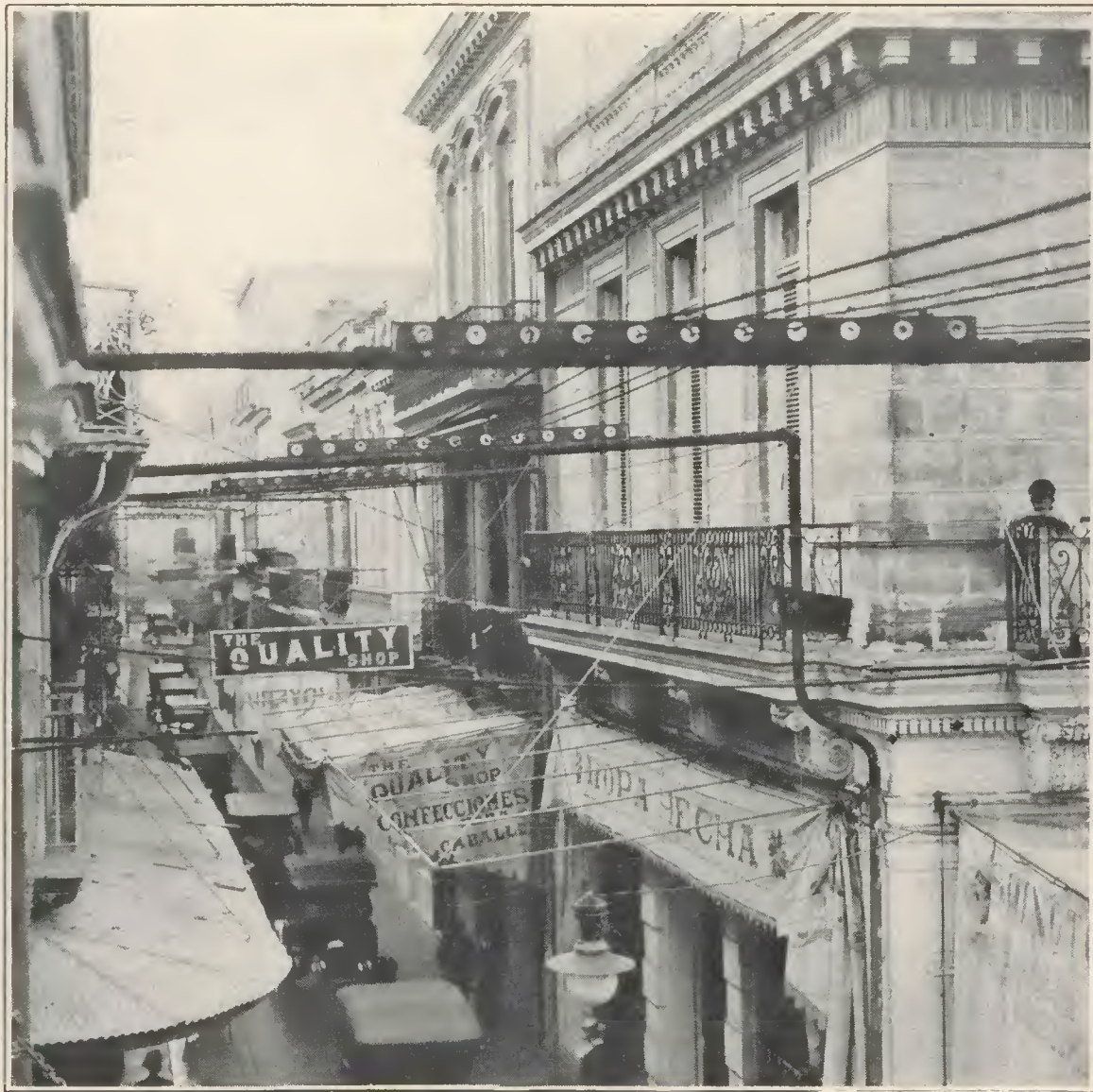


# THE AMERICAN FOREIGN SERVICE JOURNAL

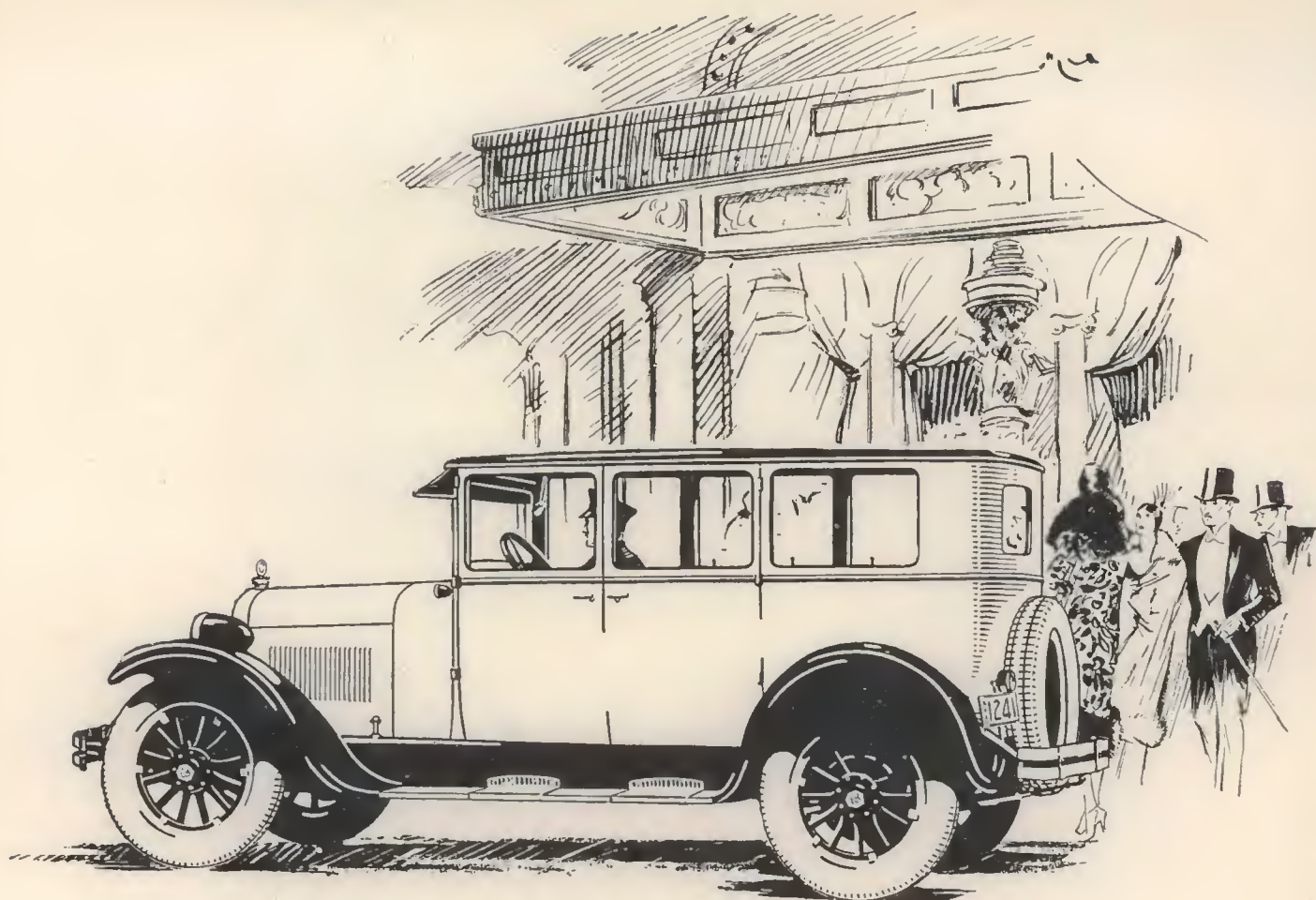


STREET IN HABANA

*American Photo Studio*

Vol. III DECEMBER, 1926 No. 12





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# THE AMERICAN FOREIGN SERVICE JOURNAL



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WASHINGTON, D. C.

DECEMBER, 1926

## Commercial Work at Shanghai

*By A. M. GUPTILL, Clerk, Shanghai*

EVER since our introduction to the Commercial Office of the Shanghai Consulate-General we, that is, the writer and his "gang," have been wondering if the old fellow who wrote that wise saw about "a Jack of all trades, etc.," wasn't a bit off his course, or perhaps he had no idea that the Consular Service would go into the trade promotion business, for if Shanghai is a fair sample of the commercial work to be met in the various offices, then a commercial man must be a Jack of all trades if he is going to hold down his job efficiently. Of course the fact of China's still being a business terra incognita in spite of all the publicity which has been given it in the past few years makes the work more diversified than that of a European office where the resources and requirements of the country are better known to the American business world, but even so we have an idea that the Consular commercial men there have their hands and heads full most of the time.

In Shanghai we attempt, from a non-technical point of view, save in the few instances when some member of the staff really has the exact professional knowledge to fit a case, to give our overseas inquirers full and comprehensive reports in the form of trade letters upon any subject in which they may be interested. Consequently, the amount and variety of research we have to do is astonishing and were it not for the friendly assistance we receive from the local business community we would be hard pressed for data. We get everything in this office from requests for postage stamps to inquiries as to

prospective markets for locomotives and second-hand steamships. For instance, a typical month's mail contains inquiries regarding the fur market, possible agents for American kerosene and lubricating oils, motor car accessories, roofing materials, complaints regarding shipments from local houses to the United States, overdue accounts, opportunities for employment at Shanghai, and never a mail arrives without its request from a small boy for stamps. We handle all inquiries in the same way, that is to say, we give our homeside correspondent the best we have regardless of age or position and we feel from our increasing pile of "thank you" letters that we are getting somewhere as a result, that we are doing our share toward making friends for the Consular Service among the people who in the last analysis pay our salaries.

It was only about two years ago that the Consul-General managed to build up the staff of the Commercial Office to its present force. Prior to that time, in spite of his vigorous representations to the Department, something always happened to keep the C. O. at the bottom of the heap but now things are different. Four Americans and two Chinese are permanently assigned to commercial work with the result that something approaching efficiency is being slowly evolved. We have opened our own commercial files where extra copies of letters, reports and any other information we think we might need at some time are accumulated according to our own ideas rather than along the hard and fast rule of the filing system.





Commercial reports are the bete noir of this country, due to an absolute lack of statistical information with the exception of that prepared by the Chinese Maritime Customs in its various returns and these returns, while well enough in their own way, leave many unfilled gaps.

For instance, the factory system is rapidly replacing handicrafts in this country and yet there are available no statistics worth reading upon the subject. There are immense domestic industries about which we can get no information. Nobody knows what the internal revenues of the country amount to and not even those in the business can say how much of China's annual wool clip goes into home use. Therefore, when we have a call for a comprehensive report on anything about China it means that we have to go to the very beginning of the subject and dig, and digging here means more than invading a quiet, comfortable library. When it was decided to write up the Shanghai harbor the writer had to spend the better part of three weeks roaming about in sampans and ploughing through filthy native villages on the Chinese side of the river in order to collect the information which was necessary to the usefulness of the report. A report upon bristles took him to so many "pig hair" establishments that he has yet to recover his former affinity for pork chops. At the moment one of the staff is awaiting a chance to

slip, between wars and bandits, out into the country to make a thorough overhaul of a coal mining property which may or may not be of eventual interest to some American group. The job means that he has to burrow through nobody knows how many shafts and drifts, constructed in the native Chinese fashion like nothing on earth so much as rabbit warrens, live on Chinese chow for a week or two, and try to keep from getting himself captured by bandits or robbed, and incidentally, to keep clean and uphold the reputation of the service.

