

84

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# NATIONAL FOREIGN TRADE COUNCIL

"Greater prosperity through greater foreign trade"

OFFICE OF THE SECRETARY  
India House  
Hanover Square, New York City

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April 12, 1916.

Dr. Harry P. Judson, President,  
Univesity of Chicago,  
Chicago, Illinois.

My dear Dr. Judson:-

Under date of March twenty-ninth I wrote you in reference to an offer of \$150 in prizes to under-graduates of the University of Chicago for essays on the Merchant Marine. Up to this writing I have had no reply from you as to whether the University of Chicago will accept this offer.

May I hear from you at your early convenience, as we are desirous of closing this contest during the present scholastic year?

Very truly yours,

*Robert H. Patchin*

Secretary.

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**THE NATIONAL FOREIGN TRADE COUNCIL**

OFFICE OF THE SECRETARY

64 STONE STREET

NEW YORK

March 29, 1916.

Dr. Harry P. Judson, President,  
University of Chicago,  
Chicago, Ill.

My dear Dr. Judson:

The National Foreign Trade Council, an organization for the encouragement of sound national foreign trade policy and the economic investigation of problems arising in oversea trade, has been presented by one of its members with a fund of \$1,500. to be offered in prizes for student essays on the Merchant Marine.

It is proposed to distribute these prizes to universities and colleges, or groups of universities and colleges, the precise topic of the essays to be prescribed by the National Foreign Trade Council, the award to be made by a committee of the faculty, and the prizes to be known as the National Foreign Trade Council prizes.

It is desired by the Council that two of these prizes shall be offered to under-graduates of the University of Chicago, the first prize to be \$100, the second prize \$50., competition to close during the present scholastic year. The subjects which the Council will prescribe will be somewhat general in character and imposing no conditions or restrictions whatever upon the contestants so far as regards their theme of opinion. The sole purpose is to stimulate economic study of shipping problems.

I have the honor, therefore, to inquire whether it will be agreeable to the University of Chicago to offer these prizes during the present year, and to arrange for a committee of the faculty to make the award. If so, the purpose which the Council has in mind will be greatly aided by a mere announcement of this fact, and we will take steps to determine upon the subject, or subjects, upon which the contestants will be invited to write.

Very truly yours,

*Robert H. Patchin*

Secretary.

P.S.- A circular descriptive of the purposes and personnel of the National Foreign Trade Council is enclosed.







*"To co-ordinate the foreign trade activities of the Nation."*

## ANNOUNCEMENT OF ORGANIZATION

OF THE

# National Foreign Trade Council

TEMPORARY OFFICES

71 BROADWAY

NEW YORK

The National Foreign Trade Council was created in June, 1914, in accordance with the direction of the National Foreign Trade Convention, held at Washington on May 27 and 28, 1914, under the auspices of the American Manufacturers Export Association, the American Asiatic Association, and the Pan-American Society of the United States. The Convention was attended by several hundred delegates representing nearly 100 commercial and industrial organizations from all sections of the United States. Its purpose was cordially endorsed by the President of the United States, who received the delegates at the White House; by the Secretary of State, who delivered, before the delegates, an outline of national policy regarding American business abroad; and the Secretary of Commerce, who opened the Convention. The following is one of several resolutions unanimously adopted by the Convention:

WHEREAS, The development of the United States makes it essential to the best interest of the Nation that the Government and the industrial, commercial, transportation and financial interests should co-operate in an endeavor to extend our foreign trade; and

WHEREAS, This Convention, having been called to consider the means by which this purpose may best be served, deems it desirable that some organization be effected which shall endeavor to co-ordinate the foreign trade activities of the Nation; therefore, be it

RESOLVED, That the delegates assembled at this, the first National Foreign Trade Convention, approve the purposes for which this Convention has been called and pledge themselves to use their earnest endeavors to secure the co-operation of the interests which they represent in a national effort to extend our foreign trade. Be it

RESOLVED, further, That the President of the Convention appoint a Council to be nationally representative in character and to be composed of thirty members, to be known as "The National Foreign Trade Council"; and be it

RESOLVED, further, That such National Foreign Trade Council is hereby authorized to call a second National Foreign Trade Convention at such time and place as it may deem advisable; and be it

RESOLVED, further, That the Chairman of such Council request the Chamber of Commerce of the United States of America to appoint a Committee which shall meet with the National Foreign Trade Council, or a sub-committee appointed thereby, to formulate a plan by which the National Foreign Trade Council may collaborate with the Chamber of Commerce of the United States of America.

