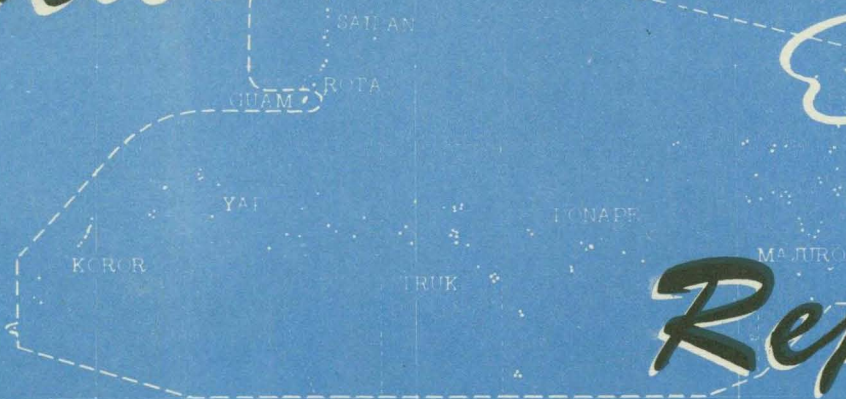


Micronesian



Reporter

PUBLISHED BY HEADQUARTERS ——— TRUST TERRITORY OF THE PACIFIC ISLANDS

Volume V, Number II

March-April 1957

Agana, Guam, M. I.



MERCHANTS OF MICRONESIA (Page 9)

Yap Trading Company Is Integral Part Of Yap

ON THE FRONT of a new concrete block store in Yap is a sign which reads, "YAP TRADING COMPANY--owned and operated by the people of the Yap District." On the invoices which the company sends out, are the same words.

Yap Trading is one of the smallest of the older trading companies of the Trust Territory; its capital stock issued and outstanding, is in the neighborhood of thirty-six thousand dollars; but its capital stock or volume of business is no indication of its importance to the people of Yap, for Yap Trading Company is an integral factor in the life and economy of Yap and outlying neighbor islands. The company represents to its citizens their chief link with modern business practices of the outer world, as Yap District, which includes Ulithi, Fais, Sorol and Ngulu, is one of the most isolated of the seven districts of the Trust Territory, and its culture is probably the most integrated with the past, of that of any district.

Although Yap's famous stone money is still used for important exchanges, such as purchasing a house or large canoe, and although the shell money is still in use for lesser negotiations, such as in exchange for gifts of food or for the performance of a village dance, Yap Trading Company deals strictly in American money. The Yapese people prefer to keep their stone and shell money at home, or at least in Yap.

Yap Trading Company is organized along conventional business lines, with a fifteen-member Board of Directors, and with Yapese managers for each of its

three main activities, the store, the bakery, and a cement-block manufacturing plant. Its general manager is a United States citizen. One of its chief operational problems is obtaining personnel to carry on the work, for the Yapese are not motivated by a desire for American money and prefer to work only enough to supply their traditional needs.

Progress in improving the physical facilities of the company has been made during the last year, with a new store building and a manager's home, both of concrete blocks, completed, and with two cement block warehouses about to be built. The constant threat of typhoons at Yap makes the construction of strong buildings imperative. In a recent blow, part of a warehouse roof was taken off, although it was tied down to the ground by wire rope.

Officers and members of the Board of Directors, who meet once a month, are Bernardo Gilmatam, president; Gutrom, vice-president; Linus Ruuamau, secretary-treasurer; Joseph Tamag, Edmund Gilmar, Roboman, Fanechoor, Fininganam, Gilrow, Luktun, Tamag Tamadad, Marnifen, Farawath, Uag and Falagorong.

The manager of the Yap Trading Company is Russell G. Curtis, formerly Island Affairs Officer for the Trust Territory Government at Truk. All other employees are Yapese. Gilmatam is in charge of maintenance and construction; Gutrom, head of the warehousing department and the field trip manager; Sogon, store manager, and Rangiby, bakery manager. The company has 28 full-time employees. Both copra and trochus are exported; imports include general merchandise for both wholesale and retail sales.

William Helgenberger, Veteran Farmer and Businessman,
Was One of the Founders of the Ponape Cooperative Co.

At 63 He's The New Credit Manager

IT WAS A different Guam that William Helgenberger of Ponape saw when he attended the trading company conference in February, 1957, from that he had known in 1910 when he had passed through the island on his way to attend school in Tsingtau, China.

Mr. Helgenberger, who is a farmer and an official of the Ponape Cooperative Company, had not visited the Marianas during that interval, and he found many changes. Especially he discovered that Guam had become a place of automobiles and excellent roads, of many buildings and modern stores. He visited the Headquarters offices of the Trust Territory, of which his home land of Ponape is a part. Neither the designation of Trust Territory nor of the United Nations which created it, had been conceived when he was there forty-seven years before.

At sixty-three, William Helgenberger was the dean of the group of seventeen company officials who assembled for the conference from February 18 to 21 inclusive. By a considerable margin he was the oldest of the eleven delegates; and in fact, few if any, had lived through as many different administrations in the islands of the Trust Territory, or seen as many changes take place--or for that matter--had ever been confined in a Japanese prison of war, as has "William." This is the name by which he generally is called by old and young alike in his home district of Ponape, but sometimes it is "Wilhelm," as in the original German pronunciation.

William is a descendant of the late "Helgenberger," who was the German consul in Ponape during the Spanish regime, and who also was director of the Gem Company, leading German business concern at Ponape. William's father was simply known as Helgenberger, in Ponape one-name fashion. The rest of his name

has long since been forgotten, even by his son. William's mother, now close to 90 years of age, is a Ponapean, and still lives in Kolonia in a small house back of the Ponape Coop, the old Helgenberger home, where William also stays while in Kolonia.

Long--throughout the existence of the Ponape Coop, William has been a director of the corporation and he is the president of its Board of Directors, but just recently he became a full-time employee. He is the Ponape Coop's new credit manager, hence he has given up, for the time being at least, the country life at his copra plantation on Metalanim, some two hours' distance by outboard motorboat from Kolonia. There he owns approximately 200 hectares. His three sons, all farmers like their father, are successfully managing the plantation in his absence. When the Coop's Board of Directors and the company's general manager decided that a firm hand was needed in checking the extension of credit for goods purchased at the store, William, who has an acquaintance with the majority of families in Ponape District, was asked to assume that responsibility. So now he stands by and assists in this important function of extending credit and making collections, working closely with his old-time acquaintance and friend, Fritz Weilbacher, the store's cashier, who also is of German ancestry and has been associated with the Coop from the beginning. Mr. Weilbacher is a native of Kusaie in Ponape District.

William Helgenberger was one of the leading figures in the organization of the Ponape Cooperative Company. With the encouragement of the District Administration, he began to enlist interest in starting a stock company for the import and export of merchandise. There were ten original directors, and they made it their business to go out and spread the news among the islands, that a new trading firm was going to be established, and that others might have a part in it. The directors went out--

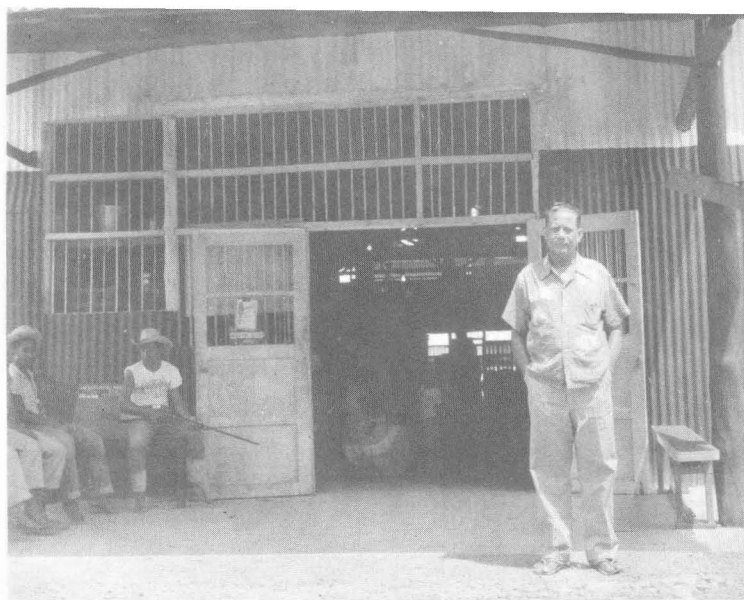
to Pingelap and Ngatik, Nukuoro and Kapingamarangi--and other islands--and soon the people started coming in to the district center, bringing their savings for investment in the new company.

Ponape Cooperative Company was chartered on May 20, 1948. It is the authorized copra purchasing agent for the district, and has seventeen employees--including its latest, "William". Its manager is the former Administrative Officer of the Marshall Islands District, Ray D. Riddle.