Another job which has fallen to the writer's lot with the last mail is a survey of the lime kilning industry about the district. We know that there are many kilns and that much lime is used in the country and that is about all the information we can get. A manufacturer of a patent kiln thinks he can sell in this territory but before going to the expense of sending out a technical man he wants us to give him a report upon his prospects. None of us know anything about patent kilns. We haven't even any idea as to what they cost, but as the inquirer wants a lot of information about them he is going to get it although we will confess that at the moment we have not the slightest idea as to how we are going to get at it. However, in company with one of our Chinese assistants we will probably don breeches and leggings, charter a sam-



*Photo from A. M. Guphill*

*Poking about Shanghai Harbor in summer in sampans is hot work*





pan and start out for the nearest kiln yard, study its methods closely, make some sketches, find out what it costs to kiln lime by the present old-fashioned method and then make discreet inquiries as to what they would be willing to pay for a kiln which will save labor and material. It will mean several days prowling about in a more or less unfriendly atmosphere, wet feet and a probable cold, but by the time we finish a report to our friend back home we have an idea that we will know a lot more about lime than we do now.

To get information out of Chinese is a task which calls for a lot of knowledge which is not taught in schools of business administration nor in the interpreters' school in Peking. It is a highly specialized branch of the China business, something which has to be learned at no little expense to somebody and which, furthermore, requires a specially cultivated type of patience, the kind of phlegmatic alertness, if there can be such a thing, which enables one to sit for hours in desultory conversation over countless cups of tea and dozens of vile cigarettes apparently indifferent to anything save the commonplace, and at the same time with one ear cocked for the information one is after. For your proper Chinaman will not come out with plain "yesses and no's." Evasion is the essence of his life and to attempt to get information by repeating a questionnaire is the height of folly and gets the inquirer nothing but hard looks and dislike. Rather does one have to discuss the weather, crops, local politics, touch politely upon business and then return to trivialities, and, after having loosened the Celestial's tongue by apparent indifference, drive in a question here and there which will elicit the information one is after. It sounds easy enough, but it requires more than good intentions to carry off. Now and again an afternoon on such a job is rather good fun, a change from one's usual desk work, but a week or so at a time of that kind of news gathering palls on one and makes one wish

for home and people who can answer direct questions with a "yes" or a "no" and have it over with.

A typical example of this trying work is a job we now have in hand in connection with a monograph on native banks. An indiscreet member of a local Chinese organization told a vernacular paper that the American Consulate was interested in the native banking system. Immediately this was published every Chinese banker in Shanghai developed a bad case of guilty conscience, for what reason other than the enforcement of some broken law or the exposure of some oriental subtlety could the "Flowery Flag Consulate" have for making an exhaustive inquiry into Chinese banking practice. With this auspicious beginning the receptions we have been enjoying at the hands of the local banking fraternity can well be imagined. But nevertheless we are getting information, slowly to be sure, but it comes just the same.

World Trade Directory reports give us more trouble when it comes to ingrained Chinese reticence than any other one thing we have to handle. As a matter of fact, with the exception of American firms, every business house in Shanghai requires careful handling in order to get from it the very intimate data required. One European national suspects us of obscure political designs upon his trade interests. Occidental competitors in many instances very frankly tell us that what we want is none of our business, but the Chinese, trained from youth to evade tax collectors and associating us with the municipal authorities due



*Photo from A. M. Guphill*

## THE CHINA MARKET FOR LEATHER





to the peculiar composition of the local government of Shanghai, are the hardest nuts of all. They sometimes refuse point blank to tell us anything. More often, however, they reveal a mass of information of which 90 percent may be discounted as worthless and then the real fun commences and ingenuity is required to ascertain by devious methods where they really stand. A small shop with one or two assistants hanging about may be the headquarters of a million-dollar concern operating out in the interior, and a big, prosperous appearing establishment may be on the brink of bankruptcy. The proprietors won't tell us and their bankers won't help us very much. Then we call on our trusty Chinese and go ahunting, and sometimes we discover things. Sometimes we do not, but we have experiences to add to our store of China lore and each trip advertises to the Chinese that the Consular Service is on the job and willing and anxious to be friendly.

It is that sort of thing which makes us the Jacks of all trades we are and it is that which makes the work interesting to us. We growl at times about commercial work, but if we were to be shifted to another department the C. G. would immediately be the recipient of real growls. It's something like going to sea. A sailor curses the fate that first drove him afloat but he always goes back, and while we get tired and disgusted at times, still we wouldn't swap jobs with anyone in the whole big building, for, after all, we get results and we actually get thanked for them—quite often these days.



*Photo from A. M. Guptill*

A CHINA SHOP IN CHINA

## FAYAL EARTHQUAKE

*From a report by CONSUL REMILLARD*

Confirming my telegram of August 31, 1926, I have the honor to report that the most severe earthquake ever felt in the Island of Fayal was experienced on the date above mentioned.

The disaster occurred at about 8:45 a. m. I was in my bathroom at the time, finishing a shave, when I heard a heavy rumble, the fall of many objects simultaneously, the creaking of ceiling and walls, and felt a violent trembling of the whole building and foundation.

This room is on the second floor at the rear of my house, a two-story structure built on sloping ground, which, fortunately, permits egress at the rear into a large garden without having to descend any stairs. I may state that I believe that I established a new short distance record in reaching the open, together with my wife, who had been warned by me upon her arrival of August 16th, to make for the garden in case she felt anything which might resemble an earthquake. We heard shrieks and groans coming from all directions, the air was filled with flying dust, and to our left and right there was heard the crash of falling masonry. The shock perhaps did not last over fifteen seconds but it appeared to be characterized by a violent vertical motion at first and later by a lateral motion. I have subsequently tried to confirm these impressions regarding duration and characteristics from an official source but have been unable to do so. The local observatory suffered badly and the attendant in charge, when questioned, answered that he "did not wait to see." It is also understood that there is no seismographic apparatus in Horta and the other scientific apparatus was not in order. It is reported that the captain of the German cable ship then in port states that he felt a violent tugging at his anchor and looking over to the land he saw clouds of dust and spray where certain portions of the higher ground near the water's edge fell into the sea, and observed houses in the city itself crumbling down.

When we returned into the house we found everything in a sad state: pictures, chinaware, glassware and all small objects were all on the floor and a large share of these were broken. Certain pieces of furniture, as chairs, were moved about, plaster

*(Continued on page 395)*





## HOW TO LEARN A LANGUAGE

*A Review, by JOHN DYNELEY PRINCE, Minister, Belgrade*

HOW TO LEARN A LANGUAGE. An Exposition of the Phonetic Inductive Method for Foreign Resident Language Students. A Direct Practical Scientific Way of Mastering any Foreign Tongue. By Thomas F. Cummings, D.D., 1916. Published by the author. Bible Teachers Training School, New York (100 pages). \$1.00.

THIS little work, in spite of its somewhat ambitious title, should be welcomed by all who are interested in linguistic methodology. The basic principle followed by the author is that "Drill Makes Skill" (p. 40), and he has accordingly endeavored to classify the method of intelligent drill in linguistic phenomena in such a manner as to make his book a guide to the learning of any language. Dr. Cummings, who is the director of the "Missionary Linguistic Department of the Bible Teachers Training School in New York," is obviously a man of very extensive experience not only in the acquisition of languages, but he is also extraordinarily well versed in the phenomena of grammar and phonetics. He realizes, for example, the futility of the many attempts to teach languages by means of the so-called "Natural Method," that is by the method of the gradual and necessarily slow absorption applied to children who learn their mother tongue, and possibly other idioms simultaneously, by means of the constant repetition of the same words to them by adults.

Dr. Cummings has, of course, utilized the idea of repetition which is, after all, the only way of learning anything which is more or less mechanical—and what is more mechanical than language?—but he insists on a highly intelligent system of repetition based on the peculiarities of each language to be studied. Here is where one is lost in admiration of his really excellent philological knowledge.

A glance at his paragraphs on phonetic training (pp. 24-29), for example, will show how well he realizes the pitfalls of pronunciation. He states that the teacher must know how to *teach* sounds, but, especially in the case of primitive or "unfixed" languages, this is a great difficulty. The student must in such cases be satisfied with a teacher who knows how to articulate his own language distinctly. Even this is hard to find. I recall, for example, how on one occasion, when I

was trying to record phonetically a tale in Penobscot Indian in Maine, I suspected the presence of very light lingual touch a sort of evanescent "l," after a final vowel, and I was able to be sure of this only after placing my ear close to the mouth of the speaker and making him repeat the word several times. When a trained phonetician can not be found, as is usually the case, Dr. Cummings advises the student to observe the mouth of his instructor, the set of his jaw, the position of his lips, the placing of his tongue when he utters dentals, etc. Above all, Dr. Cummings recommends strict imitation of the teacher's manner, tone and action. This latter feat is very foreign to the point of view of the average Anglo-Saxon, who usually scorns imitation. Once in India, when I pronounced the Urdu word for "horse"—*ghora* with the dental "r," an English friend remarked semi-contemptuously: "Why you are trying to talk Hindustani just like a native!" This point of view, which is not unknown in America, prevents any very accurate effort to reproduce the sounds of a foreign language. The American speaks his

(Continued on page 397)



Photo from A. M. Gupill

BUSINESS STREET IN THE CHINESE QUARTER



# Habana

By HARRIET M. COWLING, *Formerly Clerk, Habana*

C-U-B-A, the Mecca of the Americano's winter wanderlust and the bright oasis in his desert, might well be spelled "H-a-b-a-n-a," for it is in the capital city that the traveler usually unpacks his golf trousers and panama hat and prepares to stay a while.

History has been made down the Island; sugar enough to satisfy even our phenomenal national sweet tooth is grown there and the tobacco that makes the Christmas cigars acceptable, but, as the incoming ship turns sharply at Morro Castle and slips past Cabañas Fortress into the narrow channel leading to the harbor of Habana, the spell begins to be woven and the average American succumbs to the charm of Habana. He visits nearby sugar "centrals," of course, but seldom journeys into the interior.

For Habana so amply fulfills the tourist's desire for "atmosphere" and quaintness, and the sudden transition from the rigors of a northern winter, or the rumors thereof, to the balm of the Habana season, needs only the excellence of the "Daiquiri" cocktail or the all-welcoming "Presidente," together with the thrilling spectacle of Cuban beauty and fashion at the races, to decide the American pilgrim that the Mecca has been reached.

Perhaps the hottest place in Habana at any season of the year is the docks where, released from the perfunctory but solemn inspection by immigration and medical authorities and at last permitted to step off the gang-plank, one is stunned by the glare of sun on concrete and plunges gratefully into the shade of the customs warehouses.