## OBJECTS OF THE COUNCIL.

The National Foreign Trade Council represents the entire United States and the general interest of producing, manufacturing, transportation, merchandising and financial elements engaged in, or affected by, foreign trade. Its members, by reason of association with diversified enterprise and knowledge of the public interest in widely separated sections of the country, should be able to bring to the Council information and advice which will assist its deliberations concerning foreign trade development.

Every business house, every firm, whether in trade or in the professions, every manufacturers' association, chamber of commerce, board of trade, and commercial organization—in fact, every man, woman, and child in the United States has a vital interest in the furthering of our export trade. It has yearly assumed a more important position among the factors which determine the welfare of the country. It annually becomes more impressive in its function as a balance wheel to our constantly recurring periods of trade prosperity and



depression. The objective of the Council is a greater national prosperity through greater foreign trade.

The Council proposes to work not merely for the preservation of the nation's existing foreign trade, but also to encourage the small manufacturer to appreciate the advantage of investigating foreign markets for sale of his goods. The small manufacturer should be supported, through co-operation, by an organization that will permit him, confidently and successfully, to enter any market in the world.

In accordance with the Convention's direction, the Chamber of Commerce of the United States of America will be requested to appoint a Committee to meet with the Council, or a Committee appointed thereby, to formulate a plan by which the two organizations may co-operate. It is desired that the Council should cordially co-operate with, supplement, and, in so far as possible, co-ordinate the endeavors which are now being made to extend our foreign trade, and have the benefit of the advice, information, suggestions, and recommendations, which manufacturers' associations and other industrial and commercial organizations can provide, both as to the different sections of the country and the varied enterprises which they represent. To this end, the Council desires to work only along practical lines and to avoid duplicating work already undertaken by existing organizations.

One of the most important functions with which the Council is charged is the calling of another National Foreign Trade Convention. This will probably be held at Washington early in 1915. By careful preparation of the program, the Council will seek to pave the way for effective concentration of discussion upon the most pressing problems related to extension of our oversea commerce.

The effective steps by which the National Foreign Trade Council will find its fullest field of usefulness, must naturally be determined by common counsel among its members. The opportunity for constructive work is very great. Without comprehensive national policy, or the organization and co-operation of our chief foreign rivals, American foreign trade is now valued at more than four billion dollars annually. Although this is less than last year, it is still gratifying in itself. It is stimulating in suggestion of what may be accomplished by more intensive cultivation of the opportunities of all American commerce and industry.

Several other important resolutions were adopted by the National Foreign Trade Convention, which will constitute the Council's first business.

They are as follows:

#### REORGANIZATION OF THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE.

WHEREAS, The export trade of the United States has, during the year 1913, reached the total of \$2,484,000,000; and

WHEREAS, The entire Government appropriation for the current year for promoting this trade through the Bureau of Foreign and Domestic Commerce has been only \$60,000, a sum which is wholly inadequate in view of the organization and expenditures of other Governments for similar purposes, and of the importance of expanding our export trade for the benefit of American producers, manufacturers and workmen; now, therefore, be it

RESOLVED, by the National Foreign Trade Convention, assembled in Washington, D. C., May 27-28, 1914, representing upwards of one hundred of the leading commercial associations, Boards of Trade and Chambers of Commerce throughout the United States whose names are appended hereto,

That we heartily commend the Secretary of Commerce of the United States for his wise appreciation of the duty and opportunity confronting the Bureau of Foreign and Domestic Commerce; and

That we endorse his plan to reorganize the Bureau and to create a staff of commercial attachés accredited to our foreign embassies and legations but reporting to the Department of Commerce; to increase the usefulness of the Consular Service by keeping a record of the commercial efficiency of the Consuls; and to increase the number of commercial agents to investigate special commercial conditions in foreign markets; and

That we endorse his statement, "that the above marks a turning point in American policy toward the great world of commerce and industry abroad, and that is must be reflected in increased prosperity to our capital and labor at home"; and

That we urge Congress, in the appropriations for the fiscal year 1915, to provide for this plan by the increased appropriation requested by the Secretary of Commerce for that purpose, in the confident belief that an adequate appropriation annually available for expenditure will yield important returns in developing and expanding foreign markets for the products of American workmen and American enterprise. We call attention to the fact that an appropriation of \$250,000—double the amount asked for by the Secretary of Commerce for the fiscal year 1914-15—would equal but 1/100 of 1% of the value of our exports for 1913, or \$1.00 to each \$10,000.

