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THE PHILADELPHIA  
MUSEUMS. ❁ ❁





# The Philadelphia Museums,

ESTABLISHED BY ORDER OF CITY COUNCILS, 1894.

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## THE COMMERCIAL MUSEUM,

OFFICE OF THE BOARD OF TRUSTEES, CITY HALL,  
OFFICE OF THE MUSEUMS, No. 233 SOUTH FOURTH STREET.



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CHARLES H. CRAMP,  
Vice-President.

SYDNEY L. WRIGHT,  
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### OFFICERS OF THE MUSEUM.

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Chief of the Scientific Department.

WILLIAM HARPER,  
Chief of the Bureau of Information.

[1897]





# The Board of Trustees of the Philadelphia Museums.

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P. A. B. WIDENER,	
FRANCIS L. POTTS,	
SYDNEY L. WRIGHT.	

## THE ADVISORY BOARD.

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By unanimous resolution, adopted June 3d, 1896, it was resolved :

*That the Advisory Board shall be composed of official delegates appointed either directly by the various Governments or by the representative commercial bodies of these countries, as follows: United States of America, Canada, Mexico, Guatemala, Honduras, Nicaragua, Costa Rica, United States of Colombia, Venezuela, Brazil, Argentine Republic, Paraguay, Uruguay, Bolivia, Chili, Peru, Ecuador, and others.*

*That the Advisory Board shall exercise a general supervision over the administration of the Museum in order to promote its development and foster the efficiency of its service for the interests of commerce.*

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### Officers of the Advisory Board.

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HENRY W. PEABODY, President,  
Boston, Mass.

W. H. PARSONS, Vice-President,  
New York.

ROBERT BLEAKLEY, Vice-President,  
New Orleans.

WM. HARPER, Secretary,  
Philadelphia.

# Members of the Advisory Board of The Philadelphia Museums.

Appointed by Commercial Organizations in the United States.

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S. N. D. NORTH, Sec.

## **New England Cotton Manufacturers' Association, Boston, Mass.**

C. J. H. WOODBURY, Sec.

## **Commercial Club, Brockton, Mass.**

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GEORGE E. KEITH.

## **Fitchburg Board of Trade, Fitchburg, Mass.**

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IRVING W. COLBURN.

## **Lawrence Board of Trade, Lawrence, Mass.**

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## **Board of Trade, Lowell, Mass.**

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JOSEPH L. CHALIFOUX.

## **Board of Trade, Northampton, Mass.**

CHARLES S. CROUCH.

**Board of Trade, Worcester, Mass.**

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**Board of Trade, Fall River, Mass.**

ARTHUR H. MASON, JAMES MARSHALL.

**Board of Trade, Springfield, Mass.**

B. D. RISING, W. A. WEBSTER, Sec.

**Providence Board of Trade, Providence, R. I.**

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**Chamber of Commerce, New Haven, Conn.**

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**Meriden Board of Trade, Meriden, Conn.**

N. L. BRADLEY, ELI C. BIRDSEY, Sec.

**Board of Trade, Middletown, Conn.**

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**Board of Trade, Bridgeport, Conn.**

E. N. SPERRY, W. C. BRYANT.

**Board of Trade and Transportation, New York City.**

W. H. PARSONS, HON. OSCAR S. STRAUS.

**United States Brewers' Association, New York City.**

C. WM. BERGNER, LOUIS J. BAUER.

**Board of Trade, Amsterdam, N. Y.**

HON. JOHN SANFORD, JOHN H. GILES.

**Buffalo Merchants' Exchange, Buffalo, N. Y.**

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**Binghamton Board of Trade, Binghamton, N. Y.**

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**Business Men's Protective Association, Cortland, N. Y.**

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F. D. SMITH.

**Chamber of Commerce, Syracuse, N. Y.**

SALEM HYDE,

ALEXANDER GRANT.

**Board of Trade, Geneva, N. Y.**

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H. A. WHEAT.

**Manufacturers' Association of Queens and Kings Co's., Brooklyn, N. Y.**

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**The Trades League of Philadelphia, Philadelphia, Pa.**

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HOWARD B. FRENCH.

