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Professor S. J. Chapman, Owens College, Manchester, writes "Books of this character will be of great use for the Higher Commercial Education, which is so much needed and which the future must see largely developed."

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Count Matsukata: "I have read with much interest 'Japan and its Trade.' I take great pleasure in congratulating you upon having brought out a book which so ably fills a gap in the literature of things Japanese."

Baron G. Von Lindenfels, German Consul-General in England: "Mr Cox's 'United Kingdom and its Trade,' which I have perused with much interest, is a very useful compilation of facts in a concise and handy form, and as the information given has not hitherto been readily accessible, the work will prove in my opinion of great utility, not only to persons engaged in business, but to the public at large."

Harper's International Commerce Series

EDITED BY
FRANCIS W. HIRST

LONDON AND NEW YORK
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1903

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EDITOR'S INTRODUCTION.

The Object of the Series.

THE object of this series is double. In the first place it is to supply in a compact form to managers, clerks, and agents of commercial firms in all parts of the globe accurate information about the commerce, resources, and needs of the principal countries of the world; the second, and equally important, purpose of the series is to supply to teachers and students in technical schools, colleges, and commercial Universities throughout the British Empire and the United States of America what we may perhaps call guide-books to the wealth of modern nations. No intelligent observer of commercial progress in Germany during the last decade can have failed to mark an equally rapid and simultaneous progress in the descriptive literature of industry and commerce. Every University seems to have entered into the competition, and in Germany, at any rate, a teacher of practical economics is seldom at a loss for a book; he is more likely to be embarrassed by profusion than by scarcity. In America the production of monographs upon commercial subjects has been enormous, but these monographs, whatever their scientific merits—and they often exhibit a most laborious research—are not often suited to the uses of commercial instruction. Still less are they likely to deserve or win a place on the small bookshelf which too often satisfies the demands of a great mercantile house.

It is no doubt a mistake for the manufacturer of books to preach to the manufacturer of things; but the best writers on economic questions are those who combine with practical instincts a broad and scientific grasp of commerce and a power of exposition. Such

writers do not lecture a business man on the conduct of his business. But is it not also a mistake for the captains of industry to shut themselves up in their offices, assume pontifical airs, and refuse to listen to the stories of the progress made in other countries and to descriptions of other methods than their own? The shrewdness of the average English commercial traveller does not always make up for his ignorance. His knowledge of men does not always make up for his contempt of books. His readiness to appreciate concrete economies and inventions is admirable, but he would do still better had he the will and the opportunity to study descriptive economics, and to draw lessons from the abstract precepts and principles of the writers and thinkers who have devoted themselves to discovering the mechanism of the production and distribution of wealth.

After all, as Mr. John Morley once told the Midland Institute at Birmingham, long before the establishment of a commercial University (with a Chair of Commerce) in that city, the best thing that can happen to a young man of average abilities is that, after following the primary and higher education in his own town, he should, 'at the earliest convenient moment, be taught to earn his own living.' To earn a living by honest work should be the elementary aim of every good citizen; but let the wage-earning and the profit-seeking be preceded by a training which will make his daily work an intelligible part of an intelligible whole, and help him to continue his education through life, unravelling bit by bit the baffling mysteries of Nature's laws and man's disobedience.

There is probably no form of literature more generally read than biography. The success of others is an incentive to action. We love to read the lives of great men. We learn from their failures and successes. The young man entering a business or profession is encouraged by 'men of invention and industry' The spirit of rivalry is strong, stimulating, and honourable, and it exists between communities and nations as well as between individuals. Happily, nations as well as individuals gain by the inventions, the industry, and the wealth, of their competitors; but the benefit would be far greater if there were more willingness to learn. 'Made in Germany' should be not a bogie, but a stimulus. Nations of

invention and industry should be vehicles of instruction. Foreign successes are worthy of study and emulation. We must watch the developments of commercial policy, says Lord Rosebery. We must study commerce, says Mr. Chamberlain, in Universities founded for that purpose. Mr. Bryce, who knows as much of higher education as any living statesman, concurs. Mr. Carnegie, the prince of manufacturers, is also the Mæcenas of commercial education.

