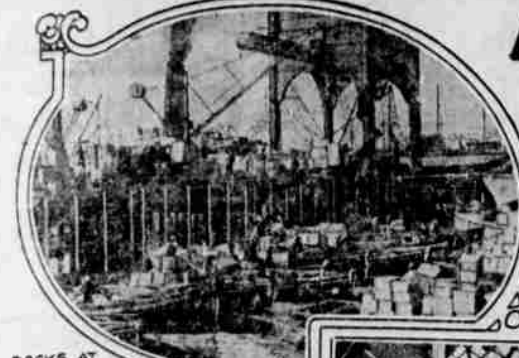


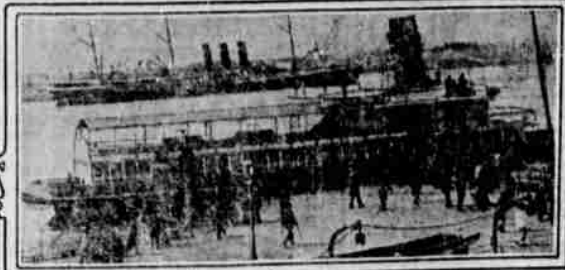
How American Banks Promote Foreign Trade



DOCKS AT VALPARAISO, CHILE—A PORT OF ENTRY FOR AMERICAN GOODS.



WEST STREET-NEW YORK—VAST AMERICAN CARGOES ARE ASSEMBLED HERE FOR FOREIGN PORTS.



A VIEW OF LIVERPOOL HARBOR THROUGH WHICH A LARGE PART OF AMERICAN COMMERCE REACHES EUROPE.



INTERIOR OF BANCO MERCANTIL AMERICANO—CARACAS, VENEZUELA—ONE OF THE PROMOTERS OF TRADE WITH SOUTH AMERICA.



HARBOR OF HONG KONG—AN AVENUE FOR AMERICAN TRADE IN THE ORIENT.



HEAD OFFICE OF ASIA BANKING CORPORATION—IN THE FAR EAST.



AN AMERICAN BRANCH BANK IN PARIS.

By FRANCIS H. SISSON, Vice-President Guaranty Trust Company of New York.

NEVER in American commercial history has foreign trade offered such opportunities as today. War crippled Europe is crying to us for food, raw materials and manufactured products. The rest of the globe, finding its former European supply temporarily cut off, has also been turning to us to meet the deficiency.

American banks are playing a leading part in enabling our manufacturers and merchants to take advantage of this opening. The passage nearly six years ago of the Federal Reserve Act made it possible for the first time for the larger national banks to establish branches abroad. State legislation since then has similarly permitted some of our large state chartered institutions to take the same step.

These new avenues to fortune are stimulating the imaginations alike of manufacturers and producers of raw material, big and little. But to many the foreign market is a large measure a new field. The machinery of its operation appears a complicated puzzle. In the first place, it is always more desirable to do business with somebody you know, or at least someone whom you know something about, than with an utter stranger. Where not only large transactions, but credit—that is, postponed payments—are involved, this is nothing short of imperative. When your customer or he who would sell you goods is a foreigner you generally want also to know something about his country, its commercial laws and customs, its currency, its banks, its chief trade centers, types of industry and its ports—in short, everything possible that would help you to decide whether you want to do business there, either for the moment or permanently. A well-equipped bank, with its organization for securing, collecting, and making available information of this character, can render invaluable assistance to exporters who are in need of such service.

Let us take a shipment of paints and varnishes from a manufacturer in the United States to a dealer in Uruguay. In this transaction, for the sake of illustration, we will consider that the manufacturer looks after shipping arrangements. In practice, however, shippers generally prefer to entrust their shipments to established forwarding agencies who attend to all these shipping details.

In this case all correspondence, orders and invoices between the manufacturer and buyer should be written or printed in Spanish. Firms seeking foreign trade should employ translators. Negotiations are usually opened by a letter of inquiry from the prospective customer asking for advertising literature, including price lists and discounts for dealers. In replying, it should be remembered that from ten days to three or more months are required for mail to reach overseas destinations. It is desirable, therefore, that the letter should be much more complete than in the case of a domestic prospect. Special emphasis should be laid on courtesy in such correspondence. Business men in most foreign countries are not accustomed to the abrupt, matter-of-fact methods of expression generally employed between American business men. Wherever practicable, samples should be forwarded. The manu-

facturer should furnish the prospective customer with bank references or other information regarding his integrity.

