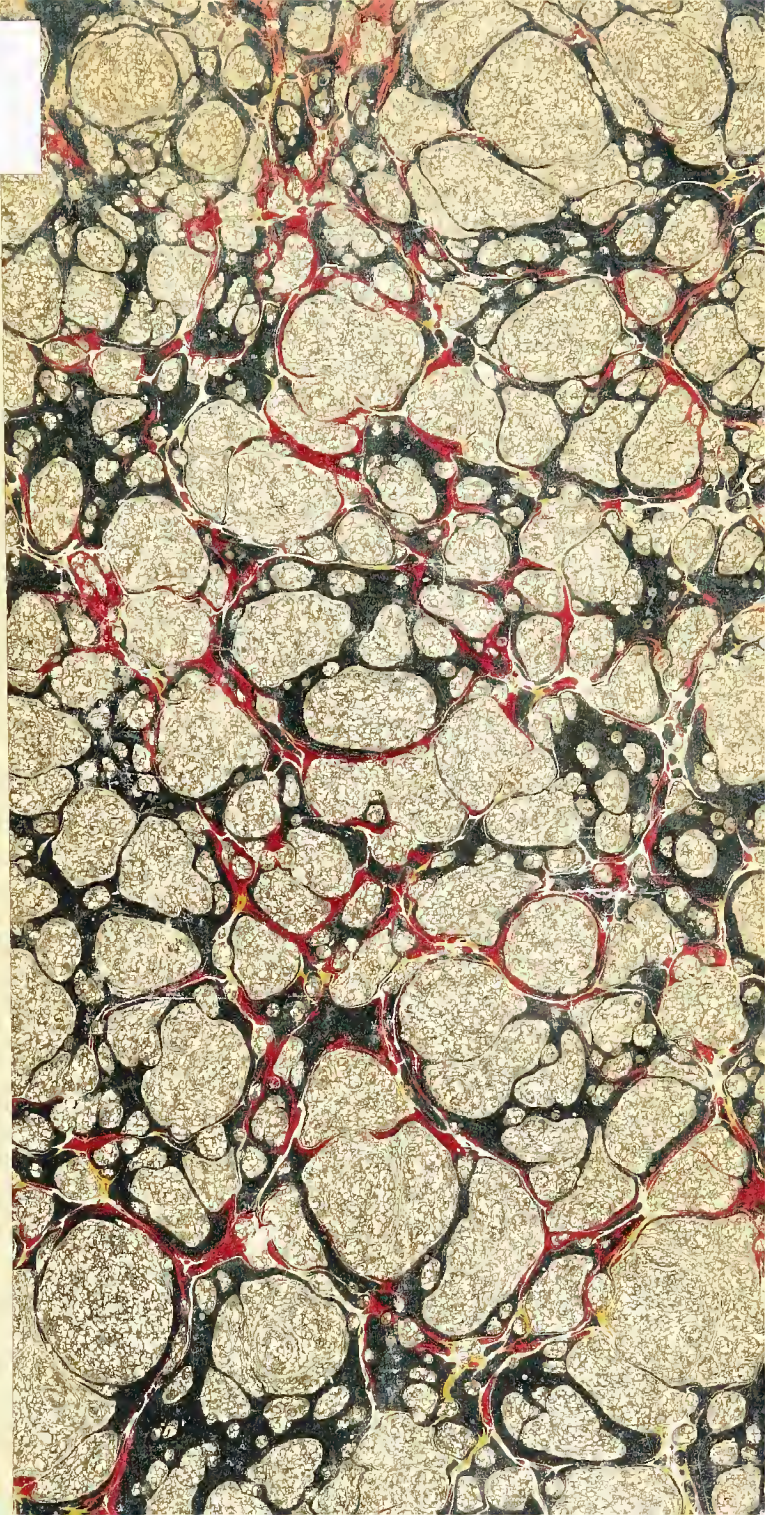


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*The American
Commercial
Center in
Europe*



BY

YVES GUYOT

Formerly French Minister of Public Works

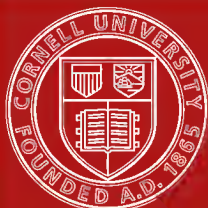
AND

THEODORE STANTON

Of the Paris American Chamber of Commerce

Washington

1904



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The closing sentence on page 32
was written by President Roosevelt.

T.S.

*The American
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Europe*



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A. 184715

THE AMERICAN COMMERCIAL CENTER IN EUROPE.

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N. B.—The proofs, and especially the tables, of this pamphlet have been kindly revised by the experts of the Department of Commerce and Labor, under the direction of the obliging Chief of the Bureau of Statistics, Mr. O. P. Austin.

Y. G.

T. S.

Washington, October, 1904.

THE AMERICAN COMMERCIAL CENTER IN EUROPE.

The object of the pages which follow is,

1. To call attention to the increase of the trade and industry of the United States and particularly to the exports of domestic manufactures.

2. To show that in the trade of the United States the share of Europe is preponderant and should continue to increase.

3. To show that the share of France, which at present stands third among the nations of Europe, should increase in view of the fact that Paris is the generally accepted center of Continental Europe.

4. To quote the opinion of some American consuls to show that the market for American products is far from being as great as it might be made.

5. To show how America can increase her foreign trade by creating an agency for the sale of her products and by organizing her business in Europe, centering it in a great edifice which was for a century the rendezvous of the entire world, and the name of which is known to all. We refer to the Palais-Royal.

We may say at once that herein we offer a detailed explanation of an enterprise which should be profitable to those who take it up, and which should do much to improve the commercial relations and the prosperity of the two countries.

I.

DEVELOPMENT OF EXPORTS FROM THE UNITED STATES.

To avoid all dispute, we employ only the figures published in the documents of the United States Department of Commerce and Labor, so admirably prepared under the direction of Mr. O. P. Austin, Chief of the Bureau of Statistics.

The American Consul at Bordeaux, Mr. Albion W. Tourgee, explains very clearly the difficulty which is experienced in making the figures of the French Customs authorities agree with those of the American. He says in his report of December, 1902 :

"In previous reports I have noted the difficulty of giving reliable figures in regard to the importation of American products. It is impossible to determine from the French Customs returns at this port the precise character of importations or their destination. The goods entered here are designated by the French classification according to their components, not according to their names and uses. A locomotive and a piano, a thrashing machine and a typewriter, are in the same class, and one can never tell from the reports how many of each sort are imported."

Two facts strike every one who has studied the commercial history of the United States, the development of exports, and the increasingly large place which manufactured articles take in the exports of the country.

The Monthly Summary of Commerce and Finance of the United States for April, 1903, gives the exports of domestic manufactures and their distribution.

The principal articles included in the group entitled "Manufactures" are as follows :

"Agricultural implements, art works, paintings and statuary, blacking, books, maps, and engravings ; brass, and manufactures of ; bricks, brooms and brushes ; candles ; cars, pas-

senger and freight for steam railroads; carriages, and parts of; chemicals, drugs and dyes; clocks and watches; coffee and cocoa, ground and prepared chocolate, copper and manufactures of, not including copper ore; manufactures of cotton; cycles, and parts of; earthen, stone and chinaware; fertilizers; fibres, vegetable and textile grasses, and manufactures of; glass and glassware, gunpowder and other explosives, india rubber and gutta percha, manufactures of; ink, printers' and other; instruments and apparatus for scientific purposes, iron and steel, manufactures of; jewelry and manufactures of gold and silver, lamps, chandeliers, and all other devices for illuminating purposes; lead, and manufactures thereof; leather, and manufactures thereof; lime and cement, malt liquors, marble and stone, manufactures of; matches, musical instruments, oil, mineral, refined; vegetable oils; paints, pigments and colors; paper, and manufactures of; paraffin and paraffin wax, perfumery and cosmetics, plated ware, silk manufactures, soap, spirits, distilled; starch, stationery, stereotype and electrotype plates; manufactures of straw and palm leaf; sugar, refined, including candy and confectionery; manufactures of tin; manufactures of tobacco; toys, trunks, valises and traveling bags, varnish, vinegar, manufactures of wood; manufactures of wool; zinc, manufactures of."

The following table shows the proportion of the total domestic exports and the total manufactures exported at each census year since 1790, and in 1904.

Years.	Total domestic exports.	Total manufactures exported.	Per cent. of total exports.	Gain over preceding decennial period.
1790	\$20,205,156	\$1,243,547	6.15	.....
1800	31,840,903	2,493,755	7.83	\$1,250,208
1810	42,366,675	3,951,154	9.32	1,457,399
1820	51,683,640	3,945,793	7.63	*5,361
1830	58,524,914	6,641,016	11.35	2,695,223
1840	111,660,561	11,149,621	9.98	4,508,605
1850	134,900,233	17,580,456	13.03	6,430,835
1860	316,242,423	40,345,892	12.76	22,765,436
1870	455,208,341	68,279,764	15.00	27,933,872
1880	823,946,353	102,856,015	12.48	34,576,251
1890	845,293,828	151,102,376	17.87	48,246,361
1900	1,370,763,571	433,851,756	31.65	282,749,380
1904	1,435,171,251	452,445,629	31.52	18,593,873

*Decrease.

II.

CAUSES OF GROWTH OF EXPORTS OF MANUFACTURES.

The causes of the rapid growth in the exports of manufactures from the United States are not difficult to determine. The growth, as already indicated, has occurred chiefly since 1880, and especially in the last decade. From 1790 to 1880, the growth was a hundred millions in ninety years' time. This was a period which was devoted to the development of the agricultural resources of the country and to the construction of railroads. The value of agricultural products exported grew in this period from 19 million dollars to 686 millions, an increase of 667 millions, while exports of manufactures were increasing 100 millions. From 1880 to 1890, exports of agricultural products made no increase whatever, the figures of 1890 being 56 million dollars below those of 1880, while the manufactures showed an increase of 49 millions; the figures of exports of manufactures being 151 million dollars in 1890, against 102 millions in 1880. From 1890 to 1900 agricultural exports showed a gain of 206 million dollars and those of manufactures 282 millions. In 1904, exported manufactures amounted to 452 million dollars. Thus the development of domestic exports from the United States has occurred in definitely rounded periods. The first, a long period of growth of agricultural products; the second, a shorter and more recent period, in which the largest growth, and especially the largest proportional growth, has been in exports of manufactures.

It will be seen from the above that this growth in the exportation of the manufactures from the United States has been very rapid in the last decade and that the total increase in that decade is greater than that of the entire

century preceding, the total value of manufactures exported in 1900 being nearly three times as great as that of 1890, and the total gain in the decade 1890-1900 being 282,000,000 dollars, or six times as much as that of any preceding decade.

