic Service of the United States, how much more interesting, remunerative and attractive would these posts be for the distribution of political patronage if they carried larger salaries—salaries equal to half or two-thirds of that of the President of the United States—particularly to those who do not realize the expenses of representing one's country abroad. Mr. John W. Davis testified before a Committee of the House of Representatives, and I have his testimony here. He stated that at the minimum it cost him $50,000 a year to live in London as Ambassador of this country, towards which his salary contributed only $17,500. Now, Mr. Davis' statement is above reproach; anybody who knows him would accept any statement he made as being the absolute truth. In addition, I know what he says is true, because at the time I was there with him and endeavoring myself to live on a salary far lower than that and the memory of the financial—what shall I say, not irregularities, I assure you, but adaptations to which one had to have recourse at that time—are still rather vivid in my mind.

Suppose, however, that the second contingency should arise. I hesitate to mention it; suppose that an individual of parsimonious tendency were to receive for the representation of his country abroad a salary of $50,000, and live on $20,000 and pocket the other $30,000. Any person in this audience traveling abroad for pleasure or business—and I trust that most of you belong to the first-class, the class born with golden spoons in their mouths—would know that there could be no remedy, because of

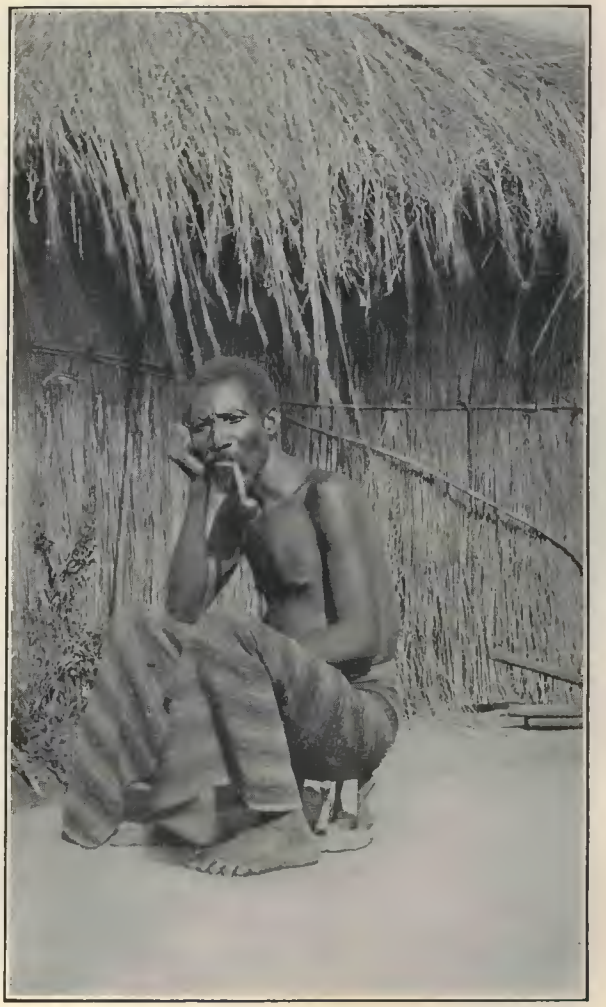


Photo from J. L. Pinkerton

SETTIN' AND THINKIN'

This "sub-chief" of Loanda ponders over the weighty matters of State

course, it would be nobody's business. I am referring to a man who would desire to save $30,000 of his salary in this manner.

If, however, we should follow the practice of many other governments and allow, in addition to a salary commensurate with the dignity and responsibility of the office, a reasonable sum for the expenses incidental to the proper representation of the government abroad, our Ambassadors, Ministers and Consuls would reside and transact their public business in embassies, legations and consulates belonging to, and maintained by, their Government, the upkeep of which would be defrayed from official funds accounted for by the officer, audited by the accounting bureau of the Department of State and by the Comptroller General and open to inspection by any tax payer of this country.

Fourth. A provision for the retirement of officers. At the present moment we have no retirement provision. We may serve through ultra-selfish motives born of the fascination of the service, and some of us have not yet reached the age of three score years and ten, but when we do, there is as yet no assurance whatever that we shall receive any assistance from our Government. In fact there is every assurance that we shall not. If we have the wherewithal with which to indulge in the most fascinating profession in the world—the representation of one's country abroad—or to participate, even to a modest degree, in the management of its affairs at home, perhaps that is a small price to pay, but I submit that it bears not the slightest resemblance to the methods followed by commercial organizations at home and it will never attract the kind of men we need. Not that men who possess private means are not perhaps, better equipped, by birth and training and environment, for this work than others, but there are many who are denied participation in this work by reason of their lack of adequate means—first, because the present remuneration in the Service is insufficient; second, because they see no chance of advancement and, third, because they cannot look forward to any provision as a reward for their service when they reach old age. Remember, also, that during their official life they live under conditions of constant exposure to disease or sudden death—an earthquake, for instance, or a revolution or an epidemic of tropical disease—all of which have to be taken into account, particularly when the individual's family is considered.