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**Shamokin Board of Trade, Shamokin, Pa.**

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**Board of Trade, Lancaster, Pa.**

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GEORGE W. JESSUP, Sec.

**Board of Trade, Wilmington, Del.**

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**Carriage Builders' National Association.**

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Wilmington, Del.

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F. M. WHITTLE, JR.

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**Southern Manufacturers' Club, Charlotte, N. C.**

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**Chamber of Commerce, Atlanta, Ga.**

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**Georgia Association of Manufacturers, Atlanta, Ga.**

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**Commercial Club, Birmingham, Ala.**

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**Chamber of Commerce, Nashville, Tenn.**

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**Chamber of Commerce, Chattanooga, Tenn.**

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C. C. MENGEL, JR.

**Chamber of Commerce, Cincinnati, Ohio.**

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A. M. DOLPH.

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J. D. COX.

**Chamber of Commerce, Cleveland, Ohio.**

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R. RITCHIE, Sec.

**Chamber of Commerce, Toledo, Ohio.**

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**Board of Trade, Springfield, Ohio.**

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**Board of Trade, Columbus, Ohio.**

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**Board of Trade, Massillon, Ohio.**

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H. G. HILL, Vice-Pres.

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DAVID M. PARRY.

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A. A. BOUTELL.

**Merchants' and Manufacturers' Association, Milwaukee, Wis.**

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F. W. SIVYER.

**The Millers' National Association of the U. S., Milwaukee, Wis.**

FRANK BARRY, Sec.

**La Crosse Board of Trade, La Crosse, Wis.**

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J. J. HOGAN.

**National Wholesale Druggists' Association, Minneapolis, Minn.**

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E. H. HANCE.

**Minneapolis Board of Trade, Minneapolis, Minn.**

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J. T. HEMPHILL, Sec.

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T. W. HUGO, Pres.

E. R. BRACE, Sec.

**Chamber of Commerce, St. Paul, Minn.**

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**American Boiler Manufacturers' Association, St. Louis, Mo.**

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E. D. MEIER, Sec.

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J. H. JOHANNING.

**The Commercial Club of Topeka, Topeka, Kan.**

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A. B. HULIT:

**Little Rock Board of Trade, Little Rock, Ark.**

MAXWELL COFFIN,

GUS BLASS.

**The Galveston Chamber of Commerce, Galveston, Texas.**

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GEORGE E. MANN, Vice-Pres.

**Chamber of Commerce, Denver, Col.**

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**Chamber of Commerce, Tacoma, Washington.**

C. P. MASTERSON,

G. L. HOLMES.

**The Seattle Chamber of Commerce, Seattle, Wash.**

A. M. BROOKES,

JAS. GOLDSMITH.

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## Members of the Advisory Board of The Philadelphia Museums.

Appointed by Commercial Organizations in Foreign Countries.

**Chamber of Commerce, Caracas, Venezuela.**

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J. PADRON-UZTARIZ, Sec.

**Chamber of Commerce, Panama, Colombia.**

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GERARDO LEWIS.

**Chamber of Commerce, Lima, Peru.**

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FEDERICO GILDEMEISTER,	ALEJANDRO GARLAND,
GERMÁN LOREDO,	J. A. MIRO QUEZADA,
J. A. DE LAVALLE,	FÉLIX C. C. ZEGARRA,
ERNESTO F. AYULO,	C. ALVAREZ CALDERÓN.

**Sociedad de Fomento Fabril de Santiago, Santiago, Chile.**

JULIO PEREZ CANTO,	CÁRLOS ROGERS.
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**Union Industrial, Buenos Aires, Argentina.**

JACOBO PEUSER,	VENTURA M. CAMPOS,
FRANCISCO SEGUI,	CÁRLOS LIX KLETT.

**Asociacion Rural, Buenos Aires, Argentina.**

The President,	The Secretary.
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**Centro Comercial, Rosario, Argentina.**

The President,	The Secretary.
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**Chamber of Commerce, Montevideo, Uruguay.**

B. LORENZO HILL,	THOMAS B. HOWARD.
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**Chamber of Commerce, San Paulo, Brazil.**

The President,	The Secretary.
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**The Commercial Association of Rio de Janeiro, Brazil.**

ARTHUR S. HITCHINGS,	HONORIO RIBIERO,
FERNANDO MENDES.	

