

Booklet Now Ready

We have prepared a booklet containing an authentic business analysis on the future trade outlook in the South African territory. The matter contained therein will aid materially in answering many questions concerning the prospects for the sale of your product in South Africa.

A copy will be sent on request

Industrial and Financial Conditions in South Africa

By E. C. REYNOLDS, General Manager National Bank of South Africa, Ltd. Pretoria, South Africa

NATIONAL BANK OF SOUTH AFRICA, LTD.

New York Office, 10 Wall Street R. E. Saunders, Agent Total Resources Over \$287,000,000

Personal Contact for Business With China



PERSONAL contact is an important element in the transaction of business with the merchants of China. The preference is always given to firms and individuals with whom they are personally acquainted rather than to distant organizations which to them are little more than names.

The Park-Union Foreign Banking Corporation meets both these requirements and its office in Shanghai is especially equipped with every facility for the prompt transaction of business with all parts of China.

Charles A. Holder, President T. Fred Aspden, Vice-President E. B. MacKenzie, Secretary & Treasurer

PARK-UNION FOREIGN BANKING CORPORATION 56 Wall Street, New York Paid up Capital and Surplus, \$2,250,000

30 Years in Export Banking



INTIMATE KNOWLEDGE of the needs and habits of the people, acquired by years of experience and actual residence in the countries themselves, is essential when transacting business abroad.

Our 23 branches in South America, 8 offices in Europe and direct connections throughout the world round out a service broad and comprehensive in every detail.

ANGLO-SOUTH AMERICAN BANK, LIMITED

New York Agency, 49 Broadway Head Office London F. C. Harding, Agent Capital and Reserve W. M. Dawkin, Sub-Agent Over \$32,000,000

FRENCH AMERICAN BANKING CORPORATION

67-69 William Street, New York

Republic of France 5% Internal Loan of 1920

Negotiable Interim Certificates Issued Immediately.

Chinese Bank for Manila. MANILA, March 9.—Six million pesos (\$1,000,000), to be part of the capital of the Chinese Bank that is to be launched soon, were subscribed in less than two hours by local Chinese busi-

CHINA TO SEND TEN TO TRADE COUNCIL

American Chamber of Commerce Will Be Represented at Frisco Convention.

Ten delegates have been named by the American Chamber of Commerce of China for the seventh national foreign trade convention, which will be held at San Francisco, May 12 to 15, under the auspices of the National Foreign Trade Council, the chairman of which is James A. Farrell, president of the United States Steel Corporation.

In announcing the appointment of these delegates the National Foreign Trade Council points out that similar delegations will be appointed from the various American chambers of commerce abroad in addition to the trade advisers to be appointed by the various commercial organizations of the thirty leading nations bordering on the Pacific Ocean. These representatives from other nations are expected to serve as trade advisers at the San Francisco convention for the benefit of American merchants and manufacturers who are desirous of obtaining first hand information in regard to conditions in various countries.

The names of the delegates from the American Chamber of Commerce of China include the following: J. P. Babcock, Standard Oil Company, Soochow; E. O. Baker, Connell Brothers Company, Shanghai; Frank A. Foster, Pao-tung; A. T. Hager, International Correspondence Schools, Shanghai; J. B. Powell, editor Millard's Review, Shanghai; F. J. Raven, American Oriental Banking Corporation, Shanghai; W. E. Row, Fobes Company, Shanghai; S. H. Treadwell, Chinese American Publishing Company, Shanghai; J. Rosenfeld, A. B. Rosenfeld & Son, Shanghai.

MANILA TO HOLD BIG EXPOSITION

Improved Shipping Facilities Will Be Provided.

One of the largest international exhibitions of its kind in the Far East will be held in Manila, beginning in March, 1921, to celebrate the fourth centenary of the discovery of the Philippine Islands.

Improved direct shipping service between the Pacific coast and the Philippines will receive the hearty cooperation of the Philippine Government, according to Gov.-Gen. Francis Burton Harrison. A 750 foot marginal wharf and cargo pier have recently been completed and a new pier, under construction, will be completed this year. The new pier will have berthing and cargo capacity for four ships of S. S. Empress of Russia size. Appropriations for 1920 provide for further improvement of the shipping facilities. The construction of an additional pier and a fuel oil depot and the deepening of the harbor are contemplated.

The Philippine Government has established in New York and San Francisco American Consular Offices in the Philippine Bureau of Commerce and Industry. Detailed information relative to the commerce and industry of the islands and opportunities for their further development is available at either office. The New York office in the Grand Central Palace is known as the Philippine Commercial Agency. Its manager, Arsenio N. Lugo, is the first Philippine citizen to be appointed commercial agent for his Government.

Tests are being made to determine the type of tractor best suited for introduction into the Philippines. The islands offer also a potential market for modern mechanical cultivators.

Tokio School Needs Improvement. The foreign population of Tokio is making a strong effort to relieve the school situation for their children. Several meetings have been held and the needs pointed out for expansion in the educational work. Plans that provide for the caring of the question as far as the foreigners of Tokio and Yokohama have been drawn up and an appeal to be made shortly for funds that will insure the building and maintenance of a larger and better school for the children. Present conditions necessitate the sending of children after a certain age to America or England for education.

Surveying Indian Air Routes. The officers of the Royal Air Force who have been deputed to undertake the preliminary survey for the chain of air routes that is to connect all the chief commercial and industrial centers of India, have covered much ground in the past three months, according to an issue of Commerce, and have selected several landing stations, in addition to a site near St. Thomas Mount, Madras, which seems especially well adapted to the requirements of the aviator.

80,000,000 Hotel for Tokio. The new Terminal Hotel in Tokio will be erected by a 15,000,000 company. It will be seven stories high, contain 900 rooms, with individual bath, and the area of each floor will be 13,300 square feet.

Recent Arrivals From Far East. Recent arrivals from the Far East registered at the Hotel Belmont include Gov. Yu Kwei Chu, and Mr. and Mrs. C. T. Chiu, of Yunnan, China.

BOHEMIAN TEXTILES GAINING POPULARITY

Great Czechoslovak Industries Expect Abundant Supply of Raw Material Soon.

By E. F. PRANTNER. Perhaps you have examined men's shirts or shirtings in leading haberdasheries, admired the texture, wondered at the extraordinary colorings and mentally approved its general neat appearance. You were advised that the material was the best quality "English" shirting. It is rather singular that since the end of the war "English" shirtings have completely disappeared from American counters. No wonder. The probabilities are that the only thing "English" about the goods you handled was their label, for all "English" shirtings were made in Bohemia and Moravia, now a part of the Czechoslovak republic, from there exported to the British Isles and to the United States and then resold as "English" shirtings.

The textile industry is one of the most ancient of Bohemian crafts in which the people have excelled from time immemorial. Forging its way northward in North Bohemia it has found its way southward along the River Elbe and its tributaries into the heart of the country and then crossed the mountains to the east and south. At present the 1,450 establishments engaged in various phases of textile production are scattered all through the republic. However, the centers of the business are located in the more densely populated districts like Prague, Horice, Beroun and that section lying between Dezin and Ustin and Labem in Bohemia; Brno and Olomouc in Moravia. At present the 1,450 establishments engaged in various phases of textile production are scattered all through the republic. However, the centers of the business are located in the more densely populated districts like Prague, Horice, Beroun and that section lying between Dezin and Ustin and Labem in Bohemia; Brno and Olomouc in Moravia.

One of the outstanding features of Bohemian textiles is the fact that almost every establishment is owned individually or by partnership. The majority of the concerns are of ninety-five per cent of the concern. The aged father transfers his property to his son, each in turn improves it, and as time rolls on the mills grow in number and content until the branch becomes big enough to successfully compete in the world's markets.

In all there are eighty-five spinning mills with 150 weaving mills with 3,600,000 spindles and 130,000 looms employing 400,000 hands in converting about 800,000 bales of cotton into suitable fabrics. The finished goods find a ready market in every corner of the globe.

The wool industry centres about Brno, in Moravia, and the eastern section of Bohemia. It gives employment to about 48,000 people on 1,000,000 spindles and 35,000 looms in about 600 concerns and requires 2,900 metric tons of Australian, Russian and American wool yearly.

The finest grades of broadcloth are made in Bohemia. In the city of Liberec one hundred establishments are constantly and exclusively engaged in producing fine fabrics. Humpolec, a nearby city, is a close second both in point of production and excellence. The reputation of these goods with the trade world-wide. Their quality has never been equalled.

Wool shoddy is made in 164 factories employing 17,000 operatives on no less than 15,000 hand looms and 10,000 power looms over Northern Bohemia. For the purposes of this branch about 15,000 metric tons of rags are necessary, and these are imported mainly from the United States.

Milady has often been at the linen counter in the exclusive shop and admired handsome linen damask. She is informed that the damask figured on which she is inspecting is imported. The probabilities are that it came from Jillemence, in Bohemia. In that city the best linens are woven. Bohemian linens have no equal, though, unfortunately, in the past they have been sold as German or Austrian goods.