The Monthly Summary also shows (page 3243) that not only has the exportation of manufactures greatly increased, but the share which manufactures form of the total exports has correspondingly increased. In 1880 manufactures formed less than 8 per cent. of the exports; in 1850, 13 per cent., and in 1890 less than 18 per cent.; while in 1900 they formed 31 per cent. of the total exports. The rapid growth in exports of manufactures in the last decade becomes even more striking when considered in detail year by year. In the preceding comparisons the growth has been measured by decades. A study of the growth year by year from 1890 to 1902 shows that the greatest growth has occurred since 1895. The total value of manufactures exported from the United States in 1895 was 183 millions, an increase of 32 millions over 1890. In the very next year there was, in round figures, an increase of 45 millions; in the following year, an increase of 48 millions; in the next year, 13 millions; in the next year 49 millions, and in the year following, an increase of 94 millions. Thus the exports of manufactures increased from \$183,595,743 in 1895 to \$433,851,756 in 1900, the gain in that five-year period being greater than all the gain in the one hundred and five years from 1790 to 1895. Although there was a slight falling off from 1901 to 1903, the increase for 1904 was \$18,600,000. This growth will be more readily seen from an examination of the following table, which shows the exports of manufactures and the percentage which they formed of the total domestic exports in each year from 1890 to 1904.

Fiscal years.	Exports of manufactures.	Per cent. of total domestic exports.
1890.....	\$151,102,376	17.87
1891.....	168,927,315	19.37
1892.....	159,510,937	15.70
1893.....	158,023,118	19.02
1894.....	183,728,808	21.14
1895.....	183,595,743	23.14
1896.....	228,571,178	26.48
1897.....	277,285,391	26.87
1898.....	290,697,354	24.02
1899.....	339,592,146	28.21
1900.....	433,851,756	31.65
1901.....	410,932,524	28.13
1902.....	403,641,401	29.77
1903.....	407,526,159	29.28
1904.....	452,445,629	31.52

A few words as to the growth of exportation and production of manufactures. Proportionately the growth in exports of manufactures has been even greater than in production of manufactures. The census figures show that the gross value of manufactures produced in 1850 was, in round numbers, \$1,000,000,000, and in 1900 \$13,000,000,000, so that the product of 1900 may be said to be thirteen times as great as that of 1850; while the exportation of manufactures, which in 1850 was \$17,580,456, was, in 1900, \$433,851,756, or 25 times as great as a half century earlier, indicating that the percentage of growth in exportation has been practically twice as great as that in the production of manufactures.

Mr. Austin deduces in the Summary, page 3243, from the detailed study of exports and distribution, three great facts:

1. The rapid growth in the production of manufactures, which has placed the United States at the head of the world list of manufacturing nations;
2. The power to produce far beyond the demands of the home population; and
3. The evidence of an ability to compete in the world's markets, which evidence is supplied by the rapid growth in exports of manufactures.

He suggests "the importance of a careful consideration of the subject, both as regards the growth and character of our exports of manufactures and their distribution in the past and the fields offered for future exportation."

We give below the value of ten of the principal articles or classes of articles included in manufactures exported in the fiscal years 1902 and 1904. These ten articles or classes form about 80 per cent. of the total manufactures exported.

	1902.	1904.
Paper, and manufactures of.....	\$7,312,030	\$7,543,728
Paraffin	8,858,844	8,859,964
Wood manufactures	11,617,690	12,981,112
Chemicals, etc.	12,141,011	13,355,694
Agricultural implements	16,286,740	22,749,635
Leather, and manufactures of.....	29,798,323	33,980,615
Cotton manufactures	32,108,362	22,403,713
Copper	41,218,373	57,142,079
Mineral oils, refined	66,218,004	72,487,415
Iron and steel manufactures	98,552,562	111,948,586

III.

EUROPE'S SHARE.

Let us examine now Europe's share in the commerce of the United States.

From 1870 to 1902 Europe's share in the import trade of the United States remained at about 50 per cent. of the total of such trade. The following are the figures for recent years :

Year.	Europe.	Per cent.	Grand total.
1900	\$440,567,300	51.84	\$849,941,200
1901	429,620,400	52.19	823,172,200
1902	475,161,900	52.60	903,320,900
1903	547,226,887	53.35	1,025,719,300
1904	498,172,632	50.26	991,090,978

Europe's share in the export trade of America has been about three-fourths, as is seen by the following table :

Year.		Per cent.
1890	\$683,736,400	79.74
1900	1,040,167,763	74.60
1901	1,136,504,605	76.39
1902	1,008,033,981	72.96
1903	1,029,256,657	72.48
1904	1,057,901,618	72.42

The average for the years 1899-1902, for the total exports of manufactures is \$396,400,000, and for the exports of manufactures from the United States to Europe \$206,800, that is to say, more than 52 per cent.; consequently, Europe represents more than half the total market for manufactures from the United States.

The following table shows the amount of manufactured goods sold to the various grand divisions during the fiscal year 1903 :

1903.		Per cent.
Total value	\$407,526,159	.....
Europe	195,013,031	47.85
North America	106,315,643	26.10
Asia	38,003,371	9.33
Oceania	24,557,604	6.03
South America	27,213,426	6.68
Africa	16,423,084	4.03

The annual average of export was, during the decennial period 1881 to 1890, \$750,146,300; and during the decennial period 1891 to 1900, \$1,006,182,541, showing an increase of 34 per cent.

The increase of manufactures was still more considerable. Annual average value of manufactures exported:

1881-1890	\$136,017,100
1891-1901	257,610,000

This is, an increase of.....\$121,592,900 or 89 per cent.

As the average distribution has been in about the same proportion during all that priod, it is easy to see that the share of manufactured articles exported to Europe retains the same proportion. It follows logically that it will be about doubled. Admitting that the proportion does not increase according to the rates hitherto attained, the annual average of goods manufactured and exported to Europe should amount during the new decennial period to more than 389 million dollars.

W. H. Handley, United States Vice-Consul at Trinidad, in a recent report stated that the commerce of the United States with South America had only increased by 5 per cent. from 1890 to 1902, while with the rest of the world the export had more than doubled during the same period, and that more than half was destined for Europe. He even voiced certain complaints against the inhabitants of South America: "We supply them with funds which enable them to buy from other people things which we sow and manufacture."

The efforts made by the United States to develop its exports of manufactures to South America have failed to raise it above the fourth rank or in exceeding in 1903 27 million dollars, whereas exports of manufactures to Europe amounted in that year to 195 million dollars. The South American trade therefore is as 100 to 722 for that to Europe. Why? It is because Europe represents a collection of rich and densely populated countries, and the fortune of a merchant, whether an individual or a nation, lies in the wealth of its customers.

Western Europe contains a reserve capital exceeding that of all other nations; it can pay for what it buys. The population is dense and the distances are small. London is less than seven hours distant from Paris. The 209 miles which separate Brussels from Paris are insignificant. Basel, which is the junction of the lines running to Switzerland, Italy via Milan, to Austria and Bavaria, is only 337 miles from Paris, whereas it is 394 miles from Antwerp and 362 miles from Berlin. Zurich is 393 miles from Paris; Milan, via Turin, is 585 from Paris. Cologne is 305 miles from Paris and 362 miles from Berlin. Strasburg is 313 miles from Paris and 492 from Berlin. Frankfort is 424 from Paris and 338 from Berlin. Munich is 572 from Paris and 483 from Berlin. But the distance is less from New York to Paris than from New York to Bremerhaven or Hamburg. The distance from New York to Havre is 3,095 nautical miles and to Bremerhaven 3,560, or a difference of 575 nautical miles or 546 statute miles. The inhabitants of these various centres are able easily to communicate with one another, and they have many needs. They have greater facilities than any other in the world for supplying them. England, Germany, France, Belgium, Switzerland and Northern Italy are customers who can afford to pay. Do they buy as many American goods as they ought and would like to do? We will look into this question later.

IV.

THE SHARE OF FRANCE.

What is the share of France in the trade of the United States?

*Imports and Exports of Domestic and Foreign Merchandise
Twelve Months ending June, 1902, 1903 and 1904.**

EXPORTATIONS FROM THE UNITED STATES :

	To France.	To Europe.	Grand total.
1902	\$71,512,900	\$1,008,003,900	\$1,381,719,400
1903	77,285,200	1,029,526,600	1,420,141,600
1904	85,005,700	1,057,901,600	1,460,868,000

IMPORTATIONS INTO THE UNITED STATES :

	From France.	From Europe.	
1902	\$82,880,000	\$475,161,900	\$903,320,900
1903	90,050,000	547,226,800	1,025,719,300
1904	81,134,000	498,172,600	991,090,900

France stands third in order among European countries in both the exports and imports of the United States; as regards the world outside Europe, it is only surpassed by British North America as a market for United States products.

Americans have not failed to banter the French on the alarm which the latter felt at the passage of the McKinley tariff, showing that French imports into the United States have grown in volume since the enactment of that law. In 1896-97 the imports into the United States from France were \$67,530,200; the annual average from 1902 to 1904 is \$84,686,000, or an increase of 25 per cent.

In the same way the increase of the French tariff and the absence of commercial treaties have not prevented American exports to France showing an increase. Excluding from consideration the exceptional wheat exports of 1897-1898, exports to France have shown a steady gain during the past decade and reached eighty-five millions of dollars in 1904.

*Of the total trade (imports and exports) the foreign products were \$27,040,000 in 1903 and \$25,696,000 in 1904.

The exportation of American manufactures to France was, in 1892, \$6,049,000; it rose to \$11,556,000 in 1897 and since that year has been as follows:

1898	.....	\$13,622,867
1899	.....	15,159,024
1900	.....	26,755,252
1901	.....	17,046,702
1902	.....	15,127,456
1903	.....	16,786,719

There is in these figures an exceptional year, that of the Paris Exhibition of 1900. But that shows what further development the exports of manufactures from the United States could gain if there were established a permanent exposition and a business center such as proposed herein; since the average of the three years, 1897-99, which was \$13,446,000, showed in 1900 an increase of \$13,309,000, that is, an increase of 100 per cent.*

The following table shows the leading exports from the United States into France during the last twelve months ending June 30, 1904:

PRINCIPAL EXPORTS FROM THE UNITED STATES TO FRANCE.

	Quantities.	Values.
Agricultural implements .....	.....	\$3,063,000
Books, maps, engravings .....	.....	63,477
Corn (bushels)	588,342	274,600
Wheat (bushels)	765,808	611,785
Wheat flour (barrels)	2,351	10,351
Cycles, parts of .....	.....	76,000
Cars, passenger and freight for railways.....	.....	118,307
Clocks and watches .....	.....	3,264
Coal and coke, anthracite (tons).....	6	27
bituminous	13,377	41,733
Copper, ingots, bars, plates, and old (pounds)..	78,157,647	10,166,304
Cotton unmanufactured (bale).....	712,946	42,910,729
(pounds)	367,142,936	.....
Manufactures of clothes (yards).....	34,012	1,615
Other manufactures of cotton .....	.....	11,196
Fertilizers	111,844	656,668
Fruits and nuts .....	.....	2,451,720
Furs and fur skins.....	.....	57,439
Hides and skins other than furs (pounds)....	3,169,237	291,613
Instruments and apparatus for scientific purposes .....	.....	240,393
Builders' hardware, including saws and tools..	.....	326,855
Electrical machinery .....	.....	113,173

*For tables showing details of exports to and imports from France from 1894 to 1904, see appendix.