In addition to its president, Mr. Helgenberger, the Board of Directors consists of Fred Rodriques of Not, secretary; Fred Moya of Kiti, treasurer; Leonard Santos of Metalanim, interpreter; Ermond of Not; Rose Makwelung of Kusaie; Ansel of U; Boaz H. and Lingen Heldrige, both of Metalanim; Luis S. of Jokaj; Timothy of Kapingamarangi; Lingen Sandos of Kiti; Frank Henry of Mokil; Wesley of Ngatik and Tisela of Kiti.

William was only 17 when he started out in the world. It was during the German administration in Ponape, and the government sent him to attend a German high school in Tsingtau, China. His route was indirect, with many stops along the way. He went first to Truk; then to Saipan, Tinian, Rota and Guam. After a short time in Guam he proceeded to Yap, and then by way of Rabaul and New Guinea, to Hong Kong. William recalls waiting two weeks in Hong Kong for the big steamer from Germany, which took him to Shanghai. Finally, he arrived at Tsingtau. Here he attended the school for four years--and then it was 1914 and the war. He enlisted in the German navy and when the Japanese captured Tsingtau province, became a prisoner of war and was sent to Tokyo, where he languished for five years until the war's end. Thereupon the Japanese took him back to Ponape; but he found that the Germany colony there was almost gone--only Japanese remained, with a few exceptions--but one of these exceptions was his mother.

"So I worked for the big 'N. B. K.' company as a trader," William said. "I earned money, and got married. My wife had land at Metalanim, and I began to farm it."



William Helgenberger in front of the Ponape Coop.

William's farm prospered, and he had a son. Subsequently, he adopted two boys, his sister's sons, and they all worked together, making copra and raising chickens, pigs and goats. After a while he had earned enough money from the sale of copra, to employ other people to make the copra, and then he only supervised the plantation, which in itself kept him quite busy.

"Then we had World War the Second," said William, "and I became a fisherman for the Japanese Navy. I had big nets and a canoe, and lived close to the water. The Japanese said to me, 'Every day, go out and get us fish to eat.' This I did until the war ended. Then, when the Japanese were sent back to Japan, I worked for the U. S. Navy. My job was to go to the outer islands and buy bananas and bring them back for the Kolonia people to eat. Afterwards, with the help of Robert Halvorsen, who was then Civil Affairs Officer, we began the Coop."

As for the future of Ponape District and the Trust Territory, Mr. Helgenberger is optimistic.

"After a few years," he commented, "Ponape and all Micronesia will grow. We will develop. Now our people need education, and they need to know bookkeeping. But the Administration of the United States is the best of all, because it is educating our young people as fast as it can. This is good for our people."

Micronesian Reporter

Established November 23, 1951

Published by Headquarters

TRUST TERRITORY
OF
PACIFIC ISLANDS

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Subscriptions to the Micronesian Reporter are \$2.50 a year and checks should be made payable to Treasurer, Trust Territory of the Pacific Islands, P. O. Box 542, Agana, Guam.

Accent On Business

TO THE MERCHANTS OF MICRONESIA, those individuals who have had the vision and confidence to forge ahead in private enterprise, this issue of the MICRONESIAN REPORTER is dedicated.

A few years ago, there was little private initiative in the Trust Territory. Today, new businesses are springing up throughout the islands, and the trading companies already established are developing new avenues of trade, new aspects of industry, many of which hitherto were untried in Micronesia.

Although only a portion of the commercial activity in the Trust Territory is touched upon in this issue, the MICRONESIAN REPORTER hereby salutes all those who are contributing to the economic development of Micronesia--the men and women in the district accounting departments, and the various other individuals who are helping Micronesia establish its economic independence.

"Copy" Wanted

This is the magazine of the Trust Territory. Articles about the people and places of Micronesia particularly are solicited. If you have an idea or a story or picture--one, two or all three--please send them along to the Editor, MICRONESIAN REPORTER, Box 542, Agana, Guam.

AVERAGE COMPANY'S WORKING DAY IS SPENT IN PAYING

THE AVERAGE MANUFACTURING company spends most of the work day paying off the costs of doing business, and only about 19 minutes are left in which to earn profits, according to a recent study made by the Pacific Central Region of the National Association of Manufacturers.

Three hours and 55 minutes of the normal eight-hour working day are used to pay for materials and supplies, the report states. Wages and salaries of all employees takes another two hours and 19 minutes.

Taxes, federal, state and local, use up another 43-1/2 minutes, and the repair and replacement of equipment and facilities requires 29 minutes, the NAM estimates.

Research and promotion take 14-1/4 minutes. After this, there are 19-1/4 minutes before the work day ends. In this time, the company must earn the profits needed to stay in business, says the NAM.

"Actually," concludes the study, "only about half of the 19-1/4 minutes result in dividends for the owners. Approximately half of the profit minutes go to provide reinvestment in the business--for new tools and equipment, for expansion, and for added jobs."

Are You Safety Conscious?

SAFETY IS EVERYBODY'S JOB, true. But it also is true that each individual has a large responsibility in these days of highly mechanized living, to watch out for himself and his fellow-men, to prevent accidents which may mean a crippling for life or death. No amount of money can ever repay one's family for the loss of one of its members. The death or crippling of an individual means that something has gone out of that family--something live and vital has become almost helpless, or has passed on from this life.

Safety is your job. When you drive an automobile or other vehicle, when you operate a crane, when you cut a lawn or clean the cupboards at home, it is your responsibility to be sure that you are following sensible rules, taking no chances, and that you are alert for the safety of children and others around you, as well as for yourself, in whatever job you are doing.



Western Carolines Trading Company Gives Banquet For Its Subscribers

AT ANY TIME of year it's perfectly safe to plan a meeting in Palau's big open-air Community Center, or even a banquet for hundreds of people, for Palau's weather never varies very much--and the roof overhead is guarantee of protection from the rain, while the open sides will preserve the coolness.

So it was that for its stockholders' meeting on January 1, 1957, the Western Carolines Trading Company planned--and carried off without a hitch--a feast for 800 people at the conclusion of this annual company event which gathered into Koror, shareholders from all parts of the district.

Such a celebration was well justified, for certainly in any country, territory or island, when 464 out of a total of 1,200 stockholders show up for an annual meeting, and 4,975 shares of the total stock ownership of 5,000 is represented in the voting either by holders or by proxy, it is something of a record--and it happened in Koror this year.

Twelve hundred stockholders is a lot for one company in a district the size of Palau, with total population in the neighborhood of seven thousand, but to have approximately 39 per cent of its stockholders attend the annual meeting, is a still greater accomplishment; it might even be considered phenomenal.

For those who came from the outer islands--and there were shareholders from distant Tobi, Peleliu, Angaur, Babelthuap and Kyangel--the banquet represented the climax of their journey, the big

meeting of the year--the time when any stockholder, regardless of the number of shares he holds, has a chance to speak his mind and to vote for the Board of Directors who will direct the affairs of his company. ●

Actually, the widespread holding of shares by a large proportion of the population is one of the outstanding features of the Western Carolines Trading Company, and is no doubt responsible in part, at least, for the thriving business it does. Like all other chartered trading companies of the Trust Territory, WCTC confines its stock ownership to Micronesians exclusively. As the average family in Palau numbers six or more, it is safe to say that the 1,200 stockholders represent practically every family in Palau District.

Another factor which contributes to the popularity of the Western Carolines Trading Company is its scholarship awards. The parents of Palau are interested in education for their sons and daughters, and the scholarship awards of the WCTC, amounting to approximately \$2,400.00 annually for study abroad, have endeared it to the residents.

Another significant fact about the WCTC is its youth and vitality; its manager and its Board of Directors are full of enthusiasm, verve, and ideas. There's usually a new enterprise under foot--but it gets a close scrutiny and appraisal from all sides, before final action is taken. Already the manufacturing of island-type apparel is a reality; fish export has just started, and production of iridescent trochus-shell jewelry has become one of the company's regular activities.

Stockholders and guests sign in for banquet.



In its capacity as importer and exporter, the Western Carolines Trading Company handles the export of copra, trochus and handicrafts as well as shells and the trochus-shell jewelry. A substantial business has been built up in tridacna (giant ornamental clam shells). The company also provides a bus service in Koror, this being the only regular bus service in the Trust Territory; and it operates five boats of assorted sizes, which travel throughout Palau on scheduled passenger and freight service. WCTC conducts motion pictures, regularly in Koror, and at various times in some of the other islands. In addition, under contract with the Trust Territory Government, WCTC manages a commissary which is doing an exceptional business. The company also builds boats for its own use and for sale, and exports fertilizer to Guam.

To carry on these varied enterprises, the WCTC maintains six vehicles. It occupies fourteen buildings, some owned, some leased, all on rented land. These buildings include seven branch stores in addition to the main store at Koror. The branches are located at Nghesar, Melekeiok, Ngaraard, Ngiwal, Airai, Angaur and Kyangel. WCTC has 63 employees.

