

THE AMERICAN FOREIGN SERVICE JOURNAL



Photo by E. J. Norton

THE GRAND CANAL, VENICE

Vol. III

APRIL, 1926

No. 4



Only Dodge Cars Are Practical in Wild Gobi

Dr. Roy Chapman Andrews, world-famous scientist, is now conducting his fourth expedition into the Gobi Desert in the north of China.

The Gobi Desert is wild, sandy, rocky and roadless — almost impassable, at many points, even to camels, to say nothing of motor cars.

On previous trips Dr. Andrews used various well known makes of cars, including Dodges. *This year he is using Dodge cars exclusively—one of the most impressive tributes ever paid an automobile.*

“It is the only car that will stand the strain,” said Dr. Andrews. “Last year our Dodge cars covered 5,000 roadless miles, without repairs, and at the end of the trip we sold them for more than they cost us. Dodges are now regularly run over desert roads from Kalgan to Urga, a distance of 700 miles. Their stamina is positively remarkable.”

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THE AMERICAN FOREIGN SERVICE JOURNAL

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VOL. III. No. 4

WASHINGTON, D. C.

APRIL, 1926

La Rochelle and Early American Relations

By D. B. LEVIS, *Vice Consul, Newcastle*

With an Acknowledgment to Vicomte de Vaux, Archiviste, Charente-Inferieure

LA ROCHELLE, where one of the earliest American Consulates was located, is a picturesque old town much frequented by artists. There is seldom a French art exhibition where there is not hung some classical or impressionist study featuring her monuments or ancient port with its medieval fortifications and fishing smacks glowing with sails of ultramarine, of yellow, of faded pink or blood red not unlike those of Venice. The subjects, though constantly repeated in the salons and on the station posters have not grown commonplace and the traveller is always agreeably surprised when he perceives for the first time the former capital of ancient Aunis. For those who arrive by sea from the neighboring islands of Oléron or of Ré the impression is particularly striking.

LANDMARKS OF A HISTORIC PERIOD

In the narrow bay, between low-lying shores green with tamarinds, the ship follows a channel which makes a breach in a long wall of stones. This wall, visible at low tide, is the dyke which Louis XIII and the Cardinal de Richelieu caused to be built when they besieged La Rochelle—at that time in revolt—in order to cut off the Huguenot city from access to the sea and prevent her from being revictualled and succored by her English allies. In spite of the indomitable

courage of its defenders, the town capitulated at the end of eight months when but 136 able-bodied men remained. At the end of the bay, dominating the skyline like a church steeple, rises the beautiful flamboyant Tower of the Lantern, a fifteenth century lighthouse built on a towering cylindrical base once used as a prison for political offenders. The boat enters the old port passing between two other picturesque medieval towers built in 1375-1384 which in olden times were linked together at night or in periods of war with a chain.

On landing, the traveller is not disappointed by the aspect of the town itself. Many of the streets in the older part are bordered with arcades similar to those in Italy and Savoie and enable one to walk about shaded from the sun or sheltered in unseasonable weather. Large mansions built by shipowners in the eighteenth century are reminders of the prosperity that followed in the wake of early maritime commerce and quaint black and white striped ancient buildings and charming vistas greet the eye at every turn. The Town Hall, begun in the fifteenth century and completed under Henri IV—the king who loved to call himself “the right good friend of the Rochelais”—gives one an idea of the importance and power of the town that was long a subject of contention between France and England and which was in a way, the capital of



a state within the state, a kind of Protestant Republic within the Catholic Kingdom.

ROCHELAIS EMIGRATE TO ENGLAND AND AMERICA

For many reasons every stone of old La Rochelle recalls a stirring past and for Americans the place is also rich in memories. La Rochelle in the seventeenth century had extensive commercial relations with New England and was naturally one of the countries which most attracted the Rochelais Protestants when, after the revocation of the Edict of Nantes in 1685, they fled in great numbers to seek abroad a land where they could practice their religion in freedom. Many went to England, but they grew weary of waiting for the general naturalization that they hoped Parliament would grant them; moreover, the pressure exercised to have them become members of the Church of England, and the difficulty they experienced in earning a livelihood without having recourse to the charity of the English Committee of Assistance, prompted them to search for a refuge elsewhere, and it was for this reason that they emigrated to North America.

EARLY AMERICAN SETTLERS

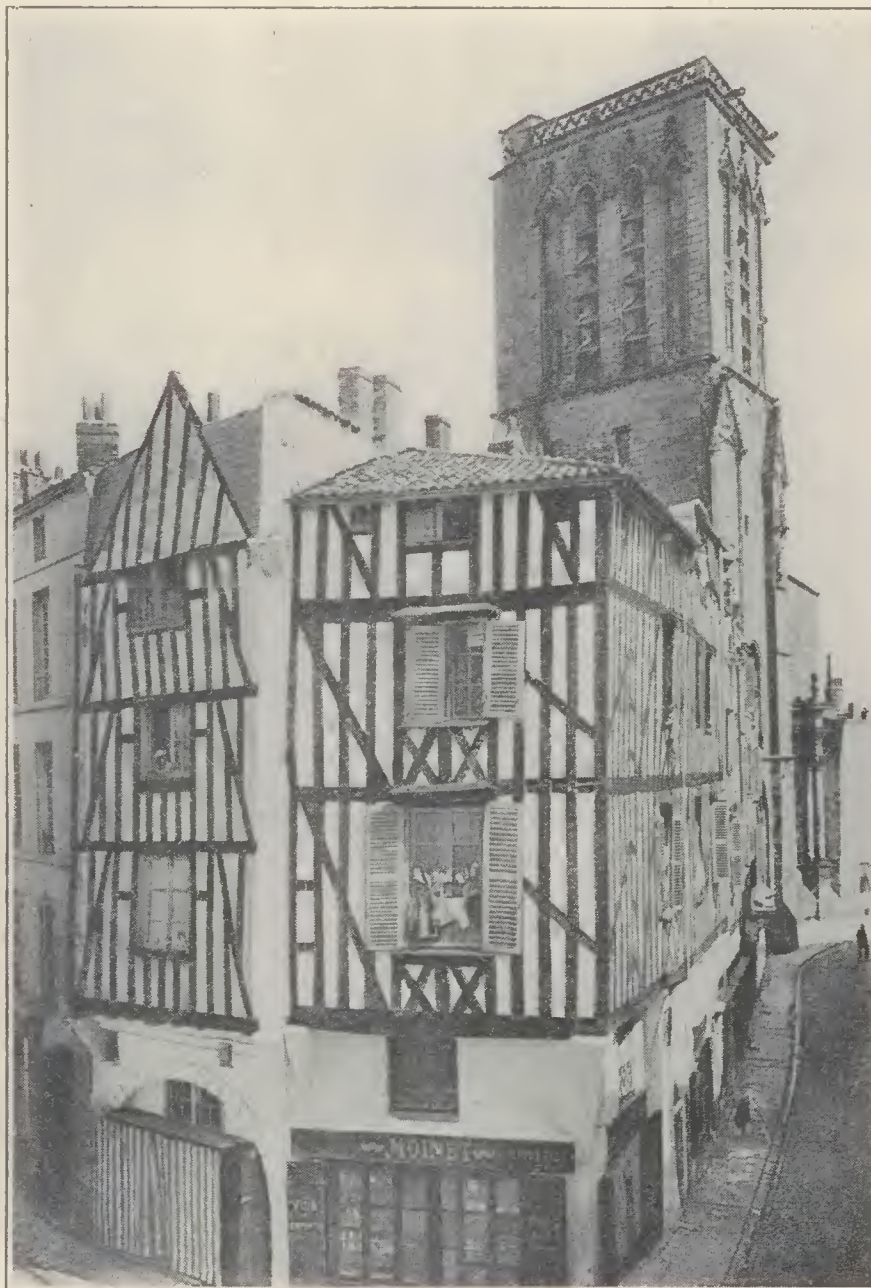
Aunis has deserved the appellation, "Cradle of the Huguenots." Numerous families of that province, Jay, Bernon, Baudoin, Sigourney, Allaire and Faneuil have left names celebrated in the history of the United States. The town of New Rochelle, near New York, was founded by a contingent from La Rochelle.

A whole colony of Rochelais settled at Boston. A number of families helped to develop the then newly born hamlet of New Oxford where the site of the "French House" is still shown, while others settled at East Greenwich, in Rhode Island, and a quarter in that place is called "Frenchtown" to this day.

Thus the Rochelais played no negligible part in the creation and growth of those communities which then formed the English colonies of America. They took also a part in their liberation. Many sailors from the Aunisian coast were to be found among the crews of the Comte d'Estaing and the Comte de Grasse during the War of Independence. After peace was signed, La Rochelle asked to be declared a free port for trade with the United States but the privilege

was not granted, that however, did not prevent her from carrying on profitable exchanges with the new nation. A consul of the United States was soon appointed here and the consular archives go as far back as 1791.

Economic and friendly relations have not ceased since then. The great World War only strengthened them. La Rochelle, or more precisely, La Pallice, her new deep-water port, was one of the chief ports of entry for American war material as well as a base for American troops and some of these soldiers found themselves in the old French town which had been the home of their ancestors two or three centuries before.



From D. B. Levis

FIFTEENTH CENTURY HOUSE

The Development of American Commercial Policy

The second of three articles based upon lectures delivered in the Foreign Service School of the Department of State, January, 1926

By WALLACE McCLURE, *Assistant to the Economic Adviser*

II

The Tariff in its Relation to Equality of Trade

DURING the early years of American history and, indeed, until well into the nineteenth century, the tariff was not a serious problem. The great questions of commercial policy arose out of the treatment of merchant shipping and, whether affecting primarily goods or vessels, principles found concrete expression in exclusions rather than in the high rates or in differential duties. Discriminatory customs duties made their appearance, however, in colonial days and the protective principle is traceable not only in the first national tariff act, 1789, but in the import duties levied by some of the states soon after the Revolution. As the problem of equality of treatment in respect of shipping approached solution the tariff problem was beginning to exceed it in importance, and by the middle of the nineteenth century the matter of the rates of import duties had become of prime consequence to the commercial world. With that development the accompanying problem of equality of treatment for goods in the customs houses of the nations assumed its present outstanding place in commercial policy.

The economic bases of colonial life—agriculture and commerce—naturally argued against restrictions upon trade; nevertheless each of the colonies at one time or another was induced by its need for revenue to impose duties on some of the goods imported. Only three of them steadfastly pursued this revenue plan and in these the duties were so imposed as to encourage the development of external trade.

Such discriminations as occurred in the tariff schedules were largely for the purpose of placing at a disadvantage the ships of competing colonies or foreign countries; in some instances, moreover, lower duties or tariff exemptions were granted in case the goods in question were brought directly from the place of production; products imported directly from England enjoyed favors as compared with those from other

countries. Differential duties were occasionally used as weapons of retaliation. Thus Maryland expressed its displeasure growing out of a boundary dispute by imposing much higher duties upon imports from Pennsylvania than on goods from other colonies. The latter maintained extra duties upon the goods of several colonies because they imposed duties upon its goods, although, with the exception of Maryland's, these duties were not discriminatory. Massachusetts also employed retaliatory duties on one or two occasions. In no case, however, was the practice of real importance in colonial commercial history. Export duties were less employed than those on imports, but were found in most of the colonies, one of two of which used them preferentially in favor of their own shipping or, in early days, in a way to encourage direct as opposed to indirect trade or to favor the mother country. For a time foreigners were heavily discriminated against.