The next step for the manufacturer is to obtain a credit report on the prospective customer. Reports on foreign firms are not generally as detailed as those furnished by commercial agencies on firms in the United States. However, it is safe to say that accurate information is obtainable on houses in practically every part of the world. In analyzing a credit report political, economic and other conditions prevailing in the country of the customer should also be taken into account. As a rule not much importance can be attached to local references other than banks. We will now suppose that the inquirer responds with an order. A standard shipper's order form should have been mailed to the prospect in the reply to the original inquiry. Particularly important is a column in this blank calling for the code word for each item of the order, another code

word being used for the whole order. A suitable space is also provided for names and references.

The goods are now ready for shipment. On each case should be stenciled, among other things, the name of the shipper, consignee's shipping mark, and the serial number of the case. Only those marks which are absolutely necessary, and wording which would be understood in the country or destination should appear. The manufacturer now reserves cargo space and receives a shipping permit from the steamship company allowing him to put the stipulated number of cases on the steamship's pier on a certain date. The goods are sent to the pier and the driver is given the shipping permit and also

consular invoices which must be presented to the consul of the country to which the shipment is destined. The consular invoice is signed by the consul and a fee charged. Uruguay does not require a consular invoice. Instead a certificate of origin must be submitted to the consul in duplicate for certification. One copy is retained by the consul and the other is submitted to the steamship company with the bill of lading but is returned to the shipper.

It is necessary for the shipper to prepare from three to eight, or even more, copies of the bill of lading, the exact number depending on the number of copies required by the steamship company, by the consul, and by the shipper respectively. Possession of any one "negotiable" or signed copy conveys ownership of the goods. Insurance should be obtained in the meantime through the shipper's insurance brokers. It is customary to insure a shipment for the total amount of the invoice, plus ten to twenty per cent, in order to protect the party insured against loss of forwarding and sundry charges. The invoice may include a statement of weights and measurements, although many manufacturers prefer

to pay an American exporter in a different way. Through his bank, a branch or correspondent, say, of a New York bank, he may arrange for an export credit in New York. In this case he will direct his bank to charge his account a given amount and cable the New York bank to open a credit to that account in favor of the exporter to cover expected shipments of goods. The exporter, on the occasion of such shipments to the New York bank and draw in the correct amounts on the credit that had been opened in his favor. Finally, the foreign importer may purchase from his bank a draft on its American correspondent or home bank in favor of the American exporter. This is essentially a cheque in payment.

a separate statement of these items. The type of export invoice is determined largely by the character of the business and the ideas of the export manager. Some prefer the ordinary domestic form, while others use a modified invoice for exports. Advances for ocean freight, insurance and any other charges are added to the invoice if the amount of these charges is known at the time the invoice is made out. All discounts should be deducted from the face of the invoice. Foreign invoices are generally signed, as in some countries invoices have no legal force otherwise. Three copies of the invoice are made: an original for the bank, one copy to the customer and one copy for the shipper's files.

In paying for the consignment of goods a foreign draft is generally employed. Let us assume first that the foreign buyer has authorized the American seller to draw, on him or on his bank, a draft, payable at sight, or at 60, 90, or 120 days after sight. The seller ships his goods, receives from the carrier the bill of lading, and attaches this, the invoice or invoices, and his insurance policy, to the draft, which he then takes to his bank. If his credit standing and that of his foreign customer is good, and the other circumstances of the case warrant it, he may receive an immediate credit on the draft, otherwise credit will be given on advice that the draft has been paid. The bill or draft, with its attached documents, is promptly sent by the bank to a branch or correspondent in the city, or at least in the country, which is the home of the bank on which the bill is drawn. The bill is then presented to the bank and, if a time bill, is accepted by it—that is, the bank accepts the obligation to pay it when it comes due. Documents are thereupon detached and turned over to the accepting bank, in order that it may thereby come into possession of the goods on their arrival. If the bill is a sight bill, it is paid by the drawee bank immediately on presentation; if a time bill, it is payable perhaps 60, 90, or 120 days after sight, that is, after presentation and acceptance. If, of course, the draft be drawn on the importer himself, not on his bank, it is he who will have to accept it. In accepting he is likely to write on it, "Payable at such-and-such bank."

Passion Play Is Presented Again

NANCY, France—France's "Passion Play," rivaling that of Oberammergau, has opened its season here after five years of war's interruption. It was given, as it has been since 1914, in the Passion theater, under the direction of M. Pettit, the

village priest, with his parishioners as the cast. The play, costuming, verse, music and equipment have been developed and improved since the pre-war performances. There are 16 scenes depicting the Bible incidents from the Birth to the Resurrection. The play runs from 9 a. m. to noon and from 1:30 to 5. Intermissions between the scenes are filled by tableaux representing, principally, prophetic passages of the

Old Testament bearing upon the running story. The text, where it is not that of the Bible, is the verse of various poets and the music is taken or adapted from various composers. M. Pettit says he has utilized from all sources wherever he believed he needed to make a beautiful ensemble. The naturalness of the players, none of whom are professionals, critics said, was heightened by the deftness and ingenuity of the staging. One of the difficult things to produce was the Crucifixion, where the movement of the principal depicting Christ on the Cross or, during the descent, might easily be misportrayed. On the cross, the long white winding sheet is draped under the principal's arms and over the two arms of the cross. The ends of the cloth, floating like wings, add much to the effect and serve their real purpose by enabling the characters to lower the apparently inert figure, supported safely as he is, by the cloth under his arms. The play is to be given each Sunday until the middle of October.