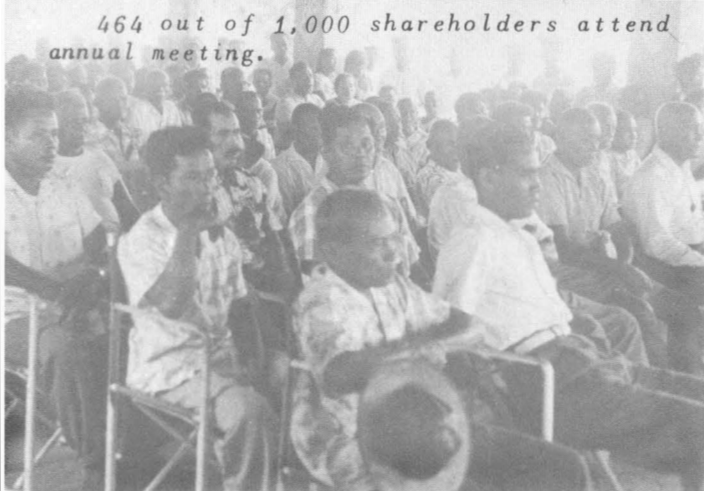
The Western Carolines Trading Company received its charter on October 1, 1948; its authorized capitalization is \$100,000.00 and the original par value per share was ten dollars. The company as a rule has paid dividends of twenty per cent to its investors.

Eighteen directors keep a close watch on the affairs of the WCTC; of these, six are elected annually for three-year terms. The newly elected members at the January meeting were Asao, Ongilong, Rulop, Temengil, Roman and Malsol. Asao not only was elected to the Board, but also was made vice-president. Other members, elected at previous meetings and serving in hold-over status, are Ringang, president; Uhel, secretary; Mersai, treasurer; Ngirkelau, Hidyos, Taro, Ubdei, Polloi, Siro, Brobesong, Kodep, and Tkedesau.

Benjamin Mersai has been a stockholder from the beginning; three years ago he left the employ of the District Government, where he was in the Island Affairs office, to become assistant manager and treasurer of WCTC. He is 41 years old and the father of nine children.

The company's president, Pablo Ringang, is a District Court judge. Hidyos Orrukm is export manager and handles procurement, development and sales of

464 out of 1,000 shareholders attend annual meeting.



WCTC's board of directors meets to consider plans.



all export commodities in Palau, including copra, trochus, shell products and handicrafts. He is 30 years old and, with the manager, Sidney Seid, was the company's representative at the trading company conference in Guamin February. He formerly was associated with the Island Trading Company.

Robert Kumaich has served as commissary manager for approximately eight years, dating from the time it was under the management of the District Administration. As of April 1, 1956, its management was assumed by WCTC, with Robert remaining in charge.

Manager of the main store is Tosio Kyota, who has been with the company since 1949. Merchandise manager for all import goods is Tuheliaur, who has been associated with WCTC since its foundation. The accounting for the entire WCTC operation

is in the hands of Kamrang Tmakiung, the company accountant, and his staff. Taro, a Board member, is in charge of all petroleum products.

The general manager, Mr. Seid, a 35-year old former purser for the Pacific Micronesian Line, previously had been in private business in the United States. Mr. Seid, who is unmarried, came with WCTC in February, 1953, and is the spark for many of the company's activities.

The Board of Directors plays an active part in building the company's affairs. Asao, speaking for the other shareholders, made this sagacious comment during the January meeting, summing up the Board's responsibility:

"Money has no eyes so it is up to us to lead our money."

South Pacific Literature Specialist Makes Study In Trust Territory

AFTER DOING RESEARCH in the Solomon Islands and various other areas south of the equator, where he found the weather at its sultriest, Bruce Roberts, Organizer for Island Literature for the South Pacific Commission, considered himself fortunate to find Guam in its most delightful "cool season" when he arrived there in February of 1957 from the Philippines, preparatory to making a two-month survey of problems associated with production and reproduction of literature in the Trust Territory of the Pacific.

Mr. Roberts' headquarters are in Sydney, Australia, but he also spends

considerable time at Noumea, New Caledonia, where offices of the South Pacific Commission are located. His reports and recommendations in the various territories of the South Pacific have led to a steady improvement in the development of literature facilities in the islands.

Mr. Roberts has been making a tour of the districts, studying the literature problems in each, in collaboration with the Trust Territory Director of Education, Dr. Robert E. Gibson.



Merchants Of Micronesia Attend Conference In Guam

NINE TRADING COMPANIES of the Trust Territory, from locations as widely separated as the East Coast of the United States is from the West, were represented in the conference of chartered stock companies which met at Trust Territory Headquarters in Guam from February 18 to 21, 1957, inclusive. Five districts were represented.

Problems of taxation, and other related subjects of general concern, were discussed. In addressing the opening session on Monday, High Commissioner Delmas H. Nucker said, "It is my hope that by getting acquainted and discussing our mutual problems, we may advance together through cooperation." The High Commissioner pointed out that it is the purpose of the Trust Territory Administration to assist the citizens of Micronesia to advance in every way--economically, socially and politically, and that their interests come first.

"I see no reason why," said the High Commissioner, "if men of good intention manage companies properly motivated, we should ever have competition injurious to each other or to themselves. The best way to avoid that kind of competition is such a conference as this....."

"Our thinking is that the board of directors of any company is the managing part of that company. The manager is responsible to the board of directors. If you have a good manager and a good board of directors, you have an excellent company.

"Here at Headquarters, we give emphasis to the board of directors. We work through the managers, but we place emphasis, in the final analysis, upon the board of directors.

"With growth come problems but as long as we have an open-minded acknowledgement of our problems, that they exist, then we are on the way to solution.

"When we are ready to discuss our problems openly, then we are on the second step....."

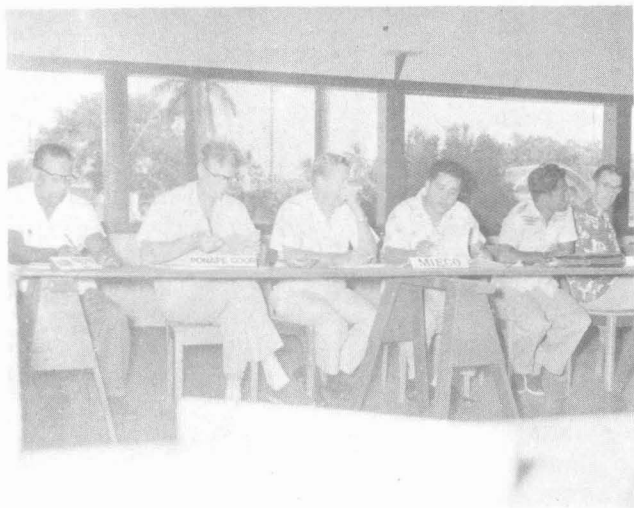
"And when we are able to recognize the right solution, regardless of where it comes from--we are on the final step."

John M. Spivey, Contracts and Programs Officer for the Trust Territory, presided at the conference sessions. Also participating was Richard D. Munden, Auditor for the Trust Territory. A special guest was the Island Government Officer, ComNavMarianas, CDR. P. W. Bridwell, U.S.N.

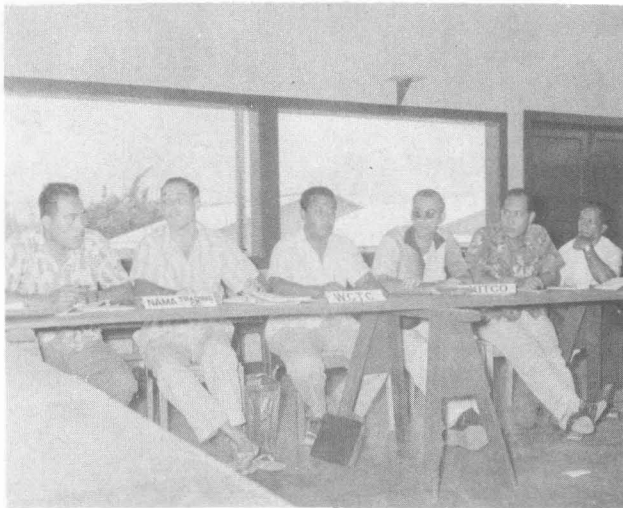
Delegates to the conference included eleven Micronesian officials, and six American managers. The companies and their representatives were:

Marshall Islands Import-Export Company, Dwight Heine, president, and K. G. Smith, manager; Kwajalein Islands Importing and Trading Company, James Milne and Handel Dribo, members, Board of Directors, and Allan Bell, manager; Ponape Co-op, William Helgenberger, president, and Ray D. Ridle, manager; Truk Trading Company, Arthur Irons, treasurer, Robert Narruhn, member, Board of Directors, and Henry Chatroop, manager; Nama Trading Company of Truk, Smart Lampson, manager; Truk Cooperative Company, Napoleon Defang, vice-president; Yap Trading Company, Linus Ruuamau, member, Board of Directors, and Russell Curtis, manager; Nam Trading Company of Yap, Louis Pitmag, president; Western Carolines Trading Company of Palau, Sidney Seid, manager, and Hidyos Orrukm, assistant general manager.