"In the majority of the colonies," says a well-known authority, "the laws imposing import duties had, from the beginning, made exemptions in favor of goods coming from England. At the time of the outbreak of the Revolution the colonial laws not only favored English goods, but also avoided discrimination against British as compared with colonial ships." The same authority adds:

"The commercial legislation of the colonies, like that of England, was based upon the mercantile theory of strict regulation. In applying this theory to the economic and political conditions of the New World, the colonial laws differed widely in detail from those of the mother country, but they were based upon the same concept of the government's duty as the controller of all economic affairs. The colonists sought to promote their industry and trade by governmental measures similar in provisions and in minuteness of detail to those by which England was aiding her producers and merchants."

The concessions shown to British commerce were not without their return, since the colonists enjoyed not only preferential customs treat-



ment but also other favors from Great Britain. When, by the Revolution, the United States became a country foreign to Great Britain, the British preferential treatment for the most part ceased; a few commercial privileges, however, remained in effect and the old channels of trade, so predominately with British merchants, persisted.

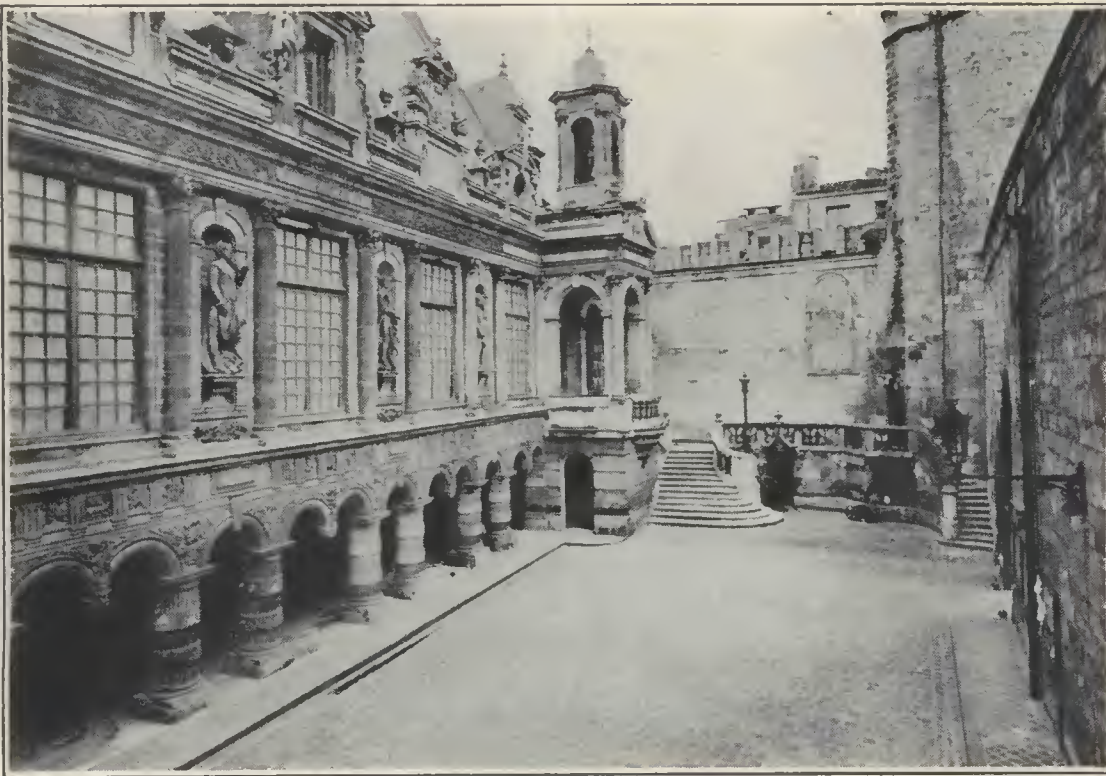
With independence the real power in commercial policy rested in the individual states. Aside from the treaty-making authority they trusted nothing of importance to the central government which, after 1781, operated under the Articles of Confederation. Commercial intercourse with Great Britain was prohibited during the continuance of war and such trade as was lawful was, of course, subject to the risks of war. The only state government which levied import duties prior to 1782 was that of Virginia. Thereafter they were levied in nearly all of the states, for revenue first and then, in some instances, in obedience to the first impulses of industrial protection. Aside from discriminations intended to aid American shipping the state tariffs were for the most part of equal application to imports generally. Virginia and North Carolina, however, discriminated against goods imported from countries that had no commercial treaty with the United States. Virginia, under the terms of the treaty with France, exempted from the payment of its export duties tobacco shipped to the French West Indies.

Thus some of the characteristics of colonial commercial policy reasserted themselves in the policies of the states. The states, in turn, bequeathed much that distinguished their policies to the Federal Government when, as a result of the adoption of the Constitution, the national Congress commenced the formulation of one customs system and one commercial policy for the entire country.

During the century following the enactment of the first tariff law in 1789 the only variations from a single schedule tariff applicable in entire disregard of the country of origin of imports, resulted from special agreements with other countries, unconnected with statutory enactments. The statute law of the United States may be said to have maintained, aside from its national shipping preferences, a policy of equality, of unconditional most-favored-nation treatment. Prior to 1890 the material for a discussion of any other policy in respect of customs must be sought in a study of American treaties.

The first American commercial treaty was that of 1778 with France. It provided that the people of the respective parties in the territories of the other should not pay other or greater duties than those which the people of the most-favored nation should be obliged to pay and that they should enjoy all the privileges accorded to the most-favored nation. The two countries mutually engaged not to grant any particular favor to other nations, in respect of commerce, which should not immediately become common to the other, which other should "enjoy the same favor, freely, if the concession was freely made, or on allowing the same compensation, if the concession was conditional."

The quoted passage is one of great significance. It introduced into commercial history what has come to be known as *conditional most-favored-nation treatment*—a development characteristic in American policy. It is noteworthy, however, that the second commercial treaty, that with The Netherlands, 1782, failed to include the words of con-



From D. B. Levis

COURTYARD OF THE TOWN HALL



dition. They reappeared in treaties with Sweden, 1783, and Prussia, 1785. They disappeared in relation to France when, following the abrogation of earlier treaties, the treaty of 1800 provided simply that, in general, the two parties should "enjoy in the ports of each other, in regard to commerce and navigation, the privileges of the most favored nation." An occasion was not long wanting for an authoritative interpretation that was destined to reconcile the diverse language of the treaties into one policy—which was consistently followed for more than a century and a quarter.

An act of the Virginia Legislature conceded to France certain favors in regard to shipping duties which were not granted to other countries. In 1787 the Minister of The Netherlands, relying on the provision of the existing commercial treaty with the United States that the subjects of each contracting party should pay in the ports of the other "no other nor greater duties or imposts of whatever nature . . . than those which the nations the most favored" should be obliged to pay, protested against the discrimination. The Secretary for the Department of Foreign Affairs of the Confederation, John Jay, made a report to Congress in which he discussed the question in the light of the omission from the Dutch treaty of the words of condition contained in commercial treaties with other countries. He was of opinion that, even had the words of condition been included, Virginia would have been under obligations to extend the favors to The Netherlands because, being gratuitously granted to France, The Netherlands would be entitled to them without compensation. Mr. Jay went on, however, by way of *obiter dictum*, to comment on the omission of the conditional language: "reason and equity," would, he thought, "supply this deficiency." "Where the privilege is not gratuitous," he continued, "but rests on compact, in such case the favor, if any there be, does not

consist in the privilege yielded but in the consent to make the contract by which it is yielded The favor therefore of being admitted to make a similar bargain is all that in such cases can reasonably be demanded under the article. Besides, it would certainly be inconsistent with the most obvious principles of justice and fair construction that because France purchases, at a great price, a privilege of the United States, . . . therefore the Dutch shall immediately insist not on having the like privileges at the like price, but without any price at all."

This pronouncement established as the American interpretation of the most-favored-nation clause the rule that the mere omission from the clause of an expressed condition did not deprive it of its conditional character. Favors granted in return for particular favors would not be generalized under pledges of most-favored-nation treatment. In other words most-favored-nation treatment did not mean equality of treatment as a matter of course but merely a promise of opportunity to bargain for favors that other nations had purchased.

It is not unnatural that the conception of the most-favored-nation clause as an instrument *per se* for maintaining equality of treatment among nations should have escaped or have been ignored by the future Chief Justice of the Supreme Court of the United States. The law of contracts as he knew it shuns a contract with-



From D. B. Levis

ENTRANCE TO THE HOTEL DE VILLE



out consideration as nature abhors a vacuum; and it was not easy to perceive a consideration in so general a promise as that of mutual equality at a time when exclusions and prohibitions constituted such a large measure of the commercial treatment accorded to all foreign nations. All too often equality of treatment meant little or nothing, because all foreign countries were shut out from worth while trading rights in the country making the promise.

Economic arguments in favor of the new interpretation were thus evident and were doubtless controlling. The United States wished to extend trade, to find openings for its ships and goods in the restricted markets of the world. There was small chance of progress except through careful bargains, definitely and specifically reciprocal, with other countries individually, at the same time confining concessions to the one country to which they were originally made.

The result has been that, except in the very few cases (prior to 1923) when the most-favored-nation clause was expressly unconditional, the conditional interpretation was insisted upon by the United States. The clause in its most characteristic form appears during the great treaty-making period of the second quarter of the nineteenth century. Thus in the Colombian Treaty of 1846—

"The United States of America and the Republic of New Granada, desiring to live in peace and harmony with all the nations of the earth, by means of a policy frank and equally friendly with all, engage mutually not to grant any particular favor to other nations, in respect of commerce and navigation, which shall not immediately become common to the other party, who shall enjoy the same freely, if the concession was freely made, or on allowing the same compensation, if the concession was conditional."

As the statutory tariff of the United States made no provision for differentiation among foreign countries, one potent source of controversy arising out of the American interpretation of the most-favored-nation clause was avoided. European countries, however, did not accept the meaning read into the clause by Secretary Jay and his successors; at best they only tolerated it. Differentiation in shipping charges lead to more than one early controversy and, when the United States later entered into treaties containing concessions as to customs duties, the commercial world was not slow to challenge it.

The first instance of conventional customs rates in American tariff history is found in the treaty of 1831 with France, which stipulated that French wines should for ten years be "ad-

mitted to consumption" in the United States on the payment of duties limited to specified rates. Moreover, if the existing statutory duties of the United States should be reduced, the treaty rates were to be proportionally reduced. France at the same time agreed to a concession in favor of American long staple cottons. Austria, though the most-favored nation clause of its treaty of 1829 was expressly conditional, claimed as a matter of course the benefit of the reduced rates to France. Thus the difference between the general and the American conception of most-favored-nation treatment was clearly made manifest.



