

II. Representation.

Without an exhaustive examination of the Legation's files, which cannot be made owing to lack of time and personnel, it would not be possible to give an adequate itemized list of the instances in which the Legation has acted in a representative capacity on behalf of the United States Government or of business firms or private individuals during the past year. Certain instances are given under Section VII. In a small country like Denmark, where few conflicting interests with the United States and its nationals arise, the principal work of the Legation falls more under the headings of Observation and Assistance than under Representation. In many other countries this is not the case. This refers to business representation.

In social representation, every diplomatic mission has certain essential duties to carry out. The Chief of Mission must receive and entertain the American Colony at his own expense on some at least of our national holidays; indeed this is usually a gratifying duty, as is also the duty of entertaining at luncheon or dinner such prominent American citizens as may visit the country, and many others who come with personal letters of introduction. He must likewise entertain at his own expense the officials of the country to which he is accredited, his colleagues in the diplomatic corps and many unofficial persons. He must, on occasion, make public addresses, giving great care to their preparation lest some inadvertent remark be made which could cause embarrassment to his own Government or to the Government to which he is accredited. He must obtain audiences with
the

the Chief of State and other officials for American officials and prominent citizens. He must give much time, thought and labor to the requisites of diplomatic and social etiquette in the country of his residence. These are not the least of the diplomatic officers functions, and, paradoxical as it may seem at first sight, they relate directly to the furtherance of American business interests, for (1) they enable the diplomatic officer to establish the personal relations with officials and private individuals of the country to which he is accredited, through which alone he can efficiently obtain information for, represent and assist his own Government and his fellow countrymen; (2) they give the diplomatic officer the necessary opportunity to interpret to others the national thought of his own country, to raise its prestige abroad, and thus to establish in the foreign country an atmosphere favorable to the foreign interests of his own Government and to the business and other legitimate activities of his fellow citizens.

All this directly hinges on the question of appropriations: for with insufficient salaries and inadequate post and other allowances, neither the Chief of Mission nor the commissioned members of his staff can adequately fulfill these duties and obtain the best results in the interests of the American public. Here again comes the question of unequal competition with the diplomatic representatives of other nations which pay their representatives, in many cases, double and treble the amounts paid by the United States.