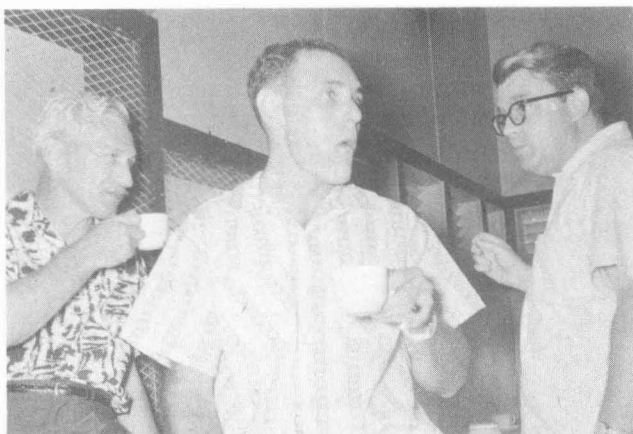
CONFERENCE IN SESSION--Delegates William Helgenberger, Ray D. Ridle, K. G. Smith, Dwight Heine, Linus Ruuamau and Russell G. Curtis.



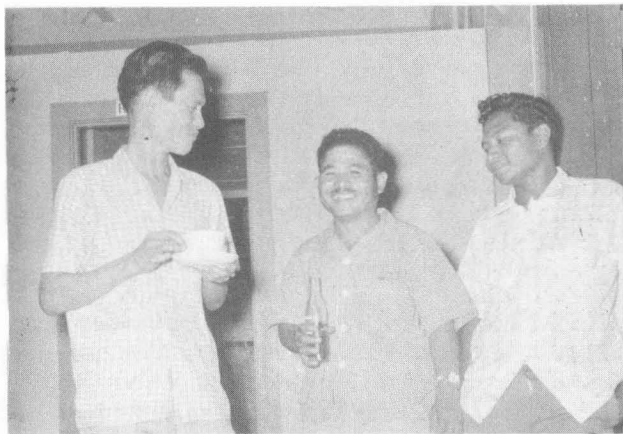
INTENT INTEREST DISPLAYED--Delegates Smart Lampson, Sidney Seid, Hidyos Orrukm, Allan R. Bell, James Milne and Handel Dribo.



MID-MORNING--John M. Spivey, Sidney Seid and Hank Chatroop.



AFTERNOON BREAK--Napoleon Defang, Louis Pitmag and Linus Ruuamau.



PICTURE ON COVER PAGE--Delegates to the conference of trading company officials, held at Guam February 18-21, 1957, included the group of Micronesian men pictured here. L. to r., front row: Linus Ruuamau, Yap Trading Company; Louis Pitmag, Nam Trading Company, Yap; Napoleon Defang, Truk Cooperative Company; Robert Narruhn, Truk Trading Company; Handel Dribo, KITCO, Marshall Islands; back row, William Helgenberger, Ponape Cooperative Company; Arthur Irons, Truk Trading Company; Dwight Heine, MIECO, Marshall Islands; Smart Lampson, Nama Trading Company, Truk; Hidyos Orrukm, Western Carolines Trading Company, Palau, and James Milne, KITCO.

Truk Trading Company Is "Daddy" Of Them All

THE TRUK TRADING COMPANY has no secret method of operation or recipe for success; but if it did, the secret would be wrapped up in the company's policy of tight management on the one hand, and of open consultation on the other.

Organization and system, strict accounting procedures and a continuous training program--these are the outstanding factors in the administration of the Trust Territory's "biggest" import-export company. But equally important in the operation of "TTC" is the practice of referring all policy matters to the Board of Directors, and the Board's habit of consulting--and acting--without delay.

Although the date of its charter was December 6, 1947, the company opened its doors for business at the beginning of the fiscal year--January 1, 1948--thus simplifying its bookkeeping. And this provides an index to the systematic methods it has followed ever since. Here, now, is what the records show, and why, in the light of these records, "Truk Trading" may fairly be called the "daddy" of all the territory's chartered firms.

From its original one-building retail business, the scope of its operation has expanded to include a wholesale department; a bakery; a theater which not only has continuous daily showings on company grounds, but also runs one-night stands for movie shows throughout the islands of Truk District; a barber shop;

a restaurant; a large copra-buying organization; trochus-shell buying and merchandising; a commissary store for foodstuffs and beverages; a sales agency offering merchandise direct from manufacturers to firms in other districts; four trading schooners; and, most recently, a fishing enterprise.

During the nine years of its existence, TTC's volume of business has steadily crept upwards; it now averages approximately one million dollars annually. Its staff has grown to a total of 137. Its warehouses and other structures for the transaction of business now number nine. Both the buildings and the land are company owned with no mortgages or debts on either. Subscribed capital stock has more than tripled. Dividends have been paid ever since the company started.

Perhaps most phenomenal, Truk Trading Company is preparing to build an up-to-date supermarket to serve the entire Truk Atoll area, also a combined new bakery and restaurant--using its own capital reserves for funds. Few firms of its type anywhere are in such a "liquid" state.

How has this record been achieved?

With little fanfare but adherence to sound accounting practices; close reins in both accounting and personnel--this is TTC's way. No loose ends anywhere, as near as one can tell--everything accounted for, every job and transaction clear cut. The books tell the story.



Among those taking a leading role in Truk Trading Company are General Manager Hank Chatroop, left; Secretary-Treasurer Arthur Irons, center, and Company President Petrus Mailo.

To begin with, TTC made the happy decision to buy land. Shortly after starting in a rented building in Michitou Village, the company transferred its headquarters to the Baker Dock area. In 1951 it was able to purchase land and erected the quonset which became the nucleus for the present group of nine buildings. This quonset is now a copra warehouse.

The other buildings followed, approximately one a year--none elaborate or a strain on the budget, but adequate for the spreading inventory of stock. There were times when space was cramped, and occasions when money was not available to purchase wholesale goods in desired quantities, but through the balance provided by an active fifteen-member Board plus an alert manager, an even keel was maintained, and the cloudy days weathered.

Perhaps no single factor has been more influential in determining Truk Trading

Company's record of sound growth, than the Board of Directors' practice of meeting regularly, and of considering every aspect of the business. The Board holds the strings, and pulls them pretty much in unison.

The manager is there, and he's an important key in the conduct of the company, but, essentially it is not his show; it is a Trukese organization in reality, not simply in name. The Board gathers regularly on the last Thursday of each month, to make plans and discuss policies; and in addition a meeting is called by the president whenever an occasion for decision or change arises. And that's where the action comes in. First it's conference, and then it's motion. No stalling, no waiting, no hoping for better results.

Sometimes it is necessary to replace a key man or put a check on a creditor who fails to meet his obligations on time, or to take some other specific action. In such cases the Board looks for the reason, or the facts. The situation may be approached from a new direction, but in any case it is faced then and there, for the Board does not consist of a stodgy group of men, but rather of stockholders who are vitally interested in their company. Because their original decisions have been reached by joint consultation, they are not afraid to change if the situation warrants.

Results speak--and when results are favorable, they may serve as a guide for other phases of the company's operation. Sitting about a round table, upstairs above one of the warehouses, the directors spend little time in preliminaries; they set about their business with a serious concentration on the problems at hand, and usually come up with some new--and profitable--answers. They know well how to interpret the double-entry bookkeeping and accounting system which Manager Hank Chatroop and Company Treasurer Arthur Irons have inaugurated.

The men of Micronesia who guide the destinies of the Truk Trading Company are elected for terms of three years. On the last Thursday of May, an annual stockholders' meeting is held at which time five members are elected by ballot to the Board of Directors. Thus out of the total of fifteen directors, at least ten old members

(Continued on page 13)

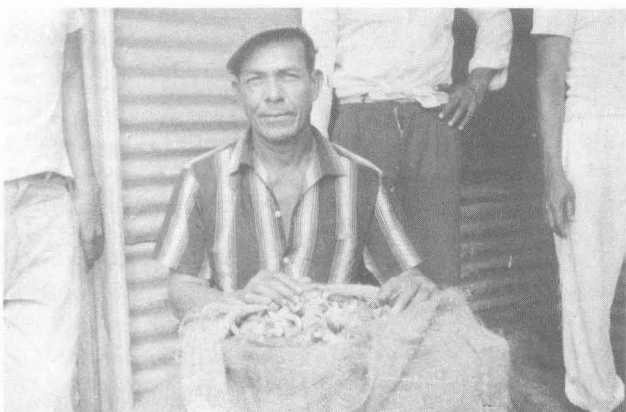
THE PEOPLE BEHIND THE SCENE--
THEY CONTRIBUTE TO A SMOOTH RUNNING BUSINESS



Petrus Mailo, president of Truk Trading Company, works in office over warehouse.