The object, then, of this commercial series is to provide guidance by describing the modern conditions under which the great nations of the world are competing for its markets, exchanging their products, utilizing their own agricultural and mineral resources, and, as they progress in wealth and population, making ever new and larger demands upon the products of other countries.

Each of the series, it is hoped, will have its special value to traders, whether they are trying to enlarge an existing branch of business, or whether they are on the look-out for new markets. Large importing and exporting merchants should welcome the advent of small and compact volumes, containing statistical and other information for which they would have to search through many blue-books and consular reports. An immense amount of time would be saved by boys and young men who are entering importing and exporting houses if they could first master the contents of a book like that of Mr. Harold Cox on Great Britain, or of Mr. Pogson on Germany. Books of this kind have a practical value, and are more interesting than the small works upon elementary economics which were offered with results so unsatisfactory to the youth of the last generation. What is the good of driving into the minds of boys or girls of fourteen, or sixteen, or eighteen, abstract definitions of value or abstract theories of exchange? They would be far better engaged in arithmetic or Euclid, where they have counters, figures, and diagrams to help them. For the same reason, theology often proved a better training for the mind than the old formal logic, because it had the advantage of a close relation to living controversy. We do not in the least depreciate the value of political economy (it should be a principal instrument in the higher education of our citizens); we are

simply discussing how it should be taught, how it should be made most interesting, and how it should be made most useful. Minds exceptionally well informed, or with exceptional powers of abstract reasoning, may no doubt be given theories 'neat,' but even then it would be better for the theories to be diluted with copious illustrations. Let the mind first be fed with facts, with a description, for example, of the economic framework of a nation, its agriculture, its mineral resources, its manufactures, its railways, its harbours, banks, currency, weights and measures, and foreign trade. The means, also, by which it raises its revenue and protects or obstructs its commerce should be made known. If the governing classes, the manufacturing classes, and the journalists of the great nations of the world were acquainted with the records of their own economic progress, and of their neighbours', they would be able, even if they had never committed to memory a definition of marginal utility or of quasi-rent or of the law of diminishing returns, to avoid blunders which cause year by year vast and irretrievable losses to the whole world. It is satisfactory to observe that the new London University, in which is incorporated the London School of Economics, has adopted in its curriculum for the faculty of economics and political science (including commerce and industry) the very idea upon which we are now laying so much stress—that is to say, the advantage of applied over abstract economics. In the first year students are expected to make elementary applications of statistical methods, to study the main outlines of the organization of industry and commerce, and to devote themselves to commercial geography. In the second and third years they are required to acquaint themselves with public finance and with constitutional or commercial law; they may take up banking and currency, or the organization of transport, or international trade, or systems of insurance, or the public administration of a particular country. A school similar to the London School of Economics is now being built up in New York, and there is little doubt that the main outlines of the curriculum devised by the London University under the guidance of many distinguished men and women, who form its Senate, will be more and more widely adopted in those great centres of the world's

commerce which will inevitably in course of time become centres of commercial education.

Germany and its Trade.

The present volume contains a description of the resources and industries of the German Empire, where productive enterprise has won so many peaceful victories during the last thirty years. If a foolish panic about the 'German Bogie' was circulated by alarmist writers a few years ago, that is all the more reason why the minds of the new generation should be brought into contact with the facts. Mr. Pogson's skilful tables show very clearly and accurately the main lines of German progress. Ancient seats of art and industry, great coal and iron fields, splendid waterways, the substitution of a large Free-Trade area for a network of petty and vexatious tariffs, and, above all, an industrious population, now gradually being raised by an efficient system of education to a general level of intelligence far higher than that which most of its commercial rivals have attained—these, it may be suggested to students of German economy and finance, will help us to understand why a country comparatively poor, and very heavily burdened by military expenditure, has grown in many respects so much more rapidly than other Continental Powers. Mr. Pogson has prepared almost the whole of the statistical information contained in this volume, with the exception of the tariff, which the Editor has condensed from a translation issued by the Board of Trade.

Chapter X. will, it is hoped, prove to be a valuable feature of the book, whether the Tariff Bill now before the Reichstag becomes law or not. There are but few people in England who could state the difference between the 'autonomous' and the 'conventional' tariff in Germany. Yet Germany is, after India, our largest customer, and we have been called a nation of shopkeepers! If the Tariff Bill should pass, it is difficult to say whether it will be more disastrous for Great Britain or America. It adds enormously to the taxes on corn and other agricultural produce, which are necessities, and considerably to the taxes on manufactured goods, for which the

demand is more elastic. The German Government, as appears from a recent speech of the German Chancellor, considers that if the Tariff Bill becomes law in its original form the average duty on imported foods will be over 17 per cent., while the duties on manufactured goods will be about 6 per cent. of their values.

Chapter XI., on 'Commercial Education in Germany,' has also been added by the Editor, lest the reader should forget one of the secrets of German success.

F. W. H.

THE TEMPLE, LONDON.
November, 1902.

GERMANY AND ITS TRADE

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AND ITS TRADE

BY

G. AMBROSE POGSON



LONDON AND NEW YORK
HARPER & BROTHERS
45 ALBEMARLE STREET, W.

1903

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APPENDIX.

LIST OF GERMAN CONSULATES IN THE
BRITISH EMPIRE.

THE UNITED KINGDOM.

Super-Intending Consulate at—	District Consulates.	Name of Consul, with Rank.	Particulars of Consular District.
London	—	Freiherr v. Lindenfels, General Consul E. Reimer, Vice-Consul	Great Britain and Ireland.
Aberdeen	—	C. F. Ludwig, Consul	Aberdeen, Newburgh, Stonehaven.
Amble	—	A. P. Scott, Vice-Consul	Coast, from Dunstanborough Castle to Creswell Point.
Arbroath	—	D. McKenzie, Vice-Consul	
Barrow-in-Furness	—	J. W. Little, Vice-Consul	
Belfast	—	Sir O. Jaffe, Consul	Coast, from Ballycastle to Newcastle Pier (Dundrum Bay).
Birmingham	—	C. T. Menke, Consul	
Blyth	—	W. M. Ward, Vice-Consul	Coast, from Creswell Point to St. Mary's Island.
Bradford	—	V. Edelstein, Consul	West Riding of Yorkshire, except Sheffield Consular District.
Bristol	—	G. Nebendahl, Vice-Consul	
Cardiff	—	M. Krieger, Consul	Cardiff, Penarth Dock, and Barry Dock.
	Bridgewater	G. B. Sully, Vice-Consul	
	Gloucester	B. W. Rowles, Vice-Consul	
	Milford	J. Phillips, Vice-Consul	Milford Haven, Pembroke, Pembroke Dock, Tenby, Saunders Port.

THE UNITED KINGDOM—*continued.*

Super-intending Consulate at—	District Consulates	Name of Consul, with Rank.	Particulars of Consular District.
Cardiff— <i>continued</i>	Swansea	F. W. Dahne, Vice-Consul	Coast, from Caermarthen Bay to Towy River, and from Swansea Bay to Nash Point, with harbours of Llanelly, Burry Port, and Caermarthen on the one, and Port Talbot and Porthcawl on the other side.
Cork	—	Sir J. H. Scott, Vice-Consul	Cork, Queenstown, Youghal, Kinsale and Crookhaven.
Dartmouth	—	W. H. Goodbridge, Vice-Consul	Dartmouth, Brixham, Exeter, Torbay, Salcombe.
	Brixham	A. Kendrick, Consular Agent	
	Teignmouth	P. Ward, Consular Agent	
Dover	—	N. Schjott, Vice-Consul	Dover, Deal, Sandwich, Folkestone, Romney, Lydd.
Dublin	—	J. Murphy, Consul	Dublin, Wicklow.
Dundalk	—	J. F. Faircl, Vice-Consul	Dundalk, Drogheda.
	Newry	J. Stokes, Consular Agent	
Dundee	—	L. F. Zoller, Consul	
Falmouth	—	R. Fox, Vice-Consul	Falmouth, Penryn, Truro.
Fowey	—	C. L. Toyne, Vice-Consul	Fowey, Polruan, Par, and Charlestown.
Glasgow	—	J. Kiep, Consul	Glasgow, Greenock, Troon, and Ardrossan.
		O. Froude, Vice-Consul	
	Ardrossan	W. Anderson, Consular Agent	
	Ayr	J. G. Smith, Consular Agent	
	Campbelltown	J. C. Boyd, Consular Agent	
Grangemouth	—	A. Mackay, Vice-Consul	Grangemouth, Alloa, Clackmannan, Kennetpans, and Boness.
	Alloa	C. Graham, Consular Agent	Alloa, Clackmannan, and Kennetpans.
	Boness	G. Denholm, Consular Agent	Boness.
	Greenock	O. Lietke, Consular Agent	
	Troon	G. Paton, Consular Agent	Troon and Irvine.

THE UNITED KINGDOM—*continued.*

Super-intending Consulate at—	District Consulates.	Name of Consul, with rank.	Particulars of Consular District.
Great Yarmouth	—	M. Butcher, Vice-Consul	Great Yarmouth, Blakeney.
Guernsey	—	S. T. Tandevin, Vice-Consul	Island of Guernsey.
Hartlepool	—	O. K. Trechmann, Consul A. F. Trechmann, Vice-Consul	
Harwich	—	S. Groom, Vice-Consul	Harwich, Ipswich, Colchester, Mistley.
Hull	—	W. Schultetus, Consul	Hull, Scarborough, Bridlington, Gooles.
Inverness	Great Grimsby —	D. H. Bunz, Vice-Consul W. Corner, Vice-Consul	Inverness, Nairn, Findhorn, Lossiemouth, Burghead, Portmahomack, Invergordon, Fort William, Isle of Skye.
Jersey	—	E. Falle, Vice-Consul	Island of Jersey
Kirkwall (Orkney Islands)	—	W. Cowper, Vice-Consul	Kirkwall, Stromness, Longhope.
Leith	—	H. Knoblauch, Consul	Edinburgh, Leith, coast on south side of Firth of Forth from Queensferry to Dunbar inclusive.
	Berwick-on-Tweed	J. M. Edney, Vice-Consul	Coast, from Eyemouth to Dunstanborough Castle, inclusive of Holy Island.
	Burntisland	J. W. Connel, Vice-Consul	Harbours of Burntisland, St. David's, Charlestown, Dysart, Kirkcaldy, Wemyss, and Methil.
	Charlestown	G. McEwan, Consular Agent	
	Methil	J. Cairns, Consular Agent	Methil and Leven.
	St. David's	Jas. Cairns, Consular Agent	
	West Wemyss	J. K. Kirk, Consular Agent	
	Prestonpans	R. S. White, Consular Agent	Morrisonshaven, Prestonpans, and Cockenzie.
Lerwick (Shetland Islands)	—	A. J. Robertson, Vice-Consul	Shetland Islands.
Lamerick	—	J. Boyd, Vice-Consul	

THE UNITED KINGDOM—*continued.*

Superintending Consulate at—	District Consulates	Name of Consul, with Rank.	Particulars of Consular District.
Liverpool	—	L. F. Bahr, Consul	Liverpool, Birkenhead, Garston, and Runcorn
	Fleetwood	Ed. Meyer, Vice-Consul	
	Holyhead	G. Schjoth, Consular Agent	
London-derry	—	H. Edwards, Vice-Consul	—
	Lowestoft	W. Donnell, Vice-Consul	
Lynn	—	B. S. Bradbeer, Vice-Consul	Lynn, Wisbeach, Boston, Wells.
	—	H. de C. Woodwark, Vice-Consul	
	Boston	T. Ridlington, Consular Agent	
Manchester	—	J. R. Sandberg, Consular Agent	South-east Lancashire, North-east ditto
	—	C. Collmann, Consul	
	—	A. J. Smith, Vice-Consul	
Middlesbrough	—	F. Rahtkens, Consul	East Cheshire and North Staffordshire.
	—	E. Millar, Vice-Consul	
Montrose	—	F. Gordon, Consul	Middlesbrough and Whitby.
Newcastle-on-Tyne	—	—	Montrose, Inverbervie.
	—	—	River Tyne from Newcastle to mouth, with coast from St. Mary's Island to Souther Point.
Newport, (Monmouthshire)	—	T. Jones, Vice-Consul	Newport, Chepstow.
	Nottingham	—	
Padstow	—	C. Lasser, Vice-Consul	Padstow and Bude.
Penzance	—	R. S. Langford, Vice-Consul	Penzance, Mountsbay, St. Ives, and Hayle.
Perth	—	E. Mathews, Vice-Consul	Perth, Newbury.
Peterhead	—	J. Lowe, Vice-Consul	Peterhead, Fraserburgh.
	Fraserburgh	R. Robertson, Consul	
Plymouth	—	J. L. McCallum, Consular Agent	—
Poole	—	T. W. Fox, Consul	—
	—	G. F. Wanhill, Vice-Consul	—

THE UNITED KINGDOM—*continued.*

Super-Intending Consulate at—	District Consulates.	Name of Consul, with Rank.	Particulars of Consular District.
Portsmouth	—	R. W. Beale, Vice-Consul	Portsmouth, Gosport, Isle of Wight, roadsteads of Yarmouth, Lymington, the Motherbank, St. Helen's Road and Bembridge Harbour.
Ramsgate	—	H. B. Hammond, Vice-Consul	Ramsgate and Margate.
Rochester	—	B. G. Bentham, Vice-Consul	Rochester, Sheerness, Faversham.
Scully Isles	—	J. E. Hooper, Vice-Consul	
Sheffield	—	J. Jonas, Consul	District of the Cutlers' Company, inclusive of North Derbyshire.
Shoreham	—	J. E. Brown, Vice-Consul	Shoreham, Brighton, Newhaven, Littlehampton.
Southampton	—	F. Keller, Consul	
Stornaway (Hebrides)	—	M. Macfarlane, Vice-Consul	The Long Island.
Sunderland	—	<i>Vacant</i> , Consul	Sunderland, Seaham Harbour.
Waterford	—	J. G. Strangman, Vice-Consul	Waterford, New Ross, Wexford, and Dungarvon.
Weymouth	—	T. J. Templeman, Vice-Consul	Weymouth, Portland, Bridport.
Wick	—	E. Buick, Vice-Consul	Wick, Thurso, Lybeter, and Helmsdale.

GREATER BRITAIN.

Super-Intending Consulate at—	District Consulates.	Name of Consul, with Rank.	Particulars of Consular District.
Belize	—	C. Melhado, Consul	British Honduras.
Bridgetown (Barbados)	—	W. Haenschell, Consul	Islands of Barbados, St. Lucia, St. Vincent, and Grenada.
Caloutta	Castries (S. Lucia)	W. Peter, Consular Agent	
	—	Freiherr S. v. Sternberg, Consul-General	British India and Ceylon.
		Wm. Eleeck, Consul	

GREATER BRITAIN—*continued.*

Super-intending Consulate at—	District Consulates	Name of Consul, with Rank	Particulars of Consular District.
Calcutta— <i>continued.</i>	Akyab (British Burmah)	F. Muller, Consul	Province Arracon.
	Bassein (British Burmah)	J. C. Bachmann, Consul	Town and port of Bassein inclusive of Dramond Island.
Bombay	—	Graf Pfeil, Consul	Presidency of Bombay, Dis- trict of Mangalore (Madras Presidency), Native States within these districts, the Central Provinces, the Native States in Central India, and the Nizam's dominions.
	Aden	S. Schmuck, Consul	Territory of Aden.
	Kurrachee	A. Thole, Consul	Provinces of Scinde and Punjaub, with Native States within same and State of Cutch.
Cochin (Malabar Coast)	—	C. F. Roth, Consul	Native States of Travancore and Cochin and the British district Malabar, with Lacadivi Islands
Colombo	—	P. Freudenberg, Consul	Ceylon
Madras	—	A. Gerdes, Consul	Coromandel Coast from Madras to Cape Comorin, with exception of French States of Pondicherry and Karikal.
Moulmein (British Burmah)	—	E. J. Foucar, Consul	Province of Tenasserim.
Rangoon (British Burmah)	—	<i>Vacant</i> , Consul	Town and port of Rangoon.
Cape Town	—	J. H. Focke, Consul-General Freiherr v. Gebtsattel, Vice- Consul	British South Africa.
	Durban (Natal)	<i>Vacant</i> , Consul	Colony of Natal.
	East London (Cape Colony)	H. Malcomess, Consul	British Kaffraria, Griqualand
		J. Dicks, Vice- Consul	East and Transkei District.
	Kumberley (Cape Colony)	<i>Vacant</i> , Consul	Griqualand West.

GREATER BRITAIN—*continued.*

Super-intending Consulate at—	District Consulates.	Name of Consul, with Rank.	Particulars of Consular District
Cape Town — <i>continued.</i>	Mossel Bay (Cape Colony) Port Elizabeth	Fr. Mataré, Vice-Consul <i>Vacant</i> , Consul	Eastern Districts of Cape Colony.
Freetown (Sierra Leone)	—	W. Eachborn, Consul	Colony of Sierra Leone.
Georgetown (British Guiana)	—	H. Seedorf, Consul	Colony of British Guiana.
	New Amsterdam (Berbice)	A. J. P. Wainwright, Consular Agent	
Gibraltar	—	F. Schott, Consul	Gibraltar.
Hamilton (Bermuda)	—	J. A. Conyers, Consul	Island of Bermuda.
Hong Kong	—	O. Gumprecht, Consul Dr. Lang, Vice-Consul	
Kingston (Jamaica)	—	W. Schiller, Consul	Island of Jamaica.
Lagos	—	O. Martin, „	Settlement Lagos, Porto Novo, Niger Districts, and Coast Territory (Protectorate) up to the western border of the Cameroons.
Valletta (Malta)	—	Freiherr M. T. v. Summelsdorf, Consul	Island of Malta.
Mahé	—	J. H. Brooks, Consul	Seychelles Islands.
Montreal (Canada)	—	F. Bopp, Consul	Dominion of Canada.
	Chatham (N.B.)	A. Morrison, Consul	Counties Kent, Northumberland, Gloucester, and Ristigouche.
	Dawson City (Klondike)	W. Wensky, „	Yuxon Territory.
Halifax (N.S.)	—	M. C. Grant, „	Province of Nova Scotia.
	Picton	C. Dwyer, Consular Agent	
	Pugwash	A. Wilson, Consular Agent	
	Sydney (Cape Breton)	G. H. Dobson, Consular Agent	
	Quebec (Canada)	E. Hecker, Consular Agent	
	St. John (N.B.)	R. Thomson, Consul	Counties of Westmoreland, Albert, St. John, Charlotte.

GREATER BRITAIN—*continued.*

Super-intending Consulate at—	District Consulates	Name of Consul, with Rank	Particulars of Consular District.
Halifax— <i>continued.</i>	Toronto (Canada)	S. Nordheimer, Consul	Province of Ontario, with exception of counties in Montreal Consular District
	Vancouver	J. Wulffsohn, Consul	British Columbia.
	Victoria (British Columbia)	C. Lowenberg, Consul	Island of Vancouver.
	Winnipeg (Canada)	W. Hespeler, Consul	Provinces of Manitoba, Assi- niboia, and Alberta.
	Nain (Labrador)	C. A. Martin, Consul	Labrador.
Nassau (Bahamas)	—	R. W. Sawyer, Consul	Bahamas.
Port Louis (Mauritius)	Inagua (New Providence)	F. Williams, Consular Agent	Islands of Inagua and Mava- guana.
Port of Spain (Trinidad)	—	H. Stein, Consul	Island of Mauritius.
Port Stanley (Falkland Islands)	—	H. Hoffmann, Consul	Islands of Trinidad and Tobago.
Singapore	—	H. Schlottfeldt, Consul	Falkland Islands.
	—	H. Eschke, Consul — Heintges, Vice- Consul	Straits Settlements.
	Penang	<i>Vacant</i> , Vice- Consul	Island of Penang.
	Sandakan (Borneo)	R. Lorentzen, Vice- Consul	British Borneo.
St. Helena	—	W. J. Williams, Consul	Island of St. Helena.
St. John's (Newfound- land)	—	R. H. Prowse, Vice-Consul	St. John's, Harbor Grace.
Sydney	—	P. v. Buri, Consul- General	Australia, with Tasmania, New Zealand, and the Fijis.
	—	— Grunow, Vice- Consul	
	Adelaide	H. Mucke, Consul	Colony of South Australia.
	Auckland (N.Z.)	C. Seegner, „	Province of Auckland (N.Z.)
	Brisbane	W. v. Plennies, Consul	Colony of Queensland, with exception of Consular Dis- trict of Cooktown.
	Christchurch (N.Z.)	P. Klippenberger, Consul	Province of Canterbury and Westland County (N.Z.).

GREATER BRITAIN—*continued.*

Super-intending Consulate at—	District Consulates.	Name of Consul, with Rank.	Particulars of Consular District
Sydney— <i>continued.</i>	Cooktown (Queensland)	Dr. Kortum, Vice-Consul	Queensland North of 18° Lat and islands in Torres Straits, and Gulf of Carpentaria.
	Dunedin	B. Hallenstein, Vice-Consul	Province Otago (N.Z.).
	Freemantle	<i>Vacant</i> , Vice-Consul	West Australia.
	Levuka (Fiji)	P. Hoerder, Vice-Consul	Fiji Islands.
	Melbourne	W. A. Brahe, Vice-Consul	Colony of Victoria.
	Newcastle	J. C. Ellis, Vice-Consul	
	Wellington (N.Z.)	F. A. Krull, Consul E. Focke, Vice-Consul	Provinces Wellington, Hawkes Bay, Taranaki, Nelson, and Marlborough (N.Z.).

LIST OF GERMAN CONSULATES IN THE UNITED STATES OF AMERICA AND TRANS-MARINE POSSESSIONS.

Super-intending Consulate at—	District Consulates.	Name of Consul, with Rank.	Particulars of Consular District.
Chicago	—	Dr. Wewer, Consul Dr. Lettenbaur, Vice-Consul Dr. Zoepffel, Vice-Consul	North and South Dakota, Illinois (with exception of part of Consular District of St. Louis), Iowa, Michigan, Minnesota, Nebraska, Wisconsin, Wyoming.
	Milwaukee	Freiherr v. Baumbach, Consular Agent	
Cincinnati	—	— Polher, Consul	Indiana, Kentucky, Ohio, West Virginia.
New York	—	— Bunz, Consul-General	Connecticut, New Jersey. New York, Vermont.
	—	— Geissler, Consul	
	—	— Frantsen, Vice-Consul	
	—	— Bertram, Vice-Consul	
Baltimore (Maryland)	—	G. A. v. Lingens, Consul	Maryland and District of Columbia.

GERMAN CONSULATES IN THE UNITED STATES—*continued.*

Super-intending Consulate at—	District Consulates	Name of Consul, with Rank	Particulars of Consular District	
New York— <i>continued</i>	Boston (Massachusetts)	W. T. Reincke, Consul	Maine, Massachusetts, New Hampshire, Rhode Island.	
	Charleston (South Carolina)	C. O. Witte, Consul	South Carolina.	
	Galveston (Texas)	F. Runge, Consul	Texas.	
	Cuero	E. Reisseit, Consular Agent		
	Mobile (Alabama)	E. Holyborn, Consul	Alabama, Florida.	
	New Orleans (Louisiana)	Freiherr v. Meysen- burg, Consul	Louisiana, Mississippi.	
	Pensacola	H. Boyer, Vice- Consul	Florida.	
	Washington	G. Dittmar, Consular Agent		
	Philadelphia (Penn.)	—	— Ritschl, Consul	Delaware, Pennsylvania.
		Richmond (Virginia)	A Osterloh, Consul	Virginia.
Norfolk		W. Lamb, Vice- Consul		
Savannah (Georgia)		J. Bauers, Consul	Georgia.	
Darien		A. Schmidt, Vice- Consul		
Wilmington (North Carolina)		<i>Vacant</i> , Consul	North Carolina.	
San Francisco (California)	—	Rosenthal, Consul- General	Arizona, California, Idaho.	
	—	— Lohan, Vice- Consul	Montana, Nevada, Oregon, Utah, Washington, and the territory of Alaska	
	Helena (Montana)	C Rasch, Consular Agent		
	Los Angeles (California)	M. Esternaux, Consular Agent		
	Portland (Oregon)	K. v. Wintzingerode Consul	Idaho, Oregon.	
St Louis (Missouri)	Tacoma	H. Grise, Consul	State of Washington.	
	—	— Frommann, Consul	Arkansas, Colorado, Indian territory, Kansas, Mis- souri, New Mexico, Okla- homa, Tennessee, also counties St. Clair, Madison, and Mours in State Illinois.	

Transmarine Possessions of the United States of America.

Super- intending Consulate at—	District Consulates.	Name of Consul, with Rank.	Particulars of Consular District.
Havana	—	Freiherr v. Bruck, Consul	Island of Cuba.
	Cienfuegos	F. W. Hunicke, Vice-Consul	Western part of Province Santa Clara to town of same name (latter included).
	Matanzas	<i>Vacant</i> , Consul	
	St. Iago de Cuba Trinidad de Cuba	C. W. Schumann, Consul P. O. Jansen, Vice- Consul	Eastern part of Province Santa Clara, with excep- tion of town of same name.
Honolulu	—	J. F. Hackfeld, Consul	Hawaii Islands.
Manila	—	Dr. Kruger, Consul	Philippine Islands, the Sulu group, and island Guam of the Ladrone group.
	Cebu	<i>Vacant</i> , Vice- Consul	
	Iloilo	<i>Vacant</i> , Vice- Consul	
San Juan (Puerto Rico)	—	C. H. Lundt, Consul	Island of Puerto Rico.
	Aguedilla	G. Saunders, Vice- Consul	
	Mayaguez	F. Philippi, Vice- Consul	
	Ponce	H. C. Fritze, Vice- Consul	

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MAP OF
GERMANY
 Prepared to accompany
 "GERMANY AND ITS TRADE"
 English Miles

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