	Quantities.	Values.
Sewing machines		143,714
Typewriting machines and parts of.....		342,960
Leather and manufactures of (upper leather)..		534,039
Boots and shoes (pairs)	30,817	87,553
Oil cake and oil cake meal (pounds).....	53,094,870	609,385
Oils (gallons) mineral crude.....	66,212,481	3,860,962
mineral refined	17,784,733	2,084,697
Cotton seed (gallons)	5,143,425	2,115,363
Paper and manufactures of.....		41,452
Paraffin and paraffin wax.....	502,654	25,765
Meat products (beef, canned). (pounds).....	350,355	31,045
Beef, salted or pickled (pounds).....	193,320	10,384
Tallow (pounds)	9,089,713	463,514
Hog products, bacon (pounds).....	912,638	92,769
Hams (pounds)	34,175	3,865
Pork (fresh and salted)	89,837	8,220
Lard	7,865,240	624,238
Seeds		53,448
Tobacco (pounds)	33,769,535	2,818,183
manufactures of		8,930
Timber and unmanufactured wood.....		516,459
Lumber (boards, deals, joists, etc., M. ft.)...	33,994	757,690

The distribution of chemical products is not yet available by countries for the twelve months ending June 30, 1904, but the United States exports of such articles to France was \$201,202 in 1901, and \$132,963 in 1902.

An amount of export business which oscillates in the region of \$80,000,000 has an importance upon which it is not necessary to dwell.

Without entering upon the political aspect of any fiscal policy, it is worth while recalling that the convention between France and the United States of May 28, 1898, has applied only Article 3 of the Dingley Tariff to certain French products and has accorded the minimum French tariff to tinned meats, table fruits, either fresh, dried or preserved, with the exception of raisins; ordinary wood in the rough, planed or sawed; to wood paving blocks, to hops, to pork products and to suet. Petroleum enjoys the minimum tariff. Raw cotton and other raw materials do not pay customs duties. In order to profit by the clause of the Dingley Tariff which stipulates that the President of the United States, together with the Senate, is authorized to conclude conventions with foreign powers based upon reciprocity, provided that the reductions of duty do not amount to more than 20 per cent., France concluded a convention with the United States on July 24, 1890. She forth-

with accorded the minimum tariff to all American products save 23 specified articles. The convention was for a period of five years. It has never been ratified by the American Senate.

The proportion of French trade with the United States has in the last five years been as follows :

	Imports from U. S.	Exports to U. S.
1899	8.91 per cent.	4.91 per cent.
1900	8.59 do	5.98 do
1901	9.17 do	5.29 do
1902	9.18 do	5.18 do
1903	8.78 do	5.44 do

The order of importance of the principal countries as to the total commerce imports and exports of merchandise during the year ending June 30, 1902, is as follows :

United Kingdom	1
Germany	2
British North America	3
France	4

American Consuls complain with reason of the "entrepôt surtaxe," of France which is applied not only to American products but to all products of other than European origin. It is not a question of "surtaxe," but of a tax which is applied, without exception, to all merchandise, dutiable or not dutiable, which has not been imported into France directly from an extra-European country. Thus, Brazilian coffees, imported from New York into Havre, pay the ordinary duties of Brazilian coffees, but if they be first unloaded in London, Antwerp or Hamburg, or any other European port, they pay in addition a duty improperly called "entrepôt surtaxe."

We may safely say that this entrepôt surtaxe is one of the customs duties which it is a great deal easier to suppress than were the sugar bounties; yet M. Yves Guyot succeeded in obtaining the suppression of those bounties. As the tax is even more irksome to the English mercantile marine than to the American, and as it only affects a small number of French ship-owners, to whom it has been no real benefit; and as the reduction of the English duty on wine inter-

ests 1,900,000 French wine growers, it is easy to foresee that a convention established on a basis of reciprocity here indicated, could be concluded if Mr. Chamberlain's policy is defeated at the next English election.

But we shall put to one side the modification which eventual change of tariff may produce in the existing conditions, and only consider the question under present tariff conditions. Are American exports to France, and to Europe in general, as great as they might be? We have seen that there is a tendency to increase. Have Americans done everything necessary for this development? As to that, we shall remain silent and let American Consuls give their opinion on that point.

But before taking up that subject, we offer the reader the following suggestive table:

EXPORTS FROM THE UNITED STATES TO EUROPEAN COUNTRIES, 1894 AND 1904, SHOWING ACTUAL INCREASE AND PERCENTAGE OF INCREASE.

Countries.	1894.	1904.	Increase.	Per cent of increase.
	<i>Dollars.</i>	<i>Dollars.</i>	<i>Dollars.</i>	
United Kingdom	431,059,267	537,781,207	106,721,940	24.8
Germany	92,357,163	213,723,593	121,366,430	131.4
Netherlands.....	43,570,312	72,148,393	28,578,081	65.6
France.....	55,315,511	85,005,693	29,690,182	53.6
Belgium.....	28,422,989	40,841,561	12,418,572	43.7
Italy.....	13,910,620	35,714,055	21,803,435	156.7
Denmark.....	5,050,837	14,004,921	8,954,084	177.2
Spain.....	13,122,906	15,675,011	2,552,105	19.4
Sweden and Norway	4,391,046	11,508,332	7,115,286	162.0
Austria-Hungary.....	527,509	8,214,942	7,687,433	1,457.3
Russia on Baltic and White Seas.....	6,273,623	16,396,137	10,122,514	161.3
Portugal.....	5,194,231	1,935,078	<i>a</i> 3,259,153	<i>a</i> 62.7
Russia on Black Sea.....	553,852	2,663,943	2,110,091	380.8
Gibraltar.....	508,086	435,581	<i>a</i> 72,505	<i>a</i> 14.3
Malta, Gozo, etc.....	.....	359,539	359,539	.....
Azores, and Madeira Islands.....	294,933	281,818	<i>a</i> 13,115	<i>a</i> 4.4
Turkey in Europe	85,166	461,351	376,185	441.7
Greece.....	124,449	242,229	117,780	94.6
Switzerland.....	17,124	271,266	254,142	1,484.1
Roumania.....	91,198	238,918	147,720	161.9
Greenland, Iceland, etc.....	.....	50	50	.....
Servia.....	.....	.....	.....	.....
Total Europe.....	700,870,822	1,057,901,618	357,030,796	50.0

a Decrease.

V.

THE OPINION OF AMERICAN CONSULS.

The necessity for Americans themselves to state the origin and quality of their products is clearly shown by the following extracts from consular reports.

Mr. Albion W. Tourgee, Consul at Bordeaux, says :

“The French dealer does not advertise the fact that he sells American goods. He has a certain timidity about letting it be known that he sells foreign wares. The result is that no one could answer the question so often asked by American manufacturers: ‘Who are the leading importers of American goods in Bordeaux?’ The fact is not advertised in the papers nor in any other way. If one should walk the streets and read all the signs, he would hardly find a house which makes known the fact that it handles American goods of any kind.”

The observations of the Bordeaux Consul apply to all towns, Paris included, and not only to French but to all European towns, as the reports of other Consuls show.

Speaking of agricultural implements, the Consul of the United States at Bordeaux, said :

“It is a matter of surprise to some of our American manufacturers of agricultural implements that their sales have not increased more in this portion of France.”

He gave the reason for this :

“Many of our producers have been content to dump their wares on the French market and leave them to make their way without oversight and assistance, not reflecting that the French jobber has no special interest in pushing them. To achieve the best results, American energy should go with American goods.” (Commercial Relations, 1902, v. 2, p. 125.)

Mr. Thackara, Consul at Havre, speaks of the advantages

to be derived from a commercial arrangement, and of the suppression of the regulation by which goods coming indirectly from a country pay a larger duty than those coming directly. Thus, goods from the United States unloaded at Southampton would, coming into Havre, pay a duty added to the customs duty, explained above. The law will probably be modified, but as Mr. Thackara well says :

“The question arises whether, under the present conditions, more of our manufactured goods could not be exported to this country. My answer would be in the affirmative, considering the good quality, the low price and the efficiency of American-made products. The methods which American manufacturers use in introducing their goods in France, however, do not compare favorably with those they employ in their own markets.

“Take France as an example of a country in which there is a good field for an increase in our trade in manufactured goods. I speak of manufactured goods, for the exportation of our food products, cereals and raw materials must continue to augment proportionately to the development of our natural resources, to supply the normal increase in demand. According to the official French customs statistics, the total imports into France in 1901 were valued at \$910,000,000, of which the United States contributed \$93,000,000, a fraction over 10 per cent. We sent to France 15 per cent. of her wood imports, 20 per cent. of the machines and machinery imported, 5.5 per cent. of the tools and hardware, 11.8 per cent. of the chemical products, 18.75 per cent. of the oil cake, and 7 per cent. of the rubber goods received. The imports of paper pulp, jewelry, watches, clocks, pottery and glassware from the United States were so comparatively small that they were included under the general term of other articles. Now the question is whether the above percentage can be increased. I think it can.

“I doubt very much if there are over 50 of our manufacturing concerns which are properly represented in France. I mean that there are not over the above number of American houses which have had agents in the country since 1860.

who canvass their various districts to advertise their goods and to solicit orders.

“American ice-cream freezers for family use can be bought in several of the department stores of Havre; but if you want a household refrigerator, the use of which is constantly increasing in France, you would find one store which keeps them, but only one make, and that not of the best. If you wanted an American base-burner stove, you might perhaps find one or two French imitations on sale, but to have the genuine article, if you happened to know the agents of American stores in Paris (for they are not advertised), you could write and would receive a catalogue in reply, from which a selection could be made. If the stove chosen was in stock, you would receive it in about a week. If not on hand, you would have to wait at least six weeks.

“Two of the best makes of American lawn mowers can be bought in Havre. American-made shoes are being more extensively displayed in the shop windows, but good assortments are by no means kept in stock. I have never seen American fire and burglar proof safes on sale in this city, nor have I ever heard of one being used.

“American building hardware, locks, etc., are also but little known in the French provincial towns; neither are American sporting implements. In the past five years, outdoor sports have become very popular in France.”

He concludes as follows:

“What the future of our export trade will be when our exporters have reduced the exploitation of their goods abroad to an exact science, as our German and English competitors have done, would be hard to forecast. In my opinion, the outlook is rose.” (Commercial Relations, 1902, v. 2, p. 175.)

All the consuls are agreed upon the probability of the development of American exports, the cause which stands in the way of that development, and upon the modifications that should be introduced into existing methods.

The following is what Mr. Wm. A. Prickett, Consul at Rheims, says:

"The agricultural implement stores, particularly, are full of American goods. I received a letter recently from the Paris agent of an American furniture house stating that American desks are now on sale at one of the large department stores in Rheims. American bicycles, carpet sweepers, glassware, meat grinders, sewing machines, typewriters, etc., are seen in the show windows.

"This consular district has no port of entry; the merchants are not familiar with custom-houses, and make very few, if any, direct importations. They wish to see the articles offered for sale and to know just what they will cost, in French money, delivered at their stations." (Commercial Relations, 1902, v. 2, p. 231.)

Mr. W. P. Atwell, Consul at Roubaix, says:

"Labor saving machinery is especially in demand; also hardware, office supplies, bicycles, typewriters, motor cars, farming implements, buggies, etc. In order to facilitate the sale of these goods, a thoroughly competent agent is necessary."