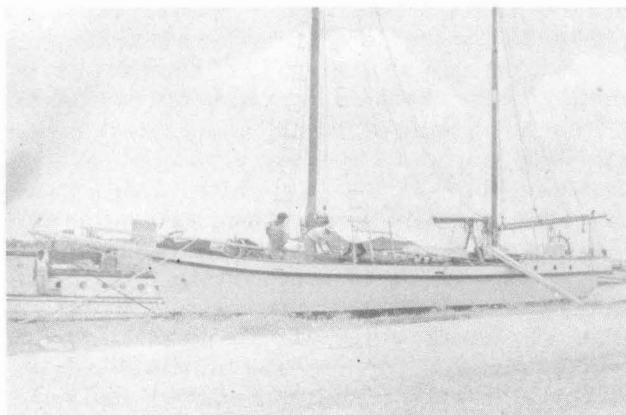
Arthur Irons, secretary and treasurer, TTC, has charge of company finances.



Enis Nedelec, in charge of copra buying and warehousing, inspects a bag of copra. Copra is Truk's leading export.



Rosita Mori, right, is the new manager of the TTC department store. Her assistant, left, is Kiyomi Stephen.



One of Truk Trading Company's boats, the NOMAD, receives careful attention to keep it in good repair. Above, the NOMAD is at Baker Dock in Truk.



R. Rain is responsible for keeping the commissary well-stocked and in good order. Here one finds a good variety of food staples, specialties, also beverages.

carry over into the following year, assuring continuity of plans and programs. Actually, the membership has never changed drastically. Seven of the present members were on the original Board, and five others came on during the year following the beginning of operations.

Who are the directors? First, there is Petrus Mailo, who is chief Magistrate of Moen Island as well as president of Truk Trading Company; Robert Narruhn of Uman Island, vice-president of the company and Chief Mate on a Trust Territory Government vessel; Arthur Irons of Udot Island, who is both treasurer and secretary of the company; Masataka Mori of Tol Island, manager of the company's warehouses; Kalio Mailo of Moen, manager in charge of labor and operations personnel for the company; Fasiel, of Eot Island, captain of the company's cargo tug; Kapuich of Dublon Island, a deacon of the Dublon Church; Albert Silem of Moen, businessman; Enis Nedelec of Fefan, who in addition to being manager in charge of copra buying and warehouse operations, also is chief Magistrate of Fefan Island; Niro Mori of Tol, labor foreman for the Truk Government; Chiro Albert of Uman Island, foreman for the public works department of Truk District Administration; Angang of Moen, chief Magistrate of Sapuk Village; Efou of Moen, businessman and secretary of the Moen Island office; Reiong William, supply clerk of the Truk District Administration, and Taro Mori, who is in charge of the company's newly organized fishing operations. Seven of the Board members are employees.

There are some who say that Micronesians are not ready to assume responsibility. Truk Trading Company has proved emphatically that there are Micronesians who are capable of assuming heavy responsibilities, and of discharging them with distinction.

Outstanding examples of such leadership are seen in the firm's president, Petrus; its treasurer, Arthur, and its manager of copra buying and warehousing operations, Enis, all members of the Board of Directors. Its theater manager,

Masatoki Stephen, and its general warehouse manager, Masataka Mori, also belong in the list. In fact, there are many in TTC's operation who have proven themselves capable.

Chief Magistrate Petrus Mailo--everyone calls him simply "Petrus"--is chairman of the Board of Directors as well as president of the firm, and he's labeled a first-rate executive by those who know most about him. He's been with the company six years. It's Petrus who keeps his finger on the staff--the Trukese employees whom he knows well. If a man isn't doing a good job in one position, he's given another chance--in another job. But always the personnel picture is watched to be sure everyone is a "producer"--and usually there is a particular niche in which an employee can fit. This, then, is Petrus' field--in addition to presiding at the Board meetings, he assigns the duties of each of the employees, including the boat crews, and he is renowned for his fairness. Petrus, together with the treasurer, approves all payrolls. He also is in charge of all TTC ship movements and the fish project. At the same time, as a member of the Board, he keeps a keen eye on all phases of the company's operation.

As for Enis, his is the big responsibility of overseeing the copra grading. It isn't easy to grade copra--to distinguish between first quality, and second and third; it takes an experienced eye and a knowledge of copra, as well as ability to train others as judges for grading; but Enis has this quality, and last year more than \$200,000.00 in copra was graded under his direction.

Then there's 37-year old, American-born Henry Chatroop, general manager for Truk Trading Company. To everybody he's "Hank"--the man behind the scenes, who has envisioned the possibilities of Truk Trading Company from before its inception, who has helped guide its policies, and whose sound training in business and accounting methods, has been employed in setting up the modern book-keeping procedures which the company follows. In the office, Hank is assisted by his charming Scottish-born wife, Margaret.

Hank earned and learned his business knowledge, step by step, the hard way. He majored in Business Administration at DePaul University in Chicago, attending afternoon and evening classes, while working mornings as a law clerk in order to pay his expenses. Later, he saw the painful results of over-fast expansion when he served as a financial investigator for a retail credit association, and this taught him the wisdom of owning one's own property, and of paying pretty much as one goes along. Later he served as supply accountant for the Navy Department and subsequently, became trade specialist for the U. S. Commercial Company. From the USCC he made the transfer to TTC. Certainly, Hank's training and experience have contributed to the steady forward course of this organization. Working closely with Hank, and directly responsible for the control of all funds, outgoing and incoming, is Treasurer Irons, who like his fellow Board members, Petrus and Enis, is a full-time employee. His father, Ayster Irons, who came to Truk from Jaluit in the Marshalls, was an original director of the company and its first vice-president.

One of Arthur's special responsibilities is the teaching of American methods of corporate accounting to his financial staff. In the series of lessons, the theory of accounting is applied to the problems at hand. Cooperating in this training is Trust Territory Staff Auditor Richard D. Munden. The studying, which started on an individual basis, now has reached regular class status, with six enrollees meeting for one hour daily. It is planned to carry the courses on through advanced accounting and corporate reports in a continuous "on the job" training schedule.

Truk Trading's accounting system is not involved, but fairly simple; at the same time it is complete. Inventories of the four warehouses, using the Kardex system, are kept current by the warehouse manager--each warehouse has its own manager, and an overall warehouse manager supervises incoming and outgoing orders. Inventories also are maintained at the main store, the commissary, the theater, the lunchroom, the bakery and the barber shop. Neither the management nor the Board have to wonder how supplies are running, or where the business stands; the books show at all times.

One of the striking features of the main Truk Trading Company store is its accounting department. Signs above the different booths indicate the purpose of each booth, and each has its own specially trained employee in charge. As one walks into the clean, wide-aisled store, these windows immediately give out the impression of organization and system, and the facts bear out the first impression. Walls separate each of the booths, so that the attendant in charge may concentrate completely at his task.

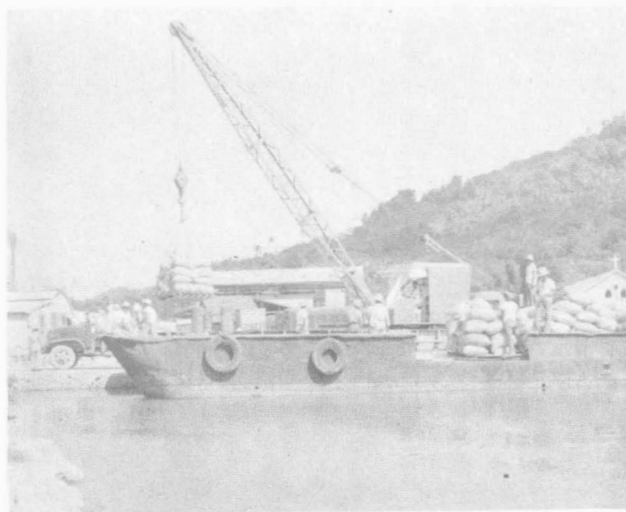
Sansi R. of Dublon is the man in charge of the bookkeeping for disbursements and purchases, making the entries in the journal, paying out on sight drafts, checking invoices and making all general cash issuances; then there's H. Osawa of Udot, who is in charge of expenditures such as payroll, operating expenditures and all company expenses other than purchases, including "surveys" of goods not usable. In another stall is Asauo of Moen, who handles the receipts from concessions such as the theater, bakery, snack bar, and passenger fares; he also does the breakdown on copra purchases. A fourth young man in the Accounting Department is John Irons, who handles receipts, general sales, and accounts receivable; matches all cash vouchers of clerks in the store with cash on hand; and also records all credit sales, which in itself is a considerable responsibility as it includes both retail and wholesale customers. Although these accountants are on their own in their day-to-day work, they are under the general supervision of Treasurer Irons.

As an example of how carefully records are kept and checked, the salesgirls in the main store write up each sale on a double sales form; as the top form is released from the case, the bottom form falls to a locked drawer beneath. At the end of the day, John Irons collects the duplicate slips from the locked cases, and the salesgirls turn in their cash; the cash and the saleslips are matched, and in a few minutes--usually three or four--a clerk is checked out for the night, serene in the knowledge that her accounts are in order. In the morning she receives her basic change of fifteen dollars, and proceeds to build it up with sales as the day progresses. Again at night, the process of checking out is repeated.