And now one is in Cuba and hearing Spanish such as one never learned in school. "Cubiche" it is irreverently called, and few Castillian speaking Americans retain that purity of enunciation long. Whole syllables disappear, words run blissfully together, the "c" becomes sibilant, and the endings of words are much too unimportant for utterance. This curtailment of effort in the matter of pronunciation may be an outgrowth of the "mañana" habit or more likely a matter of expedience. The Cuban is a friendly, demonstrative person and a vociferous, explosive, inexhaustible conversationalist. Time is all too short for what two acquaintances may have to say over their coffee or when shaking hands cordially from the tram windows.

The way from the docks to the hotel district leads through some of the narrowest and meanest

of Habana's streets—lean Chinamen are seen bending stolidly over endless ironing boards, sailors of all nationalities jostle each other on the exceedingly narrow sidewalks, and brown and black babies tumble about the low doorsteps, only the girl children boasting costumes of any description—i. e., the inevitable earrings.

Habana is a city where extreme wealth and extreme poverty are indescribably mingled. Calle Obispo, or Pi y Margall as it is now named, threads its narrow length from a tiny square where one of the very rare fountains sprays the base of a statue of Albear, to the Plaza de Armas—about 10 blocks—between shops displaying enchanting laces, fans, mantillas, mantons, perfumes, jewels, Parisian needlework and Chinese novelties. The awnings of the shops form a canopy beneath the grateful shade of which the rich and poor alike take their afternoon promenade. This street is the scene of much activity all day, but between 4 and 5 the omnipresent *fotingos* are interspersed with magnificent, high-powered machines, over-large for the cramped passageway, containing the beautifully gowned and artistically painted Cuban señoras and señoritas. The traffic goes only one way and the splendid parade sweeps slowly by, the occupants of the automobiles with up-raised "impertinentes" (*lorgnettes*, a universal accessory of dress in Cuba), and the male pedestrians pause and stare, murmuring exclamations of approval and delight.

While in the doorways, on the curb, passing about among the open cafés and refresco parlors—in fact, everywhere—are the beggars. "Una caridad"—day after day the same voices plead whiningly, the same rags and the same dreadful deformities are exposed, and the same toneless blessings are muttered over the bestowed coin.

Vying with the professional beggars are the lottery ticket sellers—mostly poor folk who make a small sum on the sale of each piece. A whole ticket or "billete" contains 100 pieces, but a lively business is done in single pieces at 30 cents each. The price fluctuates with the demand and the demand depends on the sugar crop, the political situation—almost anything which affects the temper of a people. "Se juega mañana," and a musical intoning of the numbers for sale, are the contributions of the billete sellers to the fascinating street cries of Habana. "The drawing is tomorrow," and even the gloomiest pessimist buys his ticket or tickets with a faint hope that one of the





prizes, ranging from \$1 to \$100,000, may be his on the morrow. Though luck may never attend one's choice of numbers, the thrill of listening for the cries of scores of newsboys selling the "lista" on the morning of the drawing, and bawling out the number of the first prize, is worth the price paid for the portentous bit of paper.

If one is an early riser, one may even anticipate the newsboys by observing the drawing itself, which takes place in the iron-barred patio of one of the government buildings. Two large globes containing an arrangement of numbered balls are operated mechanically to drop into an open space at the bottom of the globes one number at a time—the number in one globe being the lottery number and the other, the prize number—first, second, third, and so on. What stories of joy, hope, grief, despair—follow the fall of those tiny balls—and it happens every 10 days, providing the government with over \$1,000,000 annually in revenue.

At the foot of Obispo to the right the Plaza de Armas is fronted by the city hall, newly painted and displaying its age only in the ancient grace of its pillared and arched portico—a long block of delicious coolness with a glimpse of patio through the iron grating which supports the old royal Spanish escutcheon, while the sun glares on the arid park it faces. A modern edifice of the Cuban high-ceilinged and tiled design, on another side of the square, houses the American Embassy, Consulate-General, Trade Commissioner's office and the American Chamber of Commerce of Cuba, while opposite is the old Senate building and the headquarters of the Quartermaster and Engineer Corps of the Cuban Army. Bugle calls echo from those ancient, moated precincts recalling by-gone war days, and the strains of martial music from the military band at practice enliven the morning hours. On the fourth side of the park is the little "Templete," a memorial chapel containing the



STREET SCENE IN THE OLDER QUARTER

*American Photo Studio*





famous panorama in oils of the landing of Columbus. This building is opened only once a year on the day on which that event is commemorated in Cuba, and all pious Cubans and interested Americans pass through the guarded doorway and gaze at the pictorial representation of the beginnings of what is now the Republic of Cuba.

When the shadows are long on the parched grass, the straggly park and others like it all over the city teem with humanity escaping from the stuffiness of crowded quarters. Children, children, children, and dogs! The former and the latter alike vary, according to locality, in color and elegance. A tome might be written on the dogs of Habana, from the transplanted but seemingly happy Scotch collies and German police dogs of the Vedado and outlying suburbs, to the piteous Mexican hairless dog which frequents a certain cafe near the waterfront and gazes scornfully on his lesser brethren, more horribly mangy and mutilated than dogs can possibly be and still find life other than a burden.

Among the dogs and children, the nurses and their historic uniformed cavaliers, among the idlers and the dreamers, passes an ever busy and chanting host. "Zapatero," sings the little Russian boy with the shoe shining box made conveniently for carrying on the back or placing under a customer's footwear. A Jewish youth supports by straps from his shoulders a tray offering a miscellaneous array of ties, socks, handkerchiefs, small bottles of perfume and sundry other useful articles—another sells rubber aprons to the "Gallego" maids or heelless slippers to a black nurse girl. "Eskimo pie," with a Swedish accent,

and the children desert the Greek boy who has a pretty white push-cart with cans of "helados" and "mantecados," who will even make you an ice-cream soda if you have a glass at hand. These international venders—incipient business men—are said to be an innovation in Cuba and a result of the former American visa regulations when visas were not required after residence of a year in Cuba.

Making stock of the large number of foreigners bent on reaching the United States through the back door, rival photographers have set up shop under the trees bordering the part in front of the Consulate General. Their developing and printing paraphernalia and enticing samples of their skill spread out at the base of opposing trees, they ply a busy trade among the waiting immigrants. The sun flickering through the leaves throws a softened light over the grim, the sad, the stupid faces of these would-be citizens of the United States as they assume histrionic poses with faces sternly set over the serious business of being photographed.

Up and down the streets and at every corner of the parks are the pajama-clad Chinamen vending peeled oranges and slices of watermelon, or supporting on their heads dripping show-cases of iced piña—a halved pineapple with the hull and the "eyes" removed, all ready to be eaten in the fingers—and how deliciously sweet they are—though doubtless unsanitary.

A wagon covered with freshly cut palms, drawn by a mule similarly decorated and tingling a brazen bell with his every step, is in charge of a swarthy specimen with a tight felt tam-o-shanter (boina)



American Photo Studio

## CABANAS FORTRESS

*Begun in 1764. One of the best examples of 18th century fortification known*





on his head, his shirttails tied in a knot over his nondescript lower garment. His beautiful sing-song proclaims mangoes, mameyes, guayabas, watermelons, and other of the multitudinous seasonal fruits—while yet another wagon with glass sides is piled high with lengths of calicos and organdies, laces, threads, safety-pins. Anything and everything to cause the dawdling girls to look, long for, and buy.

From these open air marts of recreation and business, through the tortuous one-way streets where the pedestrian hugs the encroaching buildings as street cars go jangling by, one comes to the Parque Central, flanked on all sides by a most marvellous collection of automobiles—a million dollars worth parked around that one square, it is said. In ravishing colors, they await the tourist and whisk him away from old Habana through the beautifully arranged parked driveways of the suburbs to the Casino, the Country and Yacht Clubs, the Jai-Alai gaming palace and the race track at Oriental Park.

The famous India laurel trees on the Prado, leading from the Parque Central to the sea, which have provided shade and a romantic setting for the perambulations of several generations of Cubans, are being replaced by Australian pines—a tree very amenable to the clipped effect so dear to Habana landscape gardeners. Half way to the Malecon, the aged laurels give way to the still scrubby pines and the quaintness and charm of the Prado is lost in the incompleteness of the new trees.

Past the Carcel with the clock over the doorway ticking away the imprisoned lives within, past the Punta Castle which shares with Morro the once grim task of guarding the entrance to Habana harbor, and rounding the bandstand at the tip end of the Prado, one is on the Malecon. This sea drive forms a half circle several miles in length flanked by gleaming houses with lofty arched porticos. From the sea the crescent of the Malecon is the first glimpse of Habana before the ship turns and the amazing glare and whiteness of the seawall and the buildings along its length are replaced by the tender green of the Cabanas Fortress slopes against the soft rose and pink of the weather beaten fortress itself.

The Malecon is a thing of moods as the sea which its concrete wall shuts out. It is a frame for the everchanging pictures the gulf produces. In the early morning with

Morro almost lost in a mist-enhanced distance, the blue and green waves froth softly over the rocks at the base of the wall—sail boats stand off languidly—seemingly mesmerized and ghostly, and tiny fishing craft nearer shore catch on their crazy sails faint slithers of sunlight piercing through the haze. A feeling of peaceful enterprise steals into one's being; but at noon in the aching white glare, peace is gone! The empty sea is very blue, brilliantly scintillating, the horizon sharp where the paler sky begins, and the whole picture just sea and sky and merciless sun. Ships by the dozens come and go the day long, but at midday all is empty and still.

At dusk the heavens and the waters beneath are one delicate, soft, delicious blue with what marvellous cloud kingdoms between, and at night the Malecon ceases to be the frame for the sea, but is



*American Photo Studio*

## THE CHARCOAL VENDER



a picture of fairyland itself, all ringed with elfin lights with Morro Light at the end—a fitting pendant.

Work on the Malecon was inaugurated by General Wood at the time of the occupation after an old Spanish plan and was to have extended for 10 miles or more along the sea to "La Playa," Habana's only bathing beach. The waterfront was rescued from the common fate of unsuper-vised waterfronts and the seawall extended for several miles. Some years ago during a particularly heavy storm, large portions of the seawall and the encircling driveway were beaten down, torn, crushed, and carried away by the fury of the waves. The Malecon in such a mood is a wondrous and fearful sight. Traffic is suspended and on the opposite shore the water sometimes dashes clear over Morro Light. The work of repairing the seawall has now been completed and perhaps General Wood's dream will be fulfilled in the extension of the Malecon.

The "fotingo" or taxi service is one of the two out-standing features of Habana. The fotingo is

a glorified Ford—a special industry existing in Cuba for the embellishment of that plain little car by means of highly colored and elaborately designed leather upholstery. Some fotingueros also boast chintz or linen drawn-work slip covers. Each has his small vase of roses, and, stuck in the hinges of the windshield, a very bright feather duster.