From D. B. Lewis

THE OLD PORT, LA ROCHELLE



The first important American agreement of the class usually called "reciprocity treaties," because primarily for the purpose of making reciprocal customs concessions, was signed in 1854 with Great Britain in regard to Canada and was in operation 11 years. It contained a long list of products, important in trade between Canada and the United States, which, being the growth or produce of the other, were to be admitted free of duty into each country respectively. While the output of farms, mines, forests and fisheries was chiefly affected, reference was made to some manufactured goods. During the course of negotiations the British Chargé d'Affaires at Washington thus expressed the attitude of his government on the subject of most-favored-nation treatment:

"It has been objected that if certain agricultural articles . . . , the productions of Canada, were to be admitted free of duty into the United States, under a convention with the British Government for reciprocal free trade . . . , the like production of other nations . . . must be admitted on the same terms.

"To this it may be replied that no nation could claim for itself an advantage under a convention between Great Britain and the United States which Great Britain herself had not obtained under that convention. Had any other nation a colony similarly situated, she might be borne out in claiming that such colony should be equally favored; otherwise not."

This reasoning is hardly convincing in its effort to rely upon Canada's colonial status, but in suggesting the territorial relation between contiguous countries as a reasonable exception to the requirements of a most-favored-nation pledge it is on firmer ground. However, such exception, it would seem, ought to be reserved when a promise is given, not discovered later as a justification for violating the letter of the promise. The chief interest in the statement lies in its implied admission of probable inconsistency between a policy of most-favored-nation treatment and a policy of special reciprocity agreements.

By a treaty of 1875, operative the next year, Hawaii and the United States entered into a comprehensive agreement for reciprocal tariff concessions, contained in two lists of articles, those in one of which were to enjoy

free entry into the United States from Hawaii and those in the other free entry into Hawaii from the United States. This agreement was later renewed and remained in force until the annexation of Hawaii and the inclusion of its territory within the customs lines of the United States. The reciprocal free admission of certain articles led to severe and prolonged controversies with a number of countries which had concluded most-favored-nation agreements with one or the other party. Efforts of individuals to profit by most-favored-nation promises to third countries led to decisions in which the Supreme Court of the United States accepted the American interpretation of the most-favored-nation clause in commercial treaties.

The treaty of 1826 with Denmark contains most-favored-nation provisions generally similar to those contained in the treaty of 1778 with France. Notwithstanding the conditional language in the general clause, certain importers of sugar from the Danish West Indies, relying upon another clause which seemed to promise reciprocal equality of customs treatment, sought the same treatment that was accorded Hawaiian sugar. But the court held that the treaty with Denmark did not bind the United States to extend to that country, without compensation,



From D. B. Levis

PEASANT TYPES, ILE D'OLERON



privileges which it had "conceded to the Hawaiian Islands in exchange for valuable concessions." Later the same question was raised in regard to a treaty with the Dominican Republic in which the expressly conditional language was not contained. The court decided, however, that the most-favored-nation clause "was never designed to prevent special concessions, upon sufficient considerations, touching the importation of specific articles" and that it "would require the clearest language to justify a conclusion that our Government intended to preclude itself from such engagements with other countries, which might in the future be of the highest importance to its interests."

The last of the three reciprocity treaties which stand out prominently in American commercial history was signed with Cuba in 1902 and is still in force. As in the case of those with Canada and Hawaii, special circumstances, either territorial or political, or both, existed and continue to exist in the relations between the two parties. The agreement provided that (1) the free lists then in force in each of the two countries should continue unchanged in respect of the products of the other; (2) all Cuban goods not on the free list of the then existing United States tariff law should be admitted at a reduction of 20 percentum of the rates from time to time enforced with respect to similar merchandise imported from other countries; (3) goods not included in the Cuban free list when imported into Cuba from the United States should be admitted at reductions varying from 20 to 40 percentum of the effective Cuban rates. An exception was made by Cuba in case of tobacco, upon which no reduction was promised.

The treaty with Cuba was the occasion for diplomatic interchanges with Germany, which sought, under the most-favored-nation clause of an old treaty between the United States and Prussia, the right to offer like compensation and so to obtain the concessions which Cuba received. The Cuban reciprocity convention, however, had expressly stated that the reductions provided for should be based upon the lowest rates accorded to any other country. This exclusive feature would seem to be in conflict with even the conditional interpretation of the most-favored-nation clause.

A number of other reciprocity treaties had been negotiated but had failed to become operative. Meantime the acquisition by the United States of non-contiguous possessions raised the problem of the treatment of commerce with them. In general those nearer the American continent have been absorbed within the customs lines of the United States; those farther

away, particularly the Philippines, have retained their own customs laws governing imports from outside countries while usually accepting reciprocal free trade with the United States—an arrangement from the politico-economic point of view not dissimilar to that resulting on a less extensive scale from such treaties as those with Canada and Hawaii. But as most-favored-nation clauses refer as a rule to treatment accorded to countries that are politically, not geographically, foreign, preferences among American possessions have not been challenged on the ground of discrimination.

In 1890 the desire to encourage American export trade led for the first time to the inclusion in a tariff statute



From D. B. Lewis

TOWER OF THE LANTERN

(Continued on page 135)

Early Appointments to the Consular Service

THE following nominations of consuls, made to the Senate in 1793, by George Washington, is one of the earliest documents in the history of the Consular Service:

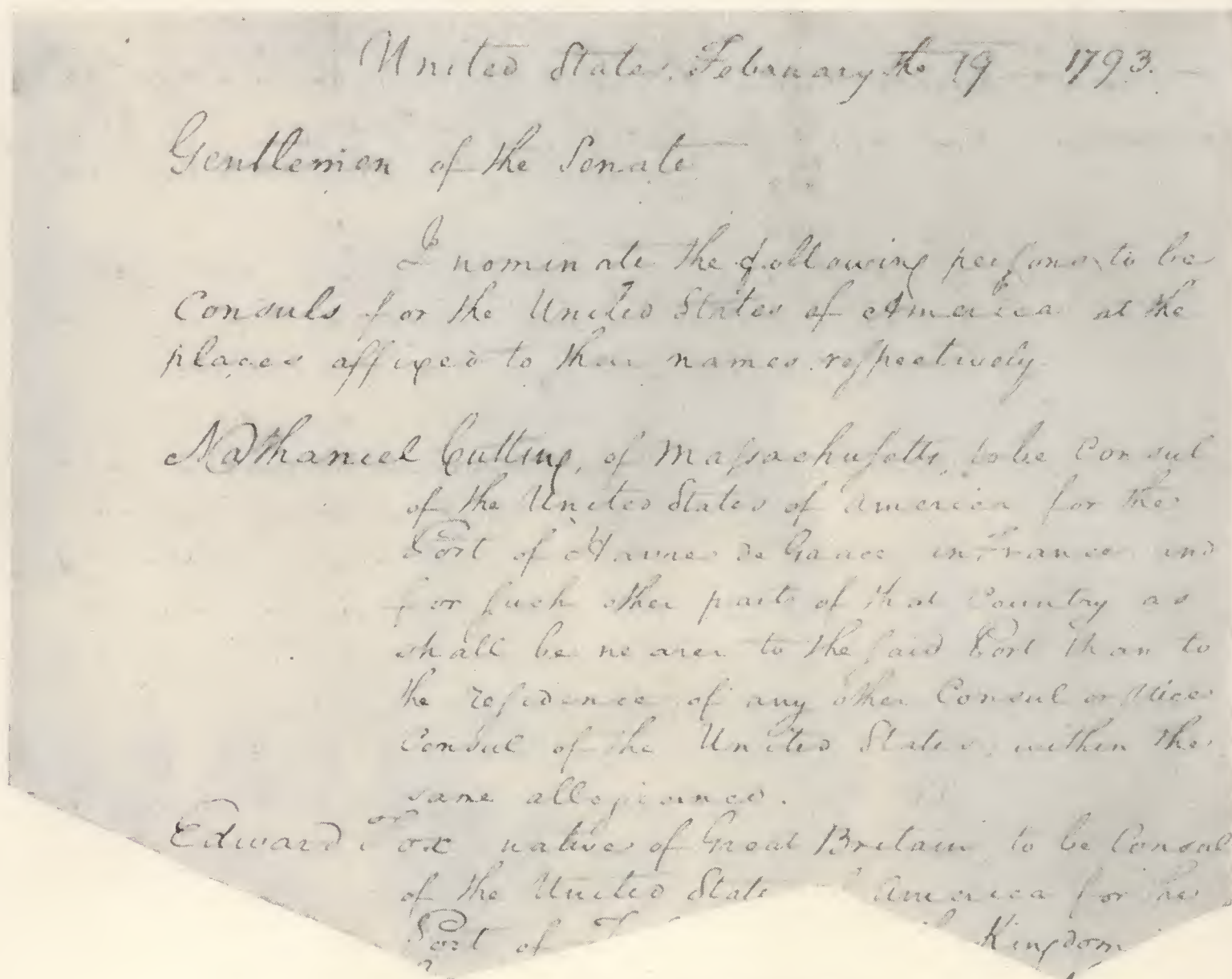
United States, February the 19, 1793

Gentlemen of the Senate:

I nominate the following persons to be Consuls for the United States of America at the places affixed to their names respectively:

Nathaniel Cutting, of Massachusetts, to be Consul of the United States of America for the Port of Havre de Grace in France, and for such other parts of that Country as shall be nearer to the said Port than to the residence of any other Consul or Vice Consul of the United States, within the same allegiance.

Edward Fox, native of Great Britain, to be Consul of the United States of America for the Port of Falmouth, in the Kingdom of



United States, February the 19 1793.

Gentlemen of the Senate

I nominate the following persons to be Consuls for the United States of America at the places affixed to their names respectively.

Nathaniel Cutting, of Massachusetts, to be Consul of the United States of America for the Port of Havre de Grace in France, and for such other parts of that Country as shall be nearer to the said Port than to the residence of any other Consul or Vice Consul of the United States, within the same allegiance.

Edward Fox native of Great Britain to be Consul of the United States of America for the Port of Falmouth in the Kingdom of

THE ORIGINAL NOMINATION:

This is in a clerk's, not Geo. Washington's, handwriting. The sheet, part of which is reproduced on p 118, was signed by the President.



Great Britain, and for such other parts of the said Kingdom as shall be nearer to the said Port than to the residence of any other Consul or Vice Consul of the United States, in the same Kingdom.

Joseph Yznaidi, native of Spain, to be Consul of the United States of America for the Port of Cadiz, in the Kingdom of Spain, and for such other parts of the said Kingdom as shall be nearer to the said Port than to the residence of any other Consul or Vice Consul of the United States, within the same allegiance.

Robert Montgomery, of Alicant, to be Consul of the United States of America, for the Port of Alicant in the Kingdom of Spain, and

for such other parts of the said Kingdom as shall be nearer to the said Port than to the residence of any other Consul or Vice Consul of the United States, within the same allegiance.