COPRA IS IMPORTANT PHASE OF OPERATION



Pictured above at the copra warehouse are four of the key men in the TTC operation: Kalio Mailo, Masataki Stephen, Enis Nedelec and Arthur Irons.



Copra bags are being loaded on a company tug, for transfer to the CHICOT anchored off Baker Dock at Truk. When it rains, copra loading ceases.

At the grocery commissary where Manager R. Rain is in charge, the cash register serves as a tally with the cash in the drawer, and a careful checking-out is done each evening at closing time.

The copra and trochus operations are big business in themselves; and each requires its own bookkeeping procedure. Copra is paid for by cash at the time of grading; this means that when a ship is about to be loaded, heavy activity concentrates in the copra warehouse, where dozens of men are coming and going, bringing in bags full of copra, having it sorted, weighed, stored, and sometimes--when storage space is at a premium--moved to another warehouse to make room for more incoming copra.

Truk Trading Company's copra purchasing procedure follows a pattern which is in effect throughout the territory. The producer delivers his copra to the company's purchasing unit, either aboard a field trip vessel or at the Moen Island warehouse. The copra is then emptied onto grading tables and inspected. Occasionally copra is found to be damaged by moisture and not in merchantable condition, but most of the copra offered for sale is assigned a grade classification, rebagged,

weighed, and paid for in cash at the time. All copra after grading is stored in the company's warehouses and shipped out aboard the interdistrict vessel which calls at this port approximately every six weeks. The copra is marketed by Atkins Kroll Ltd. on behalf of the Copra Stabilization Board of the Trust Territory.

For its services and responsibilities in connection with the purchasing, grading, storing and shipping of copra, Truk Trading Company receives a fixed fee of ten dollars per short ton of copra purchased. During 1956, TTC purchased some 2,000 short tons of copra, for which it paid out approximately \$200,000.00 to local copra producers.

Trochus is graded in a similar fashion. The company furnishes the bags. The year 1955 was the first in which the TTC purchased trochus shell for its own account. Atkins Kroll served as sales agents both in 1955 and 1956. The total amount of trochus purchased by TTC during 1956 was some 150,000 pounds, and the price paid the Trukese shellers, approximately \$65,000.00.

An innovation, not only in the store operation, but also something new for

Truk District, was the placing of women as sales clerks in the main store, with a woman as manager, a step taken early in 1957. Chief responsibility of Manager Rosita Mori is overseeing the seven girl clerks, making sure everyone is "awake" and on the job and that the shelves are stocked, orderly and dusted. Assistant to Rosita is Kiyomi Stephen. The new plan has proven highly successful; the women have demonstrated an alertness and a capability for their assignment.

The commissary manager, R. Rain, is another important cog in the wheels of TTC. This establishment for the purveyance of foods and beverages is stocked with leading brands from the United States and other countries. Here one may find almost anything from frozen shrimp soup to salted nuts, and from rare English marmalade to ice cream--including, usually, a good variety of staples.

Masatoki Stephen is still another man upon whom the management depends to a considerable extent, for the theater operation is one of the import phases of TTC. A rotating film library is maintained, and shows are alternated constantly; in addition, new features are obtained from Guam each week. The movies run continuously from 11 a.m. until the late show beginning at 10 p.m. The theater seats about 550 people, and is usually filled on week-ends. A projector and films are sent out to the islands with each field trip, and pictures are shown at the various stops along the way. Each island municipal government receives ten per cent of the "gate."

Both the fishing operation and the barber shop are conducted on a fifty-fifty basis, which has proven satisfactory to all concerned. At the barber shop, the company provides the space, equipment and upkeep while the barber, Kalwin, gets half of the proceeds, the other half going to the company. In the case of fishing, TTC supplies the vessel, fuel, equipment and maintenance of the vessel, while the manager of the project, Taro Mori, and his crew, supply the know-how and the time.

The company's latest acquisition in the way of boats is the 30-foot fishing schooner used for the new commercial fishing project. It will hold two and one half tons of fish under ice pack, and will carry twelve men when full-scale fishing is in operation.

The part which the company's own boats play in the overall merchandise distribution system is not insignificant. Careful attention is given to keep these boats clean and in good running order. The NOMAD, which was purchased in the company's first year of operation, is a 55-foot sailing motor ketch with capacity of approximately 20 tons. It spends two weeks out among the outer islands, taking passengers and trade goods, and bringing back copra; a week in Truk, and then back again to the outer islands. It carries the traveling picture show and the operator, as well as clerks to carry on the trading.

Then there are TRADER NUMBER ONE, and TRADER NUMBER TWO, both 50-foot sailing schooners built by the company from Navy hulls, which follow an itinerary similar to the NOMAD. Often one of these schooners will be in dry dock. Still another TTC boat is the atoll tug, a 50-foot motor cargo vessel which goes around the Truk atoll with trade goods, passengers, movies and copra. Even with all this service provided by company boats, the M/V BAKER, field-trip ship of Truk District, remains the chief copra and passenger carrying vessel, because of its greater capacity.

The welfare and proper nutrition of its workers has been a concern of TTC management from the beginning, and because of this, a policy has been adopted whereby employees, with the permission of their immediate supervisors, are free to visit the snack bar on the company grounds whenever they wish. In addition, regular "coffee hour" is at 9 a.m. daily. Lunches are supplied at company expense, and a ship's bell--appropriately since the company is located in the dock area--rings out the call to "chow" at 12 noon, and also at 1 p.m. when it's time to return from lunch. Keeping its employees well nourished is considered an investment for the good of the company, and certainly nothing has disproved the merit of this theory.

"TTC" came into being at about the time the Island Trading Company was organized as a government enterprise to facilitate trade. The latter succeeded the United States Commercial Company which had been created after World War II under auspices of the Reconstruction Finance Corporation. Since the function of "USCC" had been to put business in the districts

Valiant Old Baker Makes Rescue Trip

THE VALIANT OLD BAKER OF TRUK! Tired though she was, and ready as she was for a rest and a rejuvenation course at drydock in Guam, still--NEVER SAY THE BAKER WOULD TURN DOWN A CHANCE TO HELP ANOTHER GAL IN NEED!

When the call came that February day in 1957, asking the BAKER to assist in the rescue of a Japanese fishing vessel beached on a reef some distance away, the trusty old BAKER never faltered. She was anchored at the dock which bears her name, awaiting the signal to proceed for much-needed "hospitalization" in Guam--but as soon as the word was given and her crew and the field-trip party had assembled, Captain Harry E. Jennings turned her bow northeast in the direction of Murilo whence had come the distress call. Various radio dispatches and clearances meanwhile had been exchanged verifying the authority of the BAKER, which is the field-trip vessel of Truk District, to make the trip.

The weather was threatening, the seas rough--but the BAKER took it forward. Buoyant in spite of her damaged keel, she responded with all her might. About five miles off Murilo coast the wreck of the CHIYO MARU was sighted. She was sitting on her beam-ends, high over the reef--a spectacle sad to behold. The island inhabitants of Murilo had spent that day rescuing the CHIYO MARU'S crew in their fragile canoes, making the trip upwind all



The BAKER rests at Baker Dock, Truk.

the way, then back to shore with the survivors. All were safe. The field trip rescue party consisting of "Red" Steele and four Truk constabularymen, learned that the CHIYO MARU had grounded in rough seas and heavy rain in the pitch-black darkness of night, hitting the reef full-speed without warning.

Not perturbed because another ship performed the rescue service in taking on the survivors, the BAKER set course back to Truk. She had played her part, she had done her duty.

Having accomplished her mission, it was only a few days before the BAKER had her reward. She went to Guam and she had that reconditioning treatment. She even had her keel-bones set anew. While undergoing surgery and repair, she was heard to muse to herself, "I'm the BAKER. And I'm a good ship, me dear! Just watch my colors fly again when we get away from here!"

on a money-economy basis, the idea of starting private trading companies was encouraged. "ITC" further fostered the local enterprise theory, thus from the start Truk Trading Company had its hearty support. This support was expressed in various ways, one of which was to sell the company small amounts of goods as needed, thus avoiding the necessity of "TTC" tying up its beginning cash with large inventories.

Like most other chartered import and export businesses in the Trust Territory, TTC is made up of stockholders living within the district and indigenous to its territory. No person or organization is

entitled to own more than ten per cent of the issued and outstanding capital stock. By charter, the capital stock is all of one class and of the par value of twenty-five dollars per share. Although not a cooperative in the usual sense, actually TTC has the enthusiastic backing of its stockholders who represent a total ownership of approximately three thousand residents of Truk District.

These owners of TTC stock, and in fact all the people of Truk, are proud of their little seeding TTC, now grown to a full-fruited tree in the brief span of nine years.

--C. R. O.



Among delegates to the Anthropologists' Conference in Guam were Francisco Defnign of Yap, Gustav Weilbacher of Ponape and Tion Bikajle of the Marshall Islands. The three are assistant anthropologists in their respective districts.