The city is divided into zones, the fare being 20 cents a zone—most rides in Habana proper costing no more than that. Americans returning to the United States find the fotingo habit hard to break, but most expensive to maintain. Seemingly thousands of these cars dash about the streets at all hours and their drivers attain a high degree of skill in negotiating them through the crowded, narrow streets, though aided by the gesticulations of traffic cops on nearly every corner—impeccably uniformed policemen they are, costumed in blue drill much bebraided in black and festooned with bright buttons. The Cuban officer of the law is ubiquitous and it sometimes seems—inquisitive; he looks in at the neighborhood dance—the home porch—or the lighted bridge table. He is

always at hand to settle arguments between fotingueros and their customers, or to lead the unwary motorist to the "juzgado" (doubtless the origin of the dough-boy's word for jail—hoosegow) should he overlook the niceties of highway travel. This comely fellow also has an eye for the señoritas and with a lordly gesture he brings the street cars and automobiles to a grinding halt while a buxom maiden and her inevitable maid, often a frail wisp of a Galician girl, mince across the street, bestowing, we trust, a smile of thanks from her melting brown eyes (all Cuban girls have these—par excellence!).

The other arresting feature of Cuba is the national call—p-sst! It becomes a habit which Americans acquire with astounding promptness and ease. That magic sound will stop the street car at your corner or get you a "transferencia"; it brings a waiter running with your "Presidente" or "cafe con leche"; it attracts the attention of your friend a half block away; a fotingo going at more than lawful speed heeds its sibilant message; or a Chinaman with several family washes on his head gyrates slowly to see if he is wanted. The possibilities of that little sound are as manifold as the opportunities for amusement and interesting adventure in the charming new-old world composite known justly as the Pearl of the Antilles.



*American Photo Studio*

THE "BARGAIN BASEMENT"





## "KATHARINCHEN"

By MRS. HAROLD D. CLUM, *Guayaquil*

THE shop windows of Königsberg stores put on a gala appearance as early as the last week in November and are decked out with very attractive Christmas displays. To a foreigner, at least, the large assortment of most delectable and intriguing Christmas cakes all done up in neat packages has a great attraction. Just as the striped red and white peppermint sugar cane is a sure sign of Yuletide in the United States so are the oblong packages of Thorn honey cakes in East Prussia.

The history of the Thorn honey cake dates back to the time of the Teutonic Knights, an order of crusaders founded in 1192, who early in the thirteenth century penetrated into what is now East Prussia to carry Christianity to the wild tribes inhabiting the country and to conquer territory which was very shortly afterwards settled on by colonists from the more densely populated west. During one of their expeditions, it is said, a number of noble women fell into their power. Since the knights of the Teutonic Order had to remain celibate, in accordance to their vows, they built for these women a cloister near Thorn, a town on the Vistula, founded by them in 1231, which later passed to Poland in 1454 and to Prussia in 1793, and which is also interesting for the fact that, besides being the home of Christmas honey cakes it is also the place where the astronomer Copernicus was born in 1473. In this nunnery near Thorn were baked the first honey-pepper cakes which were called "Katharinchen" after a nun of this name who was especially skilled in making them. For long years the nuns kept secret the art of making these cakes, until one day the recipe for them fell in an inexplicable way into the hands of the bakers of Thorn, who procured for the Katharinchen their world reputation. Also the bakers of Königsberg in the sixteenth century sought to bake Thorn honey cakes. Because of this a "Katharinchen war" broke out between the two bakers-guilds of Thorn and Königsberg which did not end until 200 years later in a victory for Thorn. About 60 years ago Robert Schultz emigrated from Thorn to Königsberg and founded a factory for Thorn honey cakes. His fellow guild members from Thorn made many difficulties for him and only a court decision made it possible for him to continue to use the name "Thorner Katharinchen."

The manufacture begins with the making of the dough. This is allowed to lie four to five months.

It is said that in earlier times the dough was allowed to stand for several years. The dough, which has become hard as stone, is further worked out by being broken into bits and placed in a very hot trough. After a night it is in a condition which allows it to be rolled into the oblong scalloped shapes and baked. Especially good brands today are still worked with the hands, since the rolling by machine makes the dough rather tough. A peculiarity of honey cake making is that the supply for the next Christmas feast is started early in January of the current year.

## GOOD REASONS

Extract from request for promotion or Transfer, dated November 28, 1870. Submitted by C. M. P. Cross, Cape Town:

"My health is at present excellent. My age 56. My politics, Republican. Ready at any time to vote for General Grant. My education, solid and polite. My character, honest and known to the Treasury Department.

"With such qualifications I respectfully beg to be transferred to any of the following Consulates:

"Bordeaux, Marseilles, Nantes and Boulogne, Antwerp, Brazil, Geneva, Zurich, Genoa, Leghorn, Naples, Rome, Jerusalem, Smyrna, provided the above in Schedule B, that is with a salary of \$1,500 or above per annum.

"Should this Consulate be placed in Schedule B, with a salary of \$2,000 per annum, I will retain it."



*Photo from H. D. Clum*

OLD KOENIGSBERG





## THE AMERICAN FOREIGN SERVICE JOURNAL

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DECEMBER, 1926

No. 12

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*The purposes of the Journal are (1) to serve as an exchange among American Foreign Service 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 Foreign Service among interested persons in the United States, including business men and others having interests abroad, and young men who may be considering the Foreign Service as a career.*

*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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## ADDRESS BY AMBASSADOR SCHURMAN

*At the Luncheon of the Foreign Service Association, October 21, 1926*

In introducing Mr. Schurman, Mr. Grew said: "If the span of human existence were a little longer than it is, I have no doubt that many of us, after completing 30 or 40 years in the Foreign Service, might wish to seek a little variety and turn to some other profession for a change, perhaps the law, or the pulpit, or dentistry, or something of that kind, but unfortunately Father Time is, as a rule, none too generous in the way he treats us, and, therefore, as a rule, we have to be satisfied with one profession per life. But now and then Father Time relaxes his usual severity and permits a public-spirited citizen, after achieving success and climbing to the top of one profession, to do exactly the same thing in another. We are very fortunate to have a distinguished example of that very thing among us today. Dr. Schurman first climbed to the top in the realm of letters as student, lecturer, professor and, finally, as president of Cornell University for 28 years. Even during that exacting period he was able to serve the Government as president of the first Philippine Commission in 1899, on the New York Constitutional Commission and other public bodies. Then he turned to diplomatic work. He had a taste of it as Minister to Greece and Montenegro in 1912 and 1913 and he liked it so much that he came back to us first as Minister to China and then as Ambassador to Germany. He certainly has risen to the top of the two professions. His service is an inspiration to us all and I want to ask him, as an honorary member of this Association, if he won't be good enough to say a few words to us before we hear from our guest of honor, Dr. Schurman."

Mr. Schurman said:

"Mr. Secretary, Gentlemen:

"I esteem it a great privilege to be a member of this body, although I am a little embarrassed—aged and hardened as I am—in listening to the kind and generous remarks of my friend, the Under Secretary of State.

"One thing, at any rate, I learned as president of a university. A university is a loosely knit organization and unless certain conditions be observed it is very easy to have it run amuck and go to pieces. The fundamental condition to University efficiency is cooperation. I don't know any organization in the world where you have such

(Continued on page 393)





# ITEMS



**A**MBASSADOR William M. Collier, Santiago, sailed from New York on November 11, en route to his post.

Mrs. Collier is at present in London undergoing medical treatment.

American Minister Robert P. Skinner, Athens, left Paris for his new post on November 12.

A press dispatch from Paris under date of October 15 reports that Consul General Robert P. Skinner, who was leaving that city shortly to assume the post of Minister to Greece, was given an ovation by 250 members of the American Club at a farewell luncheon.

Mr. Irwin B. Laughlin, formerly Minister to Greece, recently returned to the United States, accompanied by his family, on the S. S. Mauretania.

Mr. Arthur H. Geissler, American Minister to Guatemala, who has been in the United States on leave of absence, returned to his post on a steamer sailing from New Orleans on November 6.

Mr. Lewis Einstein, American Minister to Czechoslovakia, is now in the United States on

leave which he expects to spend in New York City. Mr. Einstein also visited the Department.

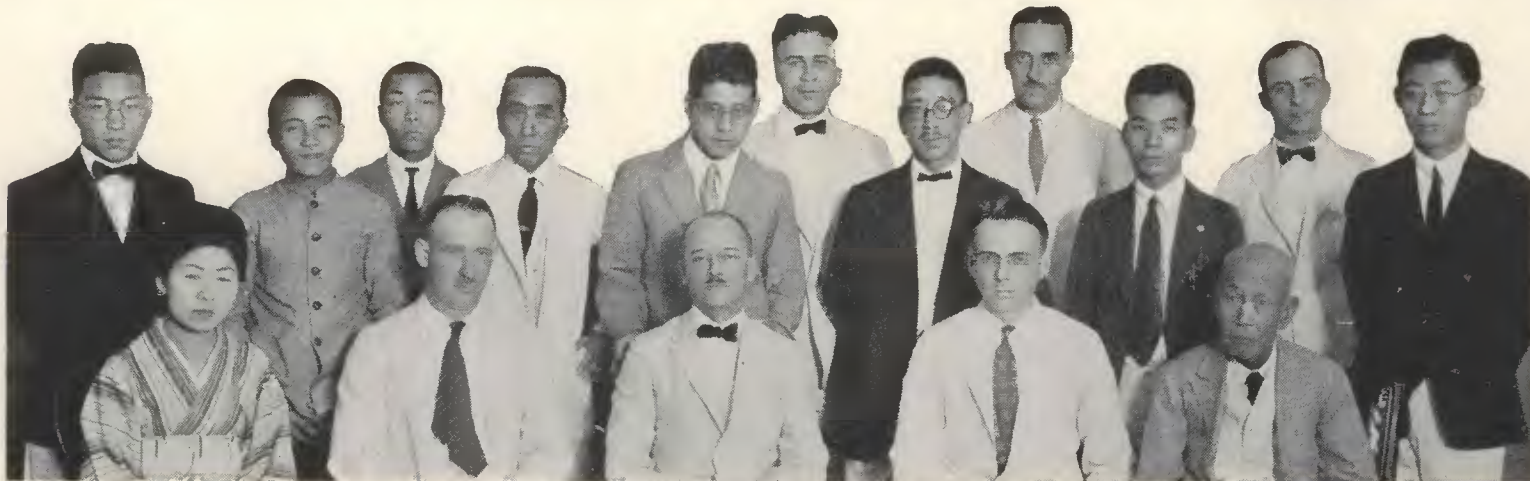
Mr. Arthur Bliss Lane, Diplomatic Secretary, Mexico City, is spending a portion of his leave in France.

Consul Harold Playter, formerly at Corinto but recently assigned to Seville, was assigned to the Department for 15 days for the purpose of enabling him to complete a handbook on Nicaragua which it is understood is to be published by the Department of Commerce.

Consul William I. Jackson, Montreal, who is now in the United States on leave, has been undergoing treatment at the Naval Hospital in Washington, where he was operated upon for appendicitis. Upon his release from the hospital Consul Jackson expects to visit his home in Indianapolis.

Diplomatic Secretary H. Freeman Matthews, who is en route from Budapest to Bogota, is on leave at his home in Baltimore before proceeding to his new post.

Diplomatic Secretary Rudolf E. Schoenfeld, La



THE STAFF AT KOBE

Lower row, left to right: Miss T. Kawamoto, Consul Thomas, Consul Dickover, Consul Salisbury, W. Ebihara. Upper row: F. Ohta, I. Noda, H. Sakamoto, K. Kurimoto, J. Taniguchi, Vice Consul Haering, I. Suzuki, Vice Consul Young, S. Morino, O. W. Rhoades, G. T. Ogata



Paz, is now on leave of absence, which he is spending with relatives in Washington.

