



## The American Chamber of Commerce

OF THE

### PHILIPPINE ISLANDS

(Member Chamber of Commerce of the United States)

#### DIRECTORS AND OFFICERS

H. M. Cavender, *President*  
 C. S. Salmon, *Vice President*  
 John L. Headington, *Treasurer*  
 Leo K. Cotterman  
 W. L. Applegate  
 J. C. Rockwell  
 Kenneth E. Day  
 E. M. Grimm  
 P. A. Meyer

#### ALTERNATE DIRECTORS

Verne E. Miller  
 F. R. Hawthorne  
 S. H. Hale  
 L. D. Lockwood

John R. Wilson, *Secretary*  
 E. E. Selph, *General Counsel*

#### COMMITTEES

##### EXECUTIVE COMMITTEE:

H. M. Cavender  
 C. S. Salmon  
 Paul A. Meyer

##### RELIEF COMMITTEE:

J. Gordon  
 J. R. Wilson

##### MANUFACTURING COMMITTEE:

K. B. Day  
 F. H. Hale  
 F. N. Berry

##### LEGISLATIVE COMMITTEE:

H. M. Cavender  
 Paul A. Meyer  
 E. E. Selph  
 J. R. Wilson

##### FINANCE COMMITTEE:

C. S. Salmon  
 Verne E. Miller

##### FOREIGN TRADE COMMITTEE:

H. B. Pond  
 Paul A. Meyer  
 L. Spellman

##### PUBLICATIONS COMMITTEE.

H. M. Cavender  
 K. B. Day  
 R. C. Bennett  
 J. R. Wilson

##### BANKING COMMITTEE:

C. M. Cotterman  
 W. K. LeCount  
 J. R. Lloyd

##### RECEPTION, ENTERTAINMENT & HOUSE COMMITTEE:

J. M. Hausman

##### LIBRARY COMMITTEE:

S. A. Warner

##### SHIPPING COMMITTEE:

E. M. Grimm  
 G. P. Bradford  
 E. W. Lattie

##### INVESTMENT COMMITTEE:

H. M. Cavender  
 C. S. Salmon  
 Paul A. Meyer  
 J. L. Headington

### PATRONIZE AMERICAN SHIPS

In a recent issue of a Hongkong newspaper, there appeared an article commenting on the efforts of the Australian commonwealth to extend its trade. The writer of the article pointed out that while the sending of a ship filled with goods of Australian manufacture to tour the neighboring countries and to campaign these neighbors to "Buy Australian" was in line with the campaign to "Buy British", yet the Australian authorities were sending this expedition of goodwill in a Dutch ship at a time when there were British ships and crews unemployed. The writer contended that the use of a ship flying a flag other than the British flag for such a mission defeated the purpose of the expedition.

This brings us to the subject of ships. There can be no foreign trade without ships. The nation that controls its shipping, that provides ample facilities through its shipping for the movement of the merchandise produced for export and the goods brought back in payment for them, certainly deserves the support of its nationals, wherever they may be.

Up to the time of the World War, the bulk of American foreign trade, both passenger and freight, was carried in foreign bottoms. The lessons learned since that time have caused our government to give serious consideration to the development and the maintenance of the American merchant marine.

With characteristic enthusiasm, American shipping firms, with and without the aid of the government, have gone into the overseas trade. They have provided services from American ports to all parts of the world, and they have done a good job. In spite of

laws that handicap the American flag ship to the advantage of the foreign flag ship in regard to economic operation, the American shipping companies have made a place for themselves on the oceans of the world.

Our government has recognized the importance of these services and, while holding back their economic operation with one hand, with the other hand has been generous in giving assistance in the building of new steamers for these trades. It has been liberal in its loans—placing ships that cost millions of dollars, the last word in construction and mechanical equipment, in competition with the rest of the world, yet, due to standards of living, has been forced to so regulate their operations as to make the shipping firms observe the strictest economies, the most intensive sales methods, and the best of service, if they are to procure their share of the overseas traffic.

To question the wisdom of these laws is not the province or purpose of this writer. The laws are the laws and as such are, and must be obeyed to the letter. Until such time as they are changed or amended, the American shipowner must continue to operate under them, overcoming these handicaps to the best of his ability.

For these reasons, if for no other, the American ship deserves the patronage of the American shipper and the American traveler.

There was a time—and not so many years ago—when this did not apply. The service of American shipping concerns did not meet the competition of that of other nations. It is the recognized right of every one, be he shipper or passenger, to use the ship that gives the best that can be obtained for the money to be spent. The shipper demands speed, safety, and service for his goods. The passenger is entitled to safety, comfort, service, and even luxury if he so desires and is willing to pay for it. In the days when these were not obtainable on American ships, the use of foreign ships was justifiable. Under present conditions, however, this is not the case. American ships, both freight and passenger, today provide everything that can be found in the foreign flag ships.

With competition in world shipping as it is, with the constantly shrinking volumes of traffic to be moved, and with rates practically uniform, the support of the American merchant ship is more or less the obligation of the American shipper and traveler.

American ships in themselves, as they ply between American and foreign ports, are among the best customers of the American manufacturer, farmer, and businessman. Disregard the vast millions that have been spent in the building of these ships, millions that have been distributed through all channels of industry—for there is scarcely a business that does not in some way feel the reaction of ship building—and consider the amazing wealth American ships return into American hands in their expenditures for outfitting and stocking them for their voyages to other lands. The purchasing offices of the big shipping concerns furnish convincing examples of this. Even the ordinary freighter must carry its quota of supplies, purchased in the American market. The amounts spent in providing for one of the big express passenger and freight liners for each trip are staggering in their totals. This money for meats, for poultry, for fish, for vegetables, for fruit, for flour and meal, for sugar, dairy products, coffee and tea—only a few of the hundreds of items that must be provided—runs into astounding totals. This purchase money goes back directly to the produce of California, of Delaware, of New York, Texas, Arizona, Kansas, Oregon, Pennsylvania, Florida, Iowa, and nearly every state in the Union. On the return trips, the amounts spent which are not as large are equally impressive. Here is concrete evidence of the contribution to American trade through payments for supplies by American ships.

As above stated, the money spent in the building, equipping, operating, and maintaining of American shipping, due to the diversity of interests affected, is distributed to every line of activity. It is not unreasonable, therefore, for the American shipowner and operator to ask that he be given the business and support of the American shipper and traveler to enable him to keep on spending these sums in America instead of having all of them go into foreign countries through the hands of foreign shipping companies.

If this applies in America, it also is equally applicable here in the Philippines. Here we have a world in miniature—representatives of every country living in peace and harmony with each other and engaging in the peaceful pursuits of trade. Manila is essentially a shipping city. Remove its shipping industry, and there would be little left. It is served by ships of every flag. Rates are the same. Competition prevents any differences. Nearly all Americans living here receive their living from American and Philippine sources, and, other conditions being equal, it seems the logical and reasonable thing to expect that they patronize their own ships. They expect the protection given by the American merchant marine, and they should do their share to maintain the prestige of the American flag on the seas.