The retirement provisions of the bill do not constitute an additional burden upon the pension system of this Government. After a small initial outlay by appropriation to render such assistance to officers to whom the provisions of the bill are immediately applicable, the funds are provided by a contribution of five percent per annum of the salaries of officers in the active service.

These are the provisions of the bill.

I submit that this is only the first step in legislation; it is perhaps a faulty step. I can envisage a long flight of steps in legislation which will preserve the middle road between those extremes of which I speak, and which I think will eventually reach full fruition of the ends to which I have alluded tonight.

In short, this is what we have done in years gone by, and what we are doing at the present moment, what we are doing in this day which has just drawn to a close, and what we shall continue to do tomorrow and the day after tomorrow, and as long as strength is given to us.

We feel, however, without bespeaking anything in the nature of assistance, that with support of the nature to which I have alluded, we can render to the people of this country a hundredfold return, and thus justify that confidence and faith in what we are trying to do in the same degree as your marked consideration has justified my intrusion upon your courtesy and patience.

JAVA'S SKYSCRAPER

By ROLLIN R. WINSLOW, *Soerabaya*

Inspired by the buildings he had seen in New York City, one of Java's wealthier Chinese returned to the little village of Lawang where he built a structure five stories high with the idea of making it a home for his clan. Some claim that Lawang's "Woolworth" was built for the sole purpose of satisfying the owner's craving for elevator flights but that the "thrills" derived from the sport were greatly lessened when on one occasion the car stopped between the fourth and fifth stories and the unhappy occupants were kept prisoner until an engineer could be brought from Soerabaya which is a two hours' ride by motor from Lawang.

If a traveller through the everglades of Florida were to be suddenly confronted by the "Flatiron" building it could scarcely appear more incongruous than this strange fancy of a Javanese celestial rising as it does from the "sawah" fields surrounding Lawang. The diminutive one story buildings of the Dutch and the fragile bamboo structures of the natives strike one in glaring contrast.

What is Wrong in this Picture?

By HOMER BRETT, *Bahia*

WHEN Consul General Skinner visited Menelik and when at a state banquet the imperial fingers popped balls of meat into the open and receptive consular mouth the king-pin of our Service realized as never before that etiquette varies with latitude and longitude. When Consul General Coffin met His Highness Seyyid Feysal bin Turki and learned that in Maskat shoes and not hats are removed as a sign of respect he did not need to be told that good manners are a local question. Lots of us think that the rules of proper conduct are as fixed and immutable as the laws of the Medes and Persians; that what our mothers told us is right everywhere and all the time and when we begin to stir about a bit of it comes with a shock to us to find that the rules of good breeding are no more invariable than are ideas of right and wrong.

"They shift with race, they change with place and
in the veriest span of time
Each vice has worn a virtue's crown, all good
been banned as sin or crime."

The trouble is that the variations are not all so obvious as the Abyssinian meat-ball ping-pong game and we Americans, Yankees, Usonians or, Estadounidenses, as the Pan American Bulletin dubs us, may live long years in foreign lands without ever learning many little tricks of good manners that natives deem essential. Of course those of them who have traveled or had much contact with foreigners will understand, and all of them being themselves well bred, will pardon our ignorance but it is just as well to know what's what and the writer will proceed to communicate the few bits of information that he has picked up along this line in the hope that others will expand the subject so that eventually we of the Service may all be Lord Chesterfields or Ward McAlisters in any time or clime.

At an English dinner table it is never proper to shift one's fork to one's right hand. Food is skillfully placed on the *back* of the fork thereby obviating the necessity for an awkward and unsightly lifting of the elbow. To take a chicken or other bone in one's fingers, however gingerly, is unthinkable, but asparagus served with sauce is grasped fearlessly in the right hand and with all necessary firmness. One of the great and hitherto unsolved problems of empire in British India is how to eat mangos with a modicum of decency. Nut picks, the points of which can be driven into the seeds, thus forming a handle, are the best makeshifts. Shakespeare knew what a "deck" of cards was but if you want any of his present day compatriots to understand you you must call it a "pack." High caste British make a shibboleth of the word "Trait." They insist that it is French and in both singular and plural must be pronounced "Tray" and not otherwise and that any person vocalizing the final T and S displays woeful ignorance and a lack of early training. But, after all, the differences between the British and us are not so deep as a well nor so wide as a church door and with a little practice in broad A's we can get by.