Mr. Herbert C. Hengstler, Chief of the Division of Foreign Service Administration, and Consul R. D. Murphy, assigned to the Department, motored to Philadelphia to attend the sesquicentennial exposition in that city.

As a result of the tropical hurricane which devastated the Isle of Pines, Vice Consul Sheridan Talbott, Nueva Gerona, has been highly praised by Ambassador Crowder for the efficient manner in which he carried on the relief work.

It is understood that Mr. Talbott worked night and day for nearly a week in his efforts to ameliorate conditions brought about by the hurricane.

Consul Donald F. Bigelow, Paris, is now on leave of absence, which he is spending at his home in St. Paul, Minn.

Consul Harold Playter, recently assigned to Seville, sailed for that post from New York on October 27.

Vice Consul John L. Calnan, Belgrade, accompanied by Mrs. Calnan, is on leave at his home in Worcester, Mass.

Consul Albert M. Doyle, Rotterdam, spent several days in Washington visiting friends in the Department before proceeding to his home in Detroit where he will spend his leave.

Consul General William H. Gale, recently assigned to Budapest, sailed from New York, en route to his post, on November 13.

Consul General Alphonse Gaulin, Paris, is not expected to leave for his post until the end of December.

Mrs. Gaulin, who is still convalescing is improving satisfactorily.

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

Diplomatic Secretary Matthew E. Hanna has commenced his inspection of the missions in Central America.

Consul General Thomas M. Wilson at Tangier.

Consul General Louis G. Dreyfus, Jr., returning to his inspection district in Western Europe after spending his leave with his parents in Santa Barbara, Calif.

Consul General James B. Stewart is at Chihuahua.

Consul General Robert Frazer, Jr., en route to China.

Consul General Samuel T. Lee, northern Brazil.

Mr. Chester W. Martin, retired Foreign Service Officer, recently visited the Department.

Mr. Maurice Walk, who resigned from the Foreign Service about a year ago, has recently applied to be designated to take the next Foreign Service examination.



THE STAFF AT SHERBROOKE

*Miss Duberger, Miss Breckinridge, Frank Rhodes, Miss Steele, Vice Consul Monroe, Consul Hosmer, Vice Consul Linthicum*





Commencing on Armistice Day and lasting for one week the annual Red Cross drive in the Department was successfully carried out by the wives of the Foreign Service officers assigned to the Department.

Vice Consul William A. Smale, Nassau, recently visited the Department.

Vice Consul Jay Walker, Maracaibo, is spending his leave of absence in Washington.

Vice Consul George H. Barringer, recently assigned to Quebec, Canada, visited the Department.

Consul Egmont C. von Tresckow, assigned to Berlin, sailed from New York on October 31 en route to his post.

Consul Leland B. Morris, Cologne, is dividing his leave between Washington and New York.

Vice Consul Robert E. Leary, Rome, spent 10 days of his leave in Washington.

Consul Harvey Lee Milbourne, Tientsin, is spending his leave with relatives in Charlestown, W. Va.

Consul William J. McCafferty, San Salvador, visited the Department before proceeding to San Francisco where he expects to spend his leave.

Vice Consul Joseph P. Ragland, recently assigned to St. John's, Newfoundland, sailed from New York on November 6, en route to his post.

Consul Lucien N. Sullivan, Cienfuegos, who has been on leave in the United States, returned to his post via Key West on November 13.

Vice Consul C. Warwick Perkins, Vienna, is dividing his leave between Washington and Baltimore.

Diplomatic Secretary Samuel S. Dickson, formerly stationed at Bangkok, is now on leave at his home in Gallup, New Mexico.

Vice Consul John T. Garvin, Valparaiso, is spending his leave in Washington where he is preparing himself for the next Foreign Service examination.

Vice Consul H. B. Osborn, Rangoon, who has been on a visit to his home in Passaic, N. J., sailed from New York on November 25 en route to his post.

Vice Consul E. Kitchel Farrand, Porto Alegre, is on extended leave of absence at his home, Griggsville, Ill.

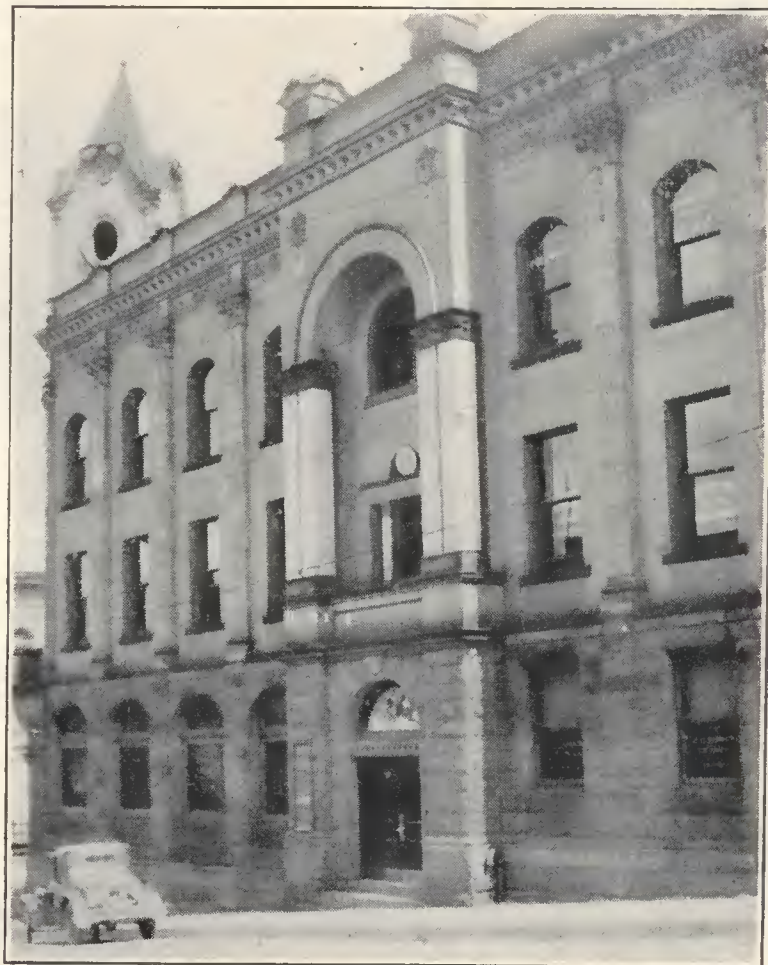
Mr. Henry D. Baker, formerly Consul at Trinidad, is now on the editorial staff of the Minneapolis Journal.

Consul Francis R. Stewart, Santiago de Cuba, was under treatment at the Walter Reed Hospital, Washington, for a month.

Mr. Frederick Simpich, formerly in the Consular Service, recently visited the Department where he met many of his old friends in the Service.

The Department of State Club will hold its first dance for the winter season of 1926-27 at Rauscher's on November 29.

The club will have the privilege of hearing again



CONSULATE AT SHERBROOKE





the world renowned pianist, Mischa Levitzky, who has just returned from a long tour abroad.

Other entertainments are planned, including a Christmas party, at which time Colonel Ayres, Chief Clerk of the Department, has promised to have a stocking for every person in the Department.

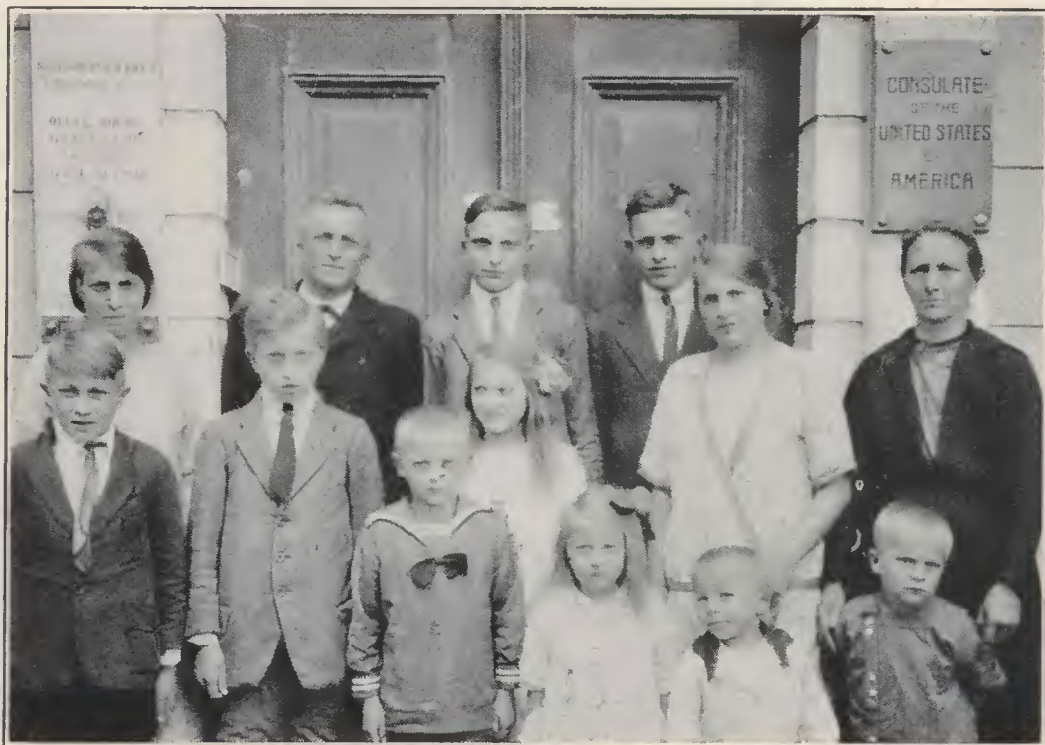
Albert V. Morris, Vice Consul, Warsaw, is at his home in Oneonta, N. Y., and is understood to be preparing for the next Foreign Service examination.

Consul General Theodore Jaeckel has visited Washington en route to what is understood to be his new post at Milan.

On account of the coal shortage in Ireland, Consul Ferris, at Cobh, has requested the Department to send him 20 tons of coal, as otherwise he did not see how he could keep the Consulate opened, especially the visa office.

The Department has instructed the Consul to ascertain whether the coal can not be purchased to a greater advantage in France than in the United States.

The third luncheon to be given by the Foreign Service Association for the season 1926-27, was held at Rauscher's on Tuesday, November 16.



## A PRIZE DUTCH FAMILY

*Mother, father and 11 children, and all, according to the P. H. S., without a single physical flaw*

Dr. Julius Klein, Director of the Bureau of Foreign and Domestic Commerce, Department of Commerce, who has recently returned from a tour of inspection in Europe, was the guest of honor and gave a short talk on certain phases of the Bureau's activities abroad.

The second monthly luncheon of the Foreign Service Association was held at Rauscher's on Thursday, October 21, at which time Colonel William J. Donovan, assistant to the Attorney General, was the guest of honor and gave a short talk on the nature and objects of the work of the Department of Justice in the enforcement of anti-trust legislation.

The Hon. Jacob Gould Schurman, American Ambassador to Germany, was also present. Mr. Schurman's remarks appear elsewhere in this issue.

Consul Augustin W. Ferrin reports that he reopened the Consulate at Tabriz on October 13.