Mr. Hilary, Vice-Consul at St. Etienne, in his report of Feb. 5, 1904, apropos of the International Exhibition at St. Etienne, says:

"Without limiting the lists, I would suggest that displays in the following named lines would be especially well received: ribbon looms, vehicles and trams, footwear, locks, carpenters' tools, saws, hickory handles, spokes, etc., farm tools, ploughs, grain drills, mowers, reapers, thrashers and winnowing mills, box making machines (wood and cardboard), typewriters and cash registers, corn products, fishing rods and paraphernalia."

Mr. Skinner, Consul-General at Marseilles, says:

"Last year I am told that the United States produced from 50,000 to 75,000 bushels of macaroni wheat, and the crop of 1902 should be twenty times greater. Thus far, four or five domestic milling companies have bought the wheat being grown; so that none has been placed on the European market. When we have fully solved all the problems connected with the manufacture of semolina and

macaroni, I do not see why we should not become the greatest edible-paste consuming people in the world. With the already existing demand for so-called health foods, I do not see why an article of diet that is good, cheap and nourishing should not become a staple and indispensable household article." (Commercial Relations, 1902, v. 2, p. 196.)

It is not only the Consuls in France who employ similar language. Mr. George Gifford, Consul at Basel, says:

"It is thus our manufactured goods, especially machines, tools, iron and shoe ware, that by permanent or increased sales, have kept our exports to this country up to the normal standard. It is worth while to note the fact that the increase of about three-quarters of a million dollars in the American imports into this country in 1901, as compared with 1900, has taken place under such disadvantages as may have arisen from the application of the general Swiss tariff to American goods since the month of October of the latter year. It was predicted in these reports, at the time when we lost the benefit of the conventional tariff by the termination of our commercial treaty with Switzerland, on the initiative of the United States, that the immediate consequence to our trade would not be very serious. But in no quarter was it supposed that our sales could actually increase, in spite of a change in the tariff which affected rather unfavorably some few articles of considerable importance.

"One may fairly conclude, then, that a trade that can increase during a year of decided commercial depression and when impeded by the application of higher import duties and a greatly diminished demand for agricultural products, is on a tolerably solid basis and has no discouraging outlook for the future.

"The official returns of imports from the United States during the year 1901 indicate an extremely encouraging state of things with reference to the future of our trade with Switzerland." (Com'l Rel., 1902, v. 2, p. 712.)

Mr. Leo J. Frankenthal, Vice and Deputy Consul at Berne, says:

"It is with satisfaction we note that the imports of manufactured goods from across the Atlantic have increased from \$540,000 ten years ago to \$2,100,000 in 1901. It is impossible to ascertain the amount of American goods brought into Switzerland and credited to other countries through which they have passed, but the sum would undoubtedly swell considerably the total value of manufactured articles imported from the United States. The following figures, taken from Swiss sources show the imports of certain manufactured articles from America for the years 1892 and 1901 respectively:

IMPORTS OF MANUFACTURES FROM THE UNITED STATES:

Articles.	1892.	1901.
Total machines	\$27,400	\$442,000
Agricultural machines	1,600	212,000
Tool machines	3,000	40,200
Bicycles .....	.....	41,800
Ironware	23,000	151,000
Fine leather shoes .....	.....	20,400

"The entire import from the United States in 1901 was valued as \$11,833,000, of which 3.6 were raw products, 2.6 food stuffs, and 1.6 manufactures. Our share of the Swiss trade 5.84 per cent. of the total, while Switzerland sold us 10.51 per cent. of her exports." (Com. Rel., 1902, v. 2, p. 725.)

Mr. William Jarvis, Consul at Milan, shows also the opportunities of development in American trade, as also the causes which prevent that development, notably the failure to have samples on hand. He says:

"It is when dealing with small articles or samples that this annoyance is most manifest. A merchant wishing to import requires samples. He is not unwilling to pay for these when of value, but the extra cost incurred in freight and the handling by different forwarding agents brings up the price far beyond anything ever contemplated. On the next occasion he seems to prefer getting his samples from a European country, within a few days, at very little expense, and with possibly a prompt visit from a salesman anxious to make a deal with him and ready to give him

The Consuls reproach the American trader also with the failure to protect "by valid French patents." This is the fault only of the manufacturer who should not be surprised to find his market after a time occupied by a lighter and less durable implement of the same general character, at a lower price. It is an irreparable mistake. If he failed to take out a patent within the time prescribed by law—that is, within seven months after the issue of his American patent—there is no remedy. The Consul of Bordeaux quotes one example: "The attempt to introduce washing machines received a set-back because of defective patent."

The Hon. Nelson W. Aldrich, United States Senator, speaking at the fourth annual meeting of the American Academy of Political and Social Science (1900), said:

"From a national standpoint it is clearly unprofitable for us to send abroad to other industrial countries our crude materials and food in exchange for manufactured articles in the production of which we have equal natural advantages. If our agricultural products could be first transformed into finished manufactured articles and then exported, great saving in the cost of transportation and other expenses would result but the indirect consequences, from an industrial standpoint, would be even more important."

The following fact shows that America can sell at the same time both raw materials and the machines with which to work them, and yet preserve a market for manufactures.

A French engineer, M. Paul See, in a work bearing the dramatic title "The American Peril," 1903, testifies to the utility of American machinery for the manufacture of shoes and shows how such machinery is far from being utilized to its full capacity in France. He says:

"I have just constructed two large shoe factories, one at Blois and another at Tours. All the machines are American, and fresh machinery is arriving from America every week. I was compelled to organize a special system of rapid unloading and special hoisting apparatus simply for the purpose of handling the cases of American machines. Moreover, the firm in question, the most important in France, prides itself on the perfection of its work. The manufac-

turer decided, with his eyes closed, to buy all the new machines that were offered to him. But it is not everything to have the most perfect machinery. The workmen must be taught to use it properly and that is where we fail. At Blois I saw a machine which placed the uppers on the sole, making a shoe in two minutes. This is what the manufacturer said to me: 'There is a machine costing 10,000 frs. In America the work is so organized that the machine goes the whole time. I can not manage to keep it going more than an hour a day. My workmen and my foremen do not understand it. Just realize, too, the loss of interest and capital which that represents, compared with what my American competitor is able to accomplish. Nevertheless, the European shoe manufacturer must get his machinery in America or disappear.' " (P. 82.)

There is room, not only for American machines but for the products of those machines.

Mr. Albion Tourgee, Consul at Bordeaux, in a report of Feb. 2, 1904, calls the attention of Americans to the following conditions:

"Cheapness is not everything. Appearance and adaptability are very often more important, and both of these may be made effective by continued persuasion and use. The Frenchman is not accustomed to such precipitancy. His mind is not made up in a minute." (Monthly Consular Reports, May, 1904, p. 348.)

Mr. Thackara makes the following observation, which is true of all peoples everywhere:

"Spasmodic attempts to create foreign trade are never successful. If our manufacturers really desire to secure outlets abroad for their products, they should make systematic efforts, based on sound business methods, to do so. They should become conversant with the needs and mode of life of the foreigners to whom they wish to sell their wares and then furnish goods which will be acceptable." (Commercial Relations, 1902, v. 2, p. 172.)

From the above observations of American Consuls, which could be multiplied indefinitely, it will be seen that for

Europe, what is most needed is a permanent establishment where European merchants could come and make their purchases with no more difficulty than they at present experience in making purchases of French traders or manufacturers.

But before entering upon this final division of our subject, we would call the reader's attention to this important table:

YEARS.	Exports from the United States to France.		Exports from the United States to Europe.		Total exports from the United States.
	Total.	Per cent of total exports.	Total.	Per cent of total exports.	
	<i>Dollars.</i>		<i>Dollars.</i>		<i>Dollars.</i>
1830.....	10,847,456	14.69	48,175,248	65.24	73,849,508
1840.....	19,636,200	14.87	98,930,684	74.89	132,085,946
1850.....	17,670,355	11.63	113,862,253	74.96	151,998,720
1851.....	20,776,984	9.51	171,009,932	78.31	218,888,011
1852.....	18,516,149	8.83	165,140,809	78.77	209,658,366
1853.....	22,288,842	9.65	175,493,102	75.99	230,976,157
1854.....	25,199,958	9.14	208,483,267	75.59	275,796,320
1855.....	29,115,728	10.58	200,761,143	72.95	275,156,846
1856.....	35,338,081	10.81	247,255,187	75.62	326,964,908
1857.....	31,637,969	8.72	276,098,810	76.07	362,960,682
1858.....	28,108,950	8.40	242,627,080	74.74	334,644,421
1859.....	29,600,665	8.31	268,199,351	75.17	356,789,462
1860.....	38,539,303	9.63	310,272,818	77.54	400,122,296
1861.....	14,729,100	5.91	170,339,184	68.31	249,344,913
1862.....	19,823,427	8.62	157,741,886	68.60	229,938,985
1863.....	14,307,486	4.31	227,456,975	68.51	332,008,582
1864.....	12,512,173	3.68	222,809,420	65.47	340,292,139
1865.....	11,078,611	3.11	201,758,310	59.92	355,857,344
1866.....	51,312,103	9.08	458,310,344	81.05	565,423,394
1867.....	34,417,166	7.46	354,932,412	77.30	461,333,736
1868.....	26,416,991	5.54	365,392,235	76.62	478,902,839
1869.....	33,114,408	7.54	328,059,182	74.71	439,134,529
1870.....	45,556,247	8.60	420,184,014	79.35	529,519,302
1871.....	26,652,608	4.51	479,738,693	81.19	560,978,550
1872.....	31,432,118	5.50	450,167,843	78.71	571,989,467
1873.....	33,781,506	4.99	539,061,323	79.61	677,282,074
1874.....	42,984,311	5.99	572,511,479	79.87	716,819,392
1875.....	33,632,727	5.05	533,544,921	80.17	665,528,391
1876.....	39,792,702	5.97	538,322,835	80.81	666,226,441
1877.....	45,139,918	6.43	557,244,615	79.38	701,948,087
1878.....	55,319,138	7.44	597,774,959	80.39	743,646,553
1879.....	89,669,627	12.17	594,189,272	83.50	736,634,834
1880.....	100,063,044	11.97	719,433,788	86.10	835,638,658
1881.....	94,197,451	10.44	766,113,798	84.96	902,377,346
1882.....	50,010,818	6.66	600,100,498	79.96	750,542,257
1883.....	58,682,223	7.12	659,867,396	80.10	823,839,402
1884.....	50,899,885	6.87	583,795,462	78.84	740,513,609
1885.....	46,708,950	6.29	599,240,748	80.75	742,189,755
1886.....	41,981,746	6.18	541,373,039	79.67	679,524,830
1887.....	57,257,670	7.99	575,300,326	80.33	716,183,211
1888.....	30,210,308	4.34	549,092,503	78.88	695,954,507
1889.....	46,120,041	6.21	578,902,520	77.98	742,401,375
1890.....	49,977,024	5.83	683,736,397	79.74	857,828,684
1891.....	60,693,190	6.86	704,798,047	79.73	884,480,810
1892.....	99,126,707	9.62	850,623,150	82.60	1,030,278,148
1893.....	46,619,138	5.50	661,976,910	78.10	847,665,194
1894.....	55,315,511	6.20	700,870,822	78.57	892,140,572
1895.....	45,149,137	5.59	627,927,692	77.76	807,538,165
1896.....	47,040,660	5.33	673,043,753	76.26	882,606,938
1897.....	57,594,541	5.48	813,385,644	77.39	1,050,993,556
1898.....	95,459,290	7.75	973,806,245	79.07	1,231,482,330
1899.....	60,596,899	4.91	936,602,093	76.33	1,227,023,302
1900.....	83,335,097	5.98	1,040,167,763	74.60	1,394,483,082
1901.....	78,714,927	5.29	1,136,504,605	76.39	1,487,764,991
1902.....	71,512,984	5.18	1,008,033,981	73.96	1,381,719,401
1903.....	77,285,239	5.44	1,029,256,657	72.48	1,420,141,679
1904.....	85,005,693	5.82	1,057,901,618	72.42	1,460,868,185

VI.