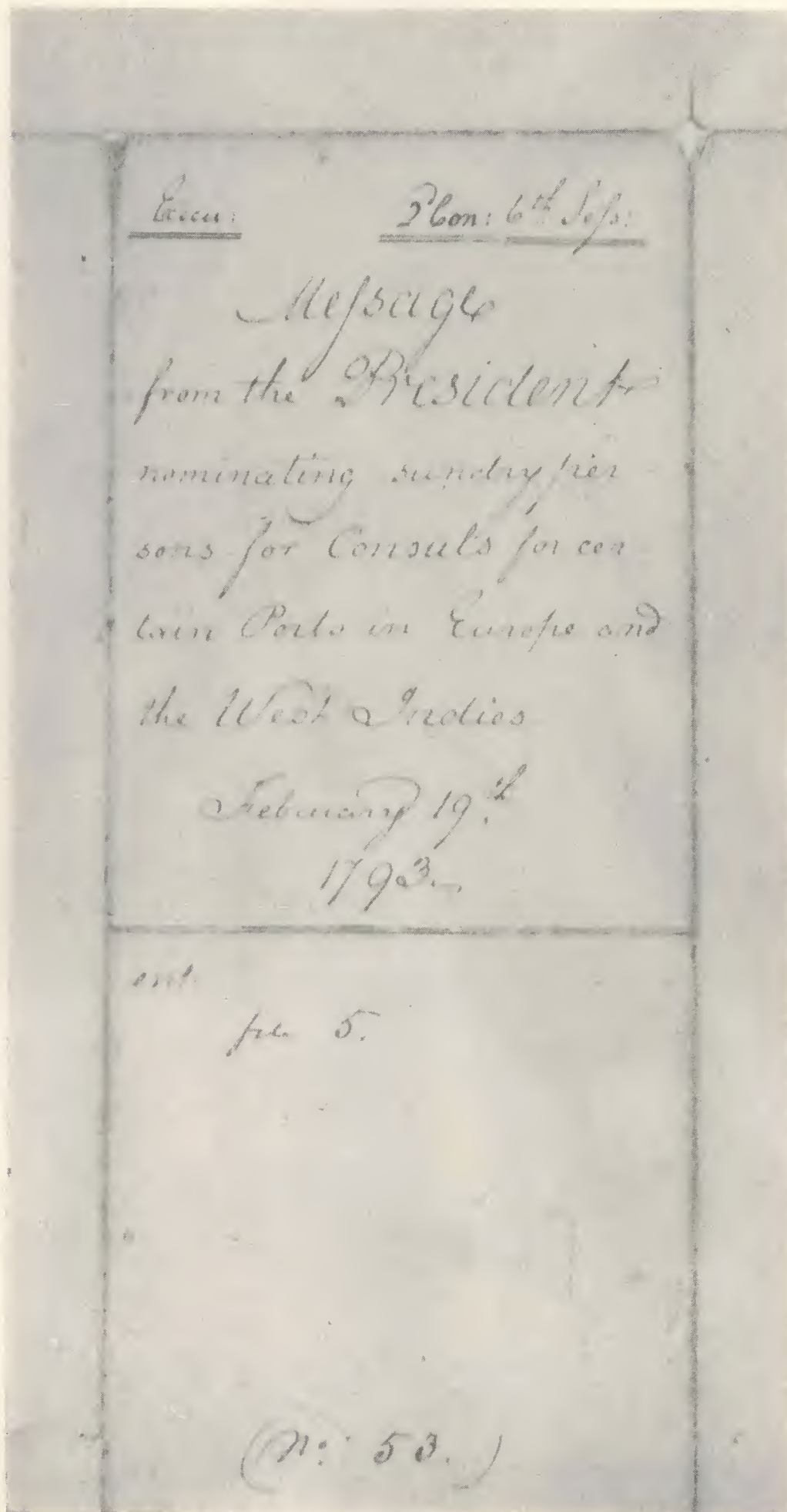
John Parish, native of Great Britain, to be Consul of the United States of America for the Port of Hamburg, and for all other places within the same allegiance.

Henry Cooper, of Pennsylvania, to be Consul of the United States of America for the Island of Santa Cruz, and for all other places under the same allegiance in America as shall be nearer to the said Island of Santa Cruz than to the residence of any other Consul or Vice Consul of the United States

*places under the same
America which shall be nearer to the
said Island of Saint Eustatius than to
the residence of any other Consul or
vice-consul of the United States within
the same allegiance.
Benjamin Hamnell Philips of Pennsylvania to be
Consul for the United States of America
in the island of Curacao, and for all
other places under the same allegiance
in America, which shall be nearer
to the said Island of Curacao than to
the residence of any other Consul or
Vice-Consul of the United States
within the same allegiance.
G. Washington*

LAST PAGE OF THE NOMINATION

Signed by President Washington



within the same allegiance;
Vice James Yard, resigned.

David Matthew Clarkson, of Pennsylvania, to be Consul of the United States of America for the Island of Saint Eustatius, and for all other places under the same allegiance in America which shall be nearer to the said Island of Saint Eustatius than to the residence of any other Consul or Vice Consul of the United States, within the same allegiance.

Benjamin Hamnell Philips, of Pennsylvania, to be Consul for the United States of America in the Island of Curacao, and for all other places under the same allegiance in America, which shall be nearer to the said Island of Curacao than to the residence of any other Consul or Vice Consul of the United States, within the same allegiance.

G. Washington.

EXECU : 2D CON : 6TH SESS :

MESSAGE

from the PRESIDENT
nominating sundry per-
sons for CONSULS for cer-
tain Ports in Europe and
the West Indies.

February 19th
1793.

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(No. 53.)



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Propaganda and articles of a tendentious nature, especially such as might be aimed to influence legislative, executive or administrative action with respect to the Foreign Service, or the Department of State, are rigidly excluded from its columns. Contributions should be addressed to the American Foreign Service Journal, care Department of State, Washington, D. C.

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THE YOUNG VICE CONSUL

By A. T. HURD, *Vice Consul, Florence*

(With apologies to Mr. Kipling.)

When a new vice consul reports to his chief
He's frequently helpless beyond belief,
And it sometimes happens he comes to grief,

E'er he's fit to serve as a consul,
Serve, serve, serve as a consul,
Serve, serve, serve as a consul,
Serve, serve, serve as a consul,
Of the U. S. A.

For the newly appointed this lay is meant
To keep them from going as some others went
Who were bound to follow their natural bent,
And couldn't be good vice consuls,
Good, good, very good vice consuls,
Etc.

Don't let your head swell or swagger with side;
Perhaps you are good, but no chief can abide
Self important vice consuls all puffed up with
pride,
And they'll wait a long time to be consuls,
A long, long time to be consuls,
Etc.

If you don't like your post don't set up a roar;
The Department has heard the same story before.
Just buckle to work and holler for more—
That's good for the young vice consul,
Good, good for the young vice consul,
Etc.

At times perchance you'll be smothered with work
And the feeling will come that you'd much
rather shirk,
But don't—just pull yourself up with a jerk,
Or you'll never make good as a consul,
Make good, make good as a consul,
Etc.

Now some will quit promptly at half past four—
You can hardly see them as they rush for the door
But the wise ones linger and seek to learn more
Of the manifold duties of consuls,
The duties, the duties of consuls,
Etc.

With the fires of genius you may not be blessed,
But if you've got horse sense and know when it's
best
To talk or keep silent, be solemn or jest,
Why then you'll make good as a consul,
Make good, make good, as a consul,
Etc.



ITEMS



MR. HOUGHTON, ambassador to London, and Mr. Gibson, Minister to Switzerland, have returned to the United States for consultation with the Department.

Mr. Ogden Hammond, who was recently appointed American Ambassador to Spain, sailed for his post on the steamship George Washington on March 10th.

Mr. Willis C. Cook, American Minister to Venezuela, is now in the United States on leave, at his home at Sioux Falls, S. Dak.

Mr. Charles W. Lewis, Jr., recently Vice Consul at Manchester, England, who was recently in Washington on leave, when informed of the emergency existing in the Consulate General at Mexico City, offered to forego the balance of his leave and left for that post within 36 hours after receiving his instructions.

Consul General Frederick T. F. Dumont, who is now in the United States on leave, spent a day at the Department while en route from Florida to his home in Lancaster County, Pennsylvania.

Vice Consul John E. Holler, Venice, is spend-

ing his leave at his home in Chambersburg, Pa.

Vice Consul George C. Cobb, formerly Nancy, has been detailed to Boulogne-sur-Mer, to relieve Vice Consul W. W. Corcoran when the latter visits the United States on leave.

Vice Consul J. W. Bailey, Geneva, who is to be succeeded by Vice Consul Stanley Woodward, has been assigned to Loanda, Angola, while Consul Francis H. Styles has been assigned to the Consulate General at Cape Town.

Consul Laurence Salisbury, Kobe, is spending a portion of his leave in Washington before leaving for his home at Evanston, Ill.

Vice Consul Harry E. Stevens, Canton, is on leave at his home in Dallas, Tex. Mr. Stevens has passed his final examination as Senior Interpreter, at the Legation at Peking.

Consul Clarence J. Spiker, Swatow, expects to return to his post on March 6th.

Consul J. Rives Child, who has been in the United States on leave is shortly returning to his post at Bucharest.



BOARD OF REVIEW, 1926

Left to right: Samuel T. Lee, Ralph J. Totten, Hugh R. Wilson, Homer M. Byington, Matthew E. Hanna



Foreign Service Inspectors were last heard from at the following places:

Consul General Robert Frazer, Jr., at Singapore after having inspected Penang.

Consul General Louis G. Dreyfus, Jr., finished the inspection of the Consulate at Oporto and is now in England.

Consul General Samuel T. Lee will sail shortly on his inspection trip in South America.

Consul General James B. Stewart, completed the inspection of the offices in Toronto and North Bay.

Consul General Thomas M. Wilson, last reported from Durban; he expects to proceed from that post to Tananarive.

Diplomatic Secretary Matthew E. Hanna, detailed as Inspector, sailed for Rio de Janeiro on the steamship Pan America on February 27th.

Consul General Ralph J. Totten sailed on the steamship George Washington on March 10th.

After many years service in Latin America, Consul Homer Brett sailed for his new post at Nottingham on the steamship George Washington on March 10th.

The Department has heard of the ill health of Vice Consul Eli Taylor, who is in charge of the Consulate at Acapulco, Mexico.

The JOURNAL is informed of the ill health of Mrs. Lakin, wife of Consul Harry M. Lakin, Durban.

Consul General and Mrs. William H. Gale are spending some time at Atlantic City, N. J.

Consul General DeWitt C. Poole has passed through London enroute to his post at Berlin, where he has been appointed Counselor of the Embassy.

The Consular Agency at Sao Vicente, Cape Verde Islands, is to be closed.

Mr. W. L. Kilcoin, who has been appointed Trade Commissioner at Johannesburg, recently sailed with his bride for his new post.

