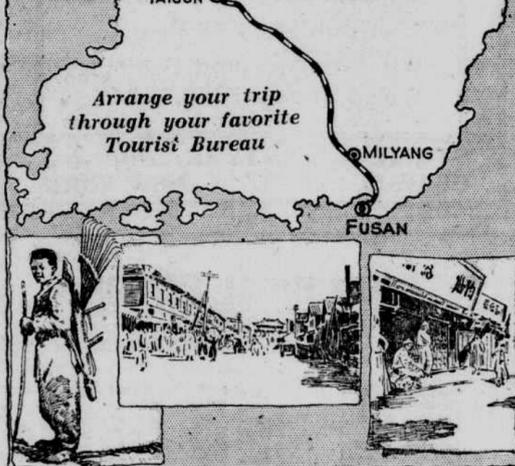




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## JAPANESE ADOPT OCCIDENTAL WAYS

### Office Machinery Finds Its Way Into Business Houses of Flowery Kingdom.

KORE, Oct. 1.—With the growth of modern business in Japan there has come some demand for more efficient methods of office management. This demand, however, has been retarded by the lack of capital on the part of the average Japanese firm and ignorance of the uses of many of the appliances in use in the United States. Consequently the more recent inventions and improvements of office machinery and equipment are to be found in the offices of only a few of the foreign and large Japanese firms, while many of them, such as the telograph, dictograph, stenotype and signograph are not only not in use but practically unknown.

The most used machinery consists of the telephone, typewriter and cash register, but one rarely sees an adding machine. Modern desks and office furniture are also being adopted to a limited extent, though much of this equipment is locally manufactured or order.

The typewriters which enjoy the largest sales in the United States are also the most popular in Japan, and practically all the standard makes are represented. The price of all these standard machines is in the neighborhood of 250 yen (\$125, about). When taking into consideration freight charges and the import duty of 54 yen per 100 yen (\$27, about), it will be observed that these machines are retailed for less than in the United States. Apparently no active effort has been made to sell factory rebuilt typewriters in Kobe or Osaka, although it would seem that a line of rebuilt standard machines, pushed by a live concern, out to do well.

Few European typewriters are found on this market, the majority being supplied by the United States. Typewriters for this market should be standard keyboard, single shift, equipped with pie type, ten spaces to the inch. Portable models, with universal two shift keyboards, are also in demand.

In 1917 Japan imported typewriters to the value of \$126,796; in 1918 the value rose to \$163,398, and in 1919 reached \$181,497. This comparatively large business is done in machines for the English language, which is used almost exclusively in conducting Japanese international trade. Several typewriters have been designed and are sold for writing Japanese. These machines, however, which must necessarily be equipped with type to write hundreds of different characters, are entirely different from any machine used in the United States. It is impracticable to equip a standard typewriter for writing Japanese or Chinese.

A considerable amount of duplicating work is performed, but relatively few copies are required, as form letters in English are of little use in foreign trade and the Japanese language is used for local purposes. For this reason the gelatin type of duplicator is in most general use. Most of these machines are locally manufactured and retail at prices from \$1 up, according to size and quality. High priced machines do not find a ready sale.

In attempting to introduce their adding machines in Japan, American manufacturers will have to meet the competition of the world's original and cheapest adding, subtracting, multiplying and dividing machine, the abacus, or, as it is called in Japan, the "soroban." These little contrivances, made of balls of wood on wires, in a wooden frame, cost in Japan from 10 cents up, and every man, woman and child in the country knows at least the elements of operating one. It is said that an expert on one can compute faster than an expert on an American adding machine, but the adding machine is undoubtedly preferable, as the results can be checked, while with the soroban the only method of checking is to do it over again. However, in Japan, where labor and time are of comparatively little value, a boy with a "soroban" is certainly cheaper than a trained clerk with an expensive adding machine. Consequently, although a machine is occasionally sold, American manufacturers have not found a ready market for their products. Because of the non-litigating features of the computing machine, the standard adding machine is less sale than the standard adding machine. No statistics of importation are available.

## PRICE DROP BEGINS IN SOUTH AFRICA

### Food Costs, However, Not Yet Affected.

CAPE TOWN, Sept. 1.—Owing to the continued and general demand for capital South African banks were compelled during the month of August to increase their minimum rates for advances in the Union to 7 1/2 per cent. and to 8 per cent. in Rhodesia and Mozambique territory, and at the same time the rate of interest allowed on fixed deposits was increased.