THE UNITED STATES AT THE PALAIS ROYAL.

The proposal which we now submit to the commercial world of the United States has been suggested by the manner in which the great business houses organize their sales by means of a central agency which establishes sub-agencies in the various states.

The merchants of the United States could co-operate, each preserving his individuality, for the foundation of a Central Agency in Paris, which would have branches throughout Europe.

There is in the heart of Paris a great building where the fashionable classes of the entire world used to meet during the latter half of the Eighteenth Century and almost up to the end of the Nineteenth. That edifice is the Palais Royal, the shops of which are all situated under a long covered gallery of 188 arcades. The two side galleries are each about 721 feet long, and the end galleries uniting them about 328 feet.

This vast edifice was built after the plans of the celebrated architect, Louis, from 1781 to 1784. Elegant and well built, the interior can safely be modified in any way desired. The buildings can be devoted to any purpose. It would be possible to fit up a hotel with internal arrangements which would surpass any hotel in Paris. Sales rooms, show rooms, stores and offices, could all be installed, and all connected by the large covered galleries. The stores on the ground floor occupy an area of 5,394 square metres, or, in round numbers, about 58,127 square feet. The area of the second and third floors is 86,114 square feet for each floor. The third floor is situated over a superb upper gallery at present let out in flats to well-to-do people, and which could be much improved. The internal arrangements could be modified to suit the tastes of prospective tenants.

The walls of the Palais Royal have been so constructed as to lend themselves to all the internal modifications which the tenants desire, and we can guarantee that these buildings are in every way fit for such changes as may be found necessary.

After a careful examination made by persons of undoubted competence, we estimate that to successfully promote this plan it is necessary that the rents should realize a figure of half a million dollars per year. With this rent assured, a French real estate company stands ready to place at the disposal of an American company the buildings on the three sides of the quadrangle enclosing the garden of the Palais Royal. The fourth side, the portion called the Galerie d'Orléans, is the property of the State.

If we take this proposed rental of \$500,000 and divide it by the number of available square feet on the three floors, i. e., 230,355, we find this amounts to \$2.17 per square foot.

It is hardly possible to establish a comparison of the rental value of such a group of buildings by giving the rental value of buildings in the same district. However, as an indication, it may be mentioned that the stores of the Louvre, one of the galleries of which overlooks the Place du Palais Royal, cover 13,616 square feet. The stores are assessed for a rent of \$182,100. Taking only the area of the shops on the ground floor of the Palais Royal, which is 58,127 feet, or \$8.61 per square foot, and comparing it with the Louvre store which rents for \$13.37 per square foot, we find the rent of the Louvre 55 per cent. higher.

The Palais Royal is situated in the heart of Paris, less than 400 yards from the Stock Exchange, the Government Bureau of Foreign Commerce and the Paris Chamber of Commerce; near the Bank of France, the Central Post Office, the Central Telephone Station, that part of the Louvre Palace occupied by the Ministry of Finance, the Produce Exchange, the great Central Market, and thus stands at the intersection of traffic going east, west, north and south.

An incontrovertible fact will demonstrate the dominating position of the Palais Royal in Paris. The district is bordered on the south by the Rue de Rivoli from Nos. 164 to

198; on the north by the Rue des Petits Champs; on the east by the Rue Croix des Petits Champs and the Rue Marengo; on the west by the Rue St. Roch. The "Livre Foncier de Paris" (Table 3 of the 2d part), published by the Direct Taxation Commission, gives the value per square metre in 1901, whether built upon or not, and not including the buildings, of the real estate of Paris. The most valuable land in Paris is there shown to be that of the Gallion quarter (in the 2d Ward), contiguous to the Palais Royal quarter, namely, 1,041 frs. the square metre. Then comes the Palais Royal quarter, namely, 931 frs. the square metre. Though this quarter contains certain great establishments, stores and hotels, it contains also many old and narrow streets of small residential attractiveness.

The total area of Paris is 41,576,329 square metres, worth 7,224,498,000 frs., or 174 frs. the square metre. Between the average price of land in Paris and that of the Palais Royal quarter there is thus a difference of 757 francs. In other words, the value of land in the Palais Royal quarter is as 535 to 100 when compared with the price of land in the rest of Paris taken as a whole.

If we examine what charge this rental of a half million dollars would constitute upon the existing export trade of the United States to France, we find, in taking \$80,000,000 as the average of the last three years, that it is 0.62 per cent.

If this charge be limited to the export of manufactures, we find that since the export trade to France in the years 1900-1902 was \$19,000,000, the percentage is $2\frac{1}{2}$.

From this we might erroneously conclude that a rental of \$500,000 represents a charge of $2\frac{1}{2}$ per cent. on the existing export of manufactures into France. The conclusion however would be wrong for the following reasons:

1. Because in the Palais Royal it would be possible to exhibit and place on sale other articles than those which are comprised in the general term manufactures, such for instance as fruits, furs, preserved meats, bacon, lard, etc.

2. Because a portion of the Palais Royal could be transformed into a hotel run upon the most modern American

lines and because a portion of the buildings could be employed for offices of American concerns, banks, insurance companies, perhaps an international newspaper, clubs, etc.

3. Because such a business center established in Paris would cover not only France but the whole of Central Europe and the United Kingdom.

CONCLUSION.

The proposal which we make is simply the application of advice so familiar in the mouths of the American Consuls. For spasmodic, irregular and isolated effort it substitutes a systematic, organized and permanent action. It will constitute a central agency for the trade of the United States in Europe. Buyers from all parts of Europe could come and see for themselves the nature of American products, could compare one with another and with similar European products, obtain samples, etc. The buyers could make observations and ask directly for such modifications as are necessary to adapt the American products to the needs and tastes of the French public, or the public of such other European countries as the buyer may represent. They would find on the spot all the information of which they might be in need.

The United States would make known by this concentration of their products their manufacturing capacity, not only to France but to the entire Old World.

To concentrate the European trade of the United States in an edifice which would serve at the same time as an exhibition, a show room, a retail store, a warehouse and an inquiry office, where each merchant would preserve the individual direction of his business and at the same time profit by certain general services and certain general expenses shared in common—such is the programme which we propose.

A development company would undertake the organization and administration of the sales rooms, show rooms, offices, etc., in such a way as to co-ordinate their common action while leaving each its autonomy. The Palais

Royal would become the great European Department Store of the United States.

This organization while consolidating existing interests and establishing permanent interests by commercial relations, would result finally in the accomplishment of that reciprocity so useful for the economic development of the United States of which Mr. McKinley spoke on the eve of his assassination, and which Mr. Roosevelt reiterated in his reply to the Committee of Notification of the Republican National Convention, when he said: "We believe in reciprocity with foreign nations on the terms outlined in President McKinley's last speech, which urged the extension of our foreign markets by reciprocal agreements." In a word, the Palais Royal would become a picture of the economic life of the United States for the information of Europe.

Our first step was to submit the foregoing project to the American Government. It has been carefully examined by both the Secretary of State and the Secretary of Commerce and Labor, and we are authorized to say that they cordially sympathize with and approve the general policy which the project is designed to carry out.

APPENDIX.

THE SUPERFICIES OF THE PALAIS ROYAL.

Description of the Property	Ground Floor			Upper Floor*		
	Frontage Metre.	Depth Metre.	Area Sq. metre.	Frontage Metre.	Depth Metre.	Area Sq. metre.
Rue Montpensier. No. 10-12	28.62	9.10	260.44	28.62	13	372.06
14	9.54	"	85.86	9.54	"	124.02
16	15.90	"	144.69	15.90	"	206.90
18	19.08	"	173.63	19.08	"	248.04
20	12.72	"	115.75	12.72	"	165.36
22	9.54	"	85.86	9.54	"	124.02
24	15.90	"	144.69	15.90	"	206.90
26	9.54	"	85.86	9.54	"	124.02
28	12.72	"	115.75	12.72	"	165.36
30	22.26	"	202.57	22.26	"	289.38
32	9.54	"	85.86	9.54	"	124.02
34	22.26	"	202.57	22.26	"	289.38
36	15.90	"	144.69	15.90	"	206.90
38-40	35.00	"	318.50	35.00	"	455.00
Rue de Beaujolais. No. 17	12.72	"	115.75	22.26	19.25	428.50
15	9.54	15.75	150.25	9.54	"	183.62
13	9.54	"	150.25	9.54	"	183.64
11	12.72	"	199.96	12.72	"	244.86
9	9.54	"	150.25	9.54	"	183.64
7	9.54	"	150.25	9.54	"	183.64
5	9.54	"	150.25	9.54	"	183.64
3	9.54	"	150.25	9.54	"	183.64
Rue de Valois. No. 43	22.00	9.10	200.20	22.00	13	286.00
41	12.72	"	115.75	12.72	"	165.36
39	15.90	"	114.69	15.90	"	206.90
37	9.54	"	85.86	9.54	"	124.02
33-35	19.08	"	173.63	19.08	"	248.04
31	9.54	"	85.86	9.54	"	124.02
29	9.54	"	85.86	9.54	"	124.02
27	19.08	"	173.63	19.08	"	248.04
25	9.54	"	85.86	9.54	"	124.02
23	9.54	"	85.86	9.54	"	124.02
21	9.54	"	85.86	9.54	"	124.02
19	19.08	"	173.63	19.08	"	248.04
17	9.54	"	85.86	9.54	"	124.02
15	12.72	"	115.75	12.72	"	165.36
13	9.54	"	85.86	9.54	"	124.02
11	15.90	"	144.69	15.90	"	206.90
9	12.72	"	115.75	12.72	"	165.36
7	12.72	"	115.75	12.72	"	165.36
Total.....			5,394.03			7,974.08

*There are three upper floors all of these same dimensions, without counting the garret floor. The present plan contemplates throwing them into two galleries with lofty ceilings.

EXPORTS FROM THE UNITED STATES TO FRANCE, DURING THE FISCAL YEARS ENDING JUNE 30, FROM 1893 TO 1903.

Quantities of Principal Articles Exported.