**Society of Engineers, Rio de Janeiro, Brazil.**

CAPT. CORDEIRO DA GRAÇA.

**The State of Rio Grande do Sul, Brazil.**

F. DE P. CHAVES CAMPELLO.

**Chamber of Commerce, Para, Brazil.**

The President,	The Secretary.
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**Chamber of Commerce, Georgetown, Demerara, British Guiana.**

HON. ARTHUR WEBER, Pres. C. G. A. WYATT, Sec.

## THE OBJECTS ❁ ❁ ❁ ❁ OF THE INSTITUTION.

1st. To bring before our manufacturers, dealers and consumers, all the varied products of the world, that they may make the best selection for their own special interests.

2d. To publish concerning these products all scientific and useful information which may aid the manufacturer and consumer in their choice.

3d. To place on exhibition manufactured products from foreign countries, in order that our manufacturers may be properly informed concerning all markets which they ought to enter or control.

4th. To gather from all parts of the world, and to make immediately available to our business men, full and specific information concerning trade opportunities.

## The Philadelphia Commercial Museum.

The closing of the World's Columbian Exposition in the fall of 1893 offered the opportunity for bringing together in a permanent exhibition an immense collection of the varied products of the world which illustrate the commerce of the United States with foreign countries. The possibility of making such collections having been called to the attention of City Councils, an ordinance was passed on October 19th, 1893, appropriating the sum of \$10,000 to defray the necessary expenses.

Philadelphia's proposition to permanently exhibit these products for the benefit of foreign commerce was accepted by the Ministers of the Latin-American countries. Extensive exhibits were also secured from Australia, Japan, India and Africa. As a result of this there was transported to Philadelphia the largest and most comprehensive permanent collection of raw products in existence. These collections, through the work of special commissions and agents in foreign countries, have been greatly increased.

The collections were stored in City Hall and in other buildings until proper quarters could be secured. On the 1st of August, 1895, the old offices of the Pennsylvania Railroad Company were leased for a period of five (5) years. These offices afford about 200,000 square feet of exhibition space, included in over one hundred (100) rooms.

Under date of June 15th, 1894, the City Councils of Philadelphia passed an ordinance creating a Board of Trustees to organize and direct The Philadelphia Museums.

On the 27th day of June, 1895, the City Councils passed an ordinance giving over to the Trustees eight acres of land. By an ordinance approved October 10th, 1896, eight acres were added to this, making sixteen acres. This land is located within ten minutes ride of City Hall. There will be erected on these grounds buildings for The Philadelphia Museums, the plans of which have already been prepared.

## Appropriations.

On the 19th of October, 1893, there was appropriated for the beginning of this work, - - -	\$10,000
In March of 1894, Councils appropriated, -	25,000
In the month of December, 1894, Councils appropriated for general maintenance for the coming year, -	20,000
On the 26th of December, 1895, the Trustees received from the City for maintenance and enlargement, -	65,000
About the same time there was set aside for a retaining wall on the grounds already given by the City, -	15,000
July 16th, 1896, an ordinance was passed giving to the Museums for equipment and building, - - -	200,000
By an ordinance passed in December of 1896, the Museums received for maintenance for the following year, - - - - - - - - - -	75,000
A bill has been introduced during the present session of the Pennsylvania Legislature asking for an appropriation, for building purposes, of - - -	500,000

## Organization of the Institution.

Under the date of June 15, 1894, the City Councils of Philadelphia passed an ordinance creating a Board of Trustees to organize and direct The Philadelphia Museums.

This Board consists of

The Governor of the State of Pennsylvania.

The Mayor of the City of Philadelphia.

The Presidents of Select and Common Councils of the City of Philadelphia.

The State Superintendent of Public Instruction.

The State Commissioner of Forestry.

The President of the Board of Public Education of the City of Philadelphia, and the Superintendent of the Public Schools of Philadelphia.

The above are ex-officio members. All other trustees are life members of the Board, having been appointed by Councils and approved by the Mayor.

In order that the work of this Institution might be made wholly national in its scope and usefulness, there was organized a National Advisory Board.