Anthropologists Interpret Unfamiliar Ways They Are The Bridge Between Two Cultures

ANTHROPOLOGY INCLUDES VARIOUS aspects of the science of man, and the words that describe it are some of the most complex in the English dictionary. For instance, those phases of anthropology which are related to man's physical character are known as anthropography and anthropometry, and those concerning his environmental and social relations are known as anthroponomy, demography and sociology.

The anthropologists of the Trust Territory are chiefly concerned with the origin and relationship of races (ethnology) and the applied aspects, all of which today has become known as applied anthropology. In their capacity as advisors on native affairs, their function is to assist the Administration in its understanding of Micronesian traits and traditions, and at the same time, to assist the Micronesians in their understanding of Administration policies and personalities--they are the "bridge" between the two.

The Trust Territory of the Pacific Islands is unique among Administering Authorities in the Pacific area in its use of anthropologists on the district level. The Trust Territory of New Guinea, for example, with its vast area and diverse groups of people, has the services of only one staff anthropologist. The United Nations Visiting Mission in 1956 noted that the Trust Territory of the Pacific led all

the other territory administrations in using trained specialists in this respect.

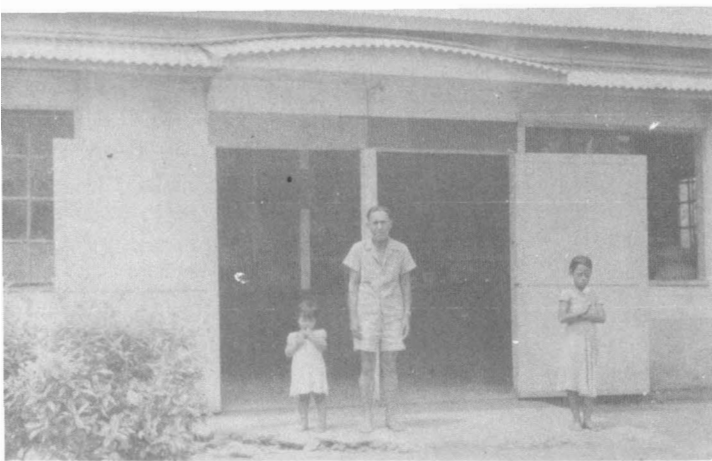
In furtherance of the anthropological program a conference of anthropologists serving the districts of the Trust Territory, with their Micronesian assistants, was called in Guam late in January 1957. Staff Anthropologist John E. deYoung presided at the meetings, assisted by Assistant Staff Anthropologist Richard G. Emerick.

Chief topic of the four-day conference was the territory-wide census which is to be taken in 1957. Detailed plans for its completeness and accuracy were worked out as various points were discussed. The plans call for the designing of a simple schedule form which will elicit the needed information from the residents of the Trust Territory and at the same time be useable in each of the districts in spite of the fact that there are local variations in social organization found all over the Trust Territory. It was also decided that a test census would be conducted in Yap District before the Territory-wide census is undertaken.

Palau District Administrator Don Heron led a discussion of the plans for chartering municipalities. Current and planned programs carried on by the anthropologists also were discussed.

This was the first anthropological conference of the Trust Territory in three

(Continued on page 23)



George Higgins stands in front of his new establishment at Ponape. Pictured with him are two young customers, Maria Kuarta, left, and Christina Estaban, right.

Business Competition Is Not Lacking In Ponape

THERE IS NO DEARTH of competition in Ponape, for located within this district are several trading stores. Newest of these is that of Oliver Nanpei, which opened in December, 1956. Mr. Nanpei has large property holdings, and is believed to be the largest copra producer of any individual land owner in the Trust Territory. The new store is not a stock company, but a privately operated business. It is a spacious, airy, welded-steel structure, located on property adjoining Ponape Cooperative Company.

Among the oldest businesses in the Trust Territory are those of Carlos Etscheit and Leo Etscheit, long-time residents of Ponape, whose families came originally from Belgium.

Still another business which has a new store building in Ponape is that of George Higgins, a Ponapean from the island of Mokil. This store has a deep-freeze unit and sells ice cream as well as dry goods and general merchandise.

Mr. Higgins, who is employed by the Trust Territory Government as an engineering aide, built the new store in his spare time, with the aid of relatives, at a total cost for materials of only eight hundred dollars. There was no expense for labor. It took approximately one year to build, but from the time it opened, it has thrived, and is giving its owner a substantial return on his original investment.

Truk Cooperative Company Is Growing

IT IS AN impressive list of directors which makes up the Board of the Truk Cooperative Company. The Magistrates or "Chiefs" of most of the islands of the Mortlock group are included on the roster, and as directors are taking an active interest in the firm's management.

The idea of forming a "co-op" for Truk District began in 1950, with Chief Magistrate Ring Puas of Lukunor as the leader in raising funds. Finally, early in 1954, approximately sixty-five hundred dollars had been subscribed and the company was granted a charter by the Trust Territory Government. With a slow start, the company gradually has moved forward, and has now some capital reserves for future development.

The purpose in organizing was to provide added facilities in trade goods and service to the islands, particularly the Mortlocks. Now Truk Coop sends out, for both wholesale and retail sales, a supply of dry goods and food items on the government field trips to the Mortlock area.

Floor mats are a leading item of purchase and sale with Truk Cooperative. Hand-made rope of coconut fiber also is produced, and in the case of both the floor mats and the rope, the Trukese people, especially the company's stockholders, are the principal customers.

Officers and members of the Board of Directors are as follows: Chief Ring (Magistrate Ring), president; Raymond Setik of Lukunor, treasurer; Napoleon Defang of Moen, formerly of Lukunor, vice-president; Erwin and Tongei, both of Losap; Rotuk of Moen; Masauo of Oneop; Romolou of Puluwat; Philip of Pulap; Andon Amaraich of Ta; Anter of Moch; Estanis of Satawan; Sarafin of Kutu; Alwis of Ulul and Smith of Oneop.

KITCO Has Five Stores

THE MARSHALL ISLANDS extend along two chains, the one known as the Ratak or Sunrise Chain because it's on the east, and the other, the Ralik or Sunset Chain on the west. More than one thousand islands are clustered in the atoll group of these two chains, and the total population is approximately fourteen thousand.

A few years ago, from 1944 to 1948, the Marshall Islands were divided into two parts; the one, Kwajalein District, took in the Sunset Chain and four islands of the Sunrise group, and the other, Majuro District, comprised the remaining islands of the eastern chain.

In 1948 while this division was still in existence, the Kwajalein Importing and Trading Company was formed, as a means of increasing the facilities for supplying trade goods and buying copra, particularly for the Ralik Chain and the other islands nearest to it. Another trading company had been organized only a little earlier with headquarters in the Majuro District; thus each of the two districts was represented by its own company. Although these districts were subsequently combined into one, now known as the Marshall Islands District, both companies have continued to function independently. That of the Kwajalein or western group, which became chartered on January 19, 1954, is generally known as KITCO. Its headquarters are at Ebeye in the Kwajalein Atoll, approximately three miles north of Kwajalein Islands. Both companies now distribute goods and buy copra throughout the Marshall Islands.

A number of the early stockholders of KITCO were employees of the United States Navy at Kwajalein. The stockholders have increased from one hundred and fifty in the beginning, to approximately four hundred at the present time. The par value of ten dollars per share established at the time of incorporation, has remained constant.

Whereas some businesses have remained centralized and have expanded on their home grounds, KITCO has taken a different course, and is presently operating four branch stores, located at Majuro, Jaluit, Ebon and Namorik, respectively.

KITCO does a considerable wholesale business, selling to local firms on the islands and atolls. It regularly sends its representatives out on the District field trips, and in addition from time to time operates by charter, various boats for the collection of copra and transportation of commodities for retail sale.

The warehousing of stock is done at Ebeye, where both the main store building and another structure are utilized for storage. In addition, the company operates a clubhouse at Ebeye, known as the KITCO Club, where refreshments are available to all the population and where both Americans and Micronesians are fond of gathering. Also at Ebeye, KITCO has erected two buildings for housing its employees and their families, and additional living space is being constructed.

The KITCO management proceeds with caution and conservatism. Caution also is exercised in extending credit, thus assuring adequate capital reserves for the company's development. Both the treasurer of the company and the manager submit current reports to the Board of Directors at each quarterly meeting.



KITCO men at Trust Territory business conference--Handel Dribo, left, and James Milne, both of Ebeye, Marshall Islands.

