

A.W.T. PAPERS 1904

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CONSUL

~~(LOCAL CLIPPINGS of 80's & 90's)~~

NEW YORK COMMERCIAL

A CONSUL'S LITERARY DESUETUDE.

Time was, a generation or two ago, when it was thought to be quite the thing—and a very gracious and graceful thing, too—for this government of ours to recognize and reward American men of letters by the gift of foreign consulates. In those days the jobs didn't comprehend much work, but did confer a certain official and social status and gave the incumbent opportunities for study and observation that frequently bore fruit.

It was no doubt in tacit conformity with that practice that our Department of State some years ago placed the author of "A Fool's Errand" and "Bricks Without Straw" in charge of the United States consulate at Bordeaux, France. The atmosphere there is not particularly literary. It might be described rather as essentially alcoholic, city and vegetal. Upon the Honorable Albion Winegar Tourgee it appears to have had a quieting, if not a positively dulling effect. At any rate, it has not stimulated him to any literary effort, except now and then when the toothsome French products that find export through his consular office have been in some danger. It will be recalled that not so very many moons ago he was aroused to the making of a vigorous protest, through a departmental brochure, at the charge that the "pate de foie gras" of the Bordeaux district was really mutton scraps masquerading as diseased green-goose livers. He testified that the packers had favored him with numerous sample packages and that they were all "the real thing" or, as the packers no doubt put it, "tout ce qu'il y avait de mieux".

And now he has once more been stirred up from his literary lethargy. Our new pure-food law threatens the destruction of the American export trade from Bordeaux. More than seven-eighths of the export invoices declared at Judge Tourgee's consulate fall under the operation of this statute—and there is mild consternation thereat among the vintners, packers and bottlers of Bordeaux. We give his rather pathetic story elsewhere on this page.

It seems plain enough that the good things to eat and drink so abundant at Bordeaux have deadened and made unproductive an American literary genius. A consular job has not, in his case, proved quickening and stimulating, as it did with Hawthorne and Howells. The author of "Figs and Thistles" will not be sixty-four years old until next month. He ought to be right in the prime of his literary productiveness. Goethe didn't

complete "Faust" until he was past eighty. Look at the venerable Dr. Silas Weir Mitchell, at seventy-five, turning a rondo with all the ease and grace of an undergraduate laureate or putting out a new novel almost between meals! Sophocles was fully four score when his "Oedipus" came off the press. And Theophrastus was still pegging away with his pen, at ninety. It is generally agreed that an empty stomach is better than a full one for brain work. Perhaps, on a diet of "pate de foie gras", French peas and burgundy, Judge Tourgee finds it impossible to get any pen action.

But, in view of his deep feeling in this matter of French foods, why could he not follow up his book triumphs of a quarter-century back with "A Cheese's Ending", "Pease and Pommes de Terre", "Gherkins Without Sulphate of Copper", "Burgundy Without Log-wood" and so on? Out of the dust and the dinginess of a consulate grew "The Marble Faun" and "A Foregone Conclusion".

Bordeaux in this respect deserves to be treated as well as Venice or London. Rome was once saved by the cackling of a goose. Cannot a goose-liver and oil and Tourgee together make Bordeaux immortal in prose or verse?

Col. Frank Tourgee
Bordeaux, Cal.

CALIFORNIA PRUNES

ORANGES IN FRANCE

BORDEAUX (France).—American navel oranges of the best quality and in the best condition are selling here at four cents each. How they get here I have been unable to ascertain. There is no regular line of steamers, and I am inclined to think they come in by some private arrangement from the Mediterranean ports, and thus avoid the surtax to which they would be subject if transhipped in a port of another country, such as England or Germany. It is barely possible that this variety has been propagated by some of the Mediterranean orange producing countries.

The failure of the prune crop would have entailed very serious consequences on the trade of southwestern France, but for the large stock of California prunes that was held over from last year, and the

sagacious enterprise of the French dealers in securing the early control of this year's crop on the Pacific Coast.

Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes, bought here and repacked, are superior to the French prunes, and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation.—ALBION W. TOURGEE, U. S. Consul.

CALIFORNIA FRUIT GROWER is of the opinion that Consul Tourgee's surmise as to the originating point of the oranges is correct since nurserymen of this State have sold many Washington Navel trees for planting in Italy during the past few years.

Time was when "literary fellers" were given positions in the United States consular service as a sort of reward for merit, and not because of their especial fitness for the work. Sometimes they made public return, as in the case of Mr. Howells, whose "Venetian Days" serves as a charming memorial of his official stay in Venice. Often they do nothing in the way of literary production beyond the dry statistics of their consular reports, and in most cases

it is just as well. A Philadelphia paper calls to mind the fact that Judge Albion Tourgee is consul at Bordeaux, France, and urges him to rise from his literary lethargy and follow up his success of a quarter of a century ago, when his "Fool's Errand" created a sensation, by writing another book. Heaven forbid that the Judge shall be stirred by this appeal. Why not let well enough alone? "A Fool's Errand" served its purpose as a political tract, but there is no burning need of political tracts emanating from the south of France, or of any novel with a "purpose." Let Tourgee remain in his pleasant silence.

From Col. Frank Tourgee
Address SAN FRANCISCO, CAL.
Date Apr 30

ELSEWHERE in this is. will be found a report from United States Consul Tourgee, of Bordeaux, France, in which he makes the statement that large quantities of California prunes are processed in France, repacked and re-exported to the United States as the French article, where they are sold at prices far above the amount received for our own unprepared product. This is a matter which CALIFORNIA FRUIT GROWER has referred to on several occasions, urging our growers to acquire a knowledge of the process of preparing the fruit in the manner which adds so materially to its value.

Of course it would not pay to prepare all our prunes in this way, but it is reasonable to assume that there would be a good profit if those interested in the industry here undertook the process, using only the select grades of fruit, since it is evident that the freight across the ocean both ways, duty, and other expenses, would be saved on the product. To be sure, the average annual imports of prunes into the United States have not exceeded \$60,000 in value for some years, but there seems to be no question but what a market could be found in this country as well as abroad, for a large and increasing quantity of the fruit prepared in the appetizing French manner.

The French prunes are cured in small quantities by experienced and careful members of the grower's household in small "ovens" on the farm. The outside of the prune is partially cooked in the process, which tends to impart a uniform color to the product and soften the skin so that the fruit can be eaten, as is the European custom, without further cooking. Our prunes as they leave the trees are the same as the French prunes, but we must never expect to obtain French prices for prunes until we adopt French methods of curing them.

The question of labor enters largely into the proposition, yet it would seem that this factor could be provided for in a manner which will allow of the industry being conducted on a large scale at an enticing profit.

CALIFORNIA FRUIT GROWER again predicts that some enterprising prune grower of this State is going to acquire a knowledge of the French process of preparing the fruit, and by introducing the requisite methods here for producing what is wanted, he will reap the benefits of his business acumen.

PACIFIC RURAL PRESS.

FRUIT MARKETING.

California Prunes and Cherries in France.

By ALBION W. TOURGEE, U. S. Consul at Bordeaux, France.

[The fact that California prunes are going largely to France, as described by Mr. Tourgee, is already widely known in this State, but that orders have been placed in this State for cherries to be shipped in preservative fluid for processing in Bordeaux is not so generally known. There will, however, be some quite large shipments made this year if the cherry crop proves good as is now probable.—ED.]

PRUNES.—The failure of the prune crop would have entailed very serious consequences on the trade of southwestern France but for the large stock of California prunes that was held over from last year, and the sagacious enterprise of French dealers in securing early control of this year's crop on our Pacific coast. Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and repacked maintain the superiority of French prunes and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation.

CHERRIES.—The decrease in amount and depreciation of the crop of cherries was a much more serious matter, from a commercial point of view, than one not familiar with existing trade conditions would imagine. The cherry in France becomes an article of commerce, not for drying nor as a syrupy preserve, but as a candied conserve, and especially when prepared in alcohol or maraschino as a flavor for certain "mixed drinks." As these are American drinks, and not popular in France, fully nine-tenths of the "cherries in brandy" or rather "cherries in maraschino" which are prepared in this region are exported to the United States and other countries to which the mixed-drink habit has extended. The opinion prevails in the United States that a special variety of cherry, having a peculiar flavor and a dark meat, not grown in the United States, is used for this purpose. This is a very natural conclusion from the uniform dark-red character of the fruit, from rind to kernel. It is wholly incorrect, however. The cherries used are the Bigarreaux, which are in no way superior to or different from those grown in the United States. They are of all the colors which the varieties of the class of cherries with us possess. It is the process of preparation which makes the difference.

The first of these processes consists of subjecting the cherries when first picked, fully ripe and soft, to the fumes of burning sulphur for a considerable time. This has the effect of bleaching the fruit and giving it a sort of elastic quality, which permits its further manipulation. Being always picked with the stems attached, they do not crush in packing, and after a sufficient sulphuring, no matter what may have been their original color, they become a uniform pale yellow, externally and internally. They are then packed in a weak solution of salt and sulphur and shipped to the manufacturer. They remain in this solution sometimes for several months, until the packer is ready to put them up. They are then washed to remove the sulphur and salt and afterwards impregnated with dyes, chiefly aniline, which gives the body of the fruit as well as the skin that intense red color which is so dear to the heart of the lover of mixed drinks, who rarely fails to anathematize his countrymen for failing to produce that particular sort of cherry which he thinks adds so much to the flavor of his drink.

The maraschino, which is chiefly responsible for the flavor of the cocktail cherry, is an almost colorless liquid containing more or less alcohol and supposed to be derived from the flesh of a small wild cherry grown in Spain and along the Pyrenees. It is doubtful whether the real flavor is not derived from the laboratory. The maraschino fluid is by no means uniform, each maker having his own receipt, which is a secret of his business. It is a curious fact that this product is so little esteemed in France that it is never advertised by wholesale grocers and is rarely to be found on sale. It is manufactured for export only.

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How MARASCHINO CHERRIES ARE PREPARED.—The first of these processes consists of subjecting the cherries when first picked, fully ripe and soft, to the fumes of burning sulphur for a considerable time. This has the effect of bleaching the fruit and giving it a sort of elastic quality, which permits its further manipulation. Being always picked with the stems attached, they do not crush in packing, and after a sufficient sulphuring, no matter what may have been their original color, they become a uniform pale yellow, externally and internally. They are then packed in a weak solution of salt and sulphur and shipped to the manufacturer. They remain in the solution sometimes for several months, until the packer is ready to put them up. They are then washed to remove the sulphur and salt and afterwards impregnated with dyes, chiefly aniline, which gives the body of the fruit as well as the skin that intense red color which is so dear to the heart of the lover of mixed drinks, who rarely fails to anathematize his countrymen for failing to produce that particular sort of cherry which he thinks adds so much to the flavor of his drink.

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JOURNAL
SIXTH CITY, IOWA

WHAT OUR CONSULS REPORT.

Albion W. Tourgee, the celebrated author of "A Fool's Errand," is the United States consul at Bordeaux, France. In a recent report on "Reforestation in France," which covers five and one-half pages of the Daily Consular Reports issued by the department of commerce and labor, he gives an interesting account of a hundred years' experiment in the reclamation of sand wastes along the shore of the Bay of Biscay through the growth of the "pin maritime." Mr. Tourgee's report, as might be expected of a man skilled in the use of language and thoroughly interested in his topic, imparts a distinct literary flavor to the somewhat prosaic description of the world. The

American consular report, as a rule, is well and intelligently written, but it seldom contains the imagery and the word painting which characterize Mr. Tourgee's paper. Beginning with the assertion that the reforestation under consideration is undoubtedly "the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate—a marvelous demonstration not only of the practicability, but also of the almost boundless beneficence of reforestation," Mr. Tourgee proceeds to give the history of the experiment. He says:

At the beginning of the nineteenth century the region between the Gironde and the Pyrenees, excepting a narrow belt which skirted the southern bank of the river, extending inland from 50 to 100 miles, was not only one of the most barren in the world, but apparently altogether hopeless of reclamation. For 100 miles along the shore of the Bay of Biscay there stretched a threatening array of gray sand dunes which year by year pursued their irresistible march toward the heart of the most productive land in Europe, at a rate varying from 1 to 200 feet a year. One after another great waves of sand, moved by the restless winds that swept across the Atlantic, covered the fair plains of southern France, burying all before them—fields, meadows, vineyards, houses, churches, even villages—leaving behind them only gray billows, to which, in bunches of bracken, a few starved bushes of scrub oak, and thickets of white and purple gorse, fighting stubbornly for a hold upon the shifting sands, with here and there some straggling groups of pines, the only remnants of a great forest which wind, and sand, and fire, and water had spared.

On the seaward side the great furrows, lying one within the other, were bare and level, the western winds lifted the light sands (baring the roots of trees upon the seaward slopes) and dropped them just beyond the crest to drown and smother the shrubs which struggle up the leeward side. Here and there in favorable localities, not a few scattered pines marked the location of the ancient forests to which the Greeks and the Romans, perhaps even the Phoenicians, came for timber and pitch, and left their names on the shore to mark the line of forgotten commerce. They brought with them not only reckless greed, but still more reckless flame, which, co-operating with the steady western winds and the sand thrown up by the restless waves, ate night and day the forest, and left only the shifting dunes, great sand billows that crept on inch by inch and year by year, entombing more of the bright blossomed bruyeres and genetis, leaving behind them only dry roots, which the "forestiers" gathered for their hearths.

Wherever the foot of the sand dune rested, there was hopeless blight. A little dry grass grew in the shadow of the dunes, and gorse, on which the sheep browsed, under the eyes of solemn faced shepherds perched on stilts and knitting as they watched. On and on crept the phalanx of the terrible dunes, slowly but surely blighting all in their path, not only creating a desert but destroying hope. As long as the winds blew from the west the dunes marched to the east; the desert fires razed the intervening spaces; the flocks grew fewer, the desolation more extreme. In the heart of sunny France a desert was established, ever increasing in extent and threatening to stretch across its fairest fields the aridness of the Sahara.

At this point the narrator tells of the inception of the idea which has resulted in the transformation of nature. It was that if the seeds of the pin maritime were gathered and sown carefully and the young trees planted in the sand in advantageous positions, in time a forest would grow which would hold the sands in check. Napoleon, to whose attention the idea was presented, approved it with prophetic vision, and the project was put into execution. To quote Mr. Tourgee again:

A century has passed and the statue of Bonaparte looks down on one of the great furrows which lie between the dunes, he showed how to conquer and restore to verdant prosperity. Napoleon has added another laurel to that fame which makes his name almost a forbidden one to the people whom he forced into a nation of unique and marvelous solidarity. The greatness of all his victories is that by which the ever increasing legions of the pin maritime are mysteriously along the coast from the mouth of the Loire to the Pyrenees to shelter the sunny plains from the assault of the sand laden waves of the Atlantic and convert the impending evil into an economic blessing.

Today the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which vineyards and wheat fields rest secure. The gray dunes which were sweeping over the land have become serried fortresses, which shelter civilization and prosperity. Here, again, man has pitted himself against the destructive forces of nature and won, making the winds and waves his servants for the renovation of past evils and the establishment of future benefits.

MARASCHINO CHERRIES.

Preserved in Brine and Colored With Aniline Dye.

The cherry in France, writes Alton W. Tourgee, United States consul at Bordeaux, becomes an article of commerce, not for drying nor as a syrupy preserve, but as a candied conserve, and especially when prepared in alcohol or maraschino as a flavor for certain "mixed drinks." As these are American drinks, and not popular in France, fully nine-tenths of the "cherries in brandy" or "cherries in maraschino" which are prepared in this region are exported to the United States and other countries to which the mixed-drink habit has extended. The opinion prevails in the United States that a special variety of cherry, having a peculiar flavor and a dark meat, not grown in the United States, is used for this purpose. This is a very natural conclusion from the uniform dark-red character of the fruit, from rind to kernel. It is wholly incorrect, however. The cherries used are the Bigarreaux, which are in no way superior to or different from those grown in the United States. They are of all the colors which the varieties of the class of cherries with us possess. It is the process of preparation which makes the difference.

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From
Address
Date

UNITED STATES CONSUL Albion W. Tourgee, in a consular report, gives the following interesting facts about reforestation in France:

The growth of the "pin maritime" in the Landes and adjoining departments undoubtedly marks the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind. It is a marvelous demonstration not only of the practicability but also of the almost boundless beneficence of reforestation. It demonstrates the fact that while human recklessness has swept forest and verdure from so vast an area of the old world and the new, human skill and care are able to reclaim the most barren and desolate regions with a growth which not only stays the advance of devastation, but reestablishes in its place the most healthful, agreeable, and profitable conditions.