But Spanish countries! Well to begin with gentlemen meeting ladies may and must speak to them *first* and the ladies wait to be thus saluted. What you have read in the recent social gospel about waiting for the lady to manifest a desire to shake hands before extending your own is completely wrong in Latin countries and, I believe, also in Germany. Gentlemen meeting on the street tip their hats to each other. There is some slight effort at revolt against the practise but it is still the rule. Officers in uniform, of course, give only the military salute.

When you call on a Latin gentleman in his office and say good-bye at this desk, if you then walk straight out without turning around you will have committed a *faux pas* and he will be left in a foolish position for he will certainly have followed you to the door to bid you farewell again at his threshold. This is important.

At a Spanish-American dance there is no chance of getting "stuck" with one girl all the evening. During intervals between dances the ladies all congregate in some part of the salon and a gentleman's full duty as a dancing partner is done when he escorts the lady to this vicinity. He then leaves her without ceremony and joins the men who are smoking or seeks his partner for the next dance. "Breaking in" is unknown and unheard of and might cause a duel if attempted. Dancing among people of any social standing is always entirely decorous. But listen girls. At the conclusion of each dance the lady always thanks her partner for having danced with her! Dancing is inexpensive amusement for young men as they do not take girls to dances nor escort

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them home. The young ladies either go to dances accompanied by members of their families or they stay at home.

In introducing Mr. and Mrs. Jones to a mixed company Mr. Jones is introduced first and then Mrs. Jones. Where Mr. and Mrs. Jones are being introduced to a number of gentlemen the strictly proper procedure is for Mr. Jones to be introduced and then himself to present the others to his wife. If you and your wife meet a Spanish friend at a party or take him to the theater do not on any account offer him a seat between you as he will either decline to sit so or will be very much embarrassed. When walking in the street with a man older or higher in rank than yourself be very particular to give him the wall and change over just as often as is necessary for you to remain on the outside. You should be equally careful to give him the right-hand seat in any carriage in which you may be riding.

A cane is a necessary part of formal morning or afternoon dress and the high silk hat still retains the place that it is so rapidly losing in the U. S. A. "Frac" sounds like frock coat but it means full dress. In Spain it is sometimes requisite to wear this at high noon to social gatherings and to *Te Deums,* but this is never obligatory in South America. Attending a funeral, black clothes and a black tie must be worn. In Caracas and perhaps in other places all return to the house of mourning after the interment to give some final words of sympathy to the head of the bereaved family. It is usual to give this person an *abrazo* or embrace. The embracer places his right shoulder against the left shoulder of the embracée and pats him lightly on the left shoulder-blade. An orator after his effort or a poet who has just read his verses is felicitated with *abrazos* plus the ejaculation of various "bravos." Embraces count greatly for those able to pull them off with *éclat* but a doubtful, or hesitant gringo had best stick to an extra hearty handshake.

There is much more handshaking and, among ladies, much more kissing than among us *Estadounidenses.* After a large party the good-night handshaking is something awful but people are making a conscious effort to get rid of it and they should be helped.

Good American Catholics are astonished to find their coreligionists in South America eating meat on Fridays but the church's interdiction of such diet on that day has never extended to that continent. Ladies must not go to Catholic churchs with heads uncovered and, in Chile, they must not wear hats. Any sort of veil or scarf to throw over the hair is quite all right. In some countries all femininity sits on one side of the church aisle and all men and boys on the other. Not even families are expected to disregard this rule except at weddings. Wedding invitations are issued jointly by the families of the bride and the groom, each invitation being printed separately but on the same piece of paper. Two ceremonies, the civil and the religious, are necessary. The civil is the legal one and usually takes place immediately before the religious act. Otherwise weddings are much the same as with us though the bride may look a bit more triumphant and the groom somewhat less frightened. Married women retain their middle names with an addition. Margaret Smith marrying John Jones is thenceforth Margaret Smith de Jones and when the almost inevitable consequences have happened their son will be William Jones Smith. The second surname is the mother's family name but the first surname is the continuing one and if William Jones Smith marries Miss Brown their son's name will be Henry Jones Brown. In all cases where the full name is not used any of these gentlemen will be called Mr. Jones and not Mr. Smith nor Mr. Brown. Americans at first find this second surname business hard to understand and constantly make mistakes.