Swimmers Poled the Logs by Hand

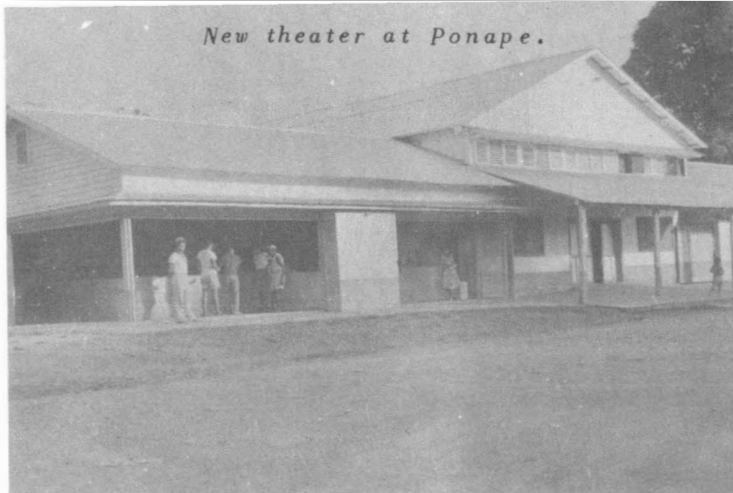
New Theater Opened At Ponape

MODERN CONSTRUCTION HAS been coupled with one of the oldest materials known to man in the building of a new theater in Kolonia, Ponape District, known as "Sky's Theater."

Along with the smoothly laid concrete floors are rustic pillars and a marquee roof fashioned of poles which were laboriously transported on water from the neighboring island of Kiti--with men swimming alongside, slowly poling the wooden logs forward by hand. The poling expeditions usually were made at night because of the tides.

The theater now seats fifty people, but has plenty of room for additional seats. It boasts a large modern screen. Together with the theater is a retail store on one side, and a pool hall on the other.

Greatest favorites in the movie line with Ponapeans are Western-type shows. Among outstanding hits locally shown have been "Daniel Boone" and "The Greatest Show on Earth." A typical presentation was "Call of the Forest" featuring Robert



Lowery. Admission is twenty cents, in conformity with the Ponape wage structure.

The name "Sky," pronounced "skee," derives from the last syllable of the owner's first name, Inosuke. His last name is Yamada. Assisting in the operation of the business is the owner's brother, Kozo, who recently returned from schooling in Hawaii, where he had three years of high school and one year in Business Administration at the University of Hawaii. Kozo does the bookkeeping at night and also at times assists in operating the projector. In the daytime he is employed by the District Administration.

The theater was opened in October, 1956, with a celebration to which all Ponapeans and Americans in the district were invited. Pigs were roasted and there was feasting to mark the occasion.

Standard accounting procedures are followed, with a perpetual inventory kept, and fiscal inventories taken every three months.

Manager of KITCO is Allan Bell, who has been with the company since its incorporation. He was formerly with the Island Trading Company. One of the live wires in the organization is Ernest Milne, manager of operations for the Majuro store, who also directs activities of the branch stores and serves as treasurer. The caution of Manager Bell, paired with the effervescent enthusiasm of "Ernie" Milne, combine to produce a stabilizing balance in the operational program. Manager of the Ebon branch is Walkup Silk; of the Namorik branch, Andrew Hesiah, and

of the Jaluit store, Aki. Freddie Narruhn is the general superintendent who supervises the copra buying and the warehouses.

In 1954, at the time of incorporation, the company chartered five 50-foot schooners to go out to the various islands to bring in the stockholders for the election of the Board of Directors. Present membership on the Board includes Edward Milne, president; Aronean Mawilon, vice-president; Freddie Narruhn, secretary-treasurer; Walter Milne, Lan Lakabun, Handel Dribo, Lino Korop, Walkup Silk, Abija, Alfonso Cappelle and Elmo Alling.

James Milne, who recently returned from studying in Hawaii, and Handel Dribo, were KITCO's delegates to the Trading company conference in Guam.

High Commissioner Participates In Inaugural Celebration

WHEN A HIGH COMMISSIONER is invited to Washington to attend the inauguration of the President of the United States, it is no perfunctory affair, but rather, one of the most stimulating and inspiring episodes that can come into the life of a man in public office.

And when that High Commissioner is the only High Commissioner serving under the flag of the United States, it makes the limelight fall upon him with a special intensity. When he is assigned two aides to escort him, he realizes the honor being accorded him. When his name and office are lettered upon his private box at the various functions, it dramatizes the situation that much the more.

When the High Commissioner has a private conference with the President, in the latter's office and at his invitation, this becomes the climax of a memorable week, a total experience unique and never to be forgotten, the luster of which reflects upon the territory and the people whom the High Commissioner represents.

All of this was evident and came to pass during the inauguration proceedings in January 1957, when the Hon. Dwight D. Eisenhower took office for the second time as President of the United States. The newly appointed High Commissioner of the Trust Territory of the Pacific, the Hon. Delmas H. Nucker, *was* there, at the invitation of the Inaugural Committee; he *was* accorded every honor and courtesy, with a military and a civilian aide assigned to assist him and escort him to the official functions; he *was* seated in a private box bearing his name and title during the formal inaugural events; he *was* and *is* the only High Commissioner serving under the Government of the United States, and he *did* have a heart-warming private conference with the President, at which time Mr. Eisenhower inquired about the Trust Territory and its people, and showed a keen and particular interest in the area of Micronesia, with which he had become personally acquainted some years ago when serving as a colonel of the U. S. Army with General Douglas MacArthur, based in the Philippines.

Describing the highlights of his participation in the inaugural activities, in an informal talk to Headquarters personnel on Wednesday, February 13, 1957, the High Commissioner said that as he arrived in Washington on January 16, snow was falling and the thermometer read five degrees above zero--but he was still wearing the light tropical suit with which he left Guam. Then he told about a later predicament--how the aides assigned to him seemed invariably to be ready to escort him here and there--but when it came time to fasten a tight collar button which was part of his new swallowtail coat and white-tie dress for the most formal of all the formal occasions, the Inaugural Ball--at that moment no aide was at his elbow or anywhere around, and through the buttoning ordeal he struggled alone.

At this Inaugural Ball the ladies dressed in their most beautiful clothes and gorgeous jewels.

"It was a spectacular sight," said Mr. Nucker, referring to the ladies' gowns at the ball. "Something like a brilliant rainbow gone crazy with motion."

But of all the happenings and honors during that busy week, the High Commissioner referred to the one which touched him most deeply, and brought a lump to his throat and tears to his eyes.

"That came during the parade, in which I was seated high on the back of a convertible, the banner on my car spelling my name and office. There were many thousands of people lining the parade route--750,000, the papers said. Because I was in the parade, I couldn't see the parade. I could only see masses of humanity lined up on the sidewalks. Occasionally I heard someone say, 'Hi, Del!' but I couldn't distinguish anyone in the crowd.

"When my part of the parade came in front of a group of crippled World War II veterans from Walter Reed Hospital who were seated in one of the grandstands along the route, the men spied the words

'High Commissioner, Trust Territory of the Pacific.' Just then I heard a great wave of applause and shouting. They were hailing me for what I represented, the Government of the Trust Territory.

"Many of those men had been injured for life, in the islands of the Pacific. Yet they clapped and yelled to me. That experience made a profound impression--to think that even though they were crippled as a result of serving their country, they could still cheer for their government. Their loyalty to the United States was undimmed."

Mr. Nucker spoke of the great numbers of people who attended the Governors' Reception at the Statler Hotel on Sunday, January 20, another major event of Inaugural Week. The governors of the states and of the territories and the one and only High Commissioner had been assigned boxes with space in each to accommodate six persons or more. Guests of the High Commissioner were Interior Department officials Anthony T. Lausi, Director, Office of Territories, and Mrs. Lausi; William C. Strand, Director of Information, and Mrs. Strand, and A. M. Edwards, Associate Solicitor, and Mrs. Edwards. During the period from 3:30 to 5:30 that afternoon, some 11,000 people walked through the great room and filed past the boxes, some pausing to chat or to ask questions. Many stopped to exchange greetings with the High Commissioner.

"I got a first-hand impression of what a monkey must feel like in a zoo," commented Mr. Nucker.

The High Commissioner described the inaugural ceremony itself, attended by ambassadors from all over the world, senators, representatives, chiefs of staff, members of the Supreme Court and other dignitaries. "It was a wintry day," he said, "dark and dreary. But, to our surprise, at the very moment when the President took the oath of office, the sun came out from the clouds and lighted everything. It remained out through his inaugural address, and just as the President finished, it disappeared. Some of the papers, and many of the people, remarked about the phenomenon, speculating that it seemed like a bright omen in a darkened world."

Mr. Nucker cited the President's inaugural speech as an outstanding address, a plea for peace and prosperity to be established throughout the world, and for men of good will, regardless of race or nationality, to live together and work together harmoniously--with justice and equality for all.

Two qualities about the President impressed the High Commissioner particularly during their interview of ten or fifteen minutes in the former's office on Tuesday, January 29. First was his look of health and vitality; second, was his power of concentration. Although the President had an important conference scheduled with Secretary of Defense Charles E. Wilson immediately following his meeting with the High Commissioner, he was able to concentrate with complete attention upon the subject of the Trust Territory during their talk together, Mr. Nucker stated. The president expressed special interest in the education and public health programs of the territory.

In conclusion, the High Commissioner stated that the honor and courtesies accