

tracts with all the reliable dealers in many localities for the handling of its own goods. It does not furnish two brands of the same implement to a given dealer but brings its own dealers in competition with one another by furnishing to each a separate brand. This policy wins for the combination in two ways, It stimulates the sellers of its own wares and at the same time tends to exclude the brands of independents.

The Bureau closes its report with a summary of objectionable competitive methods which have been employed by the combination and which are listed as follows:

1. The maintenance of pretended competition in the earlier years of the organization.
2. The common practice of so allotting its brands of harvesting machines as to secure an undue proportion of dealers.
3. Attempted coercion of dealers to handle some lines of the company's products exclusively.
4. Full-line forcing.
5. Use of suggested retail price lists.
6. Use of special and discriminatory prices and terms.
7. Misrepresentation by salesmen regarding competitors.

"Full-line forcing" is a term used to describe the practice of requiring dealers to order new lines of the International Harvester Co. as a condition to retaining the agency of some brand of the company's harvesting machine. This list of objectionable competitive methods is typical of the recent tendency to undertake a governmental restriction of competition in order to maintain what is regarded as fair competition. Business men are developing certain ideals in regard to what is fair competition and those interested in the control of interstate commerce by the government are developing a more extended and somewhat different list of objectionable competitive practices. The practices seem to be objectionable in proportion to their effectiveness in eliminating the competitor.

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*The Port of Hamburg.* By EDWIN J. CLAPP. New Haven: Yale University Press, 1911. 12mo, pp. xiii+220. \$1.50.

It is truly a fascinating tale here told, of the rise of the modern Hamburg, and its close relationship with the development of the modern commercial Germany. Sixty years ago Germany was largely dependent upon England and other foreign nations for her sea traffic. But in

these two generations Hamburg has risen to a rank far beyond that of London, and the German flag now flies on a far larger tonnage than Britain carries to German shores. Of the foreign commerce of Germany 70 per cent goes by way of the sea, and more than half of this goes through the port of Hamburg. The largest steamship company on earth makes this its home port, and in one way or another nearly the entire empire has become the hinterland of this growing port.

Quite as interesting as the growth of Hamburg, and inseparable from it, is the development of the Elbe as a waterway, next to the Rhine, the most important riverway on earth. "Austria exports via the Elbe more than via its own chief seaport, Trieste. . . . Trade with the East and Central Germany constitutes the main pillar on which Hamburg's seaward trade rests. The significance of the Elbe for Hamburg is that it bears four-fifths of this central and East German trade, both to and from the interior. . . . Eighty-six and  $\frac{1}{10}$  per cent of all freight sent into the [railway] competitive territory was carried by the waterways." The service of this riverway and this port gives the merchants of Germany, in the character of the service rendered and the rates charged, a better opportunity for foreign trade than any other merchants on earth enjoy.

The research here published was undertaken as a patriotic service, and the book was written "with the conviction that the much needed modernization of our ocean- and Great Lakes-terminals must be along the lines followed in Hamburg, and that river transportation in America, if it is ever to be resuscitated, must be modeled on that of the great German streams, the Elbe and the Rhine."

It is refreshing to follow the author from his clear presentation of the nature of a great seaport in the introduction, through the eight chapters, in which each important element of the problem is discussed in detail; the development of Hamburg's hinterland; the channel to the sea; port facilities; waterways and railways; and other significant relations.

And these are facts the American public very much needs to know. Why our waterways are not developed and why we are under bondage to the railways, we may here learn; the fact is that the fate and service of a port can be great or small according to the policy of the contributory railways and the rates they give. "The railroads may not only refuse to prorate with the waterways as they do with the railroads, but they may apply high rates for their acts of feeding and distributing for the river, while they put their lowest tariffs on services parallel to it." The

importance of the technical equipment is discussed, poor or absent on our riverways, perfectly developed on the German rivers. Yet the conditions at Hamburg and on the river Elbe are very similar to our own, and their development, almost to the last detail, could be transferred bodily to the Mississippi and others of our rivers. The author is sure that the future of inland water transportation lies, not in canals, but in free rivers like the Mississippi, Rhine, and Elbe.

On the Elbe, though there is a very large independent barge service, the main development of business organization has followed the natural trend in other lines, of concentration into large corporations. This is one of the best phases of the service, for the shipper is assured of season rates, and deliveries as promised, and because these companies can make terms with steamship companies and railways, the shipper is assured through bills of lading to all foreign countries.

The superior equipment and service developed in Hamburg and in her hinterland along the Elbe lead the author to declare with reason, that the Germany of today is "unthinkable without Hamburg, . . . the symbol of German persistence, thoroughness, care of details, appreciation of opportunity, and nice adaptation of the means to the end in view."

The author-investigator has made an admirable study, and its presentation is opportune. The literature of water transportation is significantly richer for his labors.

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*History of Road Legislation in Iowa.* By JOHN E. BRINDLEY.  
Iowa City: State Historical Society of Iowa, 1912. Pp.  
xiii+422.

This volume is one of the Iowa Economic History series, edited by Dr. Benjamin E. Shambaugh, superintendent of the State Historical Society. So much has the subject of good roads occupied public attention in recent years, both from the state and the national standpoint, that this work is very timely. Like many other states, Iowa is realizing that her highway administration is inefficient and that her road legislation needs rewriting; and as the line of advance is a good criterion by which to gauge the effectiveness of proposed legislation for the future, this study should be an important guide in helping to decide what changes would be most acceptable in the years just ahead. Beginning with the time of the earliest settlement of that territory, soon after 1830,