Arkansas Democrats To Vote

LITTLE ROCK, Ark., August 9.—The democratic primary to be held in Arkansas tomorrow promises to be one of the most interesting and hard fought elections in the history of the state.

There is a bitter contest for the United States senatorship, there are contests for representative in four of the seven congressional districts, nearly all of the state offices are being fought for, and in every county there are further contests for local offices. Only democrats will be voted for in this primary and in this state the democratic nomination is virtually equivalent to election. The struggle for the nomination for United States senator between William F. Kirby and Congressman T. H. Caraway has developed into one of the most acrimonious affairs in the history of Arkansas politics. Each of the candidates has been unsparring in his criticism of the other's official record.

Senator Kirby is filling out the term for which the late Senator James P. Clark originally was nominated. Senator Clark defeated Mr. Kirby in the state primary six years ago, but died before the general election was held. His death occurred so shortly before the date of the general election that there was not time to hold another primary, and so the democratic state central committee nominated Mr. Kirby as the party candidate.

The democratic nominee for governor, whoever he is, will have three opponents in the general election next November. These already have been nominated. Wallace Townsend, of Little Rock, is the regular republican nominee, J. H. Blount, a negro educator of Helena will appear on the ballot as the negro republican nominee, and the socialists have nominated Sam W. Buesler, of Springdale.

Outing at Rock Creek—Mr. and Mrs. L. Parkhurst and family, Mr. and Mrs. Wm. Hiney and family, and Mr. and Mrs. Fred Powell left Saturday for Rock creek where they spent the week-end. They returned to Roseburg late Sunday evening. A most enjoyable time was reported by the party.

Douglas Co. Man Files As Socialist

SALEM, Ore., Aug. 6.—Officials of the socialist party today filed in the office of Sam A. Koser, secretary of state, certificates of nomination of candidates for presidential electors, secretary of state, dairy and food commissioner of the public service commission for the western Oregon district.

The certificates were filed by Albert Slaughter of this city, chairman of the socialist party's state convention held in Oregon City July 3, when the nomination were formally made. The nominee covered in today's filings were Presidential Electors W. S. Richards of Linn county, B. F. Ramp of Douglas county, W. W. Myers of Clackamas county, Johnson of Malheur county, and R. R. Ryan of Marion county. Secretary of state, J. P. Sears, Polk county; dairy and food commissioner, F. J. Vonbehren, Marion county; commissioner of public service commission for the western Oregon district, Otto Newmann, of Multnomah county.

BIG BENEFIT DANCE. Given at the armory in this city Monday, Sept. 6, by committee of trainmen. Good time for all. Ott's six-piece orchestra will furnish the music. Gents \$1.00, ladies free.

SPENT FORTUNE IN A SEARCH OF 20 YEARS

Neither Specialists Nor Medicines Brought Relief Till Los Angeles Hotel Man Tried Tanlac.

"Those who have not had to suffer in this world will never know how grateful I feel for Tanlac," said Henry McAvoy, 405 Fifth St. Los Angeles, Cal., an employe of the Alexandria Hotel in that city. "It was in 1909 that I suffered a general breakdown," he continued, "and during these twenty years I spent a small fortune in my search for health. I went to the best specialists in New York, Chicago, New Orleans and Seattle, I tried every medicine and treatment money could buy, but a little temporary relief was all I could get. Finally, I gave out completely under the strain, I would never get over my trouble. I had indigestion terribly, my stomach was always sour and I had a heavy, disagreeable feeling all the time. "My heart palpitated so bad I

thought I had heart trouble, and I would get so weak and fainty I would stagger on my feet and several times I fell flat in my tracks. I was afraid to eat, for it looked like nothing would agree with me, and I had such awful pains and burnings in my chest and stomach, I never got a good night's sleep, and get so restless I would have to get up and walk the floor. I was so nervous I couldn't sit still, and I lost so much weight that at times I was too weak to walk. "Last September I realized I could hold out no longer, and as I had read a great deal about Tanlac I made up my mind to give it a trial. Well, sir, I began to improve and in a few weeks all my troubles left me and I had gained fifteen pounds in weight, and from that day to this I have been in the best health I have ever enjoyed in all my life. I never have an ache or pain, eat anything I want and don't suffer any bad effects at all. My nerves are steady and strong, I never have a dizzy spell any more and I sleep like a log." Tanlac is sold in Roseburg by W. P. Chapman, and at all leading drug stores everywhere.