Articles exported.	1893.	1891.	1895.	1896.	1897.	1898.	1899.	1900.	1901.	1902.	1903.
Breadstuffs:											
Corn.....bush.....	1,198,492	2,316,428	621,101	4,661,279	7,092,156	11,447,980	5,236,194	5,297,212	4,458,029	296,296	2,112,716
Oats.....bush.....	195,119	1,602,728	187	1,422,193	3,759,637	10,245,201	437,382	4,460,355	4,905,576	1,767,712	.....
Wheat.....bush.....	7,494,384	8,701,100	1,596,781	122,009	264,422	30,611,289	2,232,190	1,237,247	1,139,525	3,324,015	8,097,780
Coal, bituminous.....tons.....	22,866	20,236	6	540	779	2,057	311	55,317	209,753	149,663	5,423
Copper:											
Ingot, bars, plates, and old.....lbs.....	12,536,800	28,642,776	37,379,108	36,106,205	56,270,720	60,656,376	48,172,635	78,285,861	48,959,179	48,685,756	56,158,516
Cotton:											
Unmanufactured.....lbs.....	284,029,370	305,426,882	395,349,541	239,132,586	358,012,469	421,018,981	401,703,208	368,046,012	377,164,561	387,836,553	403,336,496
Waste.....lbs.....	34,287	29,451	49,379	31,616	32,770	14,864	64,445	78,852	90,155	648,467	1,189,376
Fertilizers:											
.....tons.....	1,069,487	42,750	387,975	1,064,722	867,562	4,097,469	2,853,937	2,137,563	470,705	389,491	2,738,132
Fruits:											
Apples, dried.....lbs.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Prunes.....lbs.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Hides and skins, other than furs.....lbs.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Nickel: Oxide and matte.....lbs.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Oil cake and oil-cake meal.....lbs.....	11,184,641	26,171,735	7,737,491	11,950,796	31,703,258	67,343,237	66,397,448	60,872,508	52,021,484	66,698,342	43,606,292
Oils:											
Mineral—											
Crude.....gals.....	69,424,609	84,431,953	72,802,459	79,242,152	100,153,929	85,125,657	83,630,510	95,603,800	108,993,721	89,733,032	82,192,041
Refined.....gals.....	14,668,521	18,627,117	11,040,827	12,178,143	9,065,114	12,885,681	12,012,773	15,908,922	14,490,683	16,908,372	19,193,660
Vegetable—Cotton seed.....gals.....	1,205,108	1,275,132	2,463,994	4,848,810	10,464,382	14,383,581	16,969,352	13,566,564	9,989,420	6,935,259	6,233,672
Provisions—Meat and dairy products:											
Beef, canned.....lbs.....	2,655,843	1,394,306	6,761,639	5,387,610	1,111,143	422,017	354,534	1,276,739	678,504	823,776	400,371
Tallow.....lbs.....	8,413,395	7,144,510	847,759	8,589,220	18,823,188	6,003,964	15,803,083	12,246,023	2,830,542	2,830,542	7,437,705
Bacon.....lbs.....	12,230	663,049	9,296,962	3,613,704	1,979,586	2,370,965	12,306,110	2,221,663	2,755,224	845,484	447,546
Hams.....lbs.....	100,817	129,442	545,086	607,624	316,624	1,182,618	1,145,490	1,718,333	667,119	180,041	135,740
Lard.....lbs.....	16,344,945	29,841,320	34,665,800	32,093,211	20,934,590	21,307,239	32,312,597	31,174,577	15,471,922	7,559,774	4,346,321
Tobacco:											
Leaf.....lbs.....	39,389,405	38,252,334	34,943,161	33,729,243	23,762,881	22,016,208	23,656,171	38,584,428	37,751,056	31,829,220	51,557,215
.....gals.....	5,671	10,546	7,894	13,226	14,890	17,873	34,590	46,226	28,303	32,528	42,006
Whalebone.....lbs.....	44,635	56,423	131,435	110,341	47,181	50,102	78,170	135,219	108,663	128,907	88,986
Wood, and manufactures of:											
Timber—											
Sawed.....M feet.....	10,732	11,159	14,072	13,837	15,845	23,304	26,756	39,124	53,125	24,035	30,311
Hewn.....cubic feet.....	208,272	297,211	182,922	190,251	119,630	351,823	403,972	501,902	242,401	207,520	127,864

Lumber—	22,984	25,951	18,523	22,054	19,763	25,983	29,580	37,714	41,662	26,378	21,300
Boards, deals, and planks..M ft.	.....	.....	.....	.....	.....	4,401,582	4,676,024	5,297,248	8,603,591	14,950,628	16,619,357
Staves.....No	.....	.....	.....	.....	.....	1,701,301	1,369,330	1,393,541	2,056,986	1,868,724	2,727,014
Manufactures of—Wood pulp..lbs.	.....	.....	.....	.....	.....	33,600	1,044,218	5,105,940	506,189	.....	.....
Zinc: Pigs, bars, plates, and sheets..lbs.	294,713	288,125	.....	.....	1,051,701	.....	.....	.....	.....	.....	.....

Values of Articles Exported.

Articles exported.	1893.	1894.	1895.	1896.	1897.	1898.	1899.	1900.	1901.	1902.	1903.
<i>Dollars.</i>											
Agricultural implements.....	309,991	286,602	530,197	466,984	623,956	1,252,167	1,781,659	2,910,575	2,068,277	2,101,697	<i>Dollars.</i> 2,789,256
Art. works: Paintings and statuary.....	31,534	112,722	112,912	231,710	77,624	35,408	25,239	50,973	123,501	26,578	58,462
Books, maps, engravings, etchings, and other printed matter.....	28,169	69,705	60,996	54,647	44,613	30,454	38,473	87,404	84,300	74,098	78,348
Breadstuffs:											
Corn.....	596,664	1,115,015	306,689	1,624,054	2,112,628	3,995,687	2,060,101	2,103,572	1,950,546	180,730	1,020,309
Oats.....	86,131	545,110	81	364,028	912,325	2,919,279	136,955	1,257,541	1,515,856	649,645	.....
Wheat.....	6,010,911	5,992,151	945,584	81,769	185,006	32,566,250	1,675,339	930,955	871,237	2,431,393	2,381,162
All other.....	15,013	92,483	14,887	11,629	179,604	1,039,758	61,992	87,948	160,810	67,192	59,744
Cars, carriages, other articles, and parts of:											
For steam and other railways.....	.....	.....	.....	.....	1,150	33,641	31,184	493,292	142,282	95,386	3,904
Cycles, and parts of.....	.....	.....	.....	108,414	262,606	482,680	479,381	238,616	162,828	207,180	158,810
All other, and parts of.....	6,528	31,555	30,863	13,605	24,925	37,390	75,323	139,319	64,716	77,363	117,362
Chemicals, drugs, dyes, and medicines.....	81,306	125,746	98,776	80,827	80,712	81,775	119,584	175,119	215,488	143,049	96,154
Coal, bituminous.....	72,080	64,570	60	1,980	3,985	11,322	998	144,129	575,345	422,565	22,361
Copper: Ingots, bars, plates, and old.....	1,441,563	2,896,710	2,628,532	3,888,923	6,272,952	6,770,671	6,673,845	13,192,868	7,232,298	6,701,381	6,996,693
Cotton, and manufactures of:											
Unmanufactured.....	24,094,276	23,976,506	21,988,213	19,506,348	23,110,302	24,559,724	21,946,691	27,729,378	34,954,658	31,771,969	35,564,079
Waste.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Manufactures of.....	12,697	17,348	12,671	25,093	43,725	24,151	84,292	46,498	31,802	40,868	68,495
Fertilizers.....	223,926	251,685	419,561	199,065	279,005	83,130	400,569	536,726	473,852	28,664	24,912
Fibers, vegetable and textile grasses, manufactures of.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	432,045	476,329
Fruits and nuts:											
Apples, dried.....	32,196	25,207	3,809	19,322	20,718	82,200	17,637	104,896	37,627	8,298	36,345
Prunes.....	48,457	2,692	25,909	60,106	40,483	188,619	121,206	94,419	24,440	27,763	167,739
All other.....	62,938	38,172	46,774	114,350	260,897	258,811	113,564	199,389	2,655	65,845	907,290
Furs and fur skins.....	7,443	6,117	7,980	84,548	1,025	15,497	46,140	144,923	72,648	208,430	179,828

EXPORTS FROM THE UNITED STATES TO FRANCE, DURING THE FISCAL YEARS ENDING JUNE 30, FROM 1893 TO 1903.—Continued.

Values of Articles Exported.—Continued.

	1893.	1894.	1895.	1896.	1897.	1898.	1899.	1900.	1901.	1902.	1903.
	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.
Articles exported.											
Grease, grease scraps, and all soap stock.....	40,630	17,379	3,707	192,059	1,045,027	635,476	456,648	320,269	366,578	422,757	351,916
Hair, and manufactures of.....	19,325	8,800	23,349	20,952	10,678	30,723	18,264	41,826	3,402	18,269	12,274
Hides and skins, other than furs.....	337,695	1,031,855	428,612	1,021,321	404,728	30,273	30,273	13,005	18,520	18,542	15,599
India rubber, manufactures of a.....	93,451	88,829	78,227	90,560	93,159	92,781	88,075	160,082	233,424	232,144	230,932
Instruments, etc., for scientific purposes.....	36,784	79,329	157,625	158,733	298,133	174,316	454,818	1,257,719	377,581	208,769	153,364
Iron and steel, and manufactures of:											
Builders' hardware, saws, and tools.....	64,540	75,821	74,318	122,858	185,506	181,866	260,157	387,887	388,370	277,382	371,791
Machinery.....	301,611	426,474	459,146	575,376	967,557	1,582,309	2,159,215	3,154,804	2,170,355	1,316,963	1,450,963
All other.....	62,011	146,233	150,670	130,119	227,625	210,725	280,550	298,127	298,127	254,956	194,159
Leather, and manufactures of.....	65,654	91,757	186,084	204,316	215,757	339,271	481,203	542,979	613,547	583,274	737,759
Musical instruments.....	4,675	7,506	5,321	10,488	11,217	9,823	19,564	45,836	41,200	48,680	13,699
Nickel; Oxide and matte.....	.....	820	25,708	83,379	108,177	226,497	155,147	153,054	122,755	141,087	29,626
Oil cake and oil-cake meal.....	122,966	288,312	70,977	123,745	266,749	629,967	654,546	625,975	600,226	820,543	541,985
Oils: Animal.....	21,698	33,329	30,495	40,412	43,383	39,995	37,707	23,271	32,734	55,794	45,122
Mineral—											
Crude.....	2,709,222	2,958,174	3,308,996	4,318,101	4,584,563	3,221,437	3,882,827	5,222,797	5,160,690	4,272,144	4,207,912
Refined.....	1,168,280	1,272,254	1,027,113	1,216,922	982,998	1,133,238	1,118,254	1,796,545	1,069,106	1,833,205	2,202,983
Vegetable—											
Cotton-seed.....	450,036	527,035	776,317	1,356,858	2,601,526	3,617,133	4,043,709	4,075,057	3,371,083	2,731,926	2,593,985
All other.....	35,206	19,724	23,323	23,228	46,668	37,177	35,208	28,440	26,638	23,721	15,406
Paints, pigments, and colors.....	13,502	17,911	16,459	31,786	49,533	83,021	124,888	180,989	144,659	133,120	149,274
Paper, and manufactures of.....	12,417	12,327	11,120	32,225	36,840	31,536	22,598	42,827	42,210	40,692	38,811
Provisions—meat and dairy products:											
Beef, canned.....	223,508	107,312	558,165	448,070	91,471	35,593	32,029	126,392	68,089	82,807	40,164
Tallow.....	426,619	365,755	42,573	357,547	675,424	351,545	616,048	348,492	605,123	157,177	493,941
Bacon.....	993	54,641	791,631	181,616	133,086	165,225	853,080	797,991	196,782	75,048	44,796
Hams.....	11,157	14,223	60,546	60,190	30,078	117,513	106,499	167,579	65,310	18,572	14,843
Lard.....	1,490,243	2,695,229	2,681,659	2,131,390	1,082,286	1,129,191	1,830,281	1,867,981	1,148,518	666,164	497,708
All other.....	298,740	222,305	108,645	229,216	561,465	483,442	519,865	504,115	379,091	516,480	511,124
Seeds.....	227,473	1,002,754	39,757	35,201	122,565	44,904	36,607	269,562	240,637	507,842	341,801
Tobacco: Leaf.....	2,859,543	3,024,668	2,901,098	2,614,665	1,832,963	1,724,682	1,918,624	2,998,118	3,062,819	2,684,924	2,588,547
Varnish.....	12,793	23,026	16,706	22,828	24,627	29,639	51,515	48,444	43,822	42,556	51,175
Whalebone.....	164,595	156,359	358,055	408,123	175,203	156,446	221,643	334,545	276,869	393,100	409,350

Wood, and manufactures of:																		
Timber and unmanufactured																		
wood—																		
Sawed.....	105,982	113,283	134,260	123,867	155,666	216,873	244,375	407,708	578,264	261,589	398,810							
Hewn.....	23,831	38,063	20,683	21,537	15,233	44,020	47,808	72,860	34,128	35,255	19,634							
Logs, and other.....	61,304	63,266	20,444	56,187	58,268	67,929	82,084	142,756	188,824	122,456	117,778							
Lumber—																		
Boards, deals, and planks.....	231,230	357,700	263,387	306,709	273,068	305,383	436,147	608,339	749,239	475,732	422,554							
Staves b.....	79,638	566,372	418,541	346,804	352,529	384,570	367,859	471,658	752,612	1,356,173	1,408,044							
All other.....	6,489	17,748	34,727	22,271	33,555	61,522	66,136	141,234	133,754	56,916	136,268							
Manufactures of—																		
Wood pulp.....	200,285	234,221	180,984	294,977	305,273	306,941	27,475	28,000	44,842	40,574	59,371							
All other.....	13,600	15,973			48,716	1,500	52,461	365,799	287,236	235,396	826,885							
Zinc: Pigs, bars, plates, and sheets.....								248,406	30,809									
All other articles:																		
For Paris Exposition.....								1,604,856										
All other.....	787,484	1,066,242	1,335,105	901,945	697,209	921,382	885,567	917,400	923,771	2,220,652	1,830,604							
Total domestic exports.....	46,006,448	52,888,224	44,009,786	45,352,724	56,287,631	93,730,717	59,069,112	81,933,909	76,431,378	69,244,213	75,092,486							
TOTAL FOREIGN EXPORTS.....	612,690	2,427,287	1,139,351	1,687,936	1,306,910	1,668,573	1,527,787	1,341,188	2,283,549	2,268,771	2,192,773							
Total exports of merchandise to																		
France.....	46,619,138	55,315,511	45,149,137	47,040,660	57,594,541	95,459,290	60,586,899	88,385,097	78,714,927	71,512,984	77,285,239							

IMPORTS INTO THE UNITED STATES FROM FRANCE DURING THE FISCAL YEARS ENDING JUNE 30, FROM 1893 TO 1903.

Quantities of Principal Articles Imported.

Articles imported.	1893.	1894.	1895.	1896.	1897.	1898.	1899.	1900.	1901.	1902.	1903.
Animals: Horses.....	110	9	.....	7	.....	28	118	349	492	1,206	1,112
{ free..No..	2	1	.....	4	.....	2	2	.....	3	7	4
{ dut..No..	340,227	184,017	212,152	280,254	247,520	286,976	213,193	209,192	230,204	206,554	273,500
Bristles, sorted, bunched, or prepared.....	7,412,630	6,197,739	10,273,129	9,249,708	6,586,274	110,825	11,833,532	13,541,079	14,064,169	13,142,571	12,269,700
{ free..lbs..	10,274,057	4,667,471	7,777,133	11,771,219	9,630,353	4,468,082	5,967,814	10,018,598	7,675,183	9,836,883	14,563,451
{ dut..lbs..	3,178,870	2,294,098	1,436,825	4,907,277	9,511,852	523,356	8,850,005	10,498,455	6,911,660	10,437,496	5,912,375
Lime, chloride of.....	24,228	34,112	19,918	15,402	39,825	11,880	81,584	67,906	89,853	99,706	132,610
{ free..lbs..	1,513,133	10,525,315	3,993,555	1,064,725	466,877	859,019	92,319	2,159,254	16,259	266,232	26,950
Copper.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
{ free..lbs..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
{ dut..lbs..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
{ free..sq. yds.	2,290,031	2,039,262	2,581,314	3,786,932	4,226,091	4,242,034	4,557,401	5,267,113	4,569,899	4,899,615	5,759,018
{ dut..sq. yds.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Fibers, vegetable, and textile grasses:	730	537	900	546	357	115	20	133	18	370	83
{ free..tons..	516	244	85	18	118	150	521	374	292	333	432
{ dut..tons..	1,622,817	1,300,264	1,598,529	1,985,146	1,622,308	1,370,432	1,604,128	1,765,870	1,516,975	1,429,059	1,787,643
Hides and skins, other than fur skins:	(a)	(a)	4,529,226	3,050,688	5,033,698	8,685,397	7,894,102	9,568,071	8,866,780	8,813,030	9,723,283
{ free..lbs..	(a)	(a)	9,212,006	4,907,309	4,840,099	4,993,096	7,198,571	12,457,751	8,748,478	11,479,713	9,272,380
{ dut..lbs..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Goatskins.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
{ free..lbs..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
{ dut..lbs..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
India rubber:	266,301	218,063	126,625	246,425	346,997	1,107,126	862,007	1,198,900	379,460	178,109	379,695
{ free..lbs..	261,332	205,089	261,695	278,731	328,943	243,874	280,515	275,431	287,752	342,615	347,575
{ dut..lbs..	647,236	1,643,793	6,341,739	4,268,466	4,308,680	3,302,528	4,711,225	7,385,618	4,342,959	7,232,867	6,743,078
{ free..gals.	727,155	657,473	817,544	857,816	919,900	919,117	1,093,710	1,444,786	1,567,412	1,616,169	1,573,188
{ dut..gals.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Raw, or as reeled from the cocoon.....	307,872	210,813	365,986	381,749	233,005	899,934	330,248	356,145	322,718	550,566	577,659
{ free..lbs..	647,236	235,117	235,038	401,443	343,692	853,492	853,492	768,385	759,219	990,689	1,149,928
{ free..gals.	358,750	225,661	346,537	225,252	391,458	173,078	282,123	328,757	381,322	460,369	443,804
{ dut..gals.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Vines: Champagne, and other sparkling.....	359,063	224,942	244,172	225,044	213,566	210,664	245,678	291,712	288,317	318,740	380,392

Wool:	1893.	1894.	1895.	1896.	1897.	1898.	1899.	1900.	1901.	1902.	1903.
Unmanufactured..... } free. lbs.	198,213	962,734	2,209,615	13,279,720	25,819,051	1,160,689	1,661,225	3,893,204	1,405,817	3,423,718	3,850,550
Manufactures of..... } dut. lbs.	4,300,336	17,867,217	1,085,811	b8,087,111	b7,197,655	6,155,882	7,187,661	7,099,726	9,581,300	9,766,708	10,028,880
Dress goods.....dut. sq. yds.											

a Not stated. b Pounds.

Values of Articles Imported.

Articles imported.	1893.	1894.	1895.	1896.	1897.	1898.	1899.	1900.	1901.	1902.	1903.
Animals: Horses..... } free.....	49,792	4,343	586	6,755	2,606	15,054	62,685	149,914	280,321	592,451	545,069
..... } dut.....	376	579		4,825		1,980	585		781	2,743	1,255
Articles, the growth, etc., of the United States, returned.....free.	150,165	36,346	27,430	114,085	60,760	84,728	100,882	173,485	1,987,307	198,963	477,617
Articles specially imported.....free.	132,337	169,056	153,223	174,731	147,791	161,876	203,577	106,749	2,26,642	944,242	218,238
Art works:											
The production of American artists.....free.	145,384	118,222	1,820,027	2,401,258	2,448,713	353,403	211,382	112,340	315,232	220,368	96,827
All other.....dut.	1,291,414	697,782	104,455			624,213	1,251,297	1,445,289	1,668,806	1,698,179	2,593,429
Beads and bead ornaments.....dut.	5,186	5,831	36,755	206,887	245,264	303,615	418,415	376,282	297,859	297,806	229,892
Blacking.....dut.	92,991	89,713	92,848	101,665	114,483	78,772	39,228	40,740	46,713	40,545	50,976
Bones, horns, and hoofs, unmanufactured.....free.	451,855	176,869	204,437	140,782	89,566	66,148	105,344	56,722	76,792	48,392	38,117
Bone and horn manufactures of dut.	165,595	81,469	71,888	48,931	37,754	66,457	42,143	63,238	46,416	51,276	59,862
Books, music, maps, engraving, etc.....free.	290,298	293,215	300,347	290,620	195,105	158,339	208,645	194,690	404,466	210,927	183,547
..... } dut.....	109,934	86,364	77,777	64,656	52,314	65,403	68,120	91,086	98,918	100,676	86,798
Breadstuffs..... } free.....	916	1,502	1,267	5,437	977	1,053	493	892	1,770	1,547	1,261
..... } dut.....	243,798	176,182	151,312	136,189	150,170	116,677	134,412	134,558	136,918	139,712	148,469
Bristles, sorted, bunched or prepared.....dut.	244,047	120,568	135,389	187,242	157,406	150,223	133,814	198,090	152,137	144,734	192,666
Brushes.....dut.	547,448	366,991	434,403	522,994	542,069	476,433	581,206	589,655	672,517	684,871	677,837
Buttons and button forms.....dut.	439,788	167,848	324,769	480,145	365,730	154,212	210,938	270,632	281,772	504,301	605,228
Chemicals, drugs, and dyes:											
Argols, or wine lees..... } free.....	580,996	410,365	680,484	887,967	565,927	9,976	952,742	1,219,689	1,252,428	1,023,728	1,178,987
..... } dut.....						386,854	399,071	792,118	663,835	815,225	1,198,743
Glycerin.....dut.	517,741	267,899	424,418	859,805	908,377	457,467	390,071	216,860	201,163	77,754	42,440
Gums.....free.	116,498	46,993	52,612	151,301	126,567	169,521	270,340				
Lime, chloride of..... } free.....	57,290	45,252	21,026	66,372	117,299	7,291	7,291				
..... } dut.....						121,234	88,652	102,678	76,082	114,980	71,391