At the beginning of the nineteenth century the region between the Gironde and the Pyrenees, excepting a narrow belt which skirted the southern bank of the river, extending inland from 50 to 100 miles, was a waste, but apparently altogether hopeless of reclamation. For 100 miles along the shore of the Bay of Biscay there stretched a threatening array of gray sand dunes which year by year pursued their irresistible march toward the heart of the most productive land in Europe, at a rate varying from 1 to 200 feet a year. One after another great waves of sand, moved by the restless winds that swept across the Atlantic, continued their unceasing march across the fair plains of southern France, burying all before them—fields, meadows, vineyards, houses, churches, even villages—leaving behind them only gray billows, to which clung bunches of bracken, a few starved bushes of scrub oak and thickets of white and purple gorse, fighting stubbornly for a hold upon the shifting sands, with here and there some struggling groups of pines, the protesting remains of a great forest which wind, sand, and fire, and water had spared.

On the seaward side the great furrows, lying one within the other, were bare and gray. The western winds lifted the light sands (barring the roots of trees upon the seaward slopes) and dropped them just beyond the crest to drown and smother the shrubs which struggled up the leeward side. Here and there in favorable locations a few scattered pines marked the location of the ancient forests to which the Greeks and the Romans, perhaps even the Phoenicians, came for timber and pitch, and left their names on the shore to mark the limits of forgotten commerce. They brought with them not only reckless greed, but still more reckless flame, which, co-operating with the steady western winds and the sand thrown up by the restless waves, ate away the forest and left only the shifting dunes—great sand billows that crept on inch by inch and year by year, entombing more of the bright-blossomed bruyeres and genets, no matter how bravely they fought for existence, leaving behind them only dry roots which the "forestiers" gathered for their hearths. Wherever the foot of the sand dune rested, there was hopeless blight. A little wiry grass grew in the shadow of the heather

and gorse, on which the sheep browsed, under the eyes of solemn-faced shepherds perched on stilts and knitting as they watched. On and on crept the phalanx of the terrible dunes, slowly but surely blighting all in their path, not only creating a desert but destroying hope. As long as the winds blew from the west the dunes marched to the east; the desert fires ravaged the intervening spaces; the flocks grew fewer, the desolation more extreme. In the heart of sunny France a desert was established, ever increasing in extent and threatening to stretch across its fairest fields the aridness of the Sahara.

In the first of the nineteenth century one of the sons of the doomed region had an idea. It was a simple one, but the times and circumstances were ripe for its adoption. It was that if the seeds of the pin maritime were gathered, sprouted carefully, and the young trees planted in advantageous positions, where the moving sands would not overwhelm them until their tough roots had taken a firm hold, their wiry leaves, which loved the briny spume, would offer no resistance to the wind, and, falling about their roots, would give shelter and nutriment until a forest grew which would hold the sands in check and save the threatened interior from desolation.

The idea was brought to the attention of Napoleon, in whose hands was not only the present but the future of France. He saw not only the danger but the way to safety. His vision penetrated the centuries and he saw the march of the deadly dunes arrested and the desert they had already created made to blossom like the rose. A century has passed and the statue of Bremon-tier looks down one of the great furrows which lie between the dunes he showed how to conquer and restore to verdant prosperity. Napoleon has added another laurel to that fame which makes his name almost a forbidden one to the peoples whom he forged into a nation of unique and marvelous solidarity. The greatest of all his victories is that by which the ever increasing legions of the pin maritime are mustered along the coast from the mouth of the Loire to the Pyrenees to shelter the sunny plains from the assault of the sand-laden waves of the Atlantic and convert impending evil into an economic blessing. Today the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which the vineyards and wheat fields rest secure. The gray dunes which the vineyards and wheat fields rest secure. The gray dunes which were sweeping over the land have become serried fortresses, which shelter civilization and prosperity. Here, again, man has pitted himself against the destructive forces of nature and won, making the winds and waves his servants for the renovation of past evils and the establishment of future benefits. Lumber, firewood, resin, turpentine, and all the by-products of resinous distillation are now produced in such abundance here as not only to prevent the need of importation, but to make southwest France a considerable and profitable exporter of the same. Not only the finest lumber for domestic uses is produced, but railway ties, telegraph poles, fence and vineyard posts, and millions of the pit props which sustain the roofs of English collieries come from the eastern shore of the Gulf of Gascony—the ships that bring Welsh coals carrying back the support which makes the mining of coal possible.

The United States, which in the beginning of the 19th century had the monopoly of naval stores and the resinous products for which civilization makes increasing demand, now finds a rival in the pin maritimes of the dunes which were then worse than barren, and it is today a considerable importer through the port of Bordeaux of the finer products of resinous distillation. While we have wasted our abundance by reckless destruction of our forests, France, by intelligent conservation of hers, through reforestation of her dunes, has made them productive and profitable. The one has developed wealth from barrenness and the other as rapidly evolved barrenness from lavish abundance. Dunes like those which a century ago threatened the prosperity of France are today making serious inroads on our Atlantic and Pacific seaboard. While France made enlightened appeal to the pin maritime and its associated growths to save her from threatened desolation, we have refused protection to the much richer long-leaved pines which asked only opportunity to continue to pour wealth and favor upon our southern slopes. Will the conditions of a century ago be reversed at the end of a century to come? From Maine to Florida and from Mexico to British Columbia, the causes which made the dunes of Gascony instruments of devastation are at work almost without attempt on our part to limit their operation, while across the ocean, encouraged by the success of a wonderful experiment, the French are trying to find a way to change the character of still greater areas by reforestation of the Sahara, not by means of the pin maritime and its productive concomitants, but by the cultivation of trees and shrubs adapted to the climatic conditions of another continent. That this greater struggle with nature will succeed no one who considers the conditions there presented and the character of the people who have undertaken it can doubt.

It is a curious fact that social and political conditions have been not only an important factor of this climatic and economic experiment, but there is a peculiar resemblance between the natural conditions which have and the artificial conditions which have been created to insure success in this co-operation between man and nature, which began on the shores of the Gulf of Gascony. The material struggle was carried on not by means of the pin maritime alone, but by it in connection with the undergrowth of all sorts native to this region. The function of this undergrowth was to shade the young pines until they could send their roots down into the moisture that percolates through the sand during the rainy period. In addition to this they kept piling up the sands which were blown over the crest of the dune and made the foothold of the pines continually firmer, broadening the crest of each dune and so promoting a mesalike formation instead of the sharp, wavelike crest of the dune. It is to the co-operation of these two forces—the deep-rooted pine with the low, clinging undergrowth—that the march of the smothering sands was stayed.

In like manner the co-operation of different social and political forces was essential to the result.

The result of these, curiously complicated conditions is that every person living on an ancient feudatory has an individual, inheritable, and inalienable interest in every tree and shrub and every grain of sand in the common forest. There is no such thing as an ab-

solutely exclusive ownership in any of the lands not distinctly alienated by the ancient feudatory. Such ownership can only be exercised or exercised by special and concurrent grant of all the parties in interest—the state, the commune, and the occupant. By obtaining these, the purchaser may obtain the right to improve, to cultivate, or to work and cut to the exclusion of all others, but if his timber is killed by fire the rights of the forestiers to cut and use is held to attach and can only be released by individual renunciation.

There are now nearly 700,000 acres of pins maritimes growing in France, one-third of which is under control of the government and two-thirds in private ownership. The trees are usually grown in nursery rows, carefully protected by mulching or some sort of low, growing, and then set out in the plantations. Those who have recently purchased seeds of this variety of pine for cultivation in the United States would do well to consider the essential characteristic of its habitat; also the fact that in removal from the nursery the roots must not be exposed so as to become dry even for the briefest period. After 12 years they become, under ordinary circumstances, large enough to be "worked" for resin, which they continue to yield for 30 years, and are then cut for timber.

The lesson of this wonderful 100 years experiment is not restricted to reforestation by means of the pins maritimes alone, but extends to all woods used for that purpose, and is that the conditions of the natural habitat must, in all cases be observed in order to secure success.

FALL STREET JOURNAL
New York City

APP 9 8 1004
EXTENDING OUR FOREIGN TRADE.

The persistent inquiries of American producers and exporters in regard to opportunities for trade in each consular district show the curious development in our commerce of a new method of exploring the markets of the world. Books, newspapers, and the remarkable array of our consular reports of the past twenty years show how the people of the United States have taken up with the idea of making the post office and the consul take the place of personal exploration and discovery in the domain of trade. For half a century, since American shipping was driven from the seas by the action of British-built Confederate cruisers, our export trade has been mostly carried on through London agencies. The underlying theory of British free trade was to make London the center of the world's trade and base the prosperity of Great Britain on the trade paid by

other nations for the handling of their products. British manufacture of the raw products of other countries was hardly more profitable than the rental paid for her ships and trade agencies throughout the world. English brain and capital had established branch houses in every city of any importance in the world, and when our producers and manufacturers, inspired by a sudden and unaccustomed impulse, began that remarkable "American invasion" the best means which offered was unquestionable inclination on the part of American manufacturers to cut the British middleman and devise new and more profitable and expeditious methods of reaching the foreign consumers of American products.—A. W. Tourgee, American Consul at Bordeaux.

From *Gal. Fruit Grower*
Address *MAHARAJA, CL*
Date *1904*

APR 23 1904
PREPARING MARASCHINO CHERRIES

BORDEAUX (France).—The decrease in amount and depreciation of the crop of cherries last season was a much more serious matter, from a commercial point of view, than one not familiar with existing trade conditions would imagine. The cherry in France becomes an article of commerce, not for drying, nor as a syrupy preserve, but as a candied conserve, and especially when preserved in alcohol, or maraschino, as a flavor for certain "mixed drinks." As these are American drinks, and not popular in France, fully nine-tenths of the "cherries in brandy" or rather "cherries in maraschino" which are prepared in this region are exported to the United States and other countries to which the mixed-drink habit has extended. The opinion prevails in the United States that a special variety of cherry, having a peculiar flavor and a dark meat, not grown in the United States, is used for this purpose. This is a very natural conclusion from the uniform dark-red

character of the fruit, from rind to kernel. It is wholly incorrect, however. The cherries used are the Bigarreau, which are in no way superior to or different from those grown in the United States. They are of all the colors which the varieties of this class of cherries with us possess. It is the process of preparation which makes the difference.

The first of these processes consists of subjecting the cherries when first picked, fully ripe and soft, to the fumes of burning sulphur for a considerable time. This has the effect of bleaching the fruit and giving it a sort of elastic quality, which permits its further manipulation. Being always picked with the stems attached, they do not crush in packing, and after a sufficient sulphuring, no matter what may have been their original color, they become a uniform pale yellow, externally and internally. They are then packed in a weak solution of salt and sulphur and shipped in the solution sometimes for several months, until the packer is ready to put them up. They are then washed to remove the sulphur and salt, and afterwards impregnated with dyes, chiefly aniline, which gives the body of the fruit as well as the skin that intense red color which is so dear to the heart of the lover of mixed drinks, who rarely fails to anathematize his countrymen for failing to produce that particular sort of cherry which he thinks adds so much to the flavor of his drink.

The maraschino, which is chiefly responsible for the flavor of the cocktail cherry, is an almost colorless liquid containing more or less alcohol and supposed to be derived from the flesh of a small wild cherry grown in Spain and along the Pyrenees. It is doubtful whether the real flavor is not derived from the laboratory. The maraschino fluid is by no means uniform, each maker having his own recipe, which is a secret of his business.

It is a curious fact that this product is so little esteemed in France that it is never advertised by wholesale grocers, and is rarely to be found on sale. It is manufactured for export only.—ALBION W. TOURGEE, U. S. Consul.

Ch. Tourgee
TOPEKA, KAN.

A Triumph of Forestry.

According to United States Consul Tourgee, of Bordeaux, the growth of the "pin maritime," or marine pine, in the Landes and adjoining departments of France, "undoubtedly marks the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind."

A century ago the region between the Gironde and the Pyrenees was in most of its extent "not only one of the most barren in the world, but apparently altogether hopeless of reclamation." Sand dunes were advancing from the sea at rates varying up to 200 feet a year, swallowing up fields, meadows, vineyards, houses, churches, villages, and leaving nothing but a gray desert. The old forests, had been destroyed, and now nature was taking its revenge. There seemed no hope for the heart of France, when it occurred to Bremon-tier, a native of the threatened region, that the devastation might be arrested by planting the "pin maritime."

The idea was submitted to Napoleon, who saw its value and ordered its execution. The result, says Consul Tourgee, has been the greatest of his victories. "To-day the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which the vineyards and wheat fields rest secure." They give not only protection but profit. "Lumber, firewood, turpentine and all the by-products of resinous distillation are now produced in such abundance here as not only to prevent the need of importation, but to make Southwest France a considerable and profitable exporter," even to the United States.

Meanwhile, by permitting the reckless destruction of our own much richer long-leaved pines, which formerly protected our coasts and which asked only to be let alone, we are bringing upon ourselves the same desolation that threatened France a century ago.

Newspaper Cutting Bureau in the World.

From *ST. LOUIS*
Address *ST. LOUIS*
Date *APR 24 1904*

MAKING WASTE PLACES PRODUCE VAST FORESTS

According to United States Consul Tourgee, of Bordeaux, the growth of the "pin maritime," or marine pine in the Landes and adjoining departments of France, "undoubtedly marks the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind."

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Address

Date

HAVE A CHERRY?

AMERICA is the land of the mixed drink. The sturdy, beef-eating Briton never goes further in that line than his half-and-half, or a shandy-gaff. Otherwise he and his Continental neighbors take it straight. But here we mix. Our cocktails are infinite in variety, and the barkeeper asks us, "Have a cherry?" If we assent, we get a Bigarreau or a Maraschino, red-fleshed and sweet, giving a sort of nutty farewell to the mixed drink. American cherry growers are often criticized for not producing such cherries, compelling us to pay a duty of 1 cent a pound and 35 per cent ad valorem, every time we take an appetizer.

American Consuls abroad make stated reports on the commerce and productions of the countries to which they are accredited, for the benefit of their countrymen at home. Unfortunately these reports are not generally circulated, and the often valuable information they contain does not reach the most interested parties. In the issue of these consular reports for April 6 is a report of our Consul to Bordeaux, Judge Tourgee, on the cocktail cherries. He says the opinion prevails in the United States that these are a special kind of cherry. This is a natural conclusion from the uniform dark red color of the pulp. This color is artificial.

The cherries are picked when dead ripe and soft. They are smoked in sulphur fumes until they are toughened by the sulphurous gas and bleached to a pale yellow. They are then packed in a solution of salt and sulphur and shipped to the manufacturer. In this pickle they keep indefinitely and may be manipulated at leisure. When needed they are washed, and dyed red with aniline, soaked in alcohol and syrup, and are ready for the American market. These cherries are not used in Europe at all and are not found there in market. They all come to the United States and our cocktail drinkers get with every glass a quantity of aniline and sulphur.

The revelation is revolting and disenchanting. Americans always supposed they were getting a red cherry, simply preserved in aromatic syrup. But instead they are getting a fruit that first had taken from it every natural characteristic, was pickled in brine like a cucumber and then dyed and sweetened to taste. Judge Tourgee has disenchanted our cocktail, but has lifted a burden of blame from the American cherry grower. If his statement is generally circulated, the genial barkeeper will get "no" for an answer when he offers the dyed but seductive cherry. Bordeaux seems to be the center of this cherry pickling industry, and Americans who value their health will see that industry decline without regret and will return to the primitive innocence of the cocktail, when it consisted of schnapps and bitters.

Judge Tourgee, in the same report, tells some things of interest to the American prune grower. Last year the French prune crop failed, and he says this would have taken the control of the prune trade away from France but for the foresight of the prune merchants of Bordeaux, who secured a large stock of California prunes, manipulated and repacked them and sold them as French, by that means sustaining the supremacy of French prunes.

He traces these California prunes into Bordeaux, through the repacking process and export back to the United States, where, as French fruit, they sold at a price that left a good profit after crossing the ocean twice and paying a duty of 2 cents a pound for the privilege of returning to their native land. The fine French prunes we buy in San Francisco were grown in the orchards of Santa Clara County. They have been refined by foreign travel and come back to us with its gifts and graces, for which we pay a round price. Yet in pulp and substance and flavor they have gained nothing by the journey. They have simply gained in superficial appearance.

These added charms are external only and they are Santa Clara prunes and nothing more, but the story of their travels is full of suggestion for our prune raisers. We have to compete with France, not in the quality of the fruit, for these facts prove that our quality is good. To the palate the fruits are the same. The difference is presented to the eye alone. What is needed is that our growers and packers study the Bordeaux method of manipulating and packing. There is no sorcery about it. It has in it the French instinct of appealing to the eye. We can do it as well, if we try. When we do it successfully, France will no longer be able to take our excellent but ill-appearing prunes, teach them French airs and manners and use them to crowd us out of our own market.

Judge Tourgee also reports that California navel oranges hold the market in Bordeaux, selling at 4 cents apiece, in perfect condition and of the best quality. This also is a revelation. He is unable to tell how they get there. But they are there and find a market after paying the French tariff.

Our horticulturists and cocktail drinkers will find much food and drink for reflection in Judge Tourgee's report. One thing is sure: our prune growers should either send students to study French methods or should bring French packers here.

From
ENGINEERING NEWS

Address
New York City

Date
APR 28 1904

The reclamation of coast sand dunes by forestation is the subject of an interesting report by U. S. Consul Albion W. Tourgee of Bordeaux, France. A century ago, a great tract of southern France, extending for 100 miles along the shore of the Bay of Biscay and inland for 50 to 100 miles was a barren desert, due solely to the advance of the great sand dunes, carried forward by the winds from the Atlantic. Formerly the land was occupied by a vast pine forest, not dissimilar, probably, to the pine forests that line the South Atlantic coast of the United States. This forest was cut off for timber and naval stores in early historic times and fires following burned up the soil and left the sand beneath exposed to the wind. In this way the sand dunes were formed and moved steadily forward year after year until an enormous area of the fertile plains of Southern France had been converted into a desert.

In the year 1801, a resident of the region named Bremontier conceived the idea of planting the "pin maritime," a European species of pine which flourishes along the sea coast, to reclaim the lands.

The project was brought before Napoleon and was energetically carried forward by him. To-day this great region is covered with a pine forest which produces lumber, resin, turpentine, railway ties, telegraph poles, etc., in such abundance that France not only supplies her home demands, but exports mine props to Wales and naval stores of certain high grades to the United States. There are nearly 700,000 acres of these pine forests in France, one-third under government control and two-thirds in private ownership. Mr. Tourgee declares that this work of land reclamation is "the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind. He urges that the experience of France should be a lesson to the United States and that the reclamation of the sand dune regions which are already causing serious loss and damage on many parts of the Atlantic and Pacific coasts, be undertaken without delay.

From
FREE PRESS

Address
MILWAUKEE, WI

Date
MAY 2 1904

A Triumph of Forestry.

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A century ago the region between the Gironde and the Pyrenees was in most of its extent, "not only one of the most barren in the world, but apparently altogether hopeless of reclamation." Sand dunes were advancing from the sea at rates varying up to 200 feet a year, swallowing up fields, meadows, vineyards, houses, churches, villages, and leaving nothing but a gray desert. The old forests had been destroyed, and now nature was taking its revenge. There seemed no hope for the heart of France, when it occurred to Bremontier, a native of the threatened region, that the devastation might be arrested by planting the "pin maritime."

The idea was submitted to Napoleon, who saw its value and ordered its execution. The result, says Consul Tourgee, has been the greatest of his victories. "Today the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which the vineyards and wheat fields rest secure." They give not only protection but profit. "Lumber, firewood, turpentine and all the by-products of resinous distillation are now produced in such abundance here as not only to prevent the need of importation, but to make southwest France a considerable and profitable exporter," even to the United States.

Meanwhile, by permitting the reckless destruction of our own much richer long-leaved pines, which formerly protected our coasts and which asked only to be left alone, we are bringing upon ourselves the same devastation that threatened France.

From
NEW YORK HERALD

Address
NEW YORK, CAL.

Date
APR 24 1904

California Prunes and Cherries in France

Albion W. Tourgee, U. S. Consul at Bordeaux, France

The fact that California prunes are going largely to France, as described by Mr. Tourgee, is already widely known in this state, but that orders have been placed in this state for cherries to be shipped to preservative fluid for export to Bordeaux is not so generally known. There will, however, be some quite large shipments made this year if the cherry crop proves good, as is now probable. Editor Pacific Rural Press.

Prunes. — The failure of the prune crop would have entailed very serious consequences on the trade in the western France but for the fact that California prunes that were shipped from last year, and the successful enterprise of French dealers in importing early control of this year's crop on our Pacific coast. Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and repacked maintain the superiority of French prunes and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation.

Cherries. — The decrease in amount and depreciation of the crop of cherries was a much more serious matter, from a commercial point of view, than the one not familiar with existing trade conditions would imagine. The cherry in France becomes an article of commerce, not for drying nor as a syrup preserve, but as a candied conserve, and especially when prepared in alcohol as maraschino as a flavor for certain mixed drinks. As there are American drinks and not popular in France, wholly nine-tenths of the cherries in brandy or rather "cherries maraschino" which are prepared in this region are exported to the United States and other countries to which the mixed-drink habit has extended. The opinion prevails in the United States that a special variety of cherry, having a peculiar flavor and a dark meat not grown in the United States, is used for this purpose. This is a very natural conclusion from the uniform dark-red character of the fruit, from rind to kernel. It is entirely incorrect, however. The cherries used are the Bigarreau, which is in no way superior to or different from those grown in the United States. They are of all the colors which the varieties of this class of cherries can possess. It is the process of preparation which makes the difference.

How, then, do the cherries come to be so generally covered up and a large quantity of them placed in France?

consists in subjecting the cherries when first picked, fully ripe and soft, to the fumes of burning sulphur for a considerable time. This has the effect of bleaching the flesh, giving it a sort of elastic quality, which permits its further manipulation. Being always picked with the stems attached, they do not crush in packing, and after a sufficient sulphuring, no matter what may have been their original color, they become a uniform pale yellow, externally and internally. They are then packed in a weak solution of salt and sulphur and shipped to the manufacturer. They remain in the solution, sometimes for several months, until the packer is ready to put them up. They are then washed to remove the sulphur and salt and afterwards impregnated with a very chiefly aniline, which gives the body of the fruit as well as the skin that intense red color which is so dear to the heart of the lover of mixed drinks, who rarely fails to anathematize his countrymen for failing to produce that particular sort of cherry which he thinks adds so much to the flavor of his drink.

The maraschino, which is chiefly responsible for the favor of the cocktail cherry, is an almost colorless liquid containing more or less alcohol and supposed to be derived from the flesh of a small wild cherry grown in Spain and along the Pyrenees. It is doubtful whether the real favor is not derived from the "absorbent" of the maraschino, which is by no means uniform, each grower having his own receipt, which is a secret of his business. It is a curious fact that this product is so little obtained in France that it is never advertised by wholesale grocers and is to be found on sale. It is many times more expensive for export only.

COMMERCIAL TRIBUNE
CINCINNATI, OHIO

The Forestation of France

One of the most interesting of recent Consular reports is that on the subject of the French reforestation of enormously large tracts of land, by Consul Albion W. Tourgee of Bordeaux. Sketching at considerable length the ravages of the sand thrown upon the land by the sea, forming the devouring sand dunes of Southern France, the Consul sketches the villages and chateaux that have been covered up and a large quantity of them placed in France.

land. Consul Tourgee tells of the plan of Bremontier, in the first years of the nineteenth century, by which the sea was stayed and forests of enormous value were made to cover the waste lands.

Bremontier took the seeds of the "pin maritime," a species of resinous fir, sprouted them carefully in locations selected with judgment and succeeded in inducing a number of the trees to grow to a size sufficient to battle against the encroaching sand dunes, and the problem was solved. Napoleon then took up the matter and pushed it with his accustomed intelligent vigor. Today there are hundreds of thousands of acres of pin maritime forests, the leaves of which are gradually enriching the soil; other species of trees are springing up and many acres of one-time sand dunes of Southern France are becoming tillable. The forests produce lumber, fire wood, rosin, tar, turpentine and all by-products of resinous distillation, while employment is given to thousands of men.

The important suggestion of Consul Tourgee is in the fact that, while in the first half of the nineteenth century France imported from the United States timber and large quantities of resinous distillations, the reverse is now the case. France, because of the reckless wastage of American forests and because of her own intelligent reforestation, is a large exporter of resinous distillations to the United States from forests planted on what were barren sand dunes, threatening to overspread the richest portion of Southern France. He asks whether "the conditions of a century ago will be reversed at the end of a century to come." They will not be unless intelligent forestation comes to be the rule in the United States, nor unless Congress stays the hand of the woodpulp combine in its reckless destruction of the spruce of the United States, first cousin to the pin maritime of France.

THE BOSTON COMMERCIAL.

Speaking about the American methods for introducing unfamiliar products in foreign markets, United States Consul Tourgee, of Bordeaux, France, recently wrote as follows:

"The almost universal means adopted for accomplishing this was to send the American drummer, equipped only with the ideas of an American traveling salesman, with little knowledge of the language, the laws, and the habits of thought of the people whose trade he sought. An American sales

agent comes to a region as to which he has only encyclopedic knowledge—that is, he knows the population, production, and the number of people who he thinks should buy his wares. The manufacturer believes that he ought to sell a certain number of the articles he manufactures for every 100,000 of the population. He has done that at home; why not elsewhere? So he sends an agent, who spends a day—possibly two days—in trying to get trade, and who naturally fails to obtain satisfactory results. It is not true that 'money always talks,' or that the best implements will always outsell poor ones. A man buys what he wants. His judgment may not be the best, but it is that which controls the market. Very many of the losses sustained by American exporters in an endeavor to find a market for their goods in France are traceable to their entire neglect to consider the legal conditions under which they must operate." He adds that American writers who speculate on theories regarding the extension of export trade wholly ignore two very frequently most important and controlling elements—(1) the personal inclination of the purchaser and (2) the special adaptation of products to the taste or preference of the purchaser. People do not buy things because they are cheap, but to suit their fancy."

Anasura Cogn
Sentinel, May 2, 1904

BORDEAUX TRADE INJURED.

Effect of the Pure Food Law of March, 1903.

In a report to the department of commerce and labor, United States Consul A. W. Tourgee, at Bordeaux, France, says that the American pure food law of March, 1903, very seriously affected the commerce of Bordeaux, in because of its unexpectedness and its indefinite character.

Mr. Tourgee says that when we bear in mind that what one people or one government or even one set of chemical experts may deem "deleterious to health" another may regard as wholly innocuous, the difficulty of meeting an unknown and unpublished standard of purity will be at once apparent, and it is not to be wondered at that persons who have for years catered to American tastes in the manufacture of thousands of dainty products should without notice of its character, to goods requiring a year or more to prepare an infraction not of specific treaty rights perhaps, but of those equities which underlie commercial relations.

Mr. Tourgee suggests that to avoid any further misconception all the facts which may constitute a violation of our pure food law be carefully compiled and published for the benefit of those who export to the United States.

From **STATE Gazette**
Address **TRENTON, N. J.**
Date **MAY 10 1904**

Forest Making in France.

One of the most interesting of recent consular reports is that on the subject of the French reforestation of enormously large tracts of land, by Consul Albion W. Tourgee—of "The Fool's Errand" fame—stationed at Bordeaux. Sketching at considerable length the ravages of the sand thrown upon the land by the sea, forming the devouring sand dunes of Southern France, farms, villages and chateaux being remorselessly covered up and a barren waste made in place of fertile farm lands, Consul Tourgee tells of the plan of Bremon tier, in the first years of the nineteenth century, by which the sea was stayed and forests of enormous value were made to cover the waste lands.

Bremon tier took the seeds of the "pin maritime," a species of resinous fir, sprouted them carefully in locations selected with judgment and succeeded in inducing a number of the trees to grow to a size sufficient to battle against the encroaching sand dunes, and the problem was solved. Napoleon then took up the matter and pushed it with his accustomed intelligent vigor.

To-day there are hundreds of thousands of acres of pin maritime forests, the leaves of which are gradually enriching the soil; other species of trees are springing up and many acres of one-time sand dunes of Southern France are becoming tillable. The forests produce lumber, fire-wood, rosin, tar, turpentine and all by-products of resinous distillation, while employment is given to thousands of men.

The important suggestion of Consul Tourgee is in the fact that, while in the first half of the nineteenth century France imported from the United States timber and large quantities of resinous distillations, the reverse is now the case. France, because of the reckless wastage of American forests and because of her own intelligent reforestation, is a large exporter of resinous distillations to the United States from forests planted on what were barren sand dunes, threatening to overspread the richest portion of Southern France.

FRANCE SETS AN EXAMPLE.

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The rule in the United States is that Congress stays the hand of the pulp combine in its reckless destruction of the spruce of the United States, first cousin to the pin maritime of France.

JOURNAL
JERSEY CITY, N. J.

MAY 6 1904

THE NATION SHOULD REFOREST.

Albion W. Tourgee is now U. S. Consul at Bordeaux, and in a recent consular report tells of a successful effort at reforesting in Southern France, where the sea sand was encroaching and destroying immense tracts of land.

The interest in the story Tourgee tells lies in the application. If this could be done under adverse circumstances, what could be done in this country, where wood pulp and wood alcohol factories are sparing no variety or age of tree, but are clearing away forests as if they had been swept by a gigantic lawn mower.

There should be a national law that would prevent any one from cutting down a tree without making adequate provision for planting another, and every devastated area should be covered with trees which in time would reproduce the forests.

Wood is a necessity and the reckless waste now going on will within the lives of many now living make wood too expensive for ordinary use.

A number of forestry schools have been started; it is a pity there are not more of them, and it will not be long before there will be a considerable body of trained men ready to serve the people in this matter, but there are not enough of them now and the waste is going on faster as the visible supply decreases.

TIME
TROY, N. Y.
MAY 12 1904

Value of Forests.

The importance of preserving forests and of restoring trees to sections which have been denuded of them is becoming understood throughout the world, and forestry has come to be a recognized and carefully encouraged science. Much has been done in the United States to stimulate public interest in forestry, although we are far behind many other countries in this respect. Something of what is being brought about abroad is suggested in a recent report by Albion W. Tourgee, the noted author, now the American Consul at Bordeaux, France. He is stationed at a point where he can observe what has resulted from intelligent efforts to reclaim deforested land. A summary of what he says on this point is thus presented:

Sketching at considerable length the ravages of the sand thrown upon the land by the sea, forming the devouring sand dunes of Southern France, farms, villages and chateaux being remorselessly covered up and a barren waste made in place of fertile farm lands, Consul Tourgee tells of the plan of Bremon tier, in the first years of the nineteenth century, by which the sea was stayed and forests of enormous value were made to cover the waste lands.

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It is seen from this, as has been shown in other discussions of the same subject, that the matter is a practical one. Preserving such forest resources as a country already possesses and adding to them by well-directed, scientific effort means a large increase in available assets and consequent increase in opportunities for prosperity.

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How To Extend Our Foreign Trade

By Albion W. Torugee, U. S. Consul, Bordeaux, France

May 2, 1904.

THE MANUFACTURER

The persistent inquiries of American producers and exporters in regard to opportunities for trade in each consular district show the curious development in our commerce of a new method of exploring the markets of the world. Books, newspapers, and the remarkable array of our consular reports of the past twenty years show how the people of the United States have taken up with the idea of making the post office and the consul take the place of personal exploration and discovery in the domain of trade. For half a century, since American shipping was driven from the seas by the action of British-built Confederate cruisers, our export trade has been mostly carried on through London agencies. The underlying theory of British free trade was to make London the center of the world's traffic and base the prosperity of Great Britain on the tariff paid by other nations for the handling of their products. British manufacture of the raw products of other countries was hardly more profitable than the rental paid for her ships and trade agencies throughout the world. English brain and capital had established branch houses in every city of any importance in the world, and when our producers and manufacturers, inspired by a sudden and unaccustomed impulse, began that remarkable "American invasion" the best means that offered was unquestionably to take advantage of this well-established system of distribution. With the amazing commercial impulse inspired by the tariff act of 1897, there came, however, an unaccountable inclination on the part of American manufacturers to cut the British middleman and devise new and more profitable and expeditious methods of reaching the foreign consumers of American products.

Considering that we are without anything like a foreign merchant marine and are not well informed as to the methods of

internal distribution of commercial products in the various countries of Europe where new markets were to be found or, more properly, to be created, this almost universal impulse of the American producer is perhaps the most wonderful part of that commercial awakening which has accomplished so much and caused such apprehension in all the manufacturing and commercial centers of Europe. Its most peculiar feature was the attempt to sell unfamiliar products in markets where no demand existed or which were already supplied with similar products of a character apparently satisfactory. The almost universal means adopted for accomplishing this was to send the American drummer, equipped only with the ideas of an American traveling salesman, with little knowledge of the language, the laws, and the habits of thought of the people whose trade he sought.

These conditions have, in some cases at least, led to very unexpected results. An American sales agent comes to a region as to which he has only encyclopedic knowledge—that is, he knows the population, production, and the number of people who he thinks should buy his wares. The things which the consul observes and reports naturally may not include those necessary to a market for particular products. The manufacturer believes that he ought to sell a certain number of the articles he manufactures for every 100,000 of the population. He has done that at home; why not elsewhere? So he sends an agent, who spends a day—possibly two days—in trying to get trade, and who naturally fails to obtain satisfactory results. It is not true that "money always talks," or that the best implements will always outsell poor ones. A man buys what he wants. His judgment may not be the best, but it is that which controls the market. A man having a five-acre farm has no use for machinery which is the best possible economy on a 500-acre tract. A French farmer who grows an acre of potatoes in half a dozen little patches, which are cultivated with hoe and spade by his mother, wife, and other females of his household, has no use for a steam potato digger. Large quantities of Irish potatoes are grown in this district, but it is doubtful if there is a 10-acre lot of potatoes in all the ten departments of this consulate.

Another thing which a United States manufacturer seeking to place his wares on a foreign market under his own auspices should be most particular to familiarize himself with is the system of legal procedure in the country where he proposes to operate. He has been so long accustomed to act as his own lawyer, that it seems almost impossible that he should not continue to do so with success. He can hardly imagine a state of affairs in which a contract plainly written and clearly expressing an agreement between two parties, can not be enforced by the courts because it is not drawn and attested by a particular official. Yet that is exactly what he will need in France. He will find that a contract of partnership or for the purchase or sale of realty or a contract of indemnity not drawn and executed by a notaire (notary public) will not be recognized by a court and that a contract written in English, though it be attested by a notaire, is void. He will also learn that certain officials have the power to verify a signature, but such verification has no effect upon a contract which may be written above the signature.

The first thing for an American to do who seeks to introduce a business of any sort into France, whether by partnership, agency, or otherwise, should be to employ a competent legal adviser and consult him fully on all his affairs, not because those with whom he deals are any less reliable than other people; nor because the laws are less equitable in character, but because it is no easy matter to become as familiar with their application as with the common law, which is the basis of our business thought. It will not do to assume that the legal principles which govern and control business relations and responsibilities under our laws have any sanction except in Anglo-Saxon countries. Very many of the losses sustained by American exporters in their endeavor to find a market for their goods in France are traceable to their entire neglect to consider the legal conditions under which they must operate.

The National Cash Register Company, of Dayton, Ohio, is a manufacturing institution that has shown its sagacity not only in selling direct in every country in Europe,

but in thoroughly educating agents in the laws of the countries in which they operate, and also in studying the habits and preferences of the people with whom they have to deal. This information it has also learned to limit to its own agents. While it publishes and distributes an attractive periodical, one searches in vain in its pages for any of the practical suggestions which have given it success. It sticks to its business and, while inviting scrutiny of its affairs, has learned the lesson of reserve from its European competitors.

The enterprise of American manufacturers of windmills has revealed some curious things in this region. Among these is the fact that within historical periods there have occurred very considerable changes of climate, especially of wind currents. During the Roman period, and even down to recent epochs, the windmill was a very important factor of the industrial civilization of the interior provinces of this consular district. In several of these the old windmill towers still stand, evidently occupying sites chosen with special regard to wind currents, which no longer exist or are too feeble to be of economic value. In others, as in the Department of the Landes, which within a century as practically a desert, reforestation has so modified the wind currents of great areas that winds long regarded as reliable for use are now too weak and variable to render profitable any attempt to use them.

From *Journal of Commerce*
Address *Kansas City, Mo.*
Date **MAY 21 1904**

FICKLE NATURE KILLING TRADE.

In a recent report U. S. Consul Albion W. Tourgee, at Bordeaux, France, says: The enterprise of American manufacturers of windmills has revealed some curious things in this region. Among these is the fact that within historical periods there have occurred very considerable changes of climate, especially of wind currents. During the Roman period, and even down to recent epochs, the windmill was a very important factor of the industrial civilization of the interior provinces of this consular district. In several of these the old windmill towers still stand, evidently occupying sites chosen with special regard to wind currents, which no longer exist or are too feeble to be of economic value. In others, as in the Department of the Landes, which within a century as practically a desert, reforestation has so modified the wind currents

of great areas that winds long regarded as reliable for use are now too weak and variable to render profitable any attempt to use them.

The Post Express

ROCHESTER, N. Y. May 20 1904

A Yankee Consul.

A lover of literature would not naturally look to the pages of the "Daily Consular Reports" for mental refreshment nor would he turn to Secretary Coffey's paper in a quest for style. Facts and figures abound between the covers, but seldom are they couched in other than the formal language. A recent issue of this publication, however, is a notable exception. It contains an article entitled "Reforestation in France" that is worthy the attention of the most fastidious critic. The first few lines are explanatory, and then comes the following description:

One after another great waves of sand moved by the restless winds that swept across the Atlantic continued their unceasing march across the fair plains of Southern France, burying all before them—fields, meadows, vineyards, houses, churches, even villages—leaving behind them only gray billows, to which clung bunches of bracken, a few starved bushes of scrub oak, and thickets of white and purple gorse, fighting stubbornly for a hold upon the shifting sands, with here and there some straggling groups of pine, the protesting remains of a great forest which wind, sand, and fire, and water had spared.

This has the true literary touch—is a graphic and vigorous description of the irresistible march of the sand dune from the Bay of Biscay toward the heart of the richest agricultural land in Europe. The consul goes on with his story in the same flowing style, and leads up to the final planting of the pines under the direction of Napoleon, the pines that saved the fields of France.

On the seaward side the great furrows, lying one within the other, were bare and gray. The western winds lifted the light sands and dropped them just beyond the crest to drown and smother the shrubs which struggled up the leeward side. Here and there in favorable places a few scattered pines marked the location of the ancient forests to which the Greeks and the Romans, perhaps even the Phoenicians, came for the shore to mark the limits of forgotten commerce. They brought with them not only reckless greed, but still more reckless fame, which, co-operating with the steady western winds and the sand thrown up by the restless waves at the forest and left only the shifting dunes—great sand billows that crept on inch by inch and year by year, entombing more of the bright-blossomed bruyeres and gorses, no matter how bravely they fought for existence, leaving behind them only dry roots, which the "forestiers" gathered for their hearths.

In this seemingly doomed region, the consul tells us, was one Bremon-tier. He watched the ominous march of the gray sand dunes, blighting all in their path, creating a desert and destroying hope. He saw the peasants forced further and further inland, their homes destroyed and their lands despoiled; he saw

the flocks of sheep and the herds of cattle grow fewer; he saw the smiling landscape of France gradually changing into a Sahara. Then Bremon-tier thought of the pine trees. The seeds were gathered and sprouted carefully. The young trees grew; their tough roots took hold in the sand, and soon a forest barricade held the dunes in check. The march of the deadly enemy was arrested, and France was saved. The consul tells us that a statue of Bremon-tier looks down upon the land he conquered. "To-day," he concludes in a fine bit of descriptive writing, "to-day the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which the vineyards and wheat fields rest secure. The gray dunes which were sweeping over the land have become serried fortresses which shelter civilization and prosperity."

The writer of this report is Albion W. Tourgee, author of "A Fool's Errand" and "Bricks Without Straw." Mr. Tourgee is United States consul at Bordeaux, France.

First Established and Most Complete Newspaper Cutting Bureau in the World
DEMOCRAT
WATERBURY, CONN.
ROCHESTER, N. Y.
MAY 25 1904

ALSO A FOOL'S ERRAND.

The criticism is often made, and justly, too, that American manufacturers who are seeking foreign trade do not study the requirements of foreign markets as thoroughly as they should.

This is emphasized in a rather humorous way by a report recently published by the State Department at Washington, based upon observations made by Hon. Albion W. Tourgee, while consul general at Bordeaux, France. Judge Tourgee, by the way, has since been transferred to Halifax, Nova Scotia. He is known throughout the country as the brilliant author of a number of books, among which "The Fool's Errand" stands foremost.

In his report upon the commercial possibilities in his district, while in France, the consul-general also touched upon American breakfast foods, and alluded to the fact that manufacturers of these wonderful rejuvenating and bracing concoctions of cereals and advertising complained that they had very little return for their exorbitant expenses in France. In other words, the French people did not seem to like the predigested breakfast at all.

And what was the reason? They could not get the cereals at the expense of a post-

age stamp before going to the outlay of campaigns of advertising if they had written to Judge Tourgee, or any other consular officer in France, before beginning operations. They would have learned that the English or American breakfast is unknown in France, and that in order to become good customers of the cereal manufacturer, the people over there would be obliged to change the habit of centuries. "The real market for such things in France," says the Consul-General, "is not to be sought in statistics of population, but in the number of breakfast-eating people, viz.: The English and Americans domiciled in France."

So much for breakfast foods, and the fool's errand upon which American manufacturers were led in their attempt to force business by home methods instead of wisely studying existing conditions abroad. In spite of this and many other mistakes, such as flooding foreign countries with circulars in English, instead of the language of the merchants whose trade is sought; failing to follow advertising up with travelers who understand the language and habits of these same merchants; failing to produce the kind of goods which they prefer or are accustomed to; Uncle Sam is making good progress as an exporter, as attested by the official figures.

What our progress as an exporting nation will be when we really get down to doing as other manufacturing countries do, studying the markets in detail and accommodating ourselves to their wants and peculiarities, can hardly be realized at present. We have the brains, the energy and the goods that will win in the contest for commercial supremacy. It only remains to successfully apply them.

BULLETIN
Autumn
MAY 26 1904

CHERRIES ARE 'PHONEY.'

Warning to Consular Delegation in United States Consular Reports.
In the issue of Consular Reports for April 8 is a report of the consul at Bordeaux, Judge Tourgee, on the quality of cherries. He says the opinion prevalent in the United States, that these are a special kind of cherry, is a natural conclusion from the uniform dark red color of the pulp. This color is artificial.

The cherries are picked when dead and soft, says the San Francisco Mail. They are smoked in sulphur fumes until they are converted to a yellow. They are then packed in a solution of salt and sulphur, and shipped to the manufacturers. In this packing they keep indefinitely, and may be made palatable by washing. When washed they are washed in a solution of soda and water, and then moved by the other end of the Atlantic.

the late Consul of Bordeaux, France, burying all before them—fields, meadows, vineyards, houses, churches, even villages—leaving behind them only gray billows, to which clung bunches of bracken, a few starved bushes of scrub oak, and thickets of white and purple gorse, fighting stubbornly for a hold upon the shifting sands, with here and there some straggling groups of pines, the protesting remains of a great forest, which wind and sand and fire and water had spared.

NEW YORK EV'G POST

From
Address
Date **MAY 21 1904**

SCIENCE FOR LAY READERS

GREAT SUCCESS OF THE REFORESTATION IN FRANCE

Remarkable Growth of the Pin Maritime—Flavor of the Spreading Sand Dunes Stayed—More Than 700,000 Acres of the Trees Growing—Earnings

Albion W. Tourgee, United States consul at Bordeaux, France, writes of the growth of the "pin maritime" in the Landes and adjoining departments as the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind, saying that it is marvellous demonstration, not only of the practicality, but also of the beneficence of reforestation. The condition of things previous to the reforestation he describes as follows: "At the beginning of the nineteenth century the region between the Gironde and the Pyrenees, excepting a narrow belt which skirted the southern bank of the river, extending inward from 50 to 100 miles, was not only one of the most barren in the world, but apparently altogether hopeless of reclamation. For 100 miles along the shore of the Bay of Biscay there stretched a threatening array of gray sand dunes which year by year pursued their irresistible march towards the heart of the most productive land in Europe, at a rate varying from 1 to 200 feet a year. One after another, great waves of sand, moved by the restless winds that swept across the Atlantic, continued their un-

ceasing march across the fair plains of southern France, burying all before them—fields, meadows, vineyards, houses, churches, even villages—leaving behind them only gray billows, to which clung bunches of bracken, a few starved bushes of scrub oak, and thickets of white and purple gorse, fighting stubbornly for a hold upon the shifting sands, with here and there some straggling groups of pines, the protesting remains of a great forest, which wind and sand and fire and water had spared."

Mr. Tourgee tells of the experiment of Bremon-tier with the "pin maritime," its successful staying of the march of the sand dunes, and the action of Napoleon in forwarding the work of planting the tree which was to stop the havoc wrought by the spreading sand dunes. "The greatness of all Napoleon's victories," says Mr. Tourgee, "is that by which the ever-increasing legions that by the pin maritime are mustered along the coast from the mouth of the Loire to the Pyrenees to shelter the sunny plains from the assault of the sand-laden waves of the Atlantic and convert impending evil into an economic blessing."

The News and Observer says Judge Albion W. Tourgee has started on another fool's errand in trying to stop the export of inferior Spanish wine as French wine. Maybe the Judge will make as good a headway as when he was on the Fool's Errand.

EAGLE

WICHITA, KAN.

MAY 29 1904

WORLD

CLEVELAND, OHIO

MAY 23 1904

Albion W. Tourgee, United States consul at Bordeaux, France, writes of the growth of the "pin maritime" in the Landes and adjoining departments as the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind, saying that it is marvellous demonstration, not only of the practicality, but also of the beneficence of reforestation. The condition of things previous to the reforestation he describes as follows: "At the beginning of the nineteenth century the region between the Gironde and the Pyrenees, excepting a narrow belt which skirted the southern bank of the river, extending inward from 50 to 100 miles, was not only one of the most barren in the world, but apparently altogether hopeless of reclamation. For 100 miles along the shore of the Bay of Biscay there stretched a threatening array of gray sand dunes which year by year pursued their irresistible march towards the heart of the most productive land in Europe, at a rate varying from 1 to 200 feet a year. One after another, great waves of sand, moved by the restless winds that swept across the Atlantic, continued their un-

ceasing march across the fair plains of southern France, burying all before them—fields, meadows, vineyards, houses, churches, even villages—leaving behind them only gray billows, to which clung bunches of bracken, a few starved bushes of scrub oak, and thickets of white and purple gorse, fighting stubbornly for a hold upon the shifting sands, with here and there some straggling groups of pines, the protesting remains of a great forest, which wind and sand and fire and water had spared."

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Albion W. Tourgee, whose literary work has attracted wide attention, also came from Ashtabula County, as did William D. Howells, the "dean of American letters."

Tourgee's work deals principally with the slave question, which is quite appropriate in view of the fact that this county was the most noted spot in the Union for its anti-slavery movement. The great agitation had such men as Benjamin F. Wade and Joshua R. Giddings of Jefferson to support it in Congress and the eloquence of Betsey M. Cowles kept things at a fever heat in this vicinity.

She was a relative of Edwin Cowles, the veteran editor of the Cleveland Leader, who was born six miles south of here in Austinburg. It was there that the first church on the Western Reserve was built, to which came Rev. Joseph Badger, the first missionary in northern Ohio.

Tourgee's home town has but one other fact to give it prominence and that is its vinegar production, which in a single year was 62,400 gallons.

PRESS
WICHITA, K. N.

JUN 5 1904

A Good Example in France.

A great many people in the United States know that Albion W. Tourgee wrote "A Fool's Errand" and other books of like character, but probably comparatively few of them know that at present he is holding a government position as United States consul stationed at Bordeaux in France. A recent report written by him is attracting considerable attention in this country. It touches on a subject whose importance has only recently been thoroughly recognized and appreciated here. For years it was believed and accepted as a fact that the American forests would furnish for all time an unlimited supply of lumber. Accordingly it was liberally cut and in some instances ruthlessly wasted. It is only within comparatively recent years that the full force and extent of the problem presented has been understood here. Denuding the forests has been regarded as a profitable and very safe proceeding and the work has been pressed with vigor on, without proper regard for replacing that which was destroyed. Lately attention has been turned very seriously in this direction and forestry

is being made the subject of earnest study here. A tree can not grow in a night or a year. Forests are made slowly and their importance in more ways than one is not likely to be over-estimated.

Consul Tourgee in his report gives an interesting account of the success with which forestry has been practiced in France, especially in the southern part, where sand has been thrown up from the sea, making large extent of waste places. Early in the 19th century Bremon-tier took the seeds of a species of resinous fir called "pin maritime" and by judiciously locating and carefully attending the little sprouts they were made to grow to sufficient size to hold the sand dunes in check. Napoleon appreciated the importance of the undertaking and aided it. Mr. Tourgee says that to-day there are hundreds of thousands of acres of these forests and that due to them many acres of hitherto sterile lands are now fertile. Moreover, these forests produce lumber and all the products of resinous distillation, giving work and wages to thousands of men. One of the results is that France imports less lumber from the United States than it did half a century ago, that large tracts have been reclaimed, and it is pointed out that what has been done in France can be done here. It was the slow work of years, but it was worth while. In many ways the new can learn of the old world to its advantage. Unless steps are taken to encourage forestry in the United States, conditions here will be what they would have been in France but for the undertaking successfully carried out, to which Consul Tourgee refers.

From
Address
Date

TRIUMPH OF FORESTRY. One of the Greatest of Napoleon's Victories.

According to United States Consul Tourgee, of Bordeaux, the growth of the "pin maritime," or marine pine, in the Landes and adjoining departments of France, "undoubtedly marks the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind."

A century ago, says the Milwaukee Free Press, the region between the Gironde and the Pyrenees was in most of its extent "not only one of the most barren in the world, but apparently altogether hopeless of reclamation." Sand dunes were advancing from the sea at rates varying up to 200 feet a year, swallowing up fields, meadows, vineyards, houses, churches, villages and leaving nothing but a gray desert. The old forests had been destroyed,

and now nature was taking its revenge. There seemed no hope for the heart of France, when it occurred to Bremon-tier, a native of the threatened region, that the devastation might be arrested by planting the "pin maritime."

The idea was submitted to Napoleon, who saw its value, and ordered its execution. The result, says Consul Tourgee, has been the greatest of his victories. "Today the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which the vineyards and wheat fields rest secure." They give not only protection, but profit. "Lumber, firewood, turpentine and all the by-products of resinous distillation are now produced in such abundance here as not only to prevent the need of importation, but to make southwest France a considerable and profitable exporter," even to the United States.

Meanwhile, by permitting the reckless destruction of our much richer long-leaved pines, which formerly protected our coasts, and which asked only to be let alone, we are bringing upon ourselves the same desolation that threatened France a century ago.

TRIBUNE
PITTSBURG, PA.

JUN 2 - 1904

In the issue of consular reports for April 6 is the report of our consul at Bordeaux, Judge Tourgee, on the cocktail cherries. He says the opinion prevails in the United States that these are a special kind of cherry. It is a natural conclusion from the uniform dark red color of the pulp. The color is artificial. The cherries are picked when dead ripe and soft, says the San Francisco Call. They are smoked in sulphur fumes until they are toughened by the sulphurous gas and bleached to a pale yellow. They are then packed in a solution of salt and sulphur and shipped to the manufacturer. In this pickle they are kept indefinitely, and may be manipulated at leisure. When needed they are washed, and dyed red with aniline, soaked in alcohol and syrup, and are ready for the American market. These cherries are not used in Europe and are not found there in market. They all come to the United States and our cocktail drinkers get with every glass a quantity of aniline and sulphur. The revelation is revolting and disenchanted. Americans always supposed they were getting a red cherry, simply preserved in aromatic syrup. But instead they are getting a fruit that first had taken from it every natural characteristic, was pickled in brine like a cucumber, and then dyed and sweetened to taste. Judge Tourgee has disenchanted our cocktail, but has lifted a burden of blame from the American cherry grower. If his statement is generally circulated, the general

barkeepers will get "no" for an answer when he offers the dyed but seductive cherry. Bordeaux seems to be the center of the cherry picking industry, and Americans who value their health see that industry decline with regret and will return to the innocence of the cocktail, which consisted of schnapps and bitters.

TOLEDO, OHIO.

MAY 31 1904

BREAKFAST FOODS IN FRANCE
The American consul-general at Bordeaux, Judge Tourgee, now transferred to Halifax, made a report on American breakfast foods in France, before he left his former post, which illustrates the fact, so often adverted to, that American manufacturers seeking an export trade do not study the conditions abroad before attempting to make a market.

The breakfast-food men—or at least a portion of them—undertook to exploit their cereal products in France without consulting anybody. They seemed to think that their foods meet with high favor in the United States, and therefore they would be equally popular when brought to the notice of the French people. They tried it, and met dire failure. The French do not seem to want breakfast foods.

Had these gentlemen written to any of our consuls in any of the large cities of France, they would have been informed there is no market in France for breakfast foods. Why? Because the French do not eat breakfast. In the American and English sense of the word. Hence the only market in France for such foods is among the American and English sojourners there. This is but an example of the ignorance of conditions abroad. Our manufacturers must study any foreign market and its requirements if they wish to be successful in building up a paying export trade.

ADVERTISED
Auburn, N. Y.

JUN 2 8 1904

Consul Tourgee in his report gives an interesting account of the success with which forestry has been practiced in France, especially in the southern part, where sand has been thrown up from the sea, making large extent of waste places. Early in the 19th century Bremon-tier took the seeds of a species of resinous fir called "pin maritime" and by judiciously locating and carefully attending the little sprouts they were made to grow to sufficient size to hold the sand dunes in check. Napoleon appreciated

the importance of the undertaking and aided it. Mr. Tourgee says that today there are hundreds of thousands of acres of these forests and that due to them many acres of hitherto sterile lands are now fertile. Moreover, these forests produce lumber and all the products of resinous distillation, giving work and wages to thousands of men. One of the results is that France imports less lumber from the United States than it did half a century ago, that large tracts have been reclaimed, and it is pointed out that what has been done in France can be done here. It was the slow work of years, but it was worth while and many ways the new can learn of the old world to its advantage. Unless steps are taken to encourage forestry in the United States, conditions here will be what they would have been in France but for the undertaking successfully carried out, to which Consul Tourgee refers.—Utica Press.

NEW COURIER
CHARLESTON, S. C.
JUN 28 1904

Reclaiming the Forests.

The Hon Albion W. Tourgee, United States Consul at Bordeaux, France, has made a most interesting and valuable report to the Department of Commerce and Labor on the subject of "Reforestation in France." The story not only possesses distinct literary excellence but describes in the clearest and most effective way the steps taken by the French Government to reclaim the regions which have been desolated by human recklessness, and reclothe them with the forests with which they were covered in the days of the ancient Greeks and Romans.

What Judge Tourgee says is of particular interest in the coast country of South Carolina, where there are great desolate stretches of sand which drifts with the wind whithersoever it blows. "From Maine to Florida and from Mexico to British Columbia," says Judge Tourgee, "the causes which made the dunes of Gascony instruments of devastation are at work almost without attempt on our part to limit their operation, while across the ocean encouraged by the success of a wonderful experiment the French are 'trying to find a way to change the character of still greater areas by reforestation of the Sahara, not by means of the pin maritime, and its productive concomitants, but by the cultivation of trees and shrubs adapted to the climatic conditions of another continent.' It is to Napoleon's wisdom, who en-

time on the French coast, that to-day a formerly desolate region has been converted into a prosperous land, and the pin maritime has stopped the sweep of the sands and formed a shelter for the vineyards and wheat fields of a happy country. As a result of the laws governing the tenure of lands in France there are to-day hundreds of square leagues on which the pines cannot be worked for turpentine or cut for timber, but which may be utilized for common pasturage, and whose dead wood can be removed by any person. The pin maritime is now planted in large quantities as a matter of profit by the owners of sandy lands, the area of these trees now growing in France aggregating 700,000 acres, one-third of which is under control of the French Government, and two-thirds in private ownership. What has been accomplished in France for the reforestation of its desolated regions can also be accomplished in South Carolina and in other States of this country, where the destruction of the forests has been pressed with absolute indifference to both the present and the future. "We are now almost within measurable distance of the time when our forests will be utterly exterminated, unless intelligent methods are adopted for reproducing the forests as they are being cut down. There has been an idea that yellow pine could not be reproduced, and the facts are that wherever yellow pine forests have been cut down scrub oak has come up."

"The commerce of the South Atlantic States is very largely dependent upon the forest industry," says Mr. Theodore G. Eger, General Manager of the Clyde Steamship Company, in a letter to the editor of The News and Courier, "and those who have the interests of the South best at heart have viewed with alarm the rapid destruction of the forests, and have turned their minds in the direction of finding what can be done to prevent the declaration of our forests with all the evils that will result not only in the utter extinction of our greatest source of revenue, but also the serious results that making the South treeless States would have upon their agricultural interests."

The pine trees described by Judge Tourgee in his report to the Department of Commerce and Labor would aid us greatly in providing against the evil day which, at the present rate we are destroying our forests, will soon be upon us. There is no subject of greater and more vital interest to this country than the enactment of such laws by the State legislatures and by Congress as will prevent the continuance of the present wanton destruction of our forests, and aid in the reforestation of the regions where the destruction has been committed practically already. This is the only way to prevent such consequences as

obtained. American wine than when sold under its true name. That is not so much the case now as in former times, when quantities of it are sold under false marks. In the eleven months ending with May of the last fiscal year, \$8,537,820 worth of wines were imported and 828,790 gallons of American wine were exported. Probably nearly all of that exported came back under foreign names.

In time Americans will probably get over the idea that articles of this kind made at home are not as good as when imported. Some kinds of foreign wines cannot be produced as well in this country, but good wines are made here and should bring as much as when sold under foreign names.

From NEW YORK TIMES
Address
Date

JUL 6 - 1904

ABOUT THE "FRENCH" PRUNES.
Consul Tourgee Says Many Are American Product, "Doctored."

That French merchants have learned the trick of "doctored" and repacking California prunes so as to make them look like the genuine Bordeaux article is asserted by United States Consul Tourgee at Bordeaux, France.

The Consul was asked to explain the statement in his annual report that "California prunes are imported to Bordeaux are there repacked to maintain the superiority of French prunes, and are then shipped in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of double exportation."

He produces evidence in support of his assertion. Although the crop of prunes in France last year was, he says, almost negligible quantity, the export of "French" prunes was not materially less than in past years.

Consul Tourgee confesses that he does not understand the process of transformation applied, but he is sure of its existence.

CLIPPING FROM
ADDRESS OF PAPER
DATE

AMERICAN WARES UNDER FOREIGN LABELS.

For a long time great quantities of grape juice and wine have been shipped to Europe and sold under foreign names. Now, according to the United States consul at Bordeaux, the same thing is being done with prunes. In the eleven months ending with May, 1902, over 22,000,000 pounds of California prunes were exported; in the corresponding months of 1903 over 63,000,000 pounds, and in 1904 over 72,000,000 pounds. But these come back to the United States to a considerable extent and are sold at fancy prices as French prunes.

Mr. Tourgee, the United States consul at Bordeaux, says that the French crop last year was almost a complete failure, but the exportation continued as usual. This was due to the importation of California prunes, which were put up in the French way at Bordeaux and then exported to the United States and sold at a high profit. They were labeled French prunes, and under that name Americans were willing to pay a great deal more for them than if sent East from California under their real name.

That is also true of California and other fruits. With a foreign label a much larger price can be

obtained. American wine than when sold under its true name. That is not so much the case now as in former times, when quantities of it are sold under false marks. In the eleven months ending with May of the last fiscal year, \$8,537,820 worth of wines were imported and 828,790 gallons of American wine were exported. Probably nearly all of that exported came back under foreign names.

In time Americans will probably get over the idea that articles of this kind made at home are not as good as when imported. Some kinds of foreign wines cannot be produced as well in this country, but good wines are made here and should bring as much as when sold under foreign names.

From NEW YORK TIMES
Address
Date

JUL 25 1904

FOREIGN LABELS ON OUR GOODS.

There is no reason why the discovery of the American Consul at Bordeaux that California prunes are imported by the thrifty merchants of that city and exported to America as French prunes should cause any especial surprise. We have long been getting a large percentage of our "French" wines from California by way of French ports, and while the virtue of a label continues to exist, we shall continue to receive various American table delicacies by the way of Europe—paying, of course, the added cost of the articles' travels and the customs duties.

The story is told of a waiter who, when a hotel guest said angrily, "That is not the sort of wine I ordered," calmly took a package of labels from his pocket, and, in the presence of the diner, pasted one bearing the name of the desired brand over the other label, handing the bottle back with a flourish and the remark: "Pardon, M'sieur; the mistake is corrected." Europe is getting as frank in her substitution of labels as the waiter of the story. Any traveler abroad can find the flourishing establishments where American wines are prepared for the American market, or where cottonseed oil from Texas is labeled "pure olive," preparatory to the French in buying them at low rates and selling them back to Americans at high prices. If our prunes, there is, prune-growers are not smart enough to put their processes before rebranding, but it is the label that does the trick. The label represents a tradition, and traditions die hard.

GERMANY
SAN FRANCISCO, CALIF.

From
Address
Date

JUL 10 1904

OUR PRUNES IN FRANCE.

They Improve Them by Their Method of Treatment.

Consul Albion W. Tourgee reports from Bordeaux that although the French prune crop of 1902 was almost a negligible quantity, the export of French prunes went right along as usual, with no appreciable diminution. Consul Tourgee states that this was made possible by the wisdom of French dealers in procuring ample supplies of the California fruit and exporting it as the French product. This is exploited by one of our contemporaries as "cheating." Now the French dealers could only "cheat" their customers by sending them an article inferior to that which they ordered and would pay for, so that our contemporary implies that the California prunes are inferior to those of France, which we are sure that our contemporary does not mean.

As a matter of fact, the French and California prunes are doubtless identical in character when they fall from the tree, but when placed upon the market are hardly comparable. The California fruit is marketed as dried, without any other preparation whatever except superficial dressing, and is intended to be stewed, after the universal American custom. The French product, on the contrary, is partially cooked before marketing and is intended to be eaten out of hand, as a dessert, like a dried fig. Of course, they can be stewed if one wishes, but they are prepared to be eaten without further cooking. European table customs in the matter of dessert are quite different from our own, and the French prune is prepared for that market. The California prunes, which, after exportation to France, are re-exported to the United States and elsewhere, have been transformed into a product quite different from the original and such as our own prune-growers do not offer for sale. We do not see that there is any cheating in the transaction, or anything objectionable from the standpoint of the customer. It is certainly a useful transaction for us, for it makes a market at some price for our raw material which we do not seem to know how to use to the best advantage.

Now plain talk like this is much more profitable to our prune-growers than heroics about the "superior" quality of our prunes and the "infamy" or where cottonseed oil from Texas is labeled "pure olive," preparatory to the French in buying them at low rates and selling them back to Americans at high prices. If our prunes, there is, prune-growers are not smart enough to put their processes before rebranding, but it is the label that does the trick. The label represents a tradition, and traditions die hard.

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DEWEY PUBLISHING CO. Publishers

E. J. WICKSON. Horticultural Editor

SAN FRANCISCO, JULY 16, 1904.

We hope to find space next week for the full report of U. S. Consul-Tourgee from Bordeaux about the French buying California prunes, giving them another processing and returning them to Atlantic cities as French prunes. Some of the comments of the newspapers upon the parts of this report which they have published are rather amusing. They are inclined to berate our prune growers because they do not make prunes in the French style and thus shut off this trade. The time may come for this, but it is not yet. California prunes can be processed in the French way here; some of the samples prepared by Mr. Gillet are probably as fine or finer than the French ever put in fancy packages. Others have attempted the same on a large scale and have succeeded in making good French prunes, but it did not pay. It will pay when more people are taught that California prunes French style made here are as good as California prunes French style made in France. But probably some people will not live long enough to learn this lesson. They buy a French label and nothing else, no matter what is under it or over it. If we cannot get them to eat California prunes in any other way, let them buy them via Bordeaux. We are in the business at present to get a lot of California prunes into every mouth in the universe—let them go any way they like to get there.

California Prunes Processed in France.

I have the honor to acknowledge receipt of a dispatch asking the exact meaning of my "statement" that "California prunes are imported to Bordeaux and there repacked to maintain the superiority of French prunes."

The following is the paragraph in my annual report which I suppose to be that referred to:

The failure of the prune crop would have entailed very serious consequences on the trade of this region but for the large stock of California prunes which were held over from last year, and the sagacious enterprise of French dealers in securing early control of this year's crop on our Pacific coast. Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and re-packed maintain the superiority of French prunes and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation.

I can not imagine anything more explicit. Last year (1903), for instance, there were almost no prunes raised in this region, probably not one-twentieth of a normal crop. The deficit was sup-

plied by the importation of prunes grown in California and Oregon. This fact I know from having been required to make inspection of the condition of such importations and afterwards to take testimony in litigation resulting from controversies over the quality and salable character of such prunes.

Though the prune crop of this region was so small as to be almost a negligible quantity in the markets of the world—not enough, in fact, to supply the home demand—the export of French prunes was not materially lessened. A considerable portion of this exportation was to the United States, amounting to 95,000 francs (\$18,335) in the last six months. I have been unable to get any information that any were shipped as "California prunes." None passing through this consulate were invoiced as such. French prunes are shipped in much smaller boxes than the California product and are so different in appearance that it would be absurd for a Bordeaux merchant to send them out to fill his orders without repacking and reworking.

The chief difference between California prunes and French prunes as they come from the growers' hands is that the latter are "cooked." I have seen a few shipments of California prunes which seemed to have undergone some sort of process to assimilate the appearance of the French prune. I do not know what it was, but official experts here concluded that the same had been steamed and some viscid substance like glycerine used to give their peculiar glistening appearance of the best French product.

The French prune is the result of moist conditions, almost always ripening in a rainy season. It is possible that this has something to do with the difference in the result of treatment. The French prune is allowed to remain on the tree until it is thoroughly ripe and soft. Very often a considerable portion of the crop falls of its own weight.

When picked it is placed on shallow crates, the fruit just touching each other, and the crates are then put in stone ovens raised to temperature of about 40° C. This very moderate heat is intended to remove the moisture of the fruit so gradually as to avoid breaking the skin by explosion. They remain exposed to it for several hours, according to the condition of the fruit, and are then removed and allowed to cool. When entirely cold they are replaced in the oven and the temperature raised to 80° C., and after a sufficient time again taken out and allowed to cool, after which they are replaced and the temperature raised to 90° or 100° C., the whole process occupying from thirty to forty hours.

This treatment leaves the fruit soft, so that the stone is easily slipped out, and the skin has the glistening appearance always sought for in this class of prunes. This is claimed to be the result of the saccharine which is brought to the surface by the long process of heating and cooling alternately. The fruit is thoroughly cured prunes, and is not liable to become dry or hard.

After this treatment the fruit is sorted and packed in fifty-pound cases and sold to the wholesale merchants and exporters. By these it is again sorted and put up in small boxes with various ornamentation. Those which are exported to the United States are sometimes packed in jars. They are used as sweetmeats and employed in the making of confectionery—not for cooking purposes. These require a special preparation, which is a trade secret, probably varying in character with the different manufacturers. It is believed that the California prunes are dried in the open air, or at a much lower temperature than the French prune, and so are fitted for consumption, not as sweetmeats, but only when stewed or otherwise cooked as a table dish. The smaller sizes are usually dried and used for the mak-

ing of jams and other fruit comestibles.

The ovens which are used in the curing process to which prunes are submitted here are of various sorts, some being of stone and others of metal, but there is nothing special about their construction requiring description. They are simply ovens with bars or flanges to support the crates of fruit. This method of curing produces an altogether different result from the mere drying process applied to California fruit. There is no doubt that the means by which the importer of California prunes prepares them for sale or export is by a process practically of the same character. Precisely what it is I am unable to say.

ALBION W. TOURGEE, Consul.
Bordeaux, France, May 31, 1904.

From **ARGONAUT.**

Address **SAN FRANCISCO, CAL.**

Date **JUL 9, 1904**

The glamour of a foreign name is potent in selling comestibles. Many a box of prunes labeled "French" sells at a price that, together with the label, convinces the critical Eastern housewife of the high quality of its contents, and puts it beyond the reach of the boarding-house keeper. She buys "California" prunes, to the disgust of her boarders, who, did they but know it, are grumbling over fruit identical in quality with that set before the critical housewife's husband. For the French have a trick that, while reprehensible, reflects credit on our product. At Bordeaux, the real centre of the prune trade of the world, the prune crop for 1903 was a failure. California prunes were bought by Bordeaux dealers, who repacked them in attractive form, made them lithographically French, and shipped them back to America.

Albion W. Tourgee, American consul at Bordeaux, is authority for this statement, made in a consular report. He says that the prune crop at Bordeaux last year was only one-twentieth of the normal output; yet in the last six months of the year the dealers there re-shipped some twenty thousand dollars worth of California prunes to America, where their supposed origin and their attractive packing found them a ready market.

There is an obvious moral in this, which is that California prune-growers should pack their fruit as well as the French do, and make it in every way as tempting in appearance. It might not be a bad plan, either, to put a copy of Consul Tourgee's report in each box.

From **HERALD.**

Address **Boston, Mass.**

Date **OCT 7 1904**

Here Albion W. Tourgee sending out powerful campaign documents all the way from his snug consular office in Bordeaux, France. It is almost superfluous to add that Tourgee is for standing pat on consulship.

From **BORDEAUX.**
Address **New York City**
Date **JUL 23 1904**

Every now and then one may find some humorous, but none the less true, writing in the usually serious consular reports. Yet it must cause amusement to read in the report of our consul at Bordeaux, Albion W. Tourgee, that the state of California is aiding France to sustain her reputation in the matter of producing certain fruit, at the expense of this country. Briefly, Consul Tourgee's statement is that "California prunes are imported to Bordeaux, are there repacked to maintain the superiority of French prunes, and are then shipped in large quantities to the United States, where they compete successfully with the American fruit, which has not incurred the cost of double exportation." Mr. Tourgee backs up this remarkable statement by evidence showing that, despite the fact that the crop of "prunes" in France last year was almost a failure, the export of "French" prunes showed no material falling off. This recalls the story of the esthetically inclined people who, visiting Paris, were so charmed by the artistic quality of the household furniture that they sold their old stock and bought new throughout, only to find, when they got it back to America, that it was designed and made at Grand Rapids, Mich., and exported to France.

Newspaper Cutting Bureau in the World.
JOURNAL
Boston, Mass.
JUL 24 1904

INTERESTING FACTS ABOUT "FRENCH" PRUNES

Consul Tourgee Says Many Are American Products "Doctored."

That French merchants have learned the trick of "doctoring" and repacking California prunes so as to make them look like the genuine Bordeaux article is suggested by United States Consul Tourgee, at Bordeaux, France.

The consul was asked to explain the statement in his annual report that "California prunes are imported to Bordeaux and there repacked to maintain the superiority of French prunes, and are then shipped in large quantities to the United States, where they compete successfully with the American fruit, which has not incurred the cost of double exportation." He produces evidence in support of his assertion. Although the crop of prunes in France last year was, he says, almost a negligible quantity, the export of "French" prunes was no materially less than in past years. Consul Tourgee confesses that he does not understand the process of transformation applied, but he is sure of its existence.

A LESSON FROM FRANCE.

According to United States Consul Tourgee, of Bordeaux, the growth of the "pin maritime," or marine pine, in the Landes and adjoining departments of France, "undoubtedly marks the most remarkable achievement ever wrought by human agency in the modification of natural conditions of soil and climate for the benefit of mankind."

A century ago the most barren spot in France was between the Gorinde and Pyrenees, caused by the sand dunes rising from the sea and swallowing up fields, meadows, vineyards, and even houses, churches and villages, leaving a gray desert. This was caused by the forests along the sea coast being destroyed and nature as usual took her revenge. There seemed no hope for the heart of France, when it occurred to Bremon-tier, a native of the threatened region, that the devastation might be arrested by planting the "pin maritime." The idea was

submitted to Napoleon, who saw its value and ordered its execution.

The result, says Consul Tourgee, has been the greatest of his victories. "To-day the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which the vineyards and wheat fields rest secure." They give not only protection but profit. "Lumber, firewood, turpentine and all the by-products of resinous distillation are now produced in such abundance here as not only to prevent the need of importation, but to make Southwest France a considerable and profitable exporter," even to the United States. Here is a hint for us. We, too, have cut our much richer, long-leaved pines from the coast line and are courting the destruction France felt a century ago. Again comes the warning from even the sea waves—plant trees.

From **COMMONER.**

Address **LINCOLN, NEB.**

Date **OCT 21 1904**

Albion W. Tourgee is writing campaign documents for the S. O. P. committee. Mr. Tourgee is holding down a fat consulship at Bordeaux, and is standing pat from away back.

WITNESS

From **NEW YORK CITY.**
Address **New York City**
Date **OCT 19 1904**

Newspaper Cutting Bureau in the World.

CINCINNATI, OHIO
SEP 12 1904

That a large proportion of imported champagne is made from the product of the apple orchards of New Jersey or the grape ranches of California has long been asserted with some what of vehemence, and has caused a suspicion in some breasts—or to some palates—that the charge has something of fact as a basis. But the fact that France imports large quantities of California and Oregon prunes, recures them and exports them to the United States as the genuine French article, is officially declared by Albion W. Tourgee, United States Consul at Bordeaux, France. In a recent report to the Department of State Consul Tourgee says: "Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and repacked maintain the superiority of French prunes, and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation."

He adds that "during last year (1903) there were almost no prunes raised in this region, probably not more than one-twentieth of a crop. The deficiency was supplied by importations of prunes from California and Oregon." That statement being true, it was scarcely necessary for him to say that none of the exportations of prunes from Bordeaux were made as "California prunes" nor that the export of "French" prunes was materially lessened. The California and the Oregon prunes, therefore, sustain the superiority of the French prune even in the markets of the two States from which they were originally exported, only to be imported in another style of box and cured by another process.

Consul Tourgee imputes the superiority of the "French" prune to the method of curing, the secret of which is carefully guarded. There ought to be some where in the United States an American of patience and of genius who would lay awake at night, if necessary, in his efforts to discover a method of curing which would transfer the center of the prune trade to the cities and the ranches of the Pacific coast, taking it from Bordeaux, where it is reigning absolutely, though nothing but a usurper. The report of Consul Tourgee is but another evidence of the fact that it only needs the exercise of American skill and inventive faculties for America to lead the world in all things—including

From **BORDEAUX.**
Address **BORDEAUX.**
Date **AUG 24 1904**

FOREIGN PRUNE CROPS

Servia and France Both Report Best in Twenty Years

According to Albion W. Tourgee, American consul at Bordeaux, France, the prune crop of 1904 in that consular district July 11 gave promise of being one of the best ever known. He says: "It is impossible to compare it with that of 1903, when there was practically no prunes at all in this region—the dealers being compelled to import California prunes to fill orders for home consumption. There is consequently no considerable stock of prunes on hand."

"It is useless to talk about prices at this time as a few days of unfavorable weather before the crop is gathered may reduce it to any extent. All that can be said is that present appearance indicates a crop quite unexcelled as to both quantity and quality. The stock on hand is almost entirely of California prunes."

"No reliable statement as to prices can be made before September. Then it will depend very largely on the California crop."

"The average prune crop of this consular district is estimated at 500,000 quintals of 100 pounds each."

The official pomological organ of Hungary under date of July 15 brings a notice from Belgrade, Servia, to the effect that this year's prune crop in Servia will be the best in twenty years past, in quality as well as quantity. 4800 carloads are expected over against 1680 last year. Prices are already low, as a good crop is also expected in Bosnia-Hertzevovina and the Hungarian province of Slavonia. About 150 carloads of the old Servian crop are still unsold.

NEWS

SALT LAKE CITY, UTAH.

OCT 15 1904

Here's Albion W. Tourgee sending out powerful campaign documents all the way from his snug consular office in Bordeaux, France. A sort of "A Fool's Errand."

MONROE'S "BIG STICK."

If that was not trying "to regulate the affairs of the world as a whole," what was it? It was not only regulating the affairs of the world, but it was mapping out the future and declaring war against every country that sought to acquire territory on the American continent, either by purchase or conquest, for all time to come. Not only that, but it was a declaration that no North American or South American country should ever thereafter be permitted to give, grant, cede or surrender any part or all of its territory to any European ally. Yet these Southern American States which were the special object of President Monroe's anxiety were independent sovereign entities, having an inherent right to manage their own affairs, and had they asked the United States to assume such a guardianship over them, there would have been nothing at the suggestion of the Emperor who balked the suspected designs of the English Premier to take possession of Argentina, and at that time was apprehensive might be detrimental to her own purpose to exploit that region of undeveloped resources. As usual, we pulled the chestnuts out of the fire for England to munch but had the satisfaction of forever safeguarding republican institutions over the whole American continent.

—

Mr. Roosevelt's "Big Stick" letter is purely negative in character—a declaration that if any country fail to pay its debts or fail to keep the peace the United States will not hold an umbrella over it when the stress of storm comes on. The Monroe Doctrine was a belligerent, aggressive Democratic declaration of war against any European Power that happened to cast an envious eye on any part of a continent over a greater part of which the United States had no more jurisdiction than it has over the planet Jupiter. Mr. Roosevelt's expression of dissatisfaction at the idea that the United States would uphold and shelter lawlessness and fraud on the part of another country cannot be compared with the lordly, sweeping declaration made by Mr. Monroe eighty years ago. For boldness and arrogant assumption of a right to "regulate the affairs of the world as a whole," the Monroe Doctrine has no parallel in international history. It has practically become a part of international law, simply because the American people have approved and maintained it and all the world knows we are willing to fight for it. But it would be impossible for Mr. Roosevelt to exceed or even equal it in strenuous intermeddling with the affairs of other nations unless he first invented a new language.

The Monroe Doctrine has been approved for more than three-fourths of a century by the American people, not because Mr. Monroe had any official authority, constitutional or otherwise, to warn European nations having monarchical governments away from the

American continent, nor govern themselves, and other American nationalities to assume their guardianship or control, but because they believe the security of republican institutions demands that so far as possible monarchical institutions be prevented from obtaining further foothold in contiguity therewith. They have regarded the Monroe Doctrine as a defensive measure, directed not against particular countries but against monarchy as a system of government, more especially imports monarchy or non-republican forms of American territory. It was purely unselfish and beneficent in character. The President of the United States by this act underwrote the policy of the American people by a Government, without the least probability of material advantage to this country, but inspired by the highest sentiment of devotedness to the principles of democracy, which suited the American people. They believed and still believe themselves the pioneers and chief guardians of the republican ideal—of the American people, and of the American people, or, as it has been more tersely put, in government by the people. This the Monroe Doctrine was intended to maintain on all the American soil, by declaring all European monarchies that they were a threat to the off American soil in the future. Of what they had already, the United States would not compromise, disposes them; but not by one inch of breadth. That is the Monroe Doctrine. It has been called an international imperative by a high authority, and no doubt merits that designation; but it clearly emanates from the American people, and from the American people. They will shrink from nothing to maintain the right of every people on the continent to govern themselves. It is a doctrine of the mildest sort of modification of this supreme right to regulate the affairs of the universe—a mere expression of opinion that the United States would stand between any American State and the view of Congress that the United States discharged the common obligations of all governments to maintain peace within its borders and meet its pecuniary obligations. It is a doctrine that is as simple as the representative of the American people. It was simply a warning that the Monroe Doctrine must not be made a cloak or cover for the United States to put the American Republic in a fair and honest footing before all the world and justify the recognition of the Monroe Doctrine as an integral part of international law.

BORDEAUX, FRANCE, Sept. 24.

TORONTO.

BORDEAUX, France, Sept. 24

A Study In Prunes

The intimate connection between the prune of commerce and the American boarding-house is a fact common enough to attract the attention of the philosophic student, but it is no part of the purpose of the Courier-Journal to enter upon it here. It is of too vast proportions for a newspaper article. Our study is of a more modest and practical character. We propose to notice the prune in its international relations.

The immediate occasion of saying anything on this subject is the issue from the Government Printing Office of a pamphlet from the Bureau of Statistics of the Department of Commerce on "Foreign Markets for American Fruits" with special consular reports upon the subject. With reference to prunes there is a special report from Mr. Albion W. Tourgee, Consul at

Mordeaux, France, and now on a "Fool's Errand." The prune lends itself readily to treatment as a foreigner. The word itself comes to us from the Greek through the Latin, so that we hardly recognize it as a fruit of the plum-tree. The plebeian plum is a different fruit from that which the late Senator Quay used to shake down for the delectation of the criminal classes of Pennsylvania, but in order to commend it to the taste of the American boarder it is necessary that it should put on a foreign air, and appear as Monsieur Prune, from some seaport in Europe. This no doubt makes the impression that the prune is essentially a foreign fruit. How far this stops short of the actual situation we shall see anon.

Mr. Tourgee rises to answer the question why he said in a former statement that "California prunes are imported to Bordeaux and there repacked to maintain the superiority of French prunes." He says that last year there were almost no prunes raised in the region about Bordeaux, and, that the deficit was supplied by the importation of prunes from California and Oregon. None of them were shipped as California prunes. They were repacked, given a foreign air, and so figured in the American market as imported prunes.

This invasion of French prunes was not, however, serious. From the reports of the Treasury Department we find that the prunes entered for consumption in the fiscal year 1903 were, in round numbers, 673,000 pounds, of the value of \$63,000, or 9.4 cents a pound. These paid a duty of two cents a pound, equivalent to 21.36 per cent. ad valorem. Of the imports for that year 130,302 pounds, valued at \$21,974, came from France. These are very small quantities when compared with the exports. In the same fiscal year the United States exported prunes to the amount of 66,386,215 pounds, and to the value of \$3,512,507. A calculation will show that his was about 5.3 cents a pound. The large quantities exported show that the imports can have but little effect on the domestic supply. But we find further that the exports of prunes to France amounted to 16,094,458 pounds, worth \$807,230.