This Board consists of members elected by the Chambers of Commerce, Boards of Trade and other commercial organizations throughout the United States.

The first meeting of this Advisory Board was held June 2, 3 and 4, 1896.

By unanimous resolution, adopted June 3d, 1896, it was resolved by this body that the Advisory Board should be extended to embrace delegates from Chambers of Commerce and commercial organizations in other countries. In accordance with this resolution invitations were extended to all the prominent commercial organizations of Latin-America to appoint delegates to serve on this Board, all of which were accepted and promptly acted upon.

It was also voted that individual business concerns throughout the country might secure a membership by a small fee, entitling them to reports on the various markets of the world relating to their special interests.

The necessity of frequent negotiations with foreign governments has led to the organization of the Honorary Diplomatic Board. The Ministers to the United States from the following countries are members of this Board ;

Mexico,  
Guatemala,  
Costa Rica,  
Nicaragua,  
Salvador,  
Honduras,  
Colombia,

Chile,  
Argentine Republic,  
Uruguay.  
Brazil,  
Venezuela,  
Haiti,

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The Departments of the Museums are the following :

#### I. Department of Raw Products.

The collections in this section are arranged Geographically and Monographically.

### **Exhibits according to Countries.**

Under this classification a visitor may study the resources and commercial features of any particular country. He can see the extent and variety of its products, and investigate the character of its industries, climate and soil. He can note the means of transportation and manner of communication with the commercial world ; and so be enabled to derive from the exhibits, maps, charts and other data collected, valuable information necessary in the conduct of his business.

### **Exhibits According to Kinds of Products.**

Under this classification, the manufacturer, merchant or consumer, interested in any particular commodity, may here find systematically arranged and displayed samples of the various products which interest him. These are brought together from all sections of the globe, and are accompanied by all obtainable data whereby he may judge of their commercial value. For instance, the manufacturer of woods finds displayed for his benefit thousands of samples, embracing nearly all the woods of the world, in sufficient size and quantity, and with data necessary for him to determine their value in his particular industry. Likewise, the textile manufacturer here finds samples of the wools, silks, cottons, vegetable fibres, etc., from every foreign country, comprising the most varied and complete collection of its kind in existence. The collections of hides, skins, leather, tanning materials, dye stuffs, food products, oils, medicinal drugs and herbs, minerals, etc., are intended to enable the dealers in these products to keep fully posted upon the constantly changing conditions of the markets of the world. These collections are renewed and augmented as necessity may require.

## **II. Scientific and Experimental Department.**

This department has been organized in order to make a careful study of the scientific and economic value of all products collected. As for instance, tan barks are carefully examined ; woods are studied ; gums and resins are tested.



Many new vegetable fibres are being investigated with reference to new applications. In general, new articles are subjected to scientific investigation for the purpose of determining their commercial and practical value. Through the publications of this department, the institution will coöperate and exchange with all other scientific and experimental bodies of the world.

### **III. Exhibit of Foreign Manufactures.**

This collection shows samples of merchandise now being sold in foreign countries, especially in the markets of Latin-America, Australia, South Africa, and other promising fields. The object is to show to the American manufacturer what his competitors are doing in the foreign trade of these countries, and to suggest to him new lines of goods which he may produce and sell with profit. The practical value of this department will be instantly recognized. The manufacturer of cotton goods who is desirous of wider markets for his products may here find thousands of samples, showing him, in the greatest detail, the styles of goods which are now being sold. He may inform himself concerning the weights, widths, lengths and patterns which are in favor. Each sample is accompanied by the manufacturer's price. With this information the American manufacturer is put in a position to judge, of any market, as to whether it would be advisable for him to attempt to claim a share of its trade. Equal facilities are offered to manufacturers of hardware and cutlery, boots and shoes, hats, carpets, woolens, and many other lines of products.

Novelties and improvements made by foreign manufacturers in standard goods and staples are promptly noted. Every attempt is made to report immediately concerning every new fancy and desire in all parts of the world.

### **IV. Commercial Library.**

An important branch of the Museum is its Library. It is the purpose here to keep in published form a complete record of the world's commerce. The Library is receiving many hundreds of publications on trade, commerce and finance, including nearly every important journal in the world. Business

directories and books of reference in all languages are kept on file. Statistical publications, consular reports, and official government reports are being received from all countries. By an elaborate system of indexing, this mass of information is made instantly available for American business men.

### The Bureau of Information.

It is the work of the Bureau of Information to bring together all possible data relating to foreign commerce; to index and compile this information so as to be readily accessible to each individual interest. By means of an elaborate system of card indexing, all the prominent trade journals of the world, Consular reports of the United States and foreign governments, and all trade reports of the various Chambers of Commerce and Boards of Trade of the world are carefully digested and indexed, so that every item of information bearing on a specific line of products or special commercial subject is carefully noted and classified.

This commercial information which comes to the institution in the form of print, is further supplemented by extensive and systematic correspondence. Constant communication is maintained with all United States Consuls, with all chambers of commerce and other commercial organizations represented on the Advisory Board of the institution, with foreign governments and government commissions appointed to collect, augment and renew the raw products, and with paid representatives of the Museums abroad. These connections embrace an organized corps of correspondents now exceeding two thousand in number.

Through this careful compiling of printed matter bearing on commercial subjects and extensive correspondence with all foreign markets, an exhaustive study of the requirements of foreign trade is made. All facts relative thereto are compiled and made available in as concise and definite form as possible to American manufacturers and business men.

The manufacturer or dealer who desires to import raw products of foreign countries is shown samples in the Museum, and through its Bureau is advised as to the prevailing prices in the country of origin, the means and cost of transportation,

quantity available, and conditions under which the particular product desired can be procured.

To the manufacturer and business man who desires to enter into business relations with foreign markets, the Bureau gives advices concerning the commerce of all countries, their customs and commercial relations, their international treaties, their systems of communication and transportation, with special details of freight rates, tariffs, exchanges and currency. It is the purpose of this department to be sufficiently broad in its scope to command the good-will and co-operation of all manufacturers, bankers, commission houses, transportation companies, and all others interested in the development of American commerce.

Samples of what is now being made for these foreign markets are shown. Through a careful inspection of these samples, together with the detailed reports as to the specific requirements of the foreign markets from which the samples come, the manufacturer is able to determine where the goods he is manufacturing may find sale abroad.

The Bureau of Information is directed in its efforts to collect information by the individual manufacturers and business houses throughout the United States, and the commercial bodies who make use of the Bureau in procuring information affecting their interests.

Full details as to the competition to be met is furnished to the manufacturer in regular monthly reports, as follows:—

1st. Character and variety of goods demanded in each market.

2nd. The country from which imported, together with the names and addresses of foreign manufacturers, where possible.

3rd. The quantity imported annually.

4th. The manufacturer's price at the factory.

5th. The retail price in each city where sold.

6th. The transportation charges from Europe to each market compared with similar charges from the United States.

7th. Import duties.

8th. Character of packing.

9th. The names and addresses of importers.

This Bureau also collects detailed information concerning all public improvements in progress or contemplated in Spanish

America, South Africa, Australia, and other export fields which may be of interest to the business men of the United States.

In addition to these monthly reports a thorough card index file of all the prominent business houses in Australia, South America, Africa, India, China and Japan is compiled. These houses are arranged in groups according to the lines of goods in which they are dealing, so that the American manufacturer can have placed before him all the desirable possible buyers of his line of goods throughout the export markets of the world. These address card files are loaned to the the subscribers of the Museum. They are kept carefully corrected up to date.

In addition to this it is the intention of the Bureau of Information to compile index files of all the manufacturers in the United States in order to place them with the various chambers of commerce and boards of trade in foreign countries which are represented on the Advisory Board of the Philadelphia Commercial Museum. This will enable the best class of foreign buyers, those who are members of the chambers of commerce and other commercial organizations abroad, to at once consult an index file of all the industries of the United States.

### **System of Distributing Information.**

The information collected and compiled by the Bureau of Information as heretofore set forth, is distributed

1st. To subscribers, who pay an annual fee of \$50.00, the estimated price for copying all reports, card files and postage.

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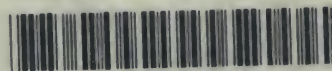
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