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BONDS SHORT TERM NOTES ACCEPTANCES

The law of pasteboards is not essentially different from ours, except that the foolish custom of leaving a multiplicity of cards for all the members of a family is not followed. One visitor, one card, is the sane and simple rule. Of course Macauley's schoolboy knew that p. p. c. stands for *pour prendre congé* and means goodbye but it is not so well known that in Iberian countries s. d. stands for *se despide* and means the same thing. Cards left personally are carefully creased across all of one end instead of having just a corner bent over. Engraved cards are not nearly so essential as with us. In fact nearly everybody uses printed cards. New Year cards are specially printed with the name of the sender and "Feliz 1924." At funerals a receptacle for cards is often placed in the hallway. Spaniards or Spanish-Americans will not call on a family newly arrived in their city or neighborhood until invited to do so. It is quite proper to send cards marked "se ofrece su casa" to those whom you would like to have call but a verbal invitation is better. A spoken invitation to pot-luck given to a Spaniard will nearly always be declined at first and must be insisted upon if really meant. Written ones are different.

Entering a hotel dining room, one salutes courteously persons at neighboring tables even if entirely unacquainted with them and upon leaving directs to them some pleasant remark such as "Buenas noches" or "Buen provecho." In Mara-

(*Continued on page 235*)

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WITH THE INSPECTOR

(*Continued from page 206*)

whom a trip on mule back was made to the Boqueron crater.

At Tegucigalpa, the Keisers were, of course, in the throes of revolution and taking it most calmly. Keiser made the five-hour motor trip from Tegucigalpa to San Lorenzo to meet me. Mrs. Keiser seemed quite oblivious to constant stray shots, her main concern being apparently that the revolution should not interfere with the entertainment and comfort of the inspector.

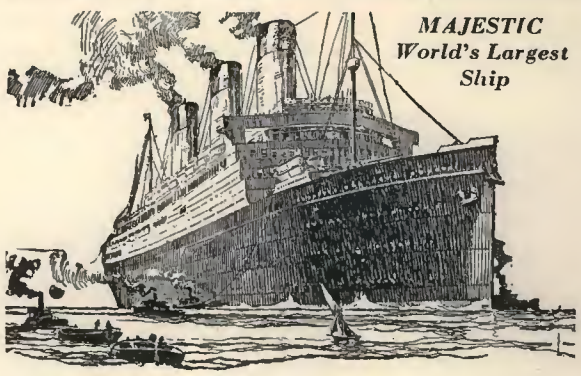
The Playters at Corinto are *delighted* with their post which, of course, makes it very nice for the post and the inspector. Playter claims to have trained the sharks to respect consular officers, and he can also offer a visiting colleague a very good game of tennis. He accompanied me on my visit of inspection to Matagalpa, said to have been renamed "Mata-Inspector" by Frazer, where I fell into the arms of a fellow-Minnesotan and old friend of my family in the person of our genial Agent, Mr. de Savigny.

The next officer inspected was Consular Agent Purdy, a true "old-timer" of the best type, who has during the past two years represented us most patriotically at Puntarenas (Costa Rica). At Puntarenas I was met by Minister Davis, who took me to San José in his private car, of which I enclose a photograph. The private car is seen



PRIVATE MOTOR-RAIL CAR OF THE UNITED STATES MINISTER TO COSTA RICA, ROY T. DAVIS

in the background behind the Minister, Master Junio Davis, Mrs. R. E. Lucas (of Columbia, Mo.), and myself. Not content with having met me at Puntarenas, our hospitable Minister personally escorted me—this time in the President's private car—from San José to Port Limon.



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In spite of the recent earthquake, when the hotel in which they were stopping collapsed, Mr. and Mrs. Waterman still enjoy San José and are in the best of spirits. "Harry" is a keen golfer, and, while I could not judge his game, his togs are most effective. A new sweater just received from Paris should in particular give him a decided advantage.

Mrs. Meily has discovered how to make the family comfortable, contented, and cheerful at Port Limon. In addition to work, Meily finds much to interest him, among other things a stamp collection which he has just started and a collection of spiders which he has under advisement. Dr. Mann, of the Department of Agriculture, well known to consular officers in countries where bugs abound, strongly recommends spiders as a hobby.

The Orrs are very happy at Panama except for the fact that Mrs. Orr finds that George has to work too hard, and she does not favor the common practice of "letting George do it." However, Orr gets time for an occasional game of golf or tennis and has even challenged me to a return match in Colon when I next pass through.

Dr. and Mrs. Dreher are their usual delightful, hospitable selves, the Doctor having made an

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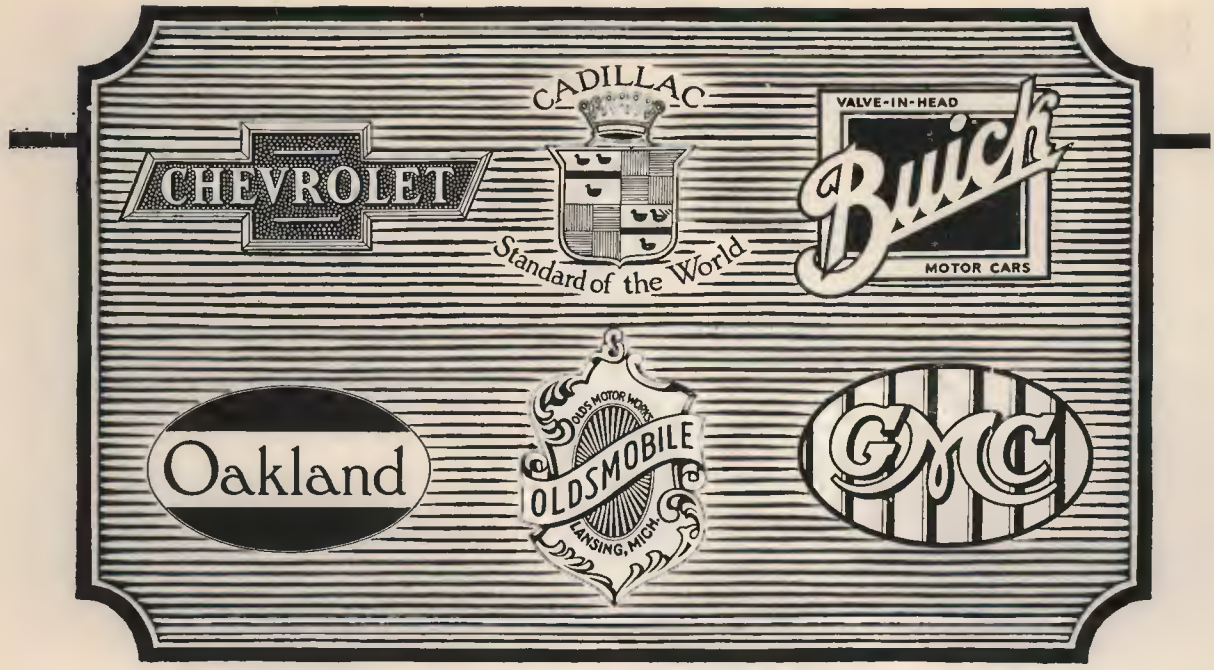
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unusually rapid recovery from his serious illness of last winter. Colon is a strategic point for traveling consuls. On April 30 Dr. Dreher had the rather unique experience of receiving two consuls general at large, both of whom were passing through Colon—Garrels on his way to Curacao and the writer en route for Tela, Honduras. Garrels is thriving on West Indian fare and full of enthusiasm about his work.

EXPORT MANAGER

(*Continued from page 210*)

it not infrequently happens that letters are signed by a subordinate, "per," who is not authorized to sign "per *Pro.*" Here again it is thought that the better plan would be to adopt the local custom and have the signature of at least the chief of a department, if not a principal, appear on letters of the firm.

These, my dear export manager, are a few of the ideas that come to me in endeavoring to consider the foreign market from your standpoint. I hope they will not seem too banal or obvious and that you will not dismiss them with the crushing comment of the critic—"what is new is not true, and what is true is not new!"

ALEXANDER W. WEDDELL.

TRADE "COUNSEL"

(*Continued from page 212*)

making (don't confuse this with eloquence); on the cost of living (well on little); on domestic economy (he is strong on this); on public health (and private ill health); on vacation tours (for other people); on automobiles (and flivvers); on courage, hope, happiness, loyalty, fidelity and disappointment.

But, seriously, how proud a consul ought to be to see himself translated into the minutes of a F. T. C. It is no mean honor this, either. The press always chronicles most faithfully the utterances of F. T. C. delegates; it is seldom so generous to consuls.

The Oskosh *Opinion,* the Topeka *Talebearer,* the Wichita *Wanderer* and the few other honestly edited influential metropolitan dailies often find, in moments of unforeseen and unpremeditated emptiness, pithy little paragraphs of consular origin extremely useful as fill-ups. It cheers the heart of a consul to see himself thus immortalized, gives him courage to attack the countless letters of inquiry distributed from head offices with such praiseworthy liberality. For the most part these



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letter writers are modest, not unduly inconsiderate, reasonable and averse to giving trouble. But once in a while one breaks out with a circular effusion which is a masterpiece but which not even a consul can answer in full detail. The writer of these freak things is, although he probably does not know it, a consul's very good friend; acts upon him like the fleas upon David Harum's dog, keeps the dossier of "unfinished business" alive, and prevents the common consular misconception of omniscience. All of which is good for a consul, good for him, yes, but irritating.