Vice Consul Frederick W. Hinke, recently detailed for duty in the Consulate General at Canton, sailed from Seattle on March 23rd.

Vice Consul Albert E. Ellis, Cartagena, is now on leave at his home in Des Moines, Iowa.

Vice Consul Camden L. McLain, Valparaiso, will take the oral examination for the Foreign Service on April 13th.

Vice Consul Sheridan Talbott, Nueva Gerona, Isle of Pines, who was called home on account of the sudden death of his mother at Bardstown, Ky., returned to his post after spending a week in Washington.

Vice Consul Fred C. Eastin, Jr., who has been detailed for duty in the Consulate General at Rio de Janeiro, has been instructed to take charge of the Vice Consulate at Manaos, Brazil, pending the arrival of Vice Consul George E. Selter, who has been transferred to that post from North Bay, Ontario, but who will take leave before proceeding to that post.

Diplomatic Secretary Lawrence Dennis, Tegucigalpa, visited the Department during his leave in this country.

Vice Consul Stanley Woodward, who has been detailed for duty in the Consulate at Geneva, is sailing from New York on the steamship Leviathan on March 20th, accompanied by Mrs. Woodward and their infant son, Stanley, Jr.



"DICK" SPRAGUE

Consul General Ernest Lloyd Harris attended the Pacific Foreign Trade Conference in San Francisco during the first week in March.

In a personal letter to a friend in the Department, Consul John R. Minter writes, "I won three tennis prizes last summer. If I repeat the performance this year, I shall have to break into the JOURNAL." He has and the JOURNAL hopes he will.

The February luncheon of the Foreign Service Association was held at Rauscher's on



Wednesday, February 17th. Short talks were given by all the members of the Board of Review.

Among the many manifestations of disorder and civic unrest which our colleagues in China have to watch are such as the following:

"Until further notice, the Collinson Reach Barrier Light and Collinson Reach Barrier Buoy Light have been discontinued owing to the light-keeper being kidnapped by pirates and no other lightkeepers obtainable to attend the lights."

Domicil—American in China. That an American citizen may acquire a domicil in China, is held in the Montana case of *Re Coppock*, 234 Pac. 258, annotated in 39 A. L. R. 1152, on acquisition of domicil in countries granting extra-territorial privileges to foreigners.

The Foreign Service School has given the following lectures:

"The Pan American Union," Dr. Leo S. Rowe, Director General of the Pan American Union.

"Canada," Mr. Irving N. Linnell.

"The British Empire," Mr. Dorsey Richardson.

"Holland and the Dutch East Indies," Mr. Prentiss B. Gilbert.

"Rubber," Mr. Paul T. Culbertson.

"Italy," Mr. Henry Carter.

"Morocco," Mr. Henry Carter.

"Electrical Communications," Mr. Leland Harrison.

"Political Reporting," Mr. Allen W. Dulles.

"International Conferences," Mr. Dulles.

"Propaganda," Mr. William R. Castle, Jr.

"France," Mr. F. Lamot Belin.

"Germany," Mr. Castle.

"New States of Europe," Mr. Castle.

"Trade Opportunities and World Trade Directory Reports," Mr. Addison E. Southard.

"Contact with Business Public," Mr. Southard.

"Organization and Operation of A-C/C.," Mr. Hugh S. Fullerton.

"Inter-departmental Liaison in

Consular Trade Work," Mr. H. Merle Cochran.
"Trade Protection," Mr. Southard.

"Leaves, Leases, Inventories, Representation of Foreign Interests, and Other Administrative Matters," Mr. H. B. Otterman.

SERVICE CHANGES

Diplomatic Branch

Williamson S. Howell, Third Secretary at Warsaw, detailed to Department.

Elbridge D. Rand, Second Secretary, Paris, appointed Second Secretary, Madrid.

Robert M. Scotten, First Secretary, Asuncion, appointed a Consul and assigned Consul, Asuncion. Will retain status of First Secretary.

Harold L. Williamson, now detailed to Department, appointed Second Secretary, Habana.

Edwin C. Wilson, now detailed to Department, appointed First Secretary, Paris.

CONSULAR BRANCH

Officers of Career

George Atcheson, Jr., V. C., detailed to Department, assigned Vice Consul, North Bay.

Homer Brett, Consul at Bahia, assigned Consul, Nottingham.

Thomas W. Chilton, Consul at Oporto, resigned.

Fred C. Eastin, V. C. at Pernambuco, assigned Vice Consul, Manaus temporary, pending arrival of Vice Consul, Seltzer.

Frank P. S. Glassey, V. C. at Helsingfors, assigned Vice Consul, Prague.

Frederick W. Hinke, V. C., detailed to Department, assigned Vice Consul, Canton.

Charles W. Lewis, V. C. at Manchester, assigned Vice Consul, Mexico City.

Edward P. Lowry, Consul, detailed to Mexico City, detailed to Department.

Paul W. Meyer, F. S. O. unclassified, attached to the Legation at Peking, promoted in unclassified grade to \$2,500.

Sidney E. O'Donoghue, Consul detailed to Prague, assigned Consul, Malta.

George E. Seltzer, V. C. at North Bay, assigned Vice Consul, Manaus.



From H. L. Smith

CONSULATE AT "GIB."



Lucien N. Sullivan, Consul at Cadiz, assigned Consul, Cienfuegos.

Ralph J. Totten, Consul General detailed to Department, detailed for Inspection work in the Near East.

William T. Turner, F. S. O. unclassified attached to the Embassy at Tokyo, promoted in unclassified grade to \$2,500.

Henry S. Waterman, Consul at San Jose, detailed to Shanghai.

Stanley Woodward, Vice Consul detailed to Department, assigned Vice Consul, Geneva.

NON-CAREER SERVICE

Harold R. Brown, clerk at Buenos Aires, appointed Vice Consul there.

Arthur W. Burrows, appointed Acting Consular Agent at Coquimbo.

Rudolph E. Cahn, to remain at Rio de Janeiro as Vice Consul and clerk. Commission as Vice Consul, Manaos, cancelled.

John J. Coyle, V. C. and clerk, Seville temporarily, appointed Vice Consul and clerk Oporto.

William B. Douglass, V. C. and clerk, Calcutta, appointed Vice Consul and clerk, Santo Domingo.

Albert Forster, V. C. and clerk, Berlin, appointed V. C. and clerk, Cologne temporarily.

Elton N. Gage, V. C. and clerk, Rome, appointed V. C. and clerk, Shanghai.

Carl Henking, appointed Honorary Vice Consul, Penang.

Fred H. Houck, V. C. and clerk, Ghent, appointed V. C. and clerk, Lille temporarily.

Robert E. Leary, V. C. and clerk, Fiume, appointed V. C. and clerk, Rome.

Walter J. Linthicum, V. C. and clerk, Nice, appointed V. C. and clerk, Sherbrooke.

William R. Lynch, clerk at Shanghai, appointed Vice Consul there.

W. D. MacBride, appointed Acting Consular Agent at Whitehorse.

D. August Muirhead, resigned as Consular Agent at Whitehorse.

William P. Robertson, V. C. and clerk, Colon, appointed Vice Consul and clerk, Panama temporarily.

Edwin Salz, Consular Agent at Coquimbo, Chile, resigned.

Alexander G. Swaney, V. C. and clerk, Chefoo, appointed V. C. and clerk, Canton temporarily.

J. Howard Wetmore, V. C. and clerk, Breslau, appointed V. C. and clerk, Dublin.

COMMERCIAL

During the month of January, 1926, there were 3,411 Trade Letters transmitted to the Department as against 3,157 in December, 1925. The Consulate General at Paris, France, took first place in the number of Trade Letters submitted, having (84), followed by Rio de Janeiro, Brazil (52); Habana, Cuba (51); Riga, Latvia (49), and Barcelona, Spain (49).

A total of 2,582 reports were received during the month of January, 1926, as compared with 2,759 reports during the month of December, 1925.

During the month of February, 1926, there were 3,221 Trade Letters transmitted to the Department as against 3,411 in January, 1926. The Consulate General at Paris, France, took first place in the number of Trade Letters submitted, having (169), followed by Riga, Latvia, (72); Caracas, Venezuela (64); Habana, Cuba (50), and Punta Arenas, Chile (46).

A total of 2,363 reports were received during the month of February, 1926, as compared with 2,582 reports during the month of January, 1926.

BIRTHS

A daughter, Constance Harrison, was born at Beirut, Syria, on January 20, 1926, to Vice Consul and Mrs. Paul Hanniston Alling.

A son, Harold Sigler, Jr., was born at Rotterdam, The Netherlands, on January 31, 1926, to Consular Clerk and Mrs. Harold Sigler Beyerly.

A son, Gerald James, was born at Puerto Cabello, Venezuela, on January 30, 1926, to Vice Consul and Mrs. Raymond Phelan.

A daughter, Concepcion, was born at Acapulco, Mexico, on February 1, 1926, to Vice Consul and Mrs. Harry K. Pangburn.

A son, Melville John, was born at Dublin, Ireland, on February 11, 1926, to Consul and Mrs. Hiram A. Boucher.

A son, Oscar Cole, Jr., was born at San Antonio, Tex., on February 17, 1926, to Vice Consul and Mrs. Oscar C. Harper of Torreon, Mexico.

A son, Harvey Boyd, Jr., was born at Washington, D. C., on February 18, 1926, to Mr. and



Mrs. H. B. Otterman. Mr. Otterman is a drafting officer in the Department attached to the Division of Foreign Service Administration.

A daughter, Patricia Avent, was born at Toronto, on January 25, 1926, to Mr. and Mrs. C. Paul Fletcher.

A son, Richard Hopkins, was born at Winnipeg, on January 22, 1926, to Mr. and Mrs. John E. Erhardt.

NECROLOGY

The death occurred at Wauwatosa, Wis., on February 8, 1926, of Mr. Henry W. Diederich, American Foreign Service officer, retired, after a long illness. At the time of his death Mr. Diederich was 81 years of age. He leaves surviving, a widow and one daughter.

The JOURNAL learns of the death at San Remo, Italy, March 11, of bronchial pneumonia, of Mr. Henry Sherman Boutell, former Minister to Portugal and to Switzerland. Mr. Boutell was born at Boston in 1856, was a member of the Illinois bar and Representative from an Illinois district. His services as minister to Portugal and later to Switzerland were from 1911 to 1913.

MARRIAGES

Williams-Fuller. Miss Therese Alston Williams was married to Mr. George Gregg Fuller, on February 27, 1926, at Piedmont, Calif.

Yale University has completed arrangements for courses preparatory to the United States Foreign Service. The schedule for 1926-27 includes courses in International Relations, Foreign Trade, Commercial Policy, Economic Geography, Comparative Government, Political Institutions, Diplomacy, and technical studies in Accounting, Administration, Statistics, and Admiralty Law. Graduate students may allocate their work so as to fulfill the requirements for the M. A. degree in political science or in economics. The faculty includes Professors Edgar S. Furniss, Norman Sydney Buck, and Nicholas J. Spykman, all of whom have had considerable experience abroad. The students, also, will have an opportunity to work with Dr. Edwin M. Borchard, professor of International Law in Yale Law School, and with Dr. Charles Seymour, professor of Diplomatic History, and formerly attached to the American Commission to Negotiate Peace.