#### CO-OPERATION FOR THE DEVELOPMENT OF FOREIGN TRADE.

WHEREAS, Throughout the markets of the world combinations of our competitors are encouraged by their Governments; and

WHEREAS, In consequence, American exporters are confronted by combinations of foreign rivals equipped to resist American competition and are often obliged to sell to combinations of foreign buyers; and

WHEREAS, Our anti-trust laws, though powerless to forbid foreign combinations against us, nevertheless, purport to regulate foreign commerce and apparently forbid American exporters to co-operate in the development of our foreign trade; now, therefore, be it

RESOLVED, by the National Foreign Trade Convention, a non-political, non-partisan gathering, representing in the aggregate millions of Americans, both employers and workmen, throughout the United States, whose welfare depends upon the successful competition of American exporters abroad.

That we urge Congress to take such action as will facilitate the development of American export trade by removing such disadvantages as may be now imposed by our anti-trust laws, to the end that American exporters, while selling the products of American workmen and American enterprise abroad, and in competition with other nations, in the markets of the world, may be free to utilize all the advantages of co-operative action in coping with combinations of foreign rivals, united to resist American competition, and combinations of foreign buyers equipped to depress the prices of American goods.

#### COMMERCIAL TREATIES.

WHEREAS, in the enactment of several of our recent tariff laws, and in the enactment of the present tariff law our Government has recognized the principle of reciprocity in some form, although no fixed policy has ever been established; and

WHEREAS, A substantial measure of reciprocity has been established by law between the United States and Cuba; and

WHEREAS, The Republic of Brazil has also granted tariff concessions to a limited number of the products of the United States in recognition of the generous tariff treatment extended by our laws to Brazilian products; and

WHEREAS, Similar reciprocal tariff treatment of our products would be conducive to the development and expansion of our export trade; be it

RESOLVED, That it is the sense of this Convention that the President, and the Honorable the Secretary of State, be urged to exert their best efforts to negotiate treaties or trade agreements under existing law which will secure to American producers the advantages to which they are entitled in oversea markets by reason of the large volume of trade which those markets enjoy with us; and, be it further

RESOLVED, That our Senators and Representatives in Congress be requested to support the President and the Secretary of State by such legislation as will accomplish this result.

#### MANUFACTURERS' CENSUS.

RESOLVED, That this Convention recognizes the importance of the census of the manufacturing industries of the United States which the Federal Bureau of the Census is required to take for the year 1914. The Convention recommends to all manufacturers that they co-operate earnestly with the Director of the Census, and furnish information required to make the statistics of our domestic manufactures full and accurate.

#### DIPLOMATIC AND CONSULAR SERVICES.

BE IT RESOLVED, That this Convention realises the importance and appreciates the benefits which have accrued to the commercial, manufacturing and business interests of this country through the capable and efficient services rendered by our diplomatic and consular officers and we pledge our support to the measures now proposed which we believe to be calculated to place these services on a higher plane of efficiency.

#### AMERICAN MERCHANT MARINE.

RESOLVED, That this Convention strongly favors the upbuilding of an American Merchant Marine for its foreign trade.

The first meeting of the Council will be held in New York, Tuesday, September 15.

JAMES A. FARRELL,  
*Chairman.*

ROBERT H. PATCHIN,  
*Secretary.*

July 25, 1914.



## NATIONAL FOREIGN TRADE COUNCIL

The first National Foreign Trade Convention at Washington, May 27-28, 1914, recognized the need of an organization which should "endeavor to co-ordinate the foreign trade activities of the nation," and authorized the creation of the National Foreign Trade Council for that purpose.

The Council has an authorized maximum membership of fifty merchants, manufacturers, railroad and steamship men and bankers, representing all sections of the United States and collectively standing for the general interest of all elements engaged in foreign trade.

Non-political and non-partisan, its function is investigatory and advisory, and it seeks effectively to co-operate with other organizations in the encouragement of sound national foreign trade policy. Through its committees the Council is constantly investigating, and from time to time publicly reports upon problems arising in oversea commerce.

The membership of the Council is as follows:

CHAIRMAN: JAMES A. FARRELL...President, United States Steel Corporation, New York City  
TREASURER: WALTER L. CLARK.....New York City  
SECRETARY: ROBERT H. PATCHIN.....New York City  
JOHN J. ARNOLD.....Vice-President, First National Bank, Chicago, Ill.  
WILLIS H. BOOTH.....Vice-President, Security Trust & Savings Bank, Los Angeles, Cal.  
J. A. G. CARSON.....President, Carson Naval Stores Co., Savannah, Ga.  
E. A. S. CLARKE.....President, Lackawanna Steel Co., New York City  
SAMUEL P. COLT.....President, United States Rubber Co., New York City  
MAURICE COSTER.....Foreign Manager, Westinghouse Elec. & Mfg. Co., New York City  
F. G. CROWELL.....Vice-President, Hall-Baker Grain Co., Kansas City, Mo.  
ROBERT DOLLAR.....President, The Robert Dollar Co., San Francisco, Cal.  
J. J. DONOVAN.....Vice-President, Bloedel-Donovan Lumber Mills, Bellingham, Wash.  
JOHN F. FITZGERALD.....Ch'm'n, Foreign Trade Com., Chamber of Commerce, Boston, Mass.  
J. ROGERS FLANNERY.....Chairman, Pittsburgh Foreign Trade Commission, Pittsburgh, Pa.  
P. A. S. FRANKLIN.....Vice-President, International Mercantile Marine, New York City  
L. S. GOLDSTEIN.....New Orleans Association of Commerce, New Orleans, La.  
LLOYD C. GRISCOM.....New York City  
FAIRFAX HARRISON.....President, Southern Railway Co., Washington, D. C.  
H. G. HERGET.....Pekin, Ill.  
JAMES J. HILL.....Chairman, Great Northern Railway Co., St. Paul, Minn.  
HENRY HOWARD.....Vice-President, Merrimac Chemical Co., Boston, Mass.  
CHARLES E. JENNINGS.....President, C. E. Jennings Co., New York City  
ALBA B. JOHNSON.....President, Baldwin Locomotive Works, Philadelphia, Pa.  
D. W. KEMPNER.....Galveston Cotton Exchange, Galveston, Texas  
CYRUS H. MCCORMICK.....President, International Harvester Corporation, Chicago, Ill.  
J. R. MCWANE.....President, American Cast Iron Pipe Co., Birmingham, Ala.  
CHARLES M. MUCHNIC.....Vice-President, American Locomotive Sales Corp., N. Y. City  
BARTON MYERS.....President, Chamber of Commerce, Norfolk, Va.  
M. A. OUDIN.....Foreign Manager, General Electric Co., Schenectady, N. Y.  
WILLIAM PIGOTT.....President, Seattle Car and Foundry Co., Seattle, Wash.  
WELDING RING.....Mailler & Quereau, New York City  
JOHN D. RYAN.....President, Anaconda Copper Mining Co., New York City  
WILLIAM H. RUSSE.....President, Russe & Burgess, Inc., Memphis, Tenn.  
W. L. SAUNDERS.....Chairman of Board, Ingersoll-Rand Co., New York City  
CHARLES A. SCHIEREN.....President, Charles A. Schieren Co., New York City  
W. D. SIMMONS.....President, Simmons Hardware Co., St. Louis Mo.  
WILLARD STRAIGHT.....New York City  
G. F. SULZBERGER.....Sulzberger & Sons Co., Chicago, Ill.  
STEWART K. TAYLOR.....President, The S. K. Taylor Lumber Co., Mobile, Ala.  
E. P. THOMAS.....President, U. S. Steel Products Co., New York City  
F. A. VANDERLIP.....President, National City Bank, New York City  
DANIEL WARREN.....American Trading Co., New York City  
J. H. WHEELWRIGHT.....President, Consolidation Coal Co., Baltimore, Md.  
THEO. B. WILCOX.....Portland Flouring Mills Co. Portland, Ore.

Office of Council, 64 Stone St., New York City