Distances On New Road Given

A complete log of the new Pacific highway as it will be when completed through the state of Oregon has been compiled by Raymond Walsh, engineer in the state highway department. The log as a whole is rather for future use and shows the exact distances along the route. The distance from Roseburg to Portland by the new highway will be 198.4 miles, which figures about train distance. The exact distance from Roseburg to the California state line is 145.2 miles. The distance from this city to Portland is now generally listed as 205 miles, though it varies according to detours.

CITY NEWS

Arundel, piano tuner. Phone 189L. We pay the highest price for Casca bark. Berger's Bargain Store. WATKINS products, 126 W. Lane. Phone 137-L. Stop and reflect—great fires from little sparks are spread. Be careful with fires. Fires destroy lives, property and food. Be careful with fires. Insure against loss—equip your tractors so they won't set fires. The Cheney Photograph, the only photograph made that you absolutely cannot hear the needle or surface noise on the record, for sale by Ott's Music Store. The big four, Edison, Victrola, Cheney and Sonora.

ASK FOR and GET Horlick's Malted Milk

NOTICE OF SALE OF GOVERNMENT TIMBER.—General Land Office, Washington, D. C., July 3, 1920.—Notice is hereby given that subject to the conditions and limitations of the Act of June 9, 1916 (39 Stat., 218), and the instructions of the Secretary of the Interior of September 15, 1917, the timber on the following lands will be sold August 23, 1920, at 10 o'clock a. m., at public auction at the United States land office at Roseburg, Oregon, to the highest bidder at not less than the appraised value as shown by this notice, sale to be subject to the approval of the Secretary of the Interior. The purchase price with an additional sum of one-fifth of one per cent thereof, being commissions allowed, must be deposited at time of sale, money to be returned if sale is not approved, otherwise patent will issue for the timber which must be removed within ten years. Bids will be received from citizens of the United States, associations of such citizens and corporations organized under the laws of the United States or any state, territory or district thereof only. Upon application of a qualified purchaser, the timber on any legal subdivision will be offered separately before being included in any offer of a larger unit. T. 15 S. R. 1 W., Sec. 31, NE 1/4, SE 1/4, fr 1400 M., cedar 30 M., NW 1/4, fr 1800 M., SE 1/4, fr 850 M., SW 1/4, fr 1740 M., cedar 20 M., NE 1/4, SW 1/4, fr 1220 M., cedar 20 M., Lot 3, fr 1170 M., SE 1/4, SW 1/4, fr 1600 M., Lot 4, fr 1800 M., none of the fr or cedar to be sold for less than \$2.00 per M. T. 16 S., R. 1 W., Sec. 9, NE 1/4, NE 1/4, red fr 225 M., white fr 50 M., SE 1/4, NE 1/4, red fr 350 M.; none of the red fr to be sold for less than \$1.75 per M., and none of the white fr to be sold for less than 50 cents per M. T. 16 S., R. 1 W., Sec. 23, NE 1/4, NW 1/4, fr 1700 M., NW 1/4, NW 1/4, fr 1550 M., SW 1/4, NW 1/4, fr 2090 M., cedar 25 M., SW 1/4, SE 1/4, fr 1640 M., cedar 30 M., NE 1/4, SW 1/4, fr 400 M., NW 1/4, SW 1/4, fr 880 M., SE 1/4, SW 1/4, fr 540 M., cedar 10 M.; none of the fr or cedar to be sold for less than \$2.00 per M. (Signed) CLAY TALLMAN, Commissioner, General Land Office.

Children Cry for Fletcher's

CASTORIA

The Kind You Have Always Bought, and which has been in use for over thirty years, has borne the signature of and has been made under his personal supervision since its infancy. Allow no one to deceive you in this. All Counterfeits, Imitations and "Just-as-good" are but Experiments that trifle with and endanger the health of Infants and Children—Experience against Experiment.

What is CASTORIA

Castoria is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It is pleasant. It contains neither Opium, Morphine nor other narcotic substance. Its age is its guarantee. For more than thirty years it has been in constant use for the relief of Constipation, Flatulency, Wind Colic and Diarrhoea; allaying Feverishness arising therefrom, and by regulating the Stomach and Bowels, aids the assimilation of Food; giving healthy and natural sleep. The Children's Panacea—The Mother's Friend.

GENUINE CASTORIA ALWAYS Bears the Signature of

Chas. H. Fletcher

In Use For Over 30 Years

The Kind You Have Always Bought

THE CENTAUR COMPANY, NEW YORK CITY.