Francis B. Keene, Foreign Service Officer, retired, has given fresh evidence that golf keeps a man young. At the Rome Golf Club, which lies on the Roman Campagna between the ancient Appian Way and the ruins of the Claudian Aqueduct, he recently won the Bogie Cup, in February, for the second time, by 3 up.

Those of the JOURNAL's readers who may have looked upon boxing as something typical and essentially Anglo-Saxon will find food for reflection in the following details recently received by our sporting editor concerning an 18-round bout fought somewhere south of the Rio Grande.

The posters announcing the contest describe it in the following terms: "Electrifying, boisterous, and resonant great match. Electric wires do not give the shocks that this contest will. It will excite, impress, rejoice, and astound. It will be a battle causing all kinds of deep sensations. The boxers eat scorpions and spit poison. What the loser will see: Skulls and skeletons, devils and flames, toads and snakes, owls and roaches, buzzards and mice, bumps and wounds, sour and empty faces, complaints and protests, and disgruntled friends. What the winner will see: Smiling faces, delighted sympathizers, shining coins, heated discussions, a happy sweetheart, more contracts, flowers and laurels, newspaper comments, the congratulations of everyone, and a big dance offered by his friends."

One of the boxers, incidentally described as "the lightning of the ring," addressed shortly before the match a handbill to his admirers in which he made the following promises: "I know that you have confidence in me and that, relying on my valor, you will wager large sums. I assure you that I will beat up his face, break his 95 ribs, and turn him into paste to the extent of leaving him in fragments in the ring crying more than a woman and cursing himself for having faced me. In the 10th round, I will give you the victory and you will see that glory is ephemeral and lasts but a few months." How truly the "lightning of the ring" spoke with reference to glory he himself perhaps best realized after the match which, according to our latest reports, he lost on points.

"NOW ABIDE FAITH, HOPE AND CHARITY"

Out of the kindness of his heart, but in violation of G. I. C. injunction, a Consul had loaned money from his private funds to a fellow coun-



tryman residing in the district. Pressing requests for the early payment of the loan finally brought to the Consul the following response:

"Dear Counsul:—i recd yore letters. Yes i owe the money alright, but you must give me time, don't press me. Be Pachunt. When some other dam fools pay me i pay you. If this was Judgment Day and you was no more prepared to meet yore Maker as i am to meet yore account, you sure would have to go the wrong way."

*Consul H. S. Terwell,
Vancouver, B. C.*

At a meeting of representatives of the American colony in Damascus, Syria, on January 4, 1926, a resolution was passed thanking Mr. James H. Keeley, the American Consul at Damascus, for his services during the difficult and dangerous period which existed in that city in October, 1925. A copy of the resolution received by the Secretary of State reads as follows:

"WHEREAS on the 18th of October till 22d of October, 1925, the small colony of American citizens in the city of Damascus, Syria, together with the rest of the city's population, were in the direst distress and extreme danger from shell fire, aeroplane bombs, machine guns and tank firing in connection with the bombardment of the city by the French military forces; and

WHEREAS during that time of terror and anxiety the American Consul, James H. Keeley, Jr., not only remained loyally at his post, but took every precaution in protecting those who, in spite of his counsel that they immediately leave, decided to stay in the city, and personally took charge of all who elected to leave.

It would have been entirely impossible to leave were it not for his aid and influence in getting them through the panic-stricken crowds of several thousand. He also arranged for them to be met at Beyrout, and by telephone and telegraph assured himself of their safe arrival.

Mr. Keeley maintained the best traditions of the United States Foreign Service, and throughout the trying time of the bombardment, under difficult and dangerous conditions, he was indefatigable in his efforts to help us: Therefore be it

Resolved, To write to Mr. Keeley, thanking him for his service, and to send a copy of this resolution to the Secretary of State, Washington, D. C., and also to the United Press and the Associated Press.

Official commendation has been given Mr. Keeley.

FOREIGN SERVICE WIVES

It has occurred to one who for some years past has conscientiously followed the pages of that worthy periodical, now THE FOREIGN SERVICE JOURNAL, finding, it can be said in passing, no little of interest and edification therein, that the female members of the Consul's family have until now not been appreciably represented in its columns. Of course, I realize perfectly that officially we do not exist—we just are not, in other words—and I say it with all humility and respect where respect is due. However, although not possessing much in the way of an official status, privately I am sure there are few who would care to deny the ladies are very much in evidence. Follows here a slight rhetorical pause to take care of all groans and "I'll say so's" that may be involuntarily emitted by masculine readers.

Since, then, we are all quite agreed as to who are the most important members of the Service, what I would like to suggest is why not some columns now and then in our JOURNAL devoted especially to feminine interests for those of the sex who still continue to take thought of womanly affairs, if, indeed, there can be found some such in this year of our Lord 1925; or, if not special columns, at least more articles from the pens of wives.

Of course, in saying all this, I would like it to be understood that I am not in any way trying to depreciate that one sublime masterpiece of feminism, that classic eulogy of a consular wife of a past number which, although not under the signature of a woman, nevertheless must have been intensely gratifying to all members of the sex, even though I am unkind enough to suggest not entirely descriptive of many of us. However, if this was not a made-up affair cleverly evolved by some one in the home office, I for one take my hat off to the perfect consular wife. She is wonderful, and I know of what I speak.

My husband, I might say, is doing as well as could be expected under the circumstances with a wife plentifully endowed with all the usual idiosyncracies common to a woman set down in a strange land minus all the comforts of home and told to look pleasant. I confess, indeed (although this may be deleted by that silvery-pen censor to many a groan—real, sure-nuff, groany groans—and if it wasn't for the honor of the sex, I might admit a tear or two.

But if there are some of us who have indulged in groans and grumbles once in a while, who is there, I am asking, to begrudge them us? Who packs all those bags and chests and trunks and

boxes when that fatal telegram comes to the door (and don't let me catch any Consul trying to make himself heard here)? Whose heart is sad when the best china service shows up in 5,000 small and interesting pieces and the family fish forks don't appear at all? Who struggles with those new outlandish-tongued servants, trying to get a working knowledge of pidgin something or other in the matter of a week or so? Who has the worry about a proper nurse for the children, when they are only showing nurses in shades of yellow or black, and who look as innocent as escaped thieves? Who has to keep the cook from extracting more than 75 percent of the daily allowance for her own use, when the names of the most common articles of food are as Greek and prices as mysterious as the unknown? Who has to poke about trying to find necessary effects with which to carry on the consular household when, ten to one, pillows and sauce pans were never heard of before? Who has to get herself an entire new set of friends with every change of post, and lucky if she can find one here and there with the English tongue? Who has to sit by while the family auto goes for a mere song, because baby is the only member of the household who is permitted to take his vehicle along? Who has to put in the long, weary hours in a foreign land, where interests are few and close friends nil—where climates are tantalizing, to say the least, and comforts none? Who gets snatched up just as she is nicely settled and her things laid out in her

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bureau drawers to proceed to some wild and woolly spot at the other end of nowhere to begin where she began before, and, worst of all, who has to stay put in a place she loathes? Yes, who is it that does all these things, and sews on the Consul's buttons and doctors his colds to boot, with many a smile between groans? Once again, with all humility and due respect, I say "We do."

Which, I think, you will all agree is quite enough on the subject, and so, hoping that no regulations have been broken, especially Department Instruction No. —, referring to remarks by consular wives, I am submitting this with the thought that I may drive some of our inexplicably and unusually silent ladies from under cover.

THE FOUNDERS OF PHOTOGRAPHY

From the Washington Post

The honor which France is paying to Nicephore de Niepce on the centenary of his great invention in photography is abundantly deserved. Nobody can challenge his title to a conspicuous place among those who developed what has become one of the most important and universal arts. It must be recognized, however, that he was only one of a number of discoverers in that fascinating field. Of no one man can it be said that he was the inventor of photography. On the contrary, that distinction is divided among a larger number of men, probably, than that of any other comparable invention.

The roll might begin with Porta, who discovered the principle of the camera, and with Fabricius, who first observed the effect of sunlight upon chloride of silver; both of them away

back in the sixteenth century. They had, however, no thought of picture-making. Neither did Charles William Scheele, or J. Senebier, in 1777 and 1782, respectively, who experimented with the effect of light, and of the various colors of the spectrum, upon the salts of silver; discovering that the violet rays acted most quickly and the red most slowly if at all.

The first picture makers were Thomas Wedgwood and Sir Humphry Davy, who in 1802 announced and described "a method of copying paintings upon glass and of making profiles, by the agency of light upon nitrate of silver." Their actual achievements were negligible, but they forecast the whole science of silver printing. Incidentally, it may be added that in 1799 Francois Chaussier invented hyposulphite of soda, which many years afterward was employed for "fixing" photographic images, and that in 1810 Thomas John Seebeck experimented with color photography, though without practical results.



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Then came Nicephore de Niepce, who a hundred years ago was the first to make a photographic picture which would be unaffected by light and thus remain permanent. He employed for the purpose copper plates covered with sensitized silver. In 1829 he imparted his discoveries to Louis Jacques Mande Daguerre, and the two thereafter worked together; Daguerre making some improvements in the process, so that the pictures made were called by his name, daguerrotypes. It is interesting to recall that for

a picture of a landscape an exposure of seven or eight hours was needed, and even for a single object such as monument or building in bright sunlight as much as three hours; while now a hundredth of a second is sometimes too much!

Fox Talbot in 1839 invented the lovely Talbotype and calotype processes, on sensitized paper. In that same year the illustrious John William Draper, at New York university, was the first to make a photograph of a human face, and thus to begin what was for many years the most important practice of the art. Niepce's nephew, Niepce de St. Victor, first used glass plates coated with albumen, leaving it to G. Le Gray to perfect that process and then to go on with the suggestion of collodion-coated plates, which he in turn left to Frederick Scott Archer and P. W. Fry to perfect. The pioneer in dry plates was Marcus Antonius Augustus Gaudin, in 1854, though the first to use them successfully was J. M. Taupenot. And finally Hannibal Goodwin, in 1887, was the inventor of the transparent film, now indispensable in photography and in moving pictures.

It is a long and honorable roll, to which many other names might be added of minor yet important inventors. But beyond doubt one of the most distinguished upon it is the name of Nicephore de Niepce.

EFFICIENCY

June 5, 1925.

A consul writes THE JOURNAL:

"Everyone in the service has had, or will have, some time, difficulty in finding good clerical material. At the present time my staff is minus its two and only clerks, and it would be 'a grand and glorious feeling' if I could find a man really worth employing.

"As evidence that there is not a total lack of applicants of high attainments, however, I am transmitting herewith, as of possible interest to young readers of THE JOURNAL who would 'get on,' a copy of a letter from an applicant for a position in this office.