All other.....dut..	538,833	298,128	349,399	506,431	452,448	497,805	378,518	658,913	806,590	770,958	888,395
Furs and fur skins, undressed.....free..	539,457	318,079	306,074	376,573	362,205	352,956	794,239	840,909	762,450	1,047,802	871,022
Furs, and manufactures of.....dut..	1,967,694	1,476,617	2,056,423	1,581,612	917,492	1,330,612	1,804,251	1,624,371	1,775,152	1,613,302	2,035,299
Glass and glassware.....free..	8,395	9,989	8,313	8,409	14,680	22,577	22,103	28,346	39,469	55,874	34,721
Glue.....dut..	869,402	650,060	993,357	1,056,610	760,311	501,892	537,866	639,963	704,968	756,099	989,021
Grease and oils, n. e. s.....free..	203,545	178,582	190,412	254,512	224,928	200,517	231,229	226,978	226,850	212,122	263,594
Hair, and manufactures of.....dut..	323,097	208,097	31,663	27,968	1,038	19,537	49,041	13,131	28,114	46,833	57,323
Unmanufactured.....free..	115,197	39,522	79,992	70,704	85,256	111,776	144,729	199,970	111,810	125,921	160,023
Manufactures of.....dut..	45,555	32,587	490,016	603,596	562,041	216,111	104,797	72,805	28,269	35,059	24,988
Hats, bonnets, and hoods: Of straw, chip, grass, etc.....free..	96,567	51,535	104,414	88,853	80,319	82,267	52,250	68,735	98,485	223,505	132,445
Materials for.....dut..	.....	.....	.....	.....	.....	6,044	.....	.....	.....	.....	.....
Hides and skins, other than fur skins: Goatskins.....free..	800,438	354,954	1,104,572	826,984	1,257,725	2,164,570	2,268,146	2,899,291	2,608,751	2,611,880	2,980,087
All other.....{ dut..	691,847	42,677	832,068	597,732	464,105	622,437	1,049,463	2,059,129	1,356,378	1,861,096	1,503,895
Hide cuttings, raw, and other glue stock.....free..	538	100	983	4,044	2,389	4,246	35,071	68,714	44,547	9,391	49,090
Household and personal effects, etc.....free..	267,044	222,314	255,306	237,877	496,525	159,912	1,492,088	170,726	423,054	496,989	338,671
India rubber and manufactures of: Unmanufactured.....free..	136,167	71,512	47,484	137,700	140,677	587,390	658,663	745,592	220,248	94,197	239,064
Manufactures of.....dut..	102,128	85,169	91,060	83,883	78,606	70,895	81,862	98,599	121,217	120,099	129,632
Iron and steel, and manufactures of.....dut..	249,356	117,784	136,304	218,159	157,557	206,171	145,301	183,319	291,978	1,269,301	1,380,985
Jewelry, manufactures of gold and silver, and precious stones: Diamonds and other precious stones, uncut, etc.....free..	87,747	25,862	71,931	1,777	1,308	124,454	60,296	43,008	45,858	72,689	195,654
Diamonds and other precious stones, cut, but not set, etc.....dut..	4,742,720	1,631,954	1,122,826	1,215,397	612,150	1,637,536	2,480,043	2,508,637	3,264,064	4,470,415	5,440,495
Jewelry and manufactures of gold and silver.....dut..	217,996	157,385	305,588	549,292	462,737	908,807	1,880,442	2,062,044	2,660,637	1,490,465	984,584
Leather, and manufactures of: Band or belting; calfskins, tanned, patent, enameled, skins for mo- rocco, and other upper.....dut..	830,786	416,140	619,713	607,281	539,079	440,084	484,008	555,282	590,232	540,168	429,301
Gloves.....dut..	3,201,407	1,702,981	2,621,224	2,499,644	2,271,669	1,695,276	2,064,003	2,260,697	2,186,911	2,141,412	2,043,779
All other manufactures of.....dut..	153,031	83,413	57,180	79,936	64,625	56,116	73,639	47,860	56,737	88,722	86,641
Marble and stone, and manufactu- res of.....dut..	114,674	97,174	76,550	63,065	57,196	67,014	63,488	71,575	103,123	110,580	138,438
Metals, metal compositions, and man- ufactures of.....dut..	1,876,240	1,120,116	1,038,859	1,132,236	946,909	968,088	1,052,837	1,227,522	1,205,115	1,361,873	1,794,458

IMPORTS INTO THE UNITED STATES FROM FRANCE DURING THE FISCAL YEARS ENDING JUNE 30, FROM 1893 TO 1903.—Continued.

Values of Articles Imported.—Continued.

	1893.	1894.	1895.	1896.	1897.	1898.	1899.	1900.	1901.	1902.	1903.
	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.	Dollars.
Articles imported.	113,589	46,688	80,585	132,095	128,521	87,821	96,695	130,074	155,571	139,130	164,674
Musical instruments, and parts of. dut..	444,292	360,039	440,173	475,479	523,530	412,313	461,625	456,012	501,778	578,670	580,983
Oil, vegetable:	40,819	13,633	137,182	136,632	116,059	205,191	162,329	326,476	240,654	285,420	386,503
Fixed or expressed—	4,654	3,892	21,000	14,531	24,658	33,690	43,522	81,766	42,382	83,777	63,891
Olive.....dut..	306,532	148,011	182,599	208,444	281,469	127,469	180,580	235,171	294,178	243,578	261,061
All other.....{ free.....	87,566	61,587	95,050	86,637	77,188	106,889	96,791	135,314	139,715	200,095	225,861
Volatile or essential, and { free.....	155,195	113,805	112,817	100,701	96,586	124,894	147,130	197,642	197,641	267,645	278,922
distilled.....{ dut..	117,763	37,540	138,978	133,855	66,543	50,760	98,174	126,622	88,572	139,936	129,866
Paints, pigments, and colors. { free.....	226,963	89,144	163,873	168,300	149,259	152,618	97,877	138,974	106,110	110,888	136,342
Paper, and manufactures of.....dut..	290,541	182,914	223,854	218,459	190,583	256,424	299,526	351,506	378,107	384,172	384,939
Perfumeries, cosmetics, and all toilet preparations.....dut..	383,274	309,925	478,980	530,524	582,290	367,841	436,696	444,118	509,123	609,744	719,164
Pipes and smokers' articles.....dut..	177,411	137,510	214,242	178,953	202,958	161,408	153,984	151,756	187,917	175,826	223,034
Plants, trees, shrubs, and vines { free.....	87,864	72,977	103,002	169,519	190,203	36	122,739	160,423	236,052	204,841	261,620
Platinum, and manufactures of. free.....	47,780	23,074	84,544	284,405	280,369	320,935	335,643	534,359	368,345	606,405	673,648
Provisions: Cheese.....dut..	120,033	113,300	135,752	142,509	150,698	146,860	192,039	248,450	274,763	287,153	282,445
Seeds.....{ free.....	239,459	200,906	222,462	438,385	133,329	70,633	104,385	137,433	126,088	114,856	163,776
Silk, and manufactures of: { dut..	84,969	65,439	231,127	106,438	83,660	113,577	102,956	124,620	101,201	99,101	304,022
Unmanufactured—											
Raw, or as reeled from the cocoon.....free.....	1,383,377	840,338	1,235,815	1,465,405	751,846	1,192,058	1,248,037	1,607,569	1,220,874	1,866,202	2,211,577
Waste.....free.....	502,688	164,748	199,391	204,636	186,843	434,375	413,499	469,296	438,864	660,360	829,970
Manufactures of—											
Clothing, ready-made, etc. dut..	636,186	460,794	613,613	1,813,097	1,457,827	905,866	690,091	802,491	931,500	1,247,561	1,317,809
Dress and piece goods.....dut..	4,545,699	3,349,355	2,938,279	2,322,618	2,096,281	4,290,262	5,438,462	7,104,208	5,611,157	5,678,657	5,927,254
Laces and embroideries.....dut..	3,586,161	1,813,553	3,152,056	1,390,195	1,632,181	2,584,993	2,073,663	2,357,013	2,375,492	3,420,304	3,508,370
Ribbons.....dut..	930,712	343,480	238,385	213,715	246,976	757,368	628,297	765,256	986,063	1,276,740	1,442,605
Spun silk, in skeins, cops, etc.....dut..	.....	.....	.....	.....	.....	.....	447,795	1,184,233	919,746	1,043,480	937,167

Velvets, plushes, and other pile fabrics.....	4,208,159	4,678,715	4,904,207	5,889,822	737,422	1,253,845	2,330,830	2,195,659	2,289,614
All other.....	7,002,415	8,678,715	9,004,207	10,889,822	2,304,457	3,452,755	4,522,700	4,419,546	4,717,534
Soap.....	130,634	95,747	94,332	110,585	108,077	135,848	180,781	229,522	252,661
Spirits, distilled.....	1,038,091	929,202	797,415	1,071,244	492,616	792,580	1,066,402	1,254,713	1,210,824
Toys.....	159,367	93,292	153,741	191,250	92,753	101,819	134,812	136,646	135,979
Vegetables.....	666,323	787,190	613,708	613,759	360,128	447,889	755,828	760,196	1,050,846
Wines:									
Champagne, and other sparkling.....	5,381,473	3,598,354	3,313,752	3,132,959	3,066,909	3,423,716	4,251,218	4,529,837	5,428,431
Still wines.....	1,378,278	991,362	973,016	976,785	746,480	823,420	902,670	1,073,159	1,084,086
Wood, and manufactures of. } free.....	46,559	113,936	36,544	54,579	75,707	56,589	30,825	56,341	81,489
} dut.....	535,438	479,800	409,450	313,485	304,364	378,138	654,357	640,135	773,145
Wool:									
Unmanufactured.....	787,032	1,404,156	2,466,305	5,438,136	287,943	168,817	153,897	366,598	398,768
Manufactures of—									
Clothing, ready-made, etc. dut.....	232,708	154,754	142,493	134,036	198,392	179,989	281,802	311,313	403,397
Cloths.....	665,940	598,167	620,220	447,181	123,395	241,374	260,901	251,175	306,913
Dress goods.....	7,348,592	4,818,850	6,290,344	5,722,668	1,620,608	1,914,494	2,250,013	2,313,307	2,350,825
All other.....	675,942	424,944	788,318	1,352,548	59,177	224,599	247,953	262,645	270,223
All other free and dutiable articles.....	1,466,737	1,152,341	2,001,416	2,007,876	859,073	774,295	867,101	1,137,759	1,391,767
Total free of duty.....	9,344,137	6,984,682	14,677,611	17,731,574	9,253,333	12,169,040	14,157,392	14,488,971	15,064,611
Total dutiable.....	66,532,078	49,085,514	51,589,356	49,798,657	43,477,515	49,977,016	61,301,347	68,391,065	74,965,561
Total imports of merchandise from France.....	76,076,215	61,580,509	66,366,967	67,530,231	52,730,848	63,146,056	75,458,739	82,880,036	90,050,172