Notwithstanding the further increases in money in this country is still comparatively cheap, as the following will show: The rate of discount for best commercial paper in London is quoted at 7 to 7 1/2 per cent.; Scotland, 7 1/2 per cent.; New York, 8 per cent.; Paris, 5 per cent.; Rome, 5 per cent.; Florence, 5 per cent.; Stockholm, 7 per cent.; Argentina, 7 1/2 to 8 per cent.; and Brazil, 9 per cent.

It is generally believed that the summit of high prices has been reached, and the cost of some raw materials has fallen appreciably. Also the cost of boots and clothing has come down, but there is no sign of a fall in the cost of foodstuffs, etc. On the contrary, according to the Quarterly Abstract of Union Statistics, dated July, there is a steady increase in the cost of foodstuffs, fuel, light and rents.

## NEEDS OF THE PHILIPPINES.

MANILA, Oct. 1.—Among articles reported to be in demand at present in the Philippines are machinery, automobiles, shoes, cotton goods, silk, ribbons, hosiery, paper, druggists' sundries and ammonia for ice making. The increased demand for automobiles is partly due to the good roads programme inaugurated by the Philippine Government. During 1919 the islands imported 2,831 pleasure cars and 516 commercial cars.

## JAPAN ADOPTS YANKEE TRICKS

The Japan Advertiser reports that stamping machines and automatic postage stamp selling machines are to be imported from the United States to help relieve the present congestion in the Japanese postal service. The selling machines are to be placed in the first class post offices of the six largest cities and the stamping machines will be used in all the first and second class offices.

## JAPAN YIELDS IN CREDITS.

It is learned that representatives of Japanese manufacturers of electrical equipment located in the Dutch East Indies are accepting orders subject to payment after inspection in the port of destination. Japanese companies not represented in Java usually require a bank credit to be opened for payment against documents.

## PHILIPPINES WANT AMERICAN DOLLAR

### Movement for the Abolition of the Peso Started by Business Men.

MANILA, Oct. 23.—The continued rise in the value of American exchange and the advance in local interest rates to as high as 12 per cent. has led to a movement among business men in the Philippines for the abolition of the peso as the medium of exchange and the establishment of the American dollar. Action by Congress will be necessary to bring this about. At the present time the banks in Manila are buying United States checks at a premium of 6 1/2 per cent. and are selling exchange on New York at from 7 to 7 1/2 per cent. The prediction is made that the rate will reach 10 per cent. unless steps are taken to prevent it.

It is understood here that cablegrams have been sent to Washington asking that some steps be taken to check the fall in the price of the peso and a petition will be ready for Congress when it assembles in December. Briefly this petition will recite:

The peso should be abolished as the medium of exchange in the Philippine Islands.

The Philippine Government should be refused permission to issue any more currency with the peso as the basis.

An act of Congress should establish the dollar as the legal medium of exchange.

Congress should establish in Manila either a sub-treasury or a branch of the Federal Reserve Bank, through which business men may purchase United States exchange at a rate not to exceed the cost of the transmission of United States currency to the islands.

Reasons for the decline in value of the peso are several. By law of Congress it is established as having a value of fifty cents American gold. The so-called gold standard fund established in Washington to maintain this one to two parity is said to be badly depleted, for reasons which are not exactly clear here. Also the bullion stored in the vaults at Corregidor to form the basis of the guarantee behind the peso is very much depleted, largely owing to the sale of the silver to India and other countries because of the high premium which the bullion attracted. And on top of all this the Philippine Government faces a big deficit and inability to market its bonds. The expenses of the Government have increased steadily and new sources of revenue must be found for next year, in addition to providing for the deficit of this year, which is protected by certificates of indebtedness, against which bonds have been issued which the Chase National Bank in New York has been unable to market on a 4 per cent. basis and seeks authorization by the Legislature of a higher rate.

The pet schemes of the Philippine Government, the National Development Company and its subsidiaries, the National Petroleum Company and the National Coal Company, have proved a heavy burden on the Government and will require the investment of huge additional sums before they will be able to make any return whatever. It is even doubtful whether coal or petroleum can be extracted in paying quantities. It is too early to condemn either venture as a failure, but the fact remains that much money remains to be found in expedient before the question can be answered.

Foreseeing further financial troubles for the Philippine Government and the prospect of a still greater decline in the local value of the peso in the face of the guarantee of the United States Government, business men urge that the law be changed and the dollar be made the medium of exchange.