"The letter was addressed to a near-by Consulate. Being 'au courant' with my need for clerical assistance, the consul forwarded the letter to me. Believing that its author would be an interesting study in psychology, at least, I wrote asking him to call for an interview. He replied by telegraph that he was 'reporting for duty' two days later.

"He reported and was carefully examined on all points mentioned in his letter. It was found

that he had a passing acquaintance with stenography, i. e., he had perhaps been once introduced to a graduate of a business college, since he was unable to take dictation at the rate of even ten words per minute. He knew the touch system of typewriting, i. e., touch after finding. His accurate speed on the machine was less than ten words per minute. His ego was impenetrable! unquenchable!! intolerable!!!

"After a careful diagnosis, it was decided that he was suffering from a correspondence-course-in-salesmanship superiority complex. He was offered the privilege of associating himself with this office as an apprentice clerk at a nominal cost to him of \$100.00 per month, payable in advance in gold coin, that being the amount of salary he demanded. He failed to grasp the opportunity.

"P. S.—I neglected to say that the applicant was not fluent in English."

April 7, 1925.

MY DEAR SIR:

This should interest you.

I have the knack of wading through a pile of work quickly—and having it right when I get



The increasing popularity of General Motors cars is not confined to one or two of the six makes. All are sharing in the record-breaking demand—from the luxurious Cadillac going to 30,000 owners every year, to the modestly priced Chevrolet with annual sales of more than half a million cars.



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My broad experience in office work and business routine enables me to analyze my duty, discover its possibilities and limitations, and form accurate judgments as to what office work will bring the greatest volume of satisfaction.

I can take dictation at an average rate of eighty words per minute. This is far faster than most folks talk. My notes are accurate. In dictating to me, you do not have to repeat nor do I bring back letters to ask what words were.

My speed on the machine—every-day working speed, I mean—is seventy words a minute. Stenographers as a rule average about sixty. This means that I can turn out at least 15 percent more letters per day. Past experience has shown that my accuracy brings that up to about 25 percent.

The commencing salary I require is strictly in line with my knowledge, experience and ability, and I WILL EARN EVERY MILLIEME OF IT.

The enclosed sheets will give you an idea of my previous training and experience. You will note that I have recently been connected with an office in your line.

I do not ask you to take me on trust.

Order and I will report in any time you say, pass an examination in office work and translation, take your morning dictation, write your letters, and leave the verdict to you.

Please let me have an early reply.

I have the honor to be, sir,

Your Obedient Servant,

(Signed) A. S. Z. K.

In its issue of September 17, 1925, *The New York Sun* prints the following letter:

New Entrant in the Oldest Umbrella Contest

TO THE EDITOR OF THE SUN:

SIR: Under date of London, September 11, is an article which says that an American has had an umbrella for forty-five years, that a woman in England has had one for sixty-one years, that it was a wedding present in 1864 and had been covered but twice.

It is not stated that either umbrella has been in constant use for forty-five and sixty-one years.

A. C. Dickinson, a brother of Don, who was Postmaster-General in the first Cleveland Cabinet, 1885 to 1889, was appointed United States consul at Nottingham, England, by Secretary of State Gresham, and held that office during the second Cleveland administration, 1893 to 1897. Mr. Dickinson presented to me an umbrella made in Nottingham shortly after his arrival at the consulate. It has been in constant use since 1893 and the silk cover is in as perfect a condition as when presented to me thirty-two years ago.

Naturally, a frame does not show wear, it is the cover, and I therefore claim the oldest umbrella, in perfect condition after thirty-two years in constant use, and never re-covered, mended or altered in any way from the date of its receipt.

I. P. R.

New York, September 16.

I. P. R. is, of course, Mr. I. P. Roosa, our Despatch Agent in New York.

THE DUMMER TRAGEDY

From Yale Alumni Weekly

(Letter from John Dummer, '25, to Mrs. J. Dummer, of Elmira, N. Y.)

Dear Mother:

It has been hot as the Hinges here all week, but exams have gone on just the same. I think I did

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pretty well in most of my tests, but the night before the exam in Sophomore Physics (which you remember I am repeating again this year) it was much too hot to study or even to sleep, so I went out with Bill to a sort of beach resort near here called "Savin Rock" to try to cool off. Unfortunately it was even hotter there. Next day it was so warm I nearly fainted during the exam, and altogether I am afraid I didn't do any too well on it.

As I won't get my degree if I flunk Physics again, I wish you would start breaking the news to Dad. He didn't seem too cheerful about my taking another year here before going to law school. Which seems pretty unreasonable to me.

I *can't* invite Cousin Effie Popkins to the Senior Prom, as I haven't enough money just now.

Nothing has happened during the week, except the turning over of the Fence to '28 on Tuesday the 2d. Having been a Freshman a couple of times myself, I enjoyed the speeches a lot.

Always lovingly,
John.

Letter from Mrs. J. Dummer to John Dummer '25.)

Dearest John:

Your father was very, *very* angry when I suggested that the horrid authorities might not pass you. . . . I almost believe he thinks it was your fault.

You must *just* invite Effie to the Prom. I know she can't possibly come, but it would make her so happy. You musn't let *looks* influence you, she is a *thoroughly* nice girl, and *very* earnest.

I hope you aren't working too hard in this hot weather. Take lots of cold showers and *don't* sleep under too many blankets.

Devotedly,
Mother.

(Extracts, letter from J. Dummer, '25, to Mr. John Dummer, Elmira, N. Y.)

Dear Dad:

. . . I cannot understand how it happened but the Physics prof absolutely refuses to raise my grade from 45 to 75 altho I explained to him carefully that it meant the loss of my degree. He said that three years ought to be enough for even me to pass the course, and was pretty insulting generally.

I would rather like to stay here one more year before law school anyway, so the cloud has its silver lining. . .

Your respectful son,
John.



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THE AMERICAN FOREIGN SERVICE JOURNAL



(Telegram from John Dummer, '25, to Miss Helen Stunning, Poughkeepsie, N. Y.)

DONT BREAK MY HEART STOP YOU MUST COME TO SENIOR PROM LOVE DOODOO

(Letter from J. Dummer, '25, to Miss Effie Popkins, Winsted, Conn.)

... And so I trust you will come to the Senior Prom with me on the fifteenth of June.

Your Aff't cousin,
John.

(Telegram, collect \$4.00, from Miss Helen Stunning to J. Dummer, '25.)

THIS IS NO TIME TO THINK OF EXPENSES SO WILL TELL YOU ALL THE COMPLICATIONS STOP I WILL SIMPLY ADORE TO COME SENIOR PROM WITH YOU BUT HAVE JUST SPENT LAST MONEY ON ONLY DECENT DRESS TO WEAR TO IT SO YOU WILL EITHER HAVE TO COME GET ME IN CAR OR MAIL ME TRAIN TICKET STOP AM CRAZY TO SEE YOU DEAREST SOMEHOW CANT GET ALONG WITHOUT YOU STOP LOVE AS ALWAYS YUM YUM

(Extract from letter of eighteen pages, from Miss Effie Popkins to J. Dummer, '25.)

... and so Mother and I will just love to come to the Senior Prom with you.

Your loving cousin,
Effie.

(Letter from Mr. J. Dummer, of Elmira, N. Y., to J. Dummer, '25.)

Dear John:

If you do not graduate you will start, immediately, at the bottom, in your Uncle Wilbur's Can-Opener Factory.

Your affectionate
Father.

JED/CSG

(Remark made by J. Dummer, '25, to his roommate.)

"Oh, G——!"

(Headlines in the New Haven Journal-Register.)

YALE SENIOR LEAPS OFF
WEST ROCK INTO QUINNIPIAC

"Was Melancholy," says Roommate at
Post Mortem.



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(Letter, not called for, in Yale Station, addressed to the late J. Dummer, '25.)

Dear John:

Dear, good Effie, while making herself beautiful for the Senior Prom was smothered in her mud-compact last night. Your thoughtfulness to her just before the tragic End does much to console
Her Grieving
Mother.

(Letter, not called for, in Yale Station, addressed to the late J. Dummer, '25.)

Dear Mr. Dummer:

The Dean wishes me to inform you that since your courses fulfill the requirements of the new No-More-Science ruling which is being generally applied to all College classes, you may graduate regularly with the Class of 1925.

Respectfully yours,

Mary Brown, Sec'y to the Dean.

(Telegram, \$2 charges not paid, undelivered.)

DICK CARSON THAT NICE SOPHOMORE TAKING MY SISTER TO SENIOR PROM WILL BRING US BOTH DOWN IN HIS CAR AND LET US STAY HIS HOUSE NEW HAVEN STOP CANT WAIT TO SEE YOU COMMA ALWAYS LOVE YOUR YUM YUM

(Bronze Plate in Woolsey Rotunda.)

To the Memory of
John Dummer, MDCRSV
Erected by his Classmates.

BY-LAWS FOR THE SOCIETY OF FOREIGN CONSULS IN NEW YORK

1. There shall be a Consular Organization in New York. Its name shall be "The Society of Foreign Consuls in New York."

2. Entitled to membership in the Society are the duly appointed and recognized foreign Consuls and Trade Commissioners who are the chief representatives of their respective Governments in New York City. Acting representatives are also entitled to membership during the time they are acting.

Membership is obtained by those entitled thereto through listing their names with the Executive Committee.

3. The object of the Society is to promote friendship and cooperation among the members and to act in matters pertaining to Consular rights under international law and usage.



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4. To attain its object the Society will meet during the winter months at three informal luncheons and at one formal annual dinner, the cost of such gatherings to be paid pro rata by the members who attend or have notified the Executive Committee that they will attend.

The Committee may also call other meetings either at its own initiative or at the request of at least three of the members, for the purpose of discussing matters of interest to the Society.

5. The members shall ordinarily notify the committee one week beforehand of their intention to attend any gathering of the Society.

6. If it is found desirable to make representations to local authorities or others, or express opinions or take any steps on matters of interest to the Society, resolutions to this effect may be passed at any gathering or meeting of the Society, provided the resolution is within the bounds of international law or the comity of nations, and provided further that the resolution is favored by a two-thirds majority of all the members of the Society. Absent members may vote by proxy on resolutions as mentioned in this article, but no member present may cast more than three votes.

7. The membership dues will be \$10 yearly, payable in advance.

8. In connection with the first luncheon gathering of every year the Society holds its "annual meeting" for the purpose of receiving and passing upon the report of the Committee for the past year and for the election of officers for the coming year.

Fifteen members form a quorum.

9. The affairs of the Society shall be managed by an Executive Committee consisting of the following officers: President, vice president, and honorary secretary-treasurer.

The officers are elected by secret ballot for one year from among the members.

The president should preferably be elected from among the representatives of one of the countries which are internationally recognized as being Great Powers.

If vacancies on the Committee occur during the year, such vacancies may be filled for the remaining period at any meeting with a quorum of 15.

10. The president presides at the meetings of the Committee and of the Society and represents

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the Society toward the outside world. He has a deciding vote if votes are even.