Consul Richard F. Boyce, Hamilton, Ontario, spent the month of August at Plattsburg taking the officers' training course of the C. M. T. C.

Before returning to his post he visited the Consuls General at Montreal and Ottawa.

A Consular office in Italy has received a visiting card from the local manager of an oil company which competes with American interests on which is written the following:

"Please do not ask me to furnish further statistics concerning the local oil business. As you know, I can only tell you lies and I am reluctant to do it."

Vice Consul and Mrs. David K. E. Bruce are at present at Pau, in the south of France. On her arrival in Rome Mrs. Bruce was in ill health, and as her illness took a serious turn it became necessary that she seek a more favorable climate.

In a recent dispatch Consul Randolph reports from Bagdad the death of Miss Gertrude Lowthian Bell, Oriental Secretary to the British High Commissioner for Iraq, who has long been an interesting and prominent figure

*From E. A. Dow*





in the Near East. Miss Bell was educated at Queen's College, London, and at Lady Margaret Hall, Oxford. After having been made a Fellow of the Royal Geographical Society and receiving the Founder's Medal of that society in 1918 she was attached to the Military Intelligence Department in Cairo in 1915, and in 1916 was appointed liaison officer of the Arab Bureau in Iraq. In 1917 she was appointed assistant political officer. The Baghdad Times has written of her that she was "the friend of hundreds in Iraq but above all she was the friend and champion of Iraq itself."

Miss Bell was buried not more than a dozen graves away from the grave of the late Charles F. Brissel, an American Consul who died in Bagdad of cholera on October 31, 1916.

The F. S. School announces:

Mr. Flournoy lectured on "Citizenship Laws" on November 1, 2, 3 and 4.

Dr. McClure discussed "American Commercial Policy" on November 4, 5, and 6.

Mr. Castle lectured on the "New States of Europe," on November 8 and 9, and on "Germany" on November 10 and 11.

Mr. Le Clercq discussed "France" on November 12 and 13.

The following lectures have also been given:

"Italy," Mr. Henry Carter, November 15 and 16.

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

"British Empire," Mr. Dorsey Richardson.

"Present Empire Policy," Mr. Prentiss B. Gilbert.

"Reparation Problem and the Dawes Plan," Dr. Arthur N. Young.

"Canada," Mr. Irving N. Linnell.

Beginning November 1 the Foreign Service School gave a course in Citizenship and Passport Work. The work consisted principally of quizzes, supplemented by a few lec-

tures, and was terminated by a written examination. Arrangements were made with Mr. Huddle, Chief of the Passport Division, so that the course was available for Foreign Service Officers detailed to the Department or on leave.

The Department has recently had correspondence regarding an attempt to land 129 immigrants without visas. A vessel, apparently owned by the captain and his father, undertook to land these people in the United States for about the equivalent of \$500 apiece. The expedition arrived off New York where two aliens were smuggled ashore, at \$100 apiece. Other shore boats wanted too much. Soon coast guard patrols located the vessel and commenced circling around it night and day with their searchlights trained on it. The vessel then went to a point off the shore of Nova Scotia, near Halifax, where it put the aliens ashore at an isolated spot. They were all gathered up by the Dominion authorities by whom they are now held.

The first word of the planned attempt was brought to the Consulate nearest the point of the vessel's departure by an anonymous letter.

Later reports indicate that 123 of the persons landed have been deported by the Dominion authorities and the captain of the vessel given an option of paying a \$17,500 fine or serving three years in jail.

## FROM A VISA LETTER:

I Mr C D K writing a few lines I am well and hoping this leaves you the same, old friend well this is some country oh, boy. I will tell the world it is? we had some time crossing the line we were put in jail fore 1 day I was short of funds. I sent a wire to my dad and he wired some money to me. we had eight \$ more to pay. fore head tax. there are officer down at . . . . there are fine to me. I am taking up rivate detective work now. well yours



HE ADMITS HE DIDN'T  
CATCH IT

*H. H. Dick proves himself to be the  
other honest fisherman*





## SERVICE CHANGES

### *Diplomatic Branch*

Richard M. DeLambert, Third Secretary, Quito, assigned Third Secretary, San Jose.

James O. Denby, Third Secretary, Athens, assigned Third Secretary, Managua.

Allen W. Dalles, Counselor of Legation, Peking, resigned, effective October 15, 1926.

Waldemar J. Gallman, Third Secretary, San Jose, assigned Third Secretary, Quito.

Herschel V. Johnson, now detailed to Department, assigned Second Secretary, Tegucigalpa.

George R. Merrell, Jr., Second Secretary, Port au Prince, assigned Second Secretary, Paris.

### *Consular Branch*

Paul H. Alling, V. C. at Beirut, assigned Vice Consul Damascus, temporarily.

Maurice W. Altaffer, V. C. at Nogales, assigned Vice Consul Agua Prieta, temporarily.

Henry D. Baker, Consul at Trinidad, resigned.

William E. Chapman, Consul at Sault Ste. Marie, assigned Consul, Torreon.

William H. Gale, C. G. at Amsterdam, assigned C. G., Budapest.

Robert D. Longyear, Consul detailed to Lucerne temporarily, returned to Geneva.

Paul W. Meyer, Language Officer at Peking, commissioned a Vice Consul and assigned Vice Consul, Chungking.

Hugh S. Miller, Consul detailed to Singapore, detailed to Milan.

Joseph P. Ragland, V. C. detailed to Department, assigned V. C., St. Johns, N. F.

Edward E. Silvers, V. C. at Seville, assigned Vice Consul, Antwerp.

Egmont C. von Tresckow, Consul at Arica, detailed to Berlin.

Angus I. Ward, V. C., Mukden, assigned Vice Consul, Tientsin.

William J. Yerby, Consul at La Rochelle, assigned Consul, Operto.

Bartley F. Yost, Consul at Torreon, assigned Consul, Sault Ste. Marie.



## *The Mayflower*



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*Home of Diplomats and Statesmen*



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in Keeping with the  
Beauty and Grandeur  
of the  
National Capital*



*Cable "Mayflower"*

**CONNECTICUT AVENUE**  
*Midway between The White House and Dupont Circle*





## *Non-Career Service*

George H. Barringer, V. C. and Clerk, St. John's, N. F., appointed V. C. and Clerk, Quebec.

Rudolph J. Blais, clerk at Havre, appointed Vice Consul there.

Leonard G. Bradford, V. C. and Clerk, Havre, appointed V. C. and Clerk, Goteborg.

Thomas B. Clark, clerk at Shanghai, appointed Vice Consul there.

David C. Elkington, V. C. and Clerk, Casablanca, appointed V. C. and Clerk, Co'h.

T. Monroe Fisher, V. C. and Clerk, Dakar, temporarily, reappointed V. C. and Clerk, Malaga.

George D. Fitzsimmons, V. C. and Clerk, Monterery, appointed V. C. and Clerk, Saltillo, temporarily.

Manson Gilbert, V. C. and Clerk, Cobh, appointed V. C. and Clerk, Brussels.

Keyne V. Gram, V. C. and Clerk, Saigon temporarily, reappointed V. C. and Clerk, Rangoon.

Worthington E. Hagerman, V. C. and Clerk, Nantes, appointed V. C. and Clerk, Calais temporarily.

Norman R. Jobs, clerk at Santo Domingo, appointed Vice Consul there.

Camden L. McLain, V. C. and Clerk at Valparaiso, appointed V. C. and Clerk Iquique, temporarily.

Ernest L. Monroe, V. C. and Clerk at Sherbrooke, appointed V. C. and Clerk Charlottestown, temporarily.

James C. Powell, Jr., V. C. and Clerk, Torreon, appointed V. C. and Clerk, Ciudad Juarez.

George B. Seawright, V. C. and Clerk, Goteborg, appointed V. C. and Clerk, Rome.

William P. Shockley, V. C. and Clerk Turin, temporarily, reappointed V. C. and Clerk, Genoa.

Frithjof C. Sigmond, V. C. and Clerk, Stavanger, appointed V. C. and Clerk Bergen, temporarily.

Charles H. Stephan, V. C. and Clerk, Dairon, appointed V. C. and Clerk, Seoul.

Archer Woodford, V. C. and Clerk, Santos, appointed V. C. and Clerk, Rio de Janeiro.

## COMMERCIAL

A total of 2,074 reports was received during the month of October, 1926, as compared with 2,110 reports during the month of September, 1926.

During the month of October, 1926, there were 2,846 Trade Letters transmitted to the Depart-

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ment as against 3,260 in September, 1926. The Consulate General at Zurich, Switzerland, took first place in the number of Trade Letters submitted, having (151) followed by Buenos Aires, Argentina (104), Paris, France (53), Bordeaux, France (48) and Bucharest, Rumania (39).

## NECROLOGY

The Department has been informed of the death of Mr. Arthur Gassett, which occurred on October 19, 1926, at the Spanish Hospital in Tangier, Morocco.

Mr. Gassett was born at Dorchester, Mass., on May 2, 1857. He was appointed Vice and Deputy Consul General at Tangier on May 21, 1912, and held this post until his retirement from the service on August 6, 1918.

He leaves surviving him a brother, Mr. Percival.

## BURLINGTON HOTEL

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Rooms with Private Bath—\$3 to \$4  
Double—\$5 and \$6

Table d'hote Dinner: \$1.25 and \$1.50

380 ROOMS

225 BATHS

5 Minutes Walk to Department of State









## GEORGE WASHINGTON'S UNOFFICIAL RULES OF OFFICIAL CONDUCT

The following were prescribed by a former President of the United States—not, however, by virtue of the authority vested in the Presidents by R. S. 1752:

Let your discourse with men of business be short and comprehensive.

In writing, or speaking, give to every person his due title, according to his degree and the custom of the place.

When you deliver a matter, do it without passion and with discretion, however mean the person be you do it to.

Be not tedious in discourse; make not many digressions, nor repeat often the same manner of discourse.

Let your countenance be pleasant, but in serious matters somewhat grave.

When your superiors talk to anybody, hearken not, neither speak, nor laugh.

Strive not with your superiors in argument, but always submit your judgment to others with modesty.

Take all admonitions thankfully, in what time or place soever given; but afterwards, not being culpable, take a time and place convenient to let him know it that gave them.

Undertake not to teach your equal in the art himself professes; it savors of arrogance.

Detract not from others, neither be excessive in commending.

Make no show of taking great delight in your victuals; feed not with greediness; cut your bread with a knife; lean not on the table; neither find fault with what you eat.

Set not yourself at the upper end of the table; but if it be your due, or that the master of the house will have it so, contend not, lest you should trouble the company.

Play not the peacock, looking everywhere about you to see if you be well decked, if your shoes fit well, if your

IN THE NATION'S CAPITAL

## GUDE'S FLOWERS

—OF COURSE!

### Gude—Florist

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WASHINGTON, D. C.

TELEPHONE MAIN 4278

*Flowers via Telegraph—Anywhere—Any Time*

stockings sit neatly, and clothes handsomely.

In your apparel be modest, and endeavor to accommodate nature, rather than to procure admiration; keep to the fashion of your equals, such as are civil and orderly with respect to times and places.

Associate yourself with men of good quality, if you esteem your own reputation, for it is better to be alone than in bad company.