In order to stop the drains upon it and in an effort to curtail credits, the Philippine National Bank has raised its interest on new and renewal loans to 12 per cent. in the face of a strong protest by the Philippine Chamber of Commerce, which says to the Council of State that the usury laws of the Philippines provide that interest on secured and unsecured loans shall not be more than 12 and 14 per cent. respectively, and therefore brokers and merchants using the money loaned by the national bank at the new rate will have to resort to usury rates to cover expenses and a reasonable margin of profit. The protest also says:

"This sudden advance represents an increase of over 20 per cent. over existing rates, which on the face of it appears excessive and unwarranted by the existing trade and commercial conditions of the country. By way of justification it is argued that the new high interest rates will prevent the money of the islands from being invested in foreign trade centers, where higher rates of interest prevail. The existence of the situation sought to be remedied is seriously questioned."

## GRAVE UNREST DENIED BY CHINESE FINANCIER

### People Prosperous and Satisfied, Says Dr. Hsu.

Dr. Hsu Yin-Yuen, vice-president of the Chinese-American Bank of Commerce, in Peking, and financial adviser of the Chinese Government, discounted yesterday reports of internal troubles and unrest in China.

Dr. Hsu characterized the recent disturbances in Peking as political, and said that although some persons in China desired to see it once more an Empire, the sentiment of the people is overwhelmingly in favor of a republic.

Dr. Hsu, who is here on business of his own, and also unofficially for his government, said that although the financial troubles of Japan were somewhat reflected in China, there have been no bank failures, and the people generally are prosperous despite the depression. There is a poor rice crop this year, however. The Government's financial situation is not so rosy as that of the people in general, as its expenditures have exceeded its revenue lately. Although he has been here only a week, staying at the Majestic Hotel, Dr. Hsu intended to start on his return journey at the end of this week.

## CHINA NEEDS IRON PIPE.

TRIEN-TSIN, Oct. 1.—Trien-tsin has an increasing demand for wrought iron (or steel) four-inch pipe. It is used chiefly in the construction of dwellings and warehouses which are equipped with water or steam heating apparatus, as well as by public service companies and in general plumbing work. Only a small amount of lead pipe is used. Fittings are usually cast iron and malleable.

## NEW AUSTRALIAN LINE.

Extension of the North-South Railway in southern Australia has been promised by the Federal Ministry, according to the Sydney Morning Herald, the purpose being to further develop the rich pastoral, agricultural and mineral bearing country in the Macdonnell ranges.

# THE STORY OF SILK

Out of their silken prisons the dusty little moths pierce their way to lay the tiny eggs which become the "seeds" of the silk crop for the next year. The rearing of the worms is an exacting science, requiring so much personal attention that it is impossible to undertake the work on a large scale.

It is because sericulture is limited to the farm homes in Japan where the little spinners are cared for so skillfully, that they produce threads of such superior quality.

The tiny little silkworms are hatched out on the papers on which the eggs were laid, and then placed in small trays. From this time until these worms have spun their cocoons they are cared for most constantly, for the quality and quantity of their spinings depend entirely upon the attention and feeding they receive.

The silkworms are most fastidious in the matter of food. They eat only fresh, finely cut mulberry leaves, hand picked, from these trees, which seem to grow best in Japan.

To feed these ever-hungry little silk makers, leaves from trees covering over a million and a quarter acres are required.

When the worms are very small they eat seven or eight times a day, and during this period the housewives are never very far from their charges.

Day and night special meals of the mulberry leaves, cut fine, must be prepared and sprinkled over the hungry little money makers.

On stormy days the housewives get a little rest, for the worms enjoy eating only when the weather is agreeable to their artistic temperaments.

The hungry worms eat so much and grow so fast that in the first five weeks of life they increase in size many times. But in these five weeks they eat enough to last them the rest of their lives.

When satiated, they grow restless and the farmer is glad, because he knows his worms are ready to go to work.

When the silkworm goes to work he undertakes his new job with great seriousness. Climbing up the rice-straw ladders, which the little Japanese girls have ready for the occasion, he picks out a comfortable spot and starts to spin. He works as industriously as he ate, for he never stops until he has "done his bit," which is from 500 to 1,200 yards of silken thread.

—and this is the "crop" the Japanese farmer raised—thousands and thousands of these little shells of silk. All the time the worms were spinning constant care had to be exercised to prevent two worms spinning their cocoons together. Double cocoons cannot be unwound.

Of course there are many large establishments in Japan which produce rich silken fabrics for the markets of the whole world, but every farmer's wife weaves remarkably fine cloths whenever she finds an interval from household or field duties.

And when the fabrics are complete skilled workmen apply the wonderful colors and patterns which have made Japanese Silks eagerly sought for by buyers in all countries; but by far the largest quantity and the finest qualities find their way to America.

## Weight for Weight Silk Wears Much Longer Than Any Other Material