The linen industry engages the attention of 15,000 operatives on 380,000 spindles in twenty-five different establishments. The flax for this branch is grown principally by Bohemian farmers at the foothills of the Bohemian mountains from Moravia and also on the slopes of the mountains of Northwest Bohemia, called Krokosno. Some small quantities are also imported from Russia.

An industry which is rapidly growing in force and production is rug making. Not so very long ago it was unknown in the Czechoslovak republic. Its activities are confined to the mountainous regions which form the dividing line between Bohemia and Moravia and around Brno, Moravia. It gives employment to about 10,000 hands. This is one of the most thriving and fastest growing Czechoslovak crafts.

Jute is converted into bags and burlap by fifteen plants, using 16,000 spindles. This is one of the most important industries in the Czechoslovak republic. It is worked into rope on 6,000 spindles by about 2,000 individuals.

In surveying the Czechoslovak textile industry it is evident that in one and the same production it is very large that it is no mean factor in distant markets. Over 500,000 of the inhabitants are engaged in one or the other branches. It is not undervalued that the Czechoslovak textile industry is dependent for raw materials upon foreign sources, which, at a time like the present, works to its disadvantage.

However, with the resumption of normal commercial relations Czechoslovak textiles will have abundant materials to convert.

MOTORISTS PUSH BIG CHINESE ROAD

American Cars Popular in Peking.

PEKING, March 9.—Motoring is rapidly increasing in popularity in Peking, where there are said to be more Chinese owners of cars than in any other city of China. The number of passenger automobiles here is about 100, of which a large majority are of American manufacture, and over 600 have been bought by the Chinese residents.

Through Chinese efforts the Peking Motor Club has been formed along the lines of similar organizations in Shanghai and Tientsin. Life members pay \$10, ordinary members \$12 a year; from January 1, 1920, an entrance fee of \$5 will be charged. One of the principal objects of the club is to develop a system of registration of chauffeurs in Peking, a record of the character and ability. The new organization will use its influence in the direction of general road improvement and attention will be paid to controlling driving and a stricter adoption of the etiquette of the road.

If the present plans are carried out China's longest modern highway will be completed within six months. It will extend from Peking to Tientsin, a distance of about 30 miles. The first section of this road, from Peking to Tungchow, 12 miles, was constructed in 1917. Through the efforts of the Peking Motor Club it is reported that a loan of \$100,000 has been negotiated with the Chinese Industrial Bank of China for the construction of a modern road between Tungchow and Tientsin.

The remaining section of the new highway is now being surveyed. It will be 20 feet wide and raised two feet above the existing level. The road will be built, and stations will be erected about 10 miles apart with repair shops and supplies of accessories and fuel. The cost of maintaining the road will be raised from toll fees.

ASKS JAPANESE AMERICAN COOPERATIVE FACTORIES

Head of Great Concern in Tokio Sees Mutual Advantage in Branch Concerns Located Near the Far Eastern Market.

By CLARENCE E. BOSWORTH. The following article by Mr. Toshio Fujiwara, president of the Nalgai Kogyo Kaisha, Ltd., of Tokio, expresses very clearly the sentiment of Japanese business men and the people generally.

While too diplomatic to say so in blunt English, Mr. Fujiwara's reference to the effect of the work of agitators who have created so much distrust of Japanese by Americans and so much fear of Americans by the Japanese shows that Japanese business men realize that the commercial interests on both sides of the Pacific, rather than successfully held aloof through the work of propagandists who realize that if America and Japan once do get together for the development of the Far East the combination will eliminate European competition. This opinion is founded upon many years successful experience, for the Nalgai Kogyo Kaisha, Ltd., is one of the largest Japanese dealers in American automobiles and machinery.

Mr. Fujiwara says that cooperative establishments of American branch factories in Japan is thoroughly practical and much desired by his people. The Japanese offer capital and labor for cooperation with American capital and manufacturing ability to manufacture in Japan, the natural distributing centre for the Far East, such merchandise and machinery as must be required by the establishment of American branch factories in Japan is a thoroughly practical and desirable procedure has been proven already by the conspicuous success of one of the great electric companies.

Seeks International Amity. Mr. Toshio Fujiwara in his article for THE SUN AND THE NEW YORK HERALD says:

"I am approaching this question of Japanese-American relations as a layman and as a business man since I am engaged in commerce. Yet I hope that I may be able to do so in a way that will not stamp myself as one wholly working for selfish ends. I aspire to be broad-minded enough to look at matters from a cosmopolitan point of view, working for the good of society and international amity. Therefore my aim in writing the following is that it may contribute in however small a measure to the cause of world welfare.

"Commercial relations between the two nations have increased greatly during the past few years, since America was practically the only source from which Japan could import the commodities she required after the outbreak of the great war. It seems to me significant that the historic good will and friendship which has always existed between the two people should have been augmented and strengthened by the commercial relations between the intelligent people of both nations who are looking forward to a regeneration in world civilization and have read the lesson of the past few years must desire to see the further development of international friendship.

"As Japan and America cooperated in the cause of the great war, so must they unite their efforts to preserve the peace of the Pacific. No clouds of mystery ever darken the relations of our two countries.

"We cannot neglect, however, the fact that there are certain classes of who are termed 'interested people' bent upon destroying the confidence that exists between the two countries, by propaganda, by enlarging upon manufactured stories and by dwelling upon the possibility of political or commercial collisions between the two countries. These people give entirely distorted and biased accounts of whatever Japan may be doing or has done in China. China is not a 'sister' nation, but a neighbor. These wrongs, which are the result of their self-interest. Just as the Bible says that the love of money, which means, I take it, selfishness, is the root of all evil, so are the selfish propagandists the cause of all trouble and suspicion between Japan and America which means, I take it, nobody knows what harm and havoc they may cause each other.

Chaos Still Holds the World. "Though Prussian militarism has been entirely destroyed due to the heroic efforts of the Allies and peace has been proclaimed in the world, we must remember that the world has not yet been restored to peace conditions and that there are still difficulties to be overcome. For the sake of our children, we are reported from almost all over the world and there are still the difficulties between capital and labor. In addition there are many international questions to be settled arising from the readjustment of territories and boundaries.

"In the meanwhile strikes are spreading all over the world and increasing in force and more severe. Social and political revolutions are in progress in Germany, while the upheaval in Russia has created an entirely new social order. In China the North and South are still quarrelling, while in Siberia matters are not quiet due only to the presence of Allied troops. Such chaos as now exists in the world, we appreciate efforts such as are made by THE SUN AND NEW YORK HERALD to promote a better understanding in the world and otherwise between the two countries. But before we can have a sound commercial relationship we must have a moral and spiritual understanding of each other's needs and interests.

"Such understanding is especially necessary now that freight rates have gone up and since means of transportation have been affected by the war. American manufacturers with world markets are beginning to realize that Japan is the natural centre of distribution for the Orient and the South Sea Islands, and that by building plants in this country they can bring production nearer to distribution. But it is my opinion that even the material gains that would come to Americans and Japanese by such cooperation are impossible unless the whole structure of the relationship of the two countries is based on moral and spiritual understanding.

"In this regard we appreciate efforts such as are made by THE SUN AND NEW YORK HERALD to promote a better understanding in the world and otherwise between the two countries. But before we can have a sound commercial relationship we must have a moral and spiritual understanding of each other's needs and interests.

"Such understanding is especially necessary now that freight rates have gone up and since means of transportation have been affected by the war. American manufacturers with world markets are beginning to realize that Japan is the natural centre of distribution for the Orient and the South Sea Islands, and that by building plants in this country they can bring production nearer to distribution. But it is my opinion that even the material gains that would come to Americans and Japanese by such cooperation are impossible unless the whole structure of the relationship of the two countries is based on moral and spiritual understanding.

Far Eastern Trade Notes

MELBOURNE—Australia at present is the paradise of the sugar consumer, the retail price of the best quality raw cane sugar being 10 cents per pound. The growers claim they cannot meet the demand at this price, and are threatening to shut down the output. The Commonwealth now guarantees a price of 12 cents per pound.

PERTH—Yast iron ore deposits, estimated to contain 97,000,000 tons of the metal in a state of unusual purity and located at Yast Sound, have been undergoing inspection by Australian geologists. The deposits are estimated to be worth \$100,000,000.

MELBOURNE—The plea in behalf of General Gough, who was appointed to fill the vacancy in the New South Wales Cabinet in view of the imminent state elections, they have not been allotted to full portfolio, but will assist respectively at the Ministries of Agriculture, Lands and Housing.

MELBOURNE—General Sir William Birdwood has accepted an honorary special commission in the Australian Military Forces.

MELBOURNE—Australia will be represented at the forthcoming Olympic games in Athens, according to a recent announcement.

WELLINGTON, N. Z.—Dismissing Viscount Grey's recent letter dealing with the United States and the League of Nations, the Post says: "The privilege of the dominion of the League of Nations means either a multiplication of the voting power of the United Kingdom or a general franchise to America, or a division of the Empire's forces as would enable the dominions to help Britain to carry a vote against Great Britain, New Zealand, and the Empire."

ADKLAND, N. Z.—Major-General New Zealand is arranging a great welcome for the Duke of York and the Duchess of York when they visit the island. The Duke and Duchess are already well known to the people of the island.

JAPANESE PRINCE HAS 'FLU'

Second Son of Emperor Caught During Epidemic.

Tokyo, March 9.—Influenza, which has been again rampant in Japan, invaded even the imperial household where the Emperor, was critically ill. Since the Emperor, was in Tokio alone there have been reported nearly 250,000 cases. Deaths numbered nearly 2,200. Last year the death rate was about 2 per cent. This year it increased to 4 per cent.

Conditions in Yokohama were nearly as bad. Out of 952 deaths since the first of the year 452 were from influenza. Strange to report, the mortality among the Europeans was very light, only two out of the 452 fatalities being Occidentals.

Camphor Plantation Planned. MANILA, March 9.—Should the Department of Agriculture and Natural Resources approve the granting of a big tract of land, either by sale or by lease to the local branch of the E. I. du Pont de Nemours & Co., the Philippines will soon be able to boast of a large camphor plantation which should go a long way toward insuring the establishment of a permanent camphor industry in the islands. Director Fischer of the Bureau of Forestry, in an official communication to the local branch of the company is desirous of obtaining possession of a big tract of land on which to start a camphor plantation.

Importing Jute From India

More than 100,000 tons of jute fibre are imported annually from India by the United States. The foreign commerce of India with its 315,000,000 population and 1,800,000 square miles of territory is carried on chiefly through the ports of Bombay, Calcutta, Madras and Karachi.

The Chartered Bank of India, Australia and China has branches in each of these cities, as well as branches and agencies in 81 other commercial centers of the Far East.

Our New York Agency will be glad to supply trade and credit information regarding these countries on request.

Chartered Bank of India Australia and China

New York Agency, 88 Wall Street William Baxter, Agent

Head Office London Capital and Reserves Over \$24,000,000

TRADE WITH RUSSIA

Russia has for sale vast quantities of the raw materials you need in your business. And Russia offers the big market of the future for machinery, tools, locomotives, rails, automobiles, agricultural implements, textiles, rubber goods, chemicals and other manufactures of American make.

But to trade successfully with Russia you must understand her methods. Read "The Co-operatives; A Trade Key to Russia," by John Ford, in the current issue of

ASIA

The American MAGAZINE on the Orient

Find out the kind of people where lie the strength of the Russians are—their system of where the business of their credits—their methods of financial and productive organization—transacting business—what they want.

At all newsstands ASIA PUBLISHING COMPANY 627 Lexington Avenue New York, N. Y.

American commercial attention is focussing upon the Far East, and rightly so, because in the East are found more millions of possible purchasers of American merchandise than in any other part of the world.

To American business men who are interested in this possible trade expansion we offer the wholehearted cooperation of our world wide organization.

The Yokohama Specie Bank Limited

ESTABLISHED 1880 Capital Subscribed... Yen 100,000,000 or \$50,000,000 Capital Paid Up... Yen 61,000,000 or \$30,500,000 Reserve Fund... Yen 28,000,000 or \$14,000,000

HEAD OFFICE—YOKOHAMA

JAPAN BRANCHES UNITED STATES CHINA

Tokyo Osaka Kobe Nagasaki Shimonoseki ENGLAND London INDIA Calcutta, Bombay ARGENTINA Buenos Aires BRAZIL Rio de Janeiro BURMA Rangoon

San Francisco Peking Hankow Tientsin Hongkong Shanghai Newchwang Changchun Harbin Fengtien Chingtau Tientsin Kalgan JAPAN BRANCHES UNITED STATES CHINA

San Francisco Peking Hankow Tientsin Hongkong Shanghai Newchwang Changchun Harbin Fengtien Chingtau Tientsin Kalgan

NEW YORK AGENCY, 120 Broadway

Telephone—Rector 2550 The Bank buys and receives for collection Bills of Exchange, Issues Drafts and Telegraphic Transfers and Letters of Credit, etc.

COMMERCIAL UNION OF AMERICA

25 Beaver Street, New York Manufacturers' Agents Steamship Representatives

Bank of British West Africa

New York Office: 100 Beaver Street R. B. APPELBY, Agent. Head Office: London