### Carl M. J. von Zielinski

**Leslie B. Cooper Luis M. Alzamora**  
FOREIGN TRADE AND FINANCIAL ADVISERS

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The handling of Alien Property Custodian Claims, and  
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Foreign Firms, Incorporations Under American  
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Financial Investigations and Credit Information

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in practically all parts of the world*

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Sonora Phonograph Co.

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CHEMICALS AND DRUGS

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New York City





## VISA EXAMINATION

The following test was recently given in the Foreign Service School:

1. State six important features of the Immigration Act of 1924 which were not included in any previous legislation on the subject.

2. What would be the essential documents required to enter the United States under each of the following circumstances:

(a) A person born in India of British parents who has lived in Quebec six years and now desires to go to Mexico City via Montreal, Albany, Chicago, and El Paso.

(b) A student 14 years old born in Caracas, who desires to attend an academy approved by the Secretary of Labor.

(c) A German proceeding for permanent residence to the Philippines via New York and San Francisco.

(d) A native of Miquelon coming to the United States for permanent residence.

(e) A native of Honduras returning home from Paris via New York to New Orleans by rail, thence by steamer.

3. What are the essential facts you would endeavor to ascertain in investigating a doubtful applicant for a visa under Section 3(2) (temporary visitor); under Section 3(6) (treaty alien), of the act of 1924.

4. Discuss the conditions under which students may come to the United States (with special reference to the applicable provisions of the act of 1924).

(a) When sent by their governments.

(b) When going to a large industrial plant for technical training.

(c) When going to Yale University.

5. Name 10 general classes of aliens inadmissible to the United States under our laws. Indicate by "m" (mandatory) or "e" (exceptions) before each whether aliens within the excluded class may or may not be admitted under certain circumstances. Under each class marked "e" state fully at least one exception to the excluding provision.

6. Outline in detail the processes by which the Italian mother of an American citizen receives a quota visa.

7. What action would be taken by the Consul in Winnipeg and the Consul General in Berlin in connection with—

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(a) A German born alien who completed a temporary visit in the United States and went to Winnipeg and applied for an immigration visa to return at once for permanent residence.

(b) A German farmer who emigrated to Canada, operated a farm there successfully and later decided to emigrate to the United States.

8. Give the quota to which each person in the following group of immigrants would be chargeable:

A German citizen born in Danzig accompanied by his American-born wife whom he married in the United States in 1910, and one son 12 years old born in the United States, one daughter 10 years old born in Nova Scotia and a son of 3 years born southwest of Danzig in what is now the Polish Corridor.

9. A vessel clears from Sydney for Vancouver, B. C., but is diverted by wireless orders at sea and proceeds through the Panama Canal to Porto Bello, Republic of Panama, then to Habana, then to New York. Three men are discharged and three signed on at Porto Bello. What crew list visas will be required of the master in New York?

Note: There is no American Consul in Porto Bello.

10. Discuss briefly (not more than 250 words) the historical development of immigration legislation in the United States.

## BRAMALL HALL

By CHARLES W. LEWIS, JR., *Vice Consul,*  
*Manchester*

In south-east Lancashire few objects remain to interest the antiquarian, for spreading industry has here as elsewhere shown precious little sympathy for ancient landmarks. But across the Mersey the Cheshire countryside has not been defiled by smoke and brick and mortar, and the tenacles of industry have yet to clutch to death rural beauty and the atmosphere of old-world romance. Still, the signs of modernity are well inscribed across the north horizon and the day may not be far distant when northern Cheshire will resign itself to the "fate" of southern Lancashire.

In this peaceful countryside may be found, among other objects of interest, some of the finest examples of the black and white timber and plaster structures remaining in England. One of these, Bramall Hall, is indeed an architectural gem and is probably the most perfect of the rare old mansions of Tudor England.





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Standing on the top of a gently rising wooded slope, overlooking a quiet vale and a placid stream, Bramall Hall owes its appeal to a happy blending of natural beauty and ancient craftsmanship. Nor is it lacking in historical associations. Here, indeed, we look back into the feudal age when England was divided into little, self sustaining communities of which the head was the lord of the manor. Here the lords of Bramall kept their Court Leet and Court Baron and allotted to their tenants the various tasks for the good government of the estate. Hard by the Hall was their manorial mill, where the tenants ground their corn, but this has now, like many other institutions of feudalism, been lost from human sight except for the evidence of a sluice, which, catching the waters of the Bramall brook a little higher up the stream, worked the mill wheel. The mill has gone and the lords of the manor have departed, but Bramall Hall remains, a lovely example of medieval workmanship. How the builders were assembled and how long it took them to complete their work we do not know, neither do we know the name of the architect who fashioned a building which after six centuries harmonizes so perfectly with its surroundings, but this can be said:

"They dreamt not of a perishable home  
Who thus could build."

The Hall takes its name from the de Bromale family who held the estate from shortly after William the Conqueror's time until about 1374 or 1375, when it passed to the Davenports. According to an old Cheshire saying there were "as many Masseys as asses, Leighs as fleas, and Davenports as dog tails." Although the Daven-

ports followed the injunction to increase and multiply, never failing to find a shoot to carry up the old tree, they do not appear to have come much to the front in the affairs of the Kingdom.

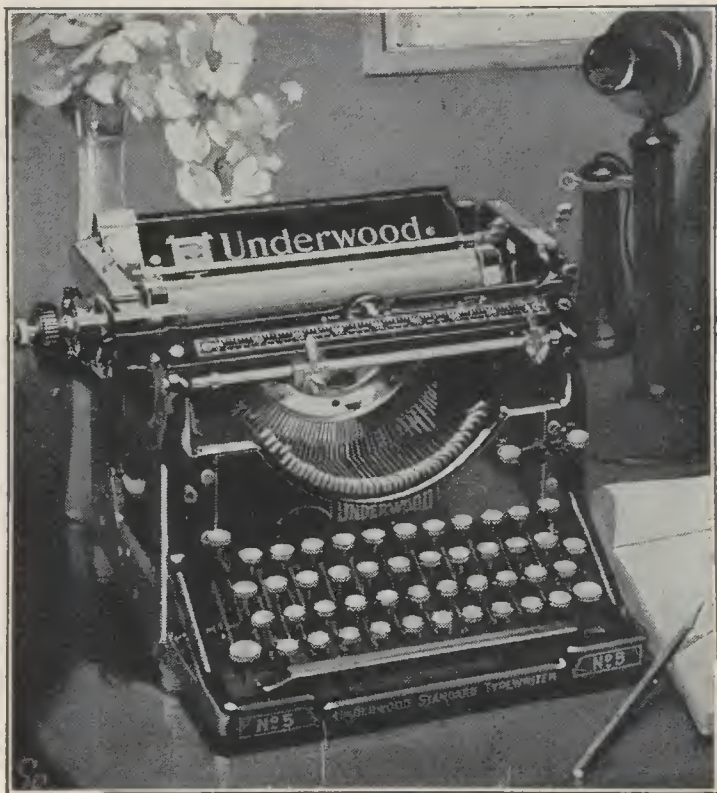
One of the later residents of Bramall Hall was the principal in an incident which led to a warm dispute between England and the United States. This was Salisbury Price Humphreys, the British Commander who boarded the American frigate "Chesapeake" in 1807 in search for deserters. While in charge of H. M. S. "Leopard" Humphreys was commanded by Vice Admiral Birkley to search all ships for deserters, and coming across the American ship "Chesapeake" Humphreys insisted on the right of search. Meeting with a refusal, he opened fire on the "Chesapeake" and compelled its surrender. The resultant dispute between the two countries had as one of its sequences the forced retirement of Humphreys from the service.

## ADDRESS BY AMBASSADOR SCHURMAN

(Continued from page 380)

different elements: students with a point of view absolutely their own, including even a moral code all their own, and cool so far as their relations to the professors and the university is concerned; a faculty made up of scholars and scientists who look at life from the point of view of their intellectual ideas; alumni who go out from the university and always feel that every change that is made after they have left means deterioration; a board of trustees made up of business men who look at everything from the point of view of dollars and cents; and a public with newspapers as





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its organs constantly with its eyes on the university and interested preeminently not in the excellent routine work from day to day, but in any kind of material that makes a good sensational story. Somebody has to keep all these elements together and that is why a president of a university if he has had—I won’t say great success—if he can say like the famous man at the time of the French Revolution, ‘J’ai vécu.’—‘I have lived.’—if he can say even that, he must have learned how to bring about cooperation.

“Perhaps some men have greater aptitude in that direction than others. Whether it is due to nature or long training as a cooperator on principle, I practiced it as soon as I got into the Service. Before the President issued his Executive Order I was in the habit of having my staff in Peking come together to talk over our policies. Of course, as soon as the Executive Order came into effect I did the same thing. In the university, which I saw grow from a few hundred to 6,000 students, where there was one I organized a dozen faculties, where there was none I set up a committee and council, I am inclined to think that the best thing I did was in cooperation in providing for the weekly luncheon for the president and the deans. Where the deans formerly had been the guests of the president—although the luncheon cost only 25 cents—I had the cost paid alike for the president and deans out of the University treasury. The moment we sat down we commenced to talk about the business of the week. No votes were taken, no records made, and we left as soon as we were through. I then knew nothing in my experience which did more to bring us together than that.

“In the Government service people in different Departments need to come together. If they don’t, you may be sure where governmental activities are limited and we have a multitude of Departments, it is very easy to have jealousy and friction, but if you can bring people together and have them get around a table and talk over these problems generally you can solve all difficulties, for Governments, like families or like business concerns, can arrange all their problems too by common sense and a readiness to look at questions from the other fellow’s point of view.

“Mr. President, I thank you for this opportunity of looking my younger associates in this Association in the face, and I hope they won’t feel that I have imposed too long upon their time, and I apologize to the speaker of the day, my neighbor, my good New York friend, for taking so much of his time.”





## FAYAL EARTHQUAKE

(Continued from page 372)

had fallen from the ceilings, and, worst of all, the outer walls had cracks in several places from ceiling to floor, which cracks were clean through, being visible from the street.

I then proceeded to the Consulate, which is about 50 yards up the street. It is a three-story building, the office being on the second floor, and, as in the case of my own dwelling, there is a rear entrance into a garden. I found the outside door open and the stairway leading to the second floor filled with the debris of a wall which had partly fallen down. Sections of the plaster of the ceiling of the large general office and of the filing room had fallen over the desks usually occupied by Clerk Sena and Miss Almeida, typist. Had the earthquake occurred about 20 minutes later they would have been at least severely injured.

From here I went to the central square, the "Largo," to secure further particulars and to ascertain if the American Colony, largely employees of Messrs. Stone and Webster, Boston, and the Western Union Telegraph Company, were safe. The streets were filled with hysterical people and in places, sections of houses had fallen on to the sidewalks and streets. The great majority of dwellings showed exterior cracks and other visible outward effects of the earthquake, and from information picked up, it was apparent that they had been all seriously damaged inside. I met employees of Messrs. Stone and Webster who informed me that all the personnel of their company and their families were safe. I then returned to my home and sent my first cable en clair to save time.