11. The vice president performs the duties of the president in the latter's absence or inability.

12. The honorary secretary-treasurer conducts the correspondence of the Society and keeps its accounts. He prepares the annual report in co-operation with the president.

13. The Committee holds meetings at its own discretion.

It is left to the Committee to fix time and place and make all necessary arrangements for the meetings and gatherings of the Society. Due notice of all meetings and gatherings shall be communicated to the members at least a fortnight beforehand.

Similar notice shall ordinarily be given of all topics to be discussed at any meeting or gathering.

14. The Committee may invite to the annual dinner prominent persons to be the guests of the Society, the admission for such guests to be paid pro rata by the members who attend or have notified the Committee that they will attend. If it is intended to invite more than three such guests to any one dinner, the Society's sanction by simple majority should be obtained beforehand at any meeting or gathering with a quorum of 15.

Every member may bring to the dinner one or two personal guests, the admission to be paid by the inviting member, who must submit to the Committee the name of his guest or guests one week beforehand.

Members' staffs of the rank of Consul, Vice Consul, and Attaché may attend the dinner at their own expense, and should notify the Committee of their desire to attend through their respective chiefs.

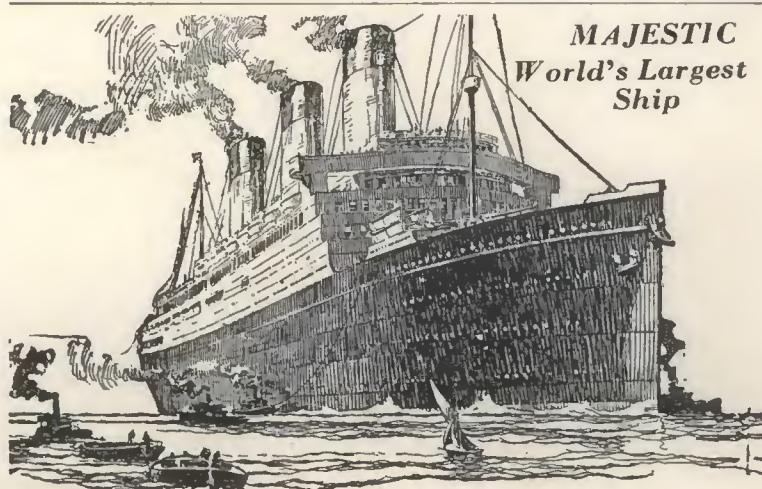
15. These by-laws can only be altered by a two-thirds majority of those present at the annual meeting after the proposed alteration has been filed with the Committee and by it communicated to all the members at least a fortnight before the meeting.

New York, April 29, 1925.

DEVELOPMENT OF AMERICAN COMMERCIAL POLICY

(Continued from page 116)

of provisions having the aim of seeking concessions from other countries in the matter of their import duties upon goods from the United States. The President was empowered, when-



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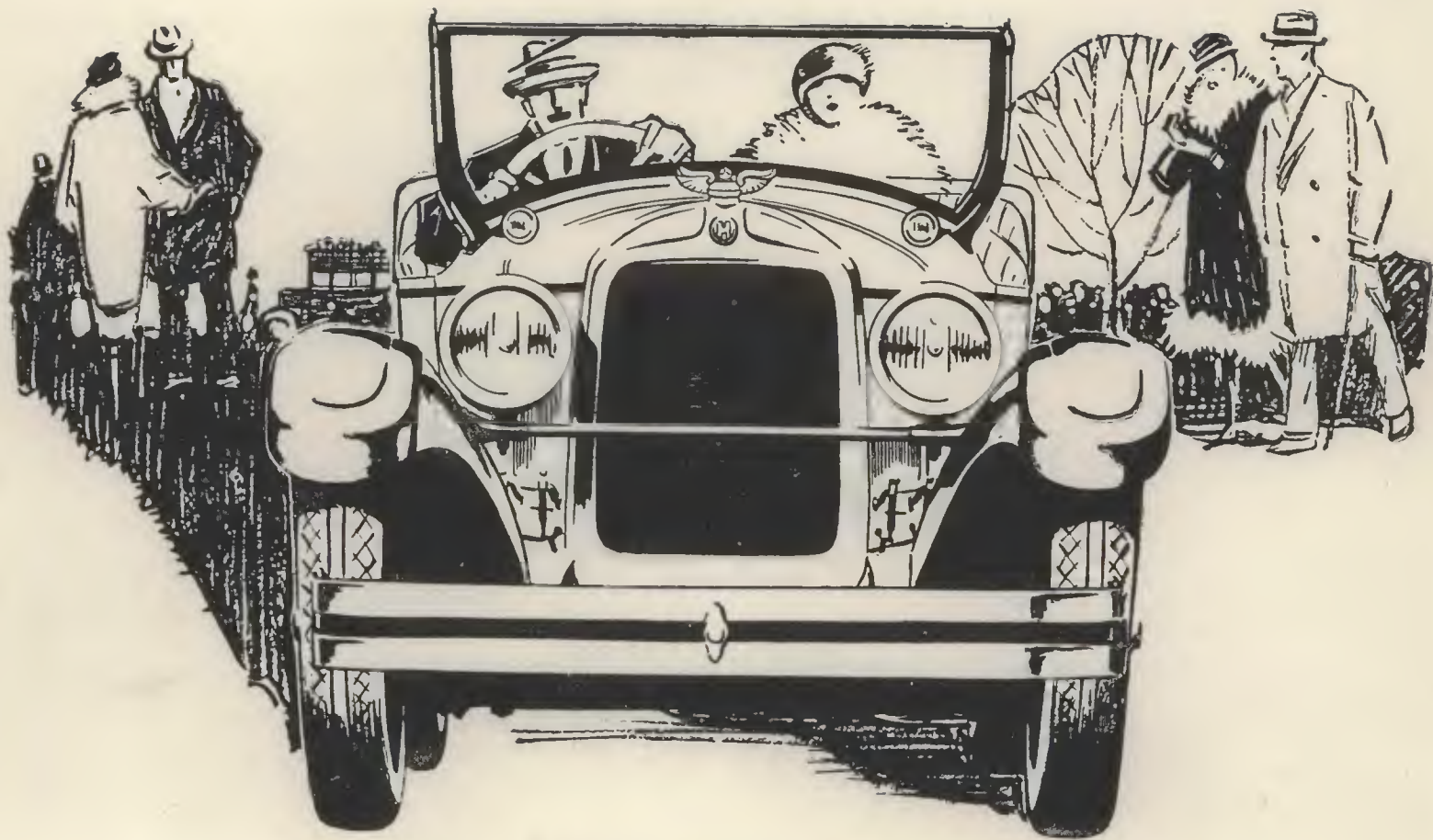
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ever he should be satisfied that any country producing and exporting sugar, molasses, coffee, tea or hides, which articles were included in the American free list, imposed duties which, in view of this fact, he might deem "to be reciprocally unequal and unreasonable," to suspend the free importation from such country of the articles named and make them dutiable at specified rates.

Latin American countries were particularly contemplated in making this enactment and eight of the ten concessional arrangements entered into under it were applicable in the western hemisphere. In a few cases the penalty duties were actually imposed. The brief tenure of the act of 1890 limited the consequence of its effort to drive tariff bargains with other countries and its successor contained no such provisions. The imposition of duties against countries that refused to make concessions would seem to have been contrary to the intent of even the conditional most-favored-nation clause, since the goods in question were on the free list and hence freely admissible from countries in general without the condition precedent of any agreed compensation. Colombia and Haiti undertook to maintain this view, resting their cases on the most-favored-nation provisions of their respective treaties with the United States, both of which were conditional.

The Tariff Act of 1897 restored in principle the provision of the act of 1890 but the list of products involved was so altered as greatly to decrease its importance and no agreements resulted directly from it. The same statute provided, however, in two ways not merely for bargaining with other countries, but for entering into reciprocity arrangements involving concessions on both sides.

(1) For the expressed "purpose of equalizing the trade of the United States with foreign countries, and their colonies," which produced and exported to the United States certain specified articles, the President was authorized to enter into negotiations with the governments of such countries for "commercial agreements in which reciprocal and equivalent concessions" might be obtained for "the products and manufactures of the United States." In return for such concessions substantial reductions in import duty were to be allowed upon argols, or crude tartar, or wine lees, crude; brandies, or other spirits manufactured or distilled from grain or other materials; champagne and all other spark-

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The distinguishing features of this provision appear to be (a) the definite purpose to provide a means to accord certain authorized reductions in rates in return for the greatest obtainable concessions, and (b) the authorization of agreements to become effective without being referred to the Senate for its consent, or to the Congress for approval.

(2) A second proposition authorized the President, through the adoption of commercial treaties, which must be consented to by the Senate and approved by the Congress, to reduce, in amount not exceeding 20 percent, the statutory duties upon such articles as should be agreed upon by the negotiators. Moreover, dutiable articles might be transferred to the free list and the retention of articles on the free list might be guaranteed. Such treaties were to be negotiated within two years from the passage of the act, for periods of not more than five years and

"with a view to secure reciprocal trade with foreign countries."

It is noteworthy that there was no limitation placed upon the number or variety of articles to which this section was applicable. More amply than the provision described above, this provision embodied the genuine conception of reciprocity.

The arrangements negotiated under the former provision came to be known as argol agreements. Two series of them were negotiated with European countries. The latter provision resulted in the negotiation of a number of treaties all of which were refused the necessary approval of Congress.

Controversies with most-favored countries arose promptly after the first argol agreements became effective. Switzerland and Spain were successful in obtaining concessions originally made to other countries; this was because the wording of their most-favored nation clauses in treaties with the United States was such as to preclude a conditional interpretation.

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The Tariff Act of 1909 contained two schedules—maximum and minimum—but the former was applicable only to countries that discriminated against the United States; hence it could run counter to clauses by which countries reciprocally promised to the United States most-favored-nation treatment only in case the promise was evaded. The Tariff Act of 1913 specifically authorized the President "to negotiate trade agreements with foreign nations wherein mutual concessions are made looking toward freer trade relations and further reciprocal expansion of trade." The President failed to take advantage of this authorization which, in view of the fact that the operation of the proposed agreements was expressly conditioned upon their approval by Congress, limited rather than amplified his treaty-making power.

When the simple statement that the United States has for the most part maintained a customs tariff uniformly applicable to imports regardless of the country of origin is compared with the foregoing lengthy paragraphs describ-

ing the exceptions to the rule, the latter are likely to be by far the more impressive. But the fact is that they are comparatively insignificant. The general reciprocity treaties have been few and exceptional; consequently their dent in the practice of equality has been small. The agreements under the Acts of 1890 and 1897 affected trade in a very limited number of articles, most of them of minor importance and the countries included were never numerous. Whatever may be said of the principle involved in the exchange of preferential treatment with outlying possessions, the possessions of the United States are not sufficiently extensive to enable their trade to bulk large in the total of American commerce. It seems not too much to claim, accordingly, that whatever liberty of action it reserved to itself through its policy with reference to the most-favored-nation clause, the actual practice of the United States in administering its customs has tended to conform to the ideal of equality.

(To be concluded)

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