I have no desire to convey, by these vagrant paragraphs, the impression that the personnel of the F. T. C. individually patronizes consuls so assiduously as it does, solely for the consul's personal pleasure. No doubt that has much to do with it all, but I cannot attribute universal altruism to the organization, much though I wish I might. It is notorious that consuls as a class are easily pleased, which makes it less difficult for the F. T. C. to please them. Just take a few notes here. If one consul commits an act of outstanding excellence, the whole bunch is delighted. If a few are chosen for promotion, while many are not, the resultant joy is shared by all alike, regardless of race, color or previous condition of servitude. If transfers are ordered the transferred are always perfectly delighted, as will be seen by the great volume of "Thank you's" in the Bureau of Indexes and Archives. Heart burnings, envy, dissatisfaction, grouches? No, not consuls. They are the cheerfullest people on earth; I should say the whole earth, for that's where they are. Yes. the consul is a tractable fellow, easy to get along with, but how hard, how almost impossible, to get along without. No wonder so many of his admiring friends call him "counsel." The title is fully justified; in some cases it may even be accorded him deliberately.

It were a serious mistake, though, to think that a consul is naturally consular. He isn't. His beginnings are the beginnings of all men, and the nearer he is to those beginnings when caught the better consul he will be. In fact, to be a good consul he must be caught young and led gradually up to the heights from which he may look down pharisaically upon a wondering world. The developing process is not unattended with pain. He must first be told what to expect. Told that in the "field" he will find no pies, strawberry shortcake, "Lynnhaven Bays" or cranberry sauce; told that he will often have to say "si" when he means yes and think in terms of a never realized tomorrow; told that he must be brave when he hears himself using broad "a's" or saying "extraor-

din'ry" when surprised, sees himself wearing "spats" and drinking tea at four o'clock p. m., rain or shine; told to abandon "guess"ing and to cut out of his vocabulary "Gee!"; told how to inhale slippery asparagus, how to say "thank you," going up; how to tell a "bowler" from a derby hat. And, finally, when he gets to the point where "mail day" is just like any other day; where he can be agreeable to people he positively dislikes; where he can put aside without an exhaustive and exhausting study a new copy of the *Register of the Department of State;* where he can note the birth of a child to American parents in his district without one qualm of envy; where he can go peacefully to sleep after having received a cable telling him to pack up and go to the other side of the world; and when he knows by heart the numbers and uses of all the forms in his cabinet, then and only then can he be said to have "arrived." These are only samples; I cannot mention more, for I have used up the editor's "2,000 words" and am already encroaching on the "plus."

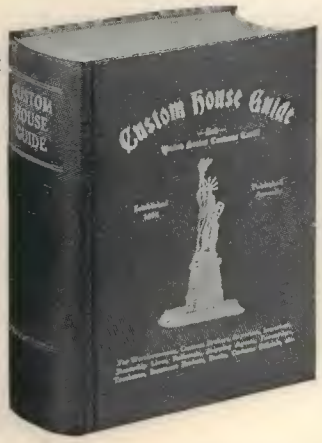
So I shall stop. If I have been helpful to the F. T. C. I am quite satisfied. I have at least kept my word about not being funny. That was the easiest part of the whole job.

WEST OF EAST AND EAST OF WEST

(Continued from page 217)

fume of countless budding and blossoming and ripening and dying flowers and fruits and plants, and melodious with the happy songs of many brightly plumaged birds, and colorful with the vivid greens of hillsides and blues of sky and water. The noontimes are stifled beneath a searing, beating tropical sun that blisters and smothers and shrivels until the entire island curls up like a limp banana leaf, and the whole world lives under a pith helmet. The long drowsy afternoons seem never ending, until the drowsiness suddenly gives way to an awakening as the drooping sun beckons a cool evening breeze from the blue-misted hills of the Malay Peninsula to refresh the island and awaken the chorus of cicadas from their hiding places in the twisted branches of brilliant flamboyant trees—an anvil chorus that forthwith begins its shrill, never-ending, never-varying note of happiness. The twilights are fleeting, a hurried fluttering of transitory shadows that slip quickly

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from the red and gold of sunset into the lavender of evening, and so into the black velvet of night. And the nights! Cool, fragrant, enticing night-time steals softly up from the sea and down from the sky, and wraps a silken sarong of breathless expectancy about the isle. Even the crickets hush their song, and the pulsating rumble of toms-toms and the discordant clash of oriental music from the mysterious byways of Chinatown become a scarcely heard echo. The phosphorescent sea and the star-dusted dome of Heaven, each a reflection of the other, merge into a silent, fathomless abyss, pin-pointed with twinkling gold and silver. Insignificant sounds are strangely multiplied. The rhythmical clip-clop, clip-clop of a solitary pair of wooden sandals wending their lonely way along a deserted street, the far off, mournfully melodious call of a Chinese mangosteen vendor, the drowsy note of a nesting dove from the darksome depths of a towering Angsenna tree, the murmur of softly breaking waves whispering the age-old, new-born story of far-distant lands and strange places.

ROGERS BILL A REALITY

(*Continued from page* 201)

"The position of Director of the Consular Service is abolished, and the salary provided for that office is hereby made available for the salary of the additional Assistant Secretary of State herein authorized."

There is no man in the service who will not welcome with acclaim this last provision which elevates Mr. Carr to the position of Assistant Secretary of State, and harmonizes the hierarchy of the service with the new order of its adjustment.

The tale of the Rogers Bill is told as it takes its place on the statute books to become the basis of all future foreign service operations. For its July issue the BULLETIN will publish a special edition devoted exhaustively to the bill and the administrative regulations which are to give it effect. The reorganization plan is so far-reaching, and presents so many opportunities which have had no place in the old career, that a detailed study is essential to even a partial understanding of its merits.

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STATES' RIGHTS

The Oklahoma Farm Mortgage Company Takes Exception to Consul Balch's Piratical Claim to Punkin Pie

Now, then, who invented pumpkin pie? Consul Henry H. Balch, Adelaide, writes me that on Thanksgiving he and other Americans enjoyed turkey and "added to the menu that good old Alabama dish, 'pumpkin pie.'" Shades of Cotton Mather! Safely sheltered in Australia, Consul Balch takes possession, by implied right of discovery, of pumpkin pie—in the name of *Alabama*. Wow!

Can he get away with it? Pumpkin pie! I mean the genuine ecstasy, made from pumpkin that was frosted in a corn field. Before the cooked fruit goes into the oven, some angel adds cream, real honest-to-goodness thick cream. And molasses. And eggs—that were laid that morning. The yolks stand up like golden hemispheres and the whites whip into a snowy mound that billows and fluffs as cupfuls of sugar pour in. When properly stirred, these ingredients form a reception committee for cinnamon, ginger and cloves. But the climax comes when just the right amount of nutmeg is introduced. Lastly, a few pieces of butter—all outdoors is not big enough to dissipate the delicious aroma from the oven.

What state rightfully can lay claim to this treasure? Alabama? Maybe. But I vote early and often for Illinois.

WHAT'S WRONG IN THIS PICTURE?

(*Continued from page 226*)

caibo one entering or leaving a street car salutes the other passengers. Speaking to or saluting a person whom one has never met is not considered an affront nor even a blunder but rather the contrary.

Private dinner etiquette is not essentially different from that of the world in general. Wines are always served but the scruples of total abstainers are understood and respected. If the party is not too large each gentleman tries to drink the health of each lady present once during the meal. He attracts her attention, lifts his glass toward her, says "Salud Señora" and drinks. She responds by sipping her wine and smiling graciously but ladies who, with all this, consume as much as one entire glass of wine during the whole course of a dinner are exceptional. Spanish fingers are used even more charily than English ones at the table. Many somewhat over-refined persons leave a part of each portion served them



Fashions in Sarawak

Photograph the Strange and Curious

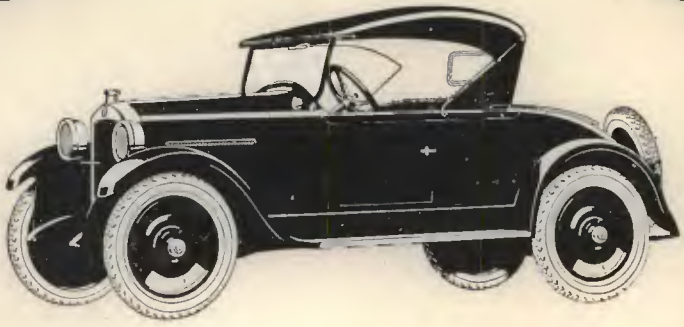
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perhaps to show that they are not hungry and that the food is no better than that to which they are accustomed.

It is considered very bad form to be seen carrying any sort of package in the street but this is a prejudice which we of all people should ignore as it has its root in the old belief in the disgracefulness of any useful labor. South Americans recognize its folly and a few defy it but in several countries a musician will not carry his own music roll and students taking agricultural courses have servants to carry their tools to and from the experiment fields.

The little variations in deportment learned, the Yankee who goes to Latin lands with an open mind and a friendly soul will find social life delightful. Formality there is always but it is not stiff formality and the bubbling stream of persiflage and compliment if not profoundly sincere is pleasant nevertheless. And there is Liberty; Blessed Liberty. Now don't look for any "Curses upon You, Volstead" stuff for I only mean that you have liberty to dip your cracker in your tea if you wish and may put your hat on your head in the theater the moment the curtain is down without waiting until you are outside the door.

To conclude with an anecdote for the veracity of which the writer declines to vouch. An American passenger on an Uruguayan steamer each morning slipped his bathrobe on over his pajamas and went to his bath. The third day the purser visited him and with a grave countenance intimated that the Uruguayan passengers were shocked at such conduct and hoped that he would quit parading the deck in his bathrobe. He said, "I am awfully sorry. I never meant to offend any one and I will certainly conform to their customs. How do the Uruguayans go to the bathroom?" "Oh," was the amazing reply, "they just go in their pajamas."

HOW CONSULS FOSTER GOOD WILL

(*Continued from page 218*)

likes to work for you all of his time and you can use his services, my firm will be only too glad to have him do so and we will pay him full salary for the six months." And in the archives of that particular British consulate this

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From the time America broke off diplomatic relations with Germany, up until she made the new treaty with her, American interests in that country were looked after by the Spanish Ambassador and the Spanish consuls at large cities like Munich, Hamburg, and Frankfort-on-the-Main. As a token of appreciation for this, the United States government officially presented to these Spanish officials certain appropriate gifts, including handsome silverware and other suitable objects.

If any Americans who read this article were in Germany during the trying post-war period of 1919-1921, they may well remember that it was the Spanish consul to whom they went to have their invoices certified, so that they could ship their purchases to America. Still "technically at war" then, American consuls could not legally perform any official functions in Germany. All such work as "taking the oaths of Americans" in connection with business deals, the settlement of estates, shipping problems, and notarial services of any sort had to be done by these obliging Spanish consuls—and such work is usually done for nothing. For this article I interviewed one of our best-known consular inspectors, who was in Germany shortly after the war.

"During that period," says he, "there were so many Americans flocking to Germany—to renew the business relations of former years and for other purposes—that they simply overwhelmed the Spanish consuls with work. Representing our interests actually meant more work for many of these Spaniards than they had to do in looking after their own official duties. This was especially true at Munich, always a favorite center for Yankee tourists, and where, at that time, peculiar passport regulations were a source of constant embarrassment to the uninformed visitor. With true Spanish 'hidalguia' and 'caballerosidad,' the Spanish consul there, Dr. Francisco de Asis Caballero, assumed an attitude toward the protection of Americans which might well have served as a model to the most zealous and conscientious consul anywhere.

"His role as a protector of American interests seemed to take first place in his duties. And when a new American consul finally reached Munich, Dr. Caballero placed at his disposal two well-trained clerks, assisted him in finding suitable official quarters, presented him to the



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local authorities, and in short did everything which a retiring American colleague could have done for his successor. I mention this case at Munich, not because other Spanish consuls in Germany were any less zealous in their protection of American interests, but only because I happen to have first-hand information of what happened at Munich."

I might add that while in Hamburg, in 1920, I found the Spanish consul there equally unselfish and interested in looking after American affairs, and helping a friendly people out of their difficulties.

There is another incident which recently was brought to my attention. It reflected the spirit of cooperation that existed for consuls of different nations. At a large post the British residents had built a commodious seamen's home, maintaining it by voluntary subscription. After the armistice, it became an important station for American seamen and it was not long before American residents at the post began to plan on building a seaman's home for the accommodation of American sailors. The British consul learned of the scheme and immediately reported to his American colleague that there was ample room for both American and British seamen in the British Seamen's Home and suggested to the British residents who owned and maintained the home, that the American consul should act as vice-president and that Americans should be appointed on the committee and that American sailors be placed on exactly the same footing as their British comrades. The suggestion was adopted, thus obviating not only the expense of building and maintaining a separate home for American seamen but the consequent loss of time in getting such an institution started.

Just what part future consuls will be able to play in securing that world peace which is so urgently needed is hard to say. But from the type of men who are being appointed to consular posts, from the very definite instructions which they receive as to the necessity for cultivating friendly relations, from the ever-growing flow of goods with which they must become familiar and the increasing international travel which they must direct, it seems likely that their opportunities will be even greater than they are at present. May they meet these opportunities with all the diplomacy and efficiency which they can master!

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The American Citizen in General

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Advice and assistance to travelers, tourists and salesmen
Representation
Notarial acts
Protection of interests so far as laws and regulations permit
Welfare and whereabouts

American Consuls serve practically every branch of our Government, every business man and, either directly or indirectly, every private citizen.
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.