A part of my afternoon was spent in arranging sleeping accommodations for the night and in restoring a semblance of order in my house. I had an emergency service notice affixed to the entrance of the office stating where I might be found. I also visited in person the American representative of the Western Union Telegraph Company, Mr. LeRoy B. Baughman, whose dwelling was known to be particularly poorly constructed to resist earthquakes and I found him, his wife, and baby, living in a small bathing pavilion on the shore. I offered him the hospitality of my garden which he declined, stating his arrangements were only for the night and that he would go to the uncompleted Western Union quarters on the morrow as



Photograph by Maynard Owen Williams

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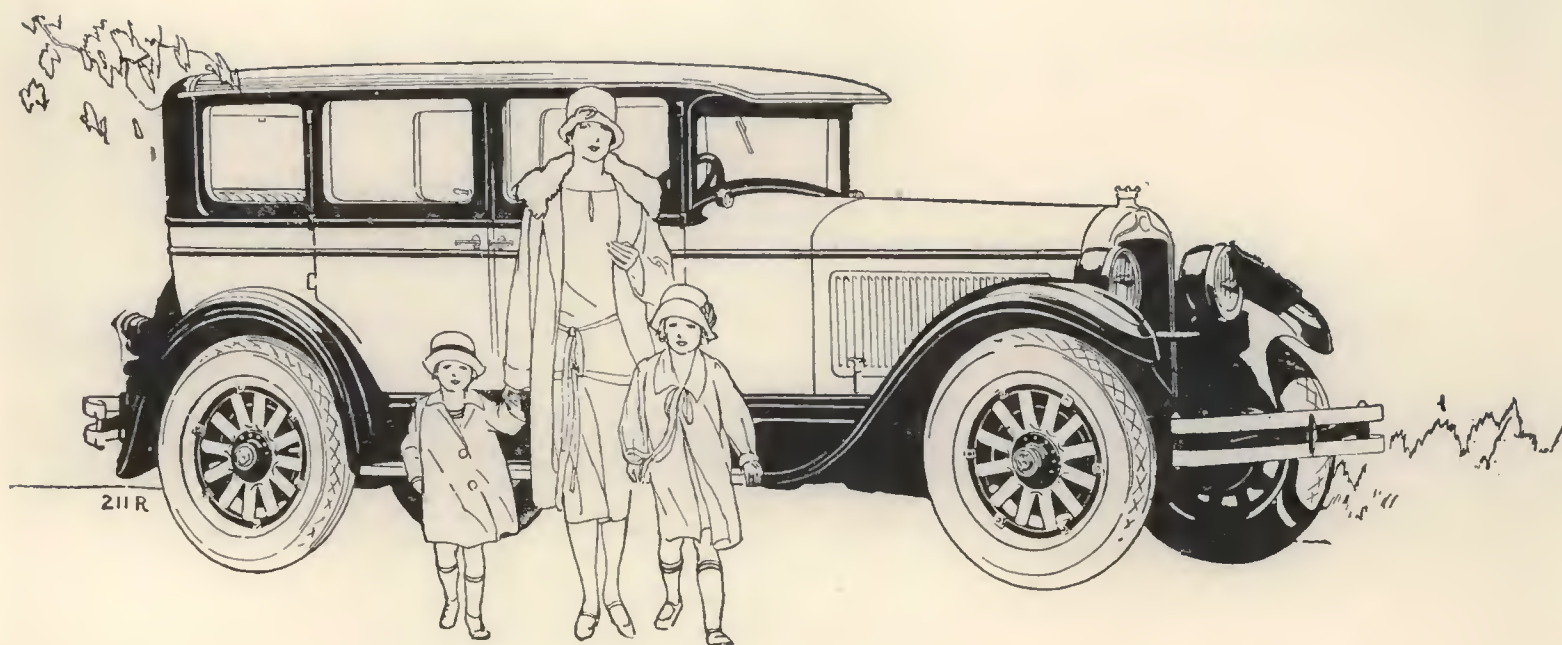
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they had not suffered at all. Mr. Henry C. La Ville, construction engineer for Messrs. Stone and Webster, of Boston, decided to sleep in my garden with his wife, their apartment being almost entirely wrecked. In passing the park at the "Largo," I noticed about a hundred refugees sitting on benches or lying on the grass or on blankets. There were few people in the streets, which are very narrow with buildings of two or three stories on either side. To get caught in them in a second shock as violent as the first would be a serious matter as many of the walls were ready to collapse. Fortunately for Horta, the majority of houses have little gardens behind where families have congregated, awaiting the march of events.

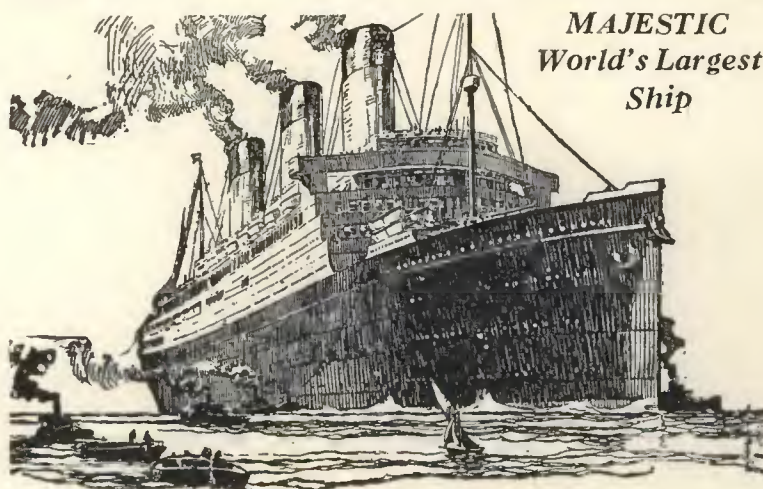
Unfortunately, it began to rain during the night, a contingency we had not reckoned with at the time of retiring as the stars were shining brightly. We found holding umbrellas over our heads while trying to snatch a little sleep a rather difficult matter and we finally retired to the kitchen at the rear of the house, which room we left hurriedly whenever we felt a shock. Four to seven are said by various residents to have occurred during the night.

## HOW TO LEARN A LANGUAGE

(Continued from page 373)

English almost always with a relaxed palate and mouth, and the result is too frequently a pronunciation incomprehensible to foreigners even though the speaker of the foreign idiom may be using correct expressions and good grammar. He who would learn languages must first lay aside all "mauvaise honte" and completely forget himself.

On the other hand, there is a danger in trying to be too accurate in imitation—a trap into which I fear some of our own phoneticians have fallen in recording American Indian languages, the purely personal peculiarities of whose speakers are often reproduced with pedantic accuracy. The best illustration of this danger from the other side may be illustrated as follows. I once visited a lodge of a secret society with a Swedish-American friend who was also a member. While I was parking the motor my friend went to the door of the lodge to get the pass-word, which had been changed since our last visit. He returned and faithfully repeated it to me as "George Washington—quee-quee (in a high squeaking tone)." I was surprised and thought he was joking, but, when I took the pass-word myself, I discovered that the warden of the gate was slightly under the



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influence of what is now forbidden and was hiccoughing very perceptibly. A happy mean should be observed even in imitation!

Dr. Cummings' statements as to tones (pp. 37-39) is very excellent and must be of great use to those who study, for example, Chinese, Annamitic, or, in fact, any tonal language. Most of us do not realize that we have tones in English and this fact Dr. Cummings has admirably emphasized (p. 39).

The author's system of grammatical acquisition (pp. 41-47) is admirable. He does what all teachers have to do—presupposes a previous training in grammatical terminology—and indicates a schedule of method embracing all parts of speech applicable, of course, to any language.

Dr. Cummings lays great stress on the necessity of learning languages by sentences; that is, by association of words with each other, which is the only method of fluent acquisition. To the acquirement of a vocabulary the author devotes 13 well thought out pages (pp. 49-62).

His main thesis is that the students should use translations as much as possible—whenever feasible, the Bible or such portions of it as are avail-

able “are the best aid in this respect.” I think, however, that inasmuch as the language of the English Bible is antiquated and often incomprehensible, especially to young Americans—a difficulty which Dr. Cummings would obviate by having the student reduce the scripture text to a modern form before using it as a language help—it would be more practical for the student of a new language to use if possible some more modern text. A simple drama is perhaps the best of all.

The book concludes with 34 method lessons (pp. 71-99), which elaborate very clearly the system recommended by the author.

After many years' experience in learning foreign languages I am ready to agree with all the main propositions of Dr. Cummings. My own method has varied slightly from his, in that I have always read the bare grammatical sketch of a language first, in order to become thoroughly familiar with the morphology, paying in the beginning no attention whatever to vocabulary, except to such words as may be used as paradigms. The next step is to read a whole newspaper through in the language, not neglecting stories and especially advertisements and make an index of all

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the words. The dictionary must of course be copiously used in this work which usually takes a month or six weeks. At the end of that period I send for my native teacher and begin to use my recently acquired material at once, rarely permitting the use of English or any other idiom other than the one to be learned. In about another month, it will be found that considerable progress will have been made in speaking—which at first is always easier than understanding, just as it is easier to “send” on the telegraph than it is to receive. After a month of steady work with my teacher, I then go to the theater and hear a play which I have already read and mastered, and thus become familiar with diction other than that of my first instructor. It must be remembered that individual differences seem even greater to a foreign ear than they do to a native’s. By this time the groundwork of the language is practically mastered and the rest is merely talking and listening as much as possible.

I have often been asked whether “talent” is necessary to be a successful linguist. I think that if one has a thorough grammatical training, as well as a good memory and a good ear the latter two qualifications are all the “talent” needful.

After one has learned one language of a group, as, for example, Russian of the Slavonic family, it is quite easy to pass from the key language to others of the same group and, if one does it *sufficiently slowly*, there is little danger of much confusion. The attempt should never be made to *rush quickly* into a new language of a group kindred to one which one already knows. Thus, if a student tries to learn Spanish too quickly when he already knows Italian well, the result is bound to be a hopeless *lingua mixta*. This is especially evident among Russians who speak Serb or other Slavonic idioms.

Finally, too much stress can not be laid upon the fact that the acquisition of any language—even of one’s own to perfection—is very hard work which implies painstaking and ceaseless effort covering a long period. It is to be hoped that Dr. Cumming’s book may prove a valuable help to all who seek to emulate the greatest of all linguists—Cardinal Mezzofanti di Bologna, who is said to have been able to speak 60 languages and dialects fluently without confusion, and, as the great George Borrow remarked, “and then 60 atop of these!”

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**S**AILING under the American flag, and operated for the United States Shipping Board, great fleets of cargo vessels maintain speedy and efficient freight services from all the leading American ports to all parts of the world.

These services have proven highly beneficial to American manufacturers in opening up new and untapped markets for their merchandise and adding to the volume and variety of their foreign trade. Experienced shippers use them regularly and recommend them with enthusiasm.

Speedy passenger ships of the United States Lines are included, sailing from New York to principal European ports. In addition to carrying passengers, the United States Lines ships, led by the famous Leviathan, provide an exceptional express freight service, which assures prompt, secure and frequent deliveries of cargoes.

For complete information on either freight or passenger service consult "Schedule of Sailings," a comprehensive publication issued by the Traffic Department, or write direct.

*"Americans Ship On American Ships"*

TRAFFIC DEPARTMENT

# United States Shipping Board Emergency Fleet Corporation

Washington, D. C.