In view of the large exports of American prunes it looks queer that it should be necessary to protect them by a duty of two cents a pound. But in spite of this duty we find that some of the prunes exported at an average of 5.3 cents a pound came back to us at an average valuation of 8.4 cents, to which the duty of two cents was added, making the cost of the imported article 10.4 cents a pound, about twice the

export price. These American prunes were not essentially changed during their stay in France. They were repacked, and, as Mr. Tourgee reports, probably "cooked" or treated in a way to alter their appearance, but not to improve their quality. For all that they had to come in as foreign products, and pay duty as French prunes. In this way was the great American industry of raising plums protected from the competition of the pauper plums of France. But only a very trifling amount of the exported plums came back, and if they had all come back it is not apparent that the demand for American plums would thereby have been decreased. The reports shed a curious sidelight on the mysterious way in which protection oper-

PATERSON, N. J.
 SEP 18 1904

A QUESTION OF PRUNES

That a large proportion of imported champagne is made from the product of the apple orchards of New Jersey or the grape ranches of California has long been asserted with somewhat of vehemence, and has caused a suspicion in some breasts—or to some palates—that the charge has something of fact as a basis. But the fact that France imports large quantities of California and Oregon prunes, recures them and exports them to the United States as the genuine French article, is officially declared by Albion W. Tourgee, United States Consul at Bordeaux, France. In a recent report to the Department of State Consul Tourgee says:

Bordeaux is the real centre of the prune trade of the world. The methods of preparing this fruit, practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and repacked maintain the superiority of French prunes and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation.

He adds that "during last year (1903) there were almost no prunes raised in this region, probably not more than one-twentieth of a crop. The deficiency was supplied by imports of prunes from California and Oregon." That statement being true, was scarcely necessary for him to say that none of the exportations of prunes from Bordeaux were made as

"California prunes" nor that the export of "French" prunes was materially lessened. The California and the Oregon prunes, therefore, sustain the superiority of the French prune even in the markets of the two States from which they were originally exported, only to be imported in another style of box and cured by another process.

Consul Tourgee imputes the superiority of the "French" prune to the method of curing, the secret of which is carefully guarded. There ought to be somewhere in the United States an American of patience and of genius who would lay awakes of nights, if necessary, in his efforts at discovery of a method of curing which would transfer the centre of the prune trade to the cities and the ranches of the Pacific coast, taking it from Bordeaux, where it is reigning absolutely, though nothing but a usurper. The report of Consul Tourgee is but another evidence of the fact that it only needs the exercise of American skill and inventive faculties for America to lead the world in all things—including prunes.

Auburn, N. Y.
SEP 10 1904

THAT A LARGE proportion of imported champagne is made from the product of the apple orchards of New Jersey or the grape ranches of California has long been asserted with somewhat of vehemence, and has caused a suspicion in some brains—or to some palates—that the charge has something of fact as a basis. But the fact that France imports large quantities of California and Oregon prunes, recovers them and exports them to the United States as the genuine French article, is officially declared by Albion W. Tourgee, United States consul at Bordeaux, France. In a recent report to the Department of State Consul Tourgee says: "Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and repacked maintain the superiority of French prunes and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation." He adds that "During last year (1903) there were almost no prunes raised in this region, probably not more than one-twentieth of a crop. The deficiency was supplied by importations of

prunes from California and Oregon. That statement being true, it was scarcely necessary for him to say that some of the exportations of prunes from Bordeaux were made as "California prunes" nor that the export of "French" prunes was materially lessened. The California and the Oregon prunes, therefore, sustain the superiority of the French prune even in the markets of the two States from which they were originally exported, only to be imported in another style of box and cured by another process. Consul Tourgeie imputes the superiority of the "French" prune to the method of curing, the secret of which is carefully guarded. We agree with the Cincinnati Commercial Tribune, that there ought to be somewhere in the United States an American of patience and of genius who would lay awake at nights, if necessary, in his efforts at discovery of a method of curing which would transfer the center of the prune trade to the cities and the ranches of the Pacific coast, taking it from Bordeaux, where it is reigning absolutely, though nothing but a usurper. The report of Consul Tourgeie is but another evidence of the fact that it only needs the exercise of American skill and inventive facilities for America to lead the world in all things—including prunes.

Bedford RECORD
Brooklyn, N. Y.
OCT 7 1904

Prunes Shipped to France.
The glamor of a foreign name is potent in selling comestibles. Many a box of prunes labeled "French" sells at a price that, together with the label, convinces the critical Eastern housewife of the high quality of its contents, and puts it beyond the reach of the boarding house keeper. She buys "California" prunes, to the disgust of her boarders, who, did they but know it, are grumbling over fruit identical in quality with that set before the critical housewife's husband. For the French have a trick that, while reprehensible, reflects credit on our product. At Bordeaux, the real center of the prune trade of the world, the prune crop for 1903 was a failure. California prunes were bought by Bordeaux dealers, who repacked them in attractive form, made them lithographically French, and shipped them back to America.

Albion W. Tourgee, American consul at Bordeaux, is authority for this statement, made in a consular report. He says that the prune crop at Bordeaux last year was only one-twentieth of the normal output; yet in the last six months of the year, the dealers here cashed some \$200,000 worth of prunes.

for the prunes to America, where their supposed origin and their attractive packing found them a ready market.

There is an obvious moral in this, which is that California prune growers should pack their fruit as well as the French do, and make it in every way as tempting in appearance. It might not be a bad plan, either, to put a copy of Consul Tourgeet's report in each box.

—San Francisco Argonaut

om
address
date

WAS NUTS AND PRUNES.

Outlook is That There Will be Good Crops in the Bordeaux District.
Albion W. Tourgée, the American Consul located at Bordeaux, France makes the following reports on the walnut and prune crops of that district:

The outlook for the crop of walnut in this Consular District has never been better.

The crop of 1903, unlike previous years, has been exported to the United States chiefly in the form of "shell walnuts," amounting to 3,511,606 kilos as declared at the Consulate. This change in the form of shipment is probably the result of unfavorable conditions of the crop of 1902, a large part of which was shipped in such a state as to be refused by consignees, resulting in loss or litigation to the exporters. This change seems to be very satisfactory, both to shippers and importers, as it naturally would be, since it obviates the danger of mold and heating to which walnuts are peculiarly subject when exported unshelled in sacks, and eliminates the temptation to export in bad condition, which is peculiarly strong when the crop is poor. In 1902 I inspected shipments "on board" in which fully one-fourth of the nuts were moldy, and it was evident that entire lots would be affected before they would reach their destination.

The cheapness of manual labor makes it desirable that everything of this character should be exported in its manufactured form. It also reduces the cost of transportation, and if prices are properly adjusted, is highly advantageous to both parties.

The prices of walnuts ranged from 125 (\$2.41), to 140 (\$2.70) francs. 100 (22.046 lbs.) kilos for shelled, a from 26 (50c) to 30 (60c) francs bag for unshelled, or which the quantity was so small as hardly to be considered.

The freight rates to New York from Bordeaux, via Liverpool or Southampton, are: Unshelled walnuts in bulk 30 shillings, plus 10 per cent per kilo, or about 1350 pounds. Shelled

walnuts in cases, 25 shillings, plus 10 per cent for 600 kilos—about 1350 pounds.

A line of irregular tramp steamers quotes a somewhat lower rate, averaging on all goods 20 shillings, plus 10 per cent per 600 kilos, but these steamers are very irregular as to time, making the passage to New York once a month or once in two months, according to the quantity of freight they can get. The passage usually occupies from fifteen days to three weeks.

The prune crop of 1904 in this Consular district at this date gives promise of being one of the best ever known.

It is impossible to compare it with that of 1903, when there was practically no prunes at all in this region, the dealers being compelled to import California prunes to fill orders for home consumption. There is consequently no considerable stock of prunes on hand

Considerable stock of prunes or hand d is it useless to talk about prices at this time, as a few days of unfavorable weather, before the crop is gathered may reduce it to any extent. All that can be said is that present appearance indicates a crop quite unexcelled as to both quantity and quality. The stock on hand is almost entirely of California prunes.

No reliable statement as to price can be made before September. Then it will depend very largely on the California crop.

The average prune crop of this Congressional district is estimated at 500,000 quintals of 100 pounds each.

From _____
Address _____
Date _____ OCT 15 1964

REFORESTATION

THE work that can be accomplished by scientific forestry is illustrated in some of the older countries. It is well for us to look to Germany, France and learn from them of the value of this work which opens a field for our sons' labors. For this reason as well as for the personal interest in its author we quote the following from an exchange:

A YANKEE CONSUL

A lover of literature would not naturally look to the pages of the "Daily Consular Reports" for mental refreshment, nor would he turn to Secretary Cortelyou's paper in a quest for style.

Facts and figures abound between covers, but seldom are the statements couched in other than dry, formal language. A recent number of this publication, however, is an agreeable exception. It contains an article titled "Reforestation in France" that is worthy of the attention of the most fastidious critic. The first few lines are explanatory, and then comes the following description:

One after another great waves of sand moved by the restless winds that swept across the Atlantic, continued their unceasing march across the fair plains of southern France, burying all before them—fields, meadows, vineyards, houses, churches, even villages—leaving behind them only gray billows, to which clung bunches of bracken, a few starved bushes of scrub oak, and thickets of white and purple gorse, fighting stubbornly for a hold upon the shifting sands, with here and there some straggling groups of pine, the protesting remains of a great forest which wind, and sand, and fire, and water had spared.

This has the true literary touch. It is a graphic and vigorous description of the irresistible march of the sand dunes from the Bay of Biscay toward the heart of the richest agricultural land in Europe. The consul goes on with his story in the same flowing style, and leads up to the final planting of the pines under the direction of Napoleon, the pines that saved the fields of France:

On the seaward side the great furrows, lying one within the other, were bare and gray. The western winds lifted the light sands and dropped them just beyond the crest to drown and smother the shrubs which struggled to the leeward side. Here and there in favorable places a few scattered pines marked the location of the ancient forests to which the Greeks and the Romans, perhaps even the Phoenicians, came for timber and pitch and left their names on the short to mark the limits of forgotten commerce. They brought with them not only reckless greed, but still more reckless flame, which, co-operating with the steady western winds and the sand thrown up by the restless waves, ate away the forest and left only the shifting dunes—great sand billows that crept on inch by inch and year by year, entombing more of the bright-blossomed bruyeres and geris, no matter how bravely they fought for existence, leaving behind them only dry roots, which the "foresters" gathered for their hearths.

In this seemingly doomed region, the consul tells us, was one Breton. He watched the ominous march of the gray sand dunes, blighting all in their path, creating a desert and destroying hope. He saw the peasants forced further and further inland, their homes destroyed and their lands despoiled; he saw the flocks of sheep and the herds of cattle grow fewer; he saw the smiling landscape of France gradually changing into a Sahara. Then Bremonter thought of the pine trees. The seeds were gathered and sprouted carefully. The young trees grew; their tough roots took hold in the sand, and soon a forest barricade held the dunes in check. The march of the deadly enemy was

arrested, and France was saved. The consul tells us that a statue of Bremonter looks down upon the land he conquered. "Today," he concludes in a fine bit of descriptive writing, "today the dark squadrons of the pin maritime are posted on thousands of sandy slopes, faithful guardians in the shelter of which the vineyards and the wheat fields rest secure. The gray dunes which were sweeping over the land have become serried fortresses which shelter civilization and prosperity."

The writer of this report is Albion W. Tourgee, author of "A Fool's Errand" and "Bricks Without Straw." Mr. Tourgee is United States consul

COMMERCIAL
NEW YORK CITY

APR 1 1904

A CONSUL'S LITERARY DESUETUDE.

Time was, a generation or two ago, when it was thought to be quite the thing—and a very gracious and graceful thing, too—for this government of ours to recognize and reward American men of letters by the gift of foreign consulates. In those days the jobs didn't comprehend much work, but did confer a certain official and social status and gave the incumbent opportunities for study and observation that frequently bore fruit.

It was no doubt in tacit conformity with that practice that our Department of State some years ago placed the author of "A Fool's Errand" and "Bricks Without Straw" in charge of the United States consulate at Bordeaux, France. The atmosphere there is not particularly literary. It might be described rather as essentially alcoholic, cilly and vegetal. Upon the Honorable Albion Winegar Tourgee it appears to have had a quieting, if not a positively dulling effect. At any rate, it has not stimulated him to any literary effort, except now and then when the toothsome French products that find export through his consular office have been in some danger. It will be recalled that not so very many moons ago he was aroused to the making of a vigorous protest, through a departmental brochure, at the charge that the "pate de foie gras" of the Bordeaux district was really mutton scraps masquerading as diseased green-goose livers. He testified that the packers had favored him with numerous sample packages and that they were all "the real thing" or, as the packers no doubt put it, "tout ce qu'il y avait de mieux."

And now he has once more been stirred up from his literary lethargy. Our new pure food law threatens the destruction of the American export trade

in Bordeaux. More than 700,000 pounds of the export invoices declared at Judge Tourgee's consulate fall under the operation of this statute—and there is mild consternation thereat among the vintners, packers and bottlers of Bordeaux. We give his rather pathetic story elsewhere on this page.

It seems plain enough that the good things to eat and drink so abundant at Bordeaux have deadened and made unproductive an American literary genius. A consular job has not, in his case, proved quickening and stimulating, as it did with Hawthorne and Howells. The author of "Figs and Thistles" will not be sixty-four years old until next month. He ought to be right in the prime of his literary productiveness. Goethe didn't complete "Faust" until he was past eighty. Look at the venerable Dr. Silas Weir Mitchell, at seventy-five, turning a rondo with all the ease and grace of an undergraduate laureate or putting out a new novel almost between meals! Sophocles was fully four score when his "Oedipus" came off the press. And Theophrastus was still pegging away with his pen at ninety. It is generally agreed that an empty stomach is better than a full one for brain work. Perhaps, on a diet of "pate de foie gras," French peas and burgundy, Judge Tourgee finds it impossible to get any pen action.

But, in view of his deep feeling in this matter of French foods, why could he not follow up his book triumphs of a quarter-century back with "A Cheese's Ending," "Pease and Pommes de Terre," "Gherkins Without Sulphate of Copper," "Burgundy Without Logwood" and so on? Out of the dust and the dinginess of a consulate grew "The Marble Faun" and "A Foregone Conclusion."

Bordeaux in this respect deserves to be treated as well as Venice or London. Rome was once saved by the cackling of a goose. Cannot a goose-liver and oil and Tourgee together make Bordeaux immortal in prose or verse?

HAWK-EYE.

BURLINGTON, IOWA

SEP 25 1904

STORY OF THE PATRIOTIC PRUNE.

"PLUMS, and prunes, two cents per pound." What does this mean? It is an extraordinarily low price for those fruits—if the figures refer to prices. No grocer is willing to supply his customers with a good quality of plums and prunes at that price. The figures which we have quoted from a pamphlet pub-

lished in 1890 must have some other meaning. They do; and they are indices of an interesting story.

A half century ago the prunes consumed in the United States were imported from Europe and Asia. They were commonly known as Russian prunes imported from Turkey and Germany and perhaps other countries on the other side of the globe. They were rather of a luxury and not in common use. Now they are in general use, so much so as to form a reliable and steadfast basis for boarding house jokes.

Then something happened to the prune. The reader may not guess what it was in three guesses. It was not an insect, nor even a microbe. That which got into the prune was politics—just everyday American politics. Fifty years ago the republican party was born and soon it began to dance around a flag staff from which floated the star spangled banner and to shout for protection to American industries. The new party called for "American products for Americans." The people said "Amen," and congress began legislating to build up a home market and to multiply the products of American soil and shops and mines and fisheries, and everything that Americans need or can use.

The pamphlet from which the introductory sentence of this article is quoted is the McKinley tariff act of 1890. It put a tariff of 2 cents a pound on plums and prunes. The present tariff rate is 2½ cents a pound. The home prune industry began to develop, until now we can give the effete-plum of the orient the cold shake and sit under our own vine and prune tree and be independent of the decadent east.

That the American prune is good is proved by the immense quantities consumed at home, and the large shipments abroad. It is said the finest prunes in the world are produced in the valley of the Loire in France. The Century dictionary states that "there is a large and increasing production of prunes in California, the variety of plum chiefly grown for that purpose being identical or nearly so with that employed in France." Wealthy people and epicures, who want prunes with

finer touches on them, packed in decorated packages, or who crave something foreign anyhow, and have money to burn for prunes of their preference, buy the imported article. The crafty and thrifty French have fixed up the situation. They easily dispose of all they can raise and find themselves with big orders on hand after the last genuine French prune is packed and sent to the market. But they never decline an order, and all orders are filled to the satisfaction of purchasers, especially in the United States. U. S.

Consul Albion W. Tourgee at Bordeaux, France, tells in a letter to the state department at Washington how it is done.

Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and repacked maintain the superiority of French prunes and are re-exported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation.

Consul Tourgee also explains that "during last year (1903) there were almost no prunes raised in this region, probably not more than one-twentieth of a crop. The deficiency was supplied by importations of prunes from California and Oregon."

Of course, there was a time when a certain brand of statesmen said prunes could not be raised in the United States, just as a later generation said tin-plate could not be made here. The story of the tin bucket, the tin cup and the tin pan is now familiar to our citizens. The prune story, and a great many other interesting tales of like character have become familiar to the reading public. They all point the same moral; and it is a good one.

Vote for the protected home industries.

Mercury

SAVING THE PRUNE

DEC 11 1904

CALIFORNIA PRUNES AND FRENCH PROCESS

HOW HOME GROWN FRUIT IS SOLD FOR THE IMPORTED GOODS.

Prunes Shipped to France, Repacked and Returned Under French Name.

While prune growers are complaining of the low prices received for their crop, it is a somewhat remarkable circumstance that a very large quantity of California prunes are purchased in this state, shipped to France, processed there and returned as French prunes, paying a heavy duty to come back into the United States, and are sold at a profit over all by the importers.

Albion W. Tourgee, our consul at Bordeaux, France, makes a report upon this subject in a letter to the state department at Washington. He says: "Last year (1903) there were almost no prunes raised in this region, probably not more than one-twentieth of a crop. The deficiency was supplied by importations of prunes from California and Oregon."

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NOV 1 - 1904

FOOL STILL ON HIS ERRAND.

North Carolina was once the roasting ground of Judge Tourgee, who was one of the most notorious of the carpet-baggers who infested this State during the reconstruction period. He has been heard from during this campaign, and here is how the Philadelphia Record lays him out:

Albion W. Tourgee, who went South after the war to reform and elevate that section, and who got a Consulate from a Republican administration because he published the story of his failure, has contributed his share to the official campaign literature of the day by a newspaper article arguing that the Monroe doctrine was "far more imperialistic and aggressive and dictatorial than the course of this administration in Panama. It is evident that the author of "A Fool's Errand" is also author of a fool's view of American diplomacy. The Monroe doctrine was also a warning to the Holy Alliance, which was banded together to suppress political freedom, and proposed to make a beginning with the revolting American colonies of Spain. It was perfectly clear that if it succeeded there it would next turn its attention to us. The Monroe doctrine was a measure of self-defense; a notification to Europe that we would not wait to be attacked, but would resist the establishment of autocracy within striking distance of our own shores.

SEP 15 1904

AMERICAN PRUNES FROM FRANCE.

Those who have been treating the domestic prune with contumely might as well surrender. It is the best in the world, or the equal of the best. Of course we all know what the prune is, but there are prunes and prunes. The Century dictionary says: "A dried fruit of several varieties of the *Prunella* plum tree. The most highly reputed prunes are produced in the valley of the Loire, from the St. Julien and other varieties of plums, the very finest

being known as the *Prunella*. There is a large and increasing production of prunes in California, the variety of plum chiefly grown for that purpose being identical or nearly so with that employed in France, while the Myrobalan variety is the accepted grafting stock. Prunes are produced also in Spain and Portugal. German prunes are largely produced, although of second quality. Bosnia and Serbia export large quantities. Prunes are stewed or otherwise prepared, and are valued for their nutritious demulcent and laxative properties."

Enough prunes are raised in California to supply all of the United States and part of Europe, but the fame of the French prune was great even before the California plum trees commenced to bear in respectable quantities. So there is a demand for French prunes in this country which places a great strain on the honesty of French growers and packers. They readily dispose of all they can raise, and find themselves with big orders on hand after the last genuine French prune is packed and sent to the market. But they never decline an order, and all orders are filled to the satisfaction of purchasers, especially in the United States. How do they do it? Consul Albion W. Tourgee, stationed at Bordeaux, explains in a letter to the Washington government. Says he:

Bordeaux is the real center of the prune trade of the world. The methods of preparing this fruit practiced here are so superior to the manipulation it receives elsewhere that California prunes brought here and repacked maintain the superiority of French prunes and are reexported in large quantities to the United States, where they compete successfully with the American fruit which has not incurred the cost of a double exportation.

Consul Tourgee also explains that "during last year (1903) there were almost no prunes raised in this region, probably not more than one-twentieth of a crop. The deficiency was supplied by importations of prunes from California and Oregon."

Thus the great American prune was shipped to France, repacked and sent to this country to be devoured as the genuine French prune, probably by people who imagined that the domestic article was not good enough for them. They will be shocked to learn the truth that there is no difference in merit between the American and French article, and that all the actual difference has been in the labels, and the price paid. The revelations should break up the habit of getting American prunes from France at twice the cost of the same article at home, even if it increases the "balance of trade" that Europe owes us."

FAMOUS WRITER NEAR DEATH.



JUDGE ALBION W. TOURGEE.

JAMESTOWN, N. Y., April 8.—A letter has been received from Miss Almee Tourgee, daughter of Judge Albion W. Tourgee, American consul at Bordeaux, France. Little hope, she writes, is entertained for his recovery.

From: JAMESTOWN, N. Y.
Address: 100 N. Y. ST.
Date: APR 16 1905

ALBION W. TOURGEE IS CRITICALLY ILL

Author and Ex-Judge, Now Consul at Bordeaux, Born in Ohio.

JAMESTOWN, N. Y., April 15.—A letter has been received from Miss Almee Tourgee, daughter of Judge Albion W. Tourgee, of Mayville. He is American consul at Bordeaux, France. Little hope, she writes, is entertained for his recovery.

Mr. Tourgee is perhaps better known as the author of "A Fool's Errand," which he wrote in 1877. He was the son of an Ohio farmer and served throughout the Civil war.

At the close of the war Mr. Tourgee settled in Greensboro, N. C. In 1868 he was elected a judge of the Superior court and was a active member of the constitutional conventions of 1868 and 1875. He was opposed to the reconstruction policy of the Republican party and favored the establishment of territorial governments in the south.

"A Fool's Errand" had a sale of 135,000 copies. He has written a dozen other books, mostly dealing with social questions, those most popular being "Bricks Without Straw," "An Appeal to Caesar" and "Mural Eastman, Christian Socialist." He has also been a liberal contributor to the periodicals and magazines on social questions.

The Judge is not a rich man, having lost a small fortune in an unfortunate publishing venture. It was after that that he applied for and received a pension of \$6 a month, from 1868 to 1890, and \$30 a month thereafter. He was nominated for congress in his district in 1894, but withdrew because he said the Republican party, which had nominated him, had become the party of bosses and corruption.

He was appointed consul at Bordeaux by President McKinley in 1897, and on June 29, 1902, was promoted to be consul general at Halifax, N. S., but preferred to remain at his station in France.

JAMESTOWN, April 8.—Friends of Miss Almee Tourgee, daughter of Judge Albion W. Tourgee, United States Consul at Bordeaux, France, have received a letter from the young lady which contains the information that Judge Tourgee is critically ill at his lodgings in Bordeaux. This will be unpleasant news to his friends and admirers in Western New York who have not seen him since he left in 1897, or thereabouts to assume the duties of the station to which he was appointed by President McKinley.

Judge Tourgee is a native of Ohio, and lived in the village of Mayville for a number of years. A poetical genius, he is still in the family home known as Thorheim and since his departure has been as a boarding house. Judge Tourgee was appointed Consul at Bordeaux by President McKinley.

Friends in Mayville have heard from the family occasionally and the news that he is ill came from that source. As he has not been in good health for a number of years, a less apprehension is felt than if he were a less experienced writer.

From: JAMESTOWN, N. Y.
Address: 100 N. Y. ST.
Date: APR 12 1905

JUDGE TOURGEE SERIOUSLY ILL

Distinguished Alumnus of Rochester University Not Expected To Live.

Announcement is made of the critical illness of Judge Albion W. Tourgee of Mayville, Chautauqua County, American Consul at Bordeaux, France. Little hope is entertained for his recovery.

Judge Tourgee is one of the most illustrious alumni of the University of Rochester, having been a member of the class of 1863. He has gained fame as a jurist, author and statesman, but the one act of his career that made his name a household word throughout the country almost 25 years ago was the publication of his best known novel, "A Fool's Errand."

Judge Tourgee, after leaving college enlisted and served in the distinguished army career. At the end of the war he went to North Carolina, where he was appointed a judge of the Superior Court of the state in 1868, continuing until 1875. He was a leader among the reconstructionists of the South and his famous novel dealt with his experience during that period. He has been a prolific writer of novels and is the author of several law books.

For many years after leaving the South he was a resident of Mayville and a lecturer in the Buffalo Law School. He was appointed as American consul at Bordeaux France by President McKinley.

ADVERTISER

we regret APR 13 1905

Hon. Albion W. Tourgee, U. S. consul at Bordeaux, France. Judge Tourgee, as author of a series of notable American novels, commencing with A Fool's Errand, is widely known and highly esteemed throughout the civilized world. His writings were purposeful for the building up of a strong and forceful American manhood. He loved the country he fought for with a deep and abiding affection, and when he laid down the sword he took up a pen even more mighty, in its defence. The personal acquaintance of the writer with Judge Tourgee, commenced in North Carolina in 1871, has ripened into warm friendship, and we have enjoyed several visits of Judge Tourgee in Dansville. Once he was accompanied by his wife, a talented woman and brave helpmeet who never failed during the kluks times in the south when the Judge's life was often threatened. A daughter who has developed fine artistic talent, is the joy of the union. We hope to hear more favorable news from Judge Tourgee, and to see him and his family once more in their pleasant home at Mayville.

From: JAMESTOWN, N. Y.
Address: 100 N. Y. ST.
Date: APR 11 1905

AUTHOR OF "A FOOL'S ERRAND" ILL IN FRANCE

JAMESTOWN, N. Y., April 8.—Judge Albion W. Tourgee, of Mayville, American consul at Bordeaux, France, is critically ill in the latter city. Little hope is entertained for his recovery.

Mr. Tourgee is famous as the author of "A Fool's Errand," which he wrote in 1877. He was the son of an Ohio farmer and served throughout the Civil war. "A Fool's Errand" had a sale of 135,000 copies. He has written a dozen other books, those most popular being "Bricks Without Straw," "An Appeal to Caesar" and "Mural Eastman, Christian Socialist." He has also been a liberal contributor to the periodicals and magazines on social questions.

He was appointed consul at Bordeaux by President McKinley in 1897, and on June 29, 1902, was promoted to be consul general at Halifax, N. S., but preferred to remain at his station in France.

NEWS

DETROIT, MICH.

APR 11 1905

Life of Albion W. Tourgee.

Name: Albion Winegar Tourgee.

Birthplace: Williamsfield, O., in 1834.

Profession: Lawyer, novelist, lecturer, diplomat.

Present employment: United States consul, Bordeaux, France.

Achievements: Served in a New York regiment in the civil war, rising from private to lieutenant of volunteers. Wrote 14 novels, notably "A Fool's Errand." Edited one newspaper and one magazine. Elected judge of superior court, Greensboro, N. C., 1868. Member North Carolina constitutional conventions of 1868 and 1875.

Appointed consul in Bordeaux in 1897.

Adventures: Wounded at Bull Run, captured at Perryville and given a year in a southern military prison, fought at Chickamauga. Driven out of North Carolina in 1879 by Ku Klux Klan for political sentiments.

Family: Married Emma Kilbourn, daughter of John Kilbourn.

Home: Mayville, N. Y.

JOURNAL

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From: JAMESTOWN, N. Y.
Address: 100 N. Y. ST.
Date: APR 7 1905

JUDGE TOURGEE SERIOUSLY ILL

Prominent Chautauquan's Condition Causes Anxiety in Two Countries—Small Hope of Recovery.

Mayville, April 7.—A letter received by Miss Keyes of this village from Miss Almee Tourgee, among other things, conveys the unpleasant news that her father, Hon. Albion W. Tourgee, United States consul at Bordeaux, France, is very sick, and that it is necessary for someone to be constantly at his bedside. His condition is such as to cause anxiety to his family, and that feeling—coupled with sympathy for those about him—will be sincerely shared by many in this county, where he still retains a home and where he is well known and highly regarded. All will hope for a favorable change in his condition, and for more cheering news at an early date, although there is believed to be little hope for this.

Announcement of the critical illness of Albion W. Tourgee recalls "A Fool's Errand" and one or two more books that he wrote. The change in public sentiment is disclosed by the fact that popular books of today, "The Leopard's Spots" and "The Clansman," are the exact opposite of the books which gave Tourgee temporary fame.

Houghton, Mifflin & Co. took pleasure in presenting the mayor of Bordeaux, France, through the Hon. Albion W. Tourgee, U. S. consul, with a set of their sumptuous Riverside Press edition of "Montaigne's Essays" in consideration of courtesies extended by the French authorities in permitting the examination and photographing of the famous Bordeaux edition of Montaigne for reproduction in the bibliography of the new edition. The mayor acknowledged the gift in a letter to Mr. Tourgee, in which he tendered his thanks in the name of the City of Bordeaux and in his own name "for this superb publication by which Houghton, Mifflin & Co. have well merited the gratitude of all those who have at heart the perpetuation of the glory and fame of our illustrious compatriot. Their work is worthy of the name of Montaigne, whom we are particularly happy to see so highly appreciated in your great and beloved country." The letter concludes by stating that the book will be placed in the care of the library of the Bordeaux library, M. Raymond Celeste, and treasured as one of their most valuable possessions.

The name of Tourgee is not often mentioned, but his work will live long after he is gone. Once very prominent in the world, he is now quite ill in Bordeaux, where he acts as Consul for the United States. It seems queer to speak of him here as the author of "A Fool's Errand," but even authors must live. We hope he will.

Evening

APR 10 1905

JOURNAL

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JUDGE ALBION TOURGEE SERIOUSLY ILL IN FRANCE

Little Hope Is Entertained for Recovery of the American Consul at Bordeaux.



ALBION W. TOURGEE.

JAMESTOWN, N. Y., April 8, 1905. A letter has been received from Miss Almee Tourgee, daughter of Judge Albion W. Tourgee, of Mayville, American consul at Bordeaux, France. Little hope is entertained for his recovery.

Announcement of the critical illness of Albion W. Tourgee recalls "A Fool's Errand" and one or two more books that he wrote. The change in public sentiment is disclosed by the fact that popular books of today, "The Leopard's Spots" and "The Clansman," are the exact opposite of the books which gave Tourgee temporary fame.

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Evening

APR 8 1905

TELEPHONE 1110-10TH ST.

Intended for

"O wad some power the giftie gie us
To see oursel's as ithers see us."

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From

JOURNAL

Address

HANSA CITY, MO.

Date

JUL 27 1901

French "Sore" at Tourgee.

Esta

Albion W. Tourgee, familiar to readers of post-rebellion literature as the author of "The Fool's Errand" and other works dealing with the reconstruction period, has recently got into trouble with the wine shippers of Bordeaux, France, where he is the consul for the United States. They claim that Tourgee has made false reports to his government regarding the blending of Bordeaux wines with those of Bilbao, Spain, and the sale of the product as pure French wine. The association of wine growers at the French center of this industry condemn Mr. Tourgee roundly and refer to him with fine Gallic sarcasm as a romantic novelist not in keeping with his duties as a government representative.

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From

TIME

Address

BROCKTON, MASS

Date

OCT 9 1901

PERSONAL MENTION:

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SPRAYING ORCHARDS.

The Farm Journal quotes Prof. Bailey as follows:

In the light of our present knowledge of the nature of the apple scab fungus, and guided by personal experiments and those of other investigators, the following line of treatment is suggested. After the buds open and before the first leaves are half-grown, make the first application, using either the ammoniacal solution of copper carbonate or dilute Bordeaux mixture. Mr. D. G. Fairchild found, last spring, that the pear scab infection begins before the blossoms open, and the writer found that the same thing is also true with apple scab. The foliage and the calyx and pedicels of the unopened flower buds become thus early infected with the scab fungus. Spraying at this time is therefore considered very important. The second application, using the same fungicide as before, should be made after an interval of 10 days, and shortly before the flowers begin to open. The third application should be made immediately after the blossoms fall, using also at this time Paris green or London purple for codling moth. Many prefer to use the dilute Bordeaux mixture at this time, because Paris green can be added to it without fear of injurious results, whereas if the ammoniacal solution of copper carbonate be used the Paris green must be used by itself. A fourth application should be made after an interval of from 10 days to two weeks, using the same material as before, including the Paris green. After another interval of from 10 days to two weeks make a fifth application, using the same material as before, including the Paris green. If it is desired to make further treatments after this time the Paris green may be omitted. The same treatment ought to effectually prevent leaf blight and other fungoid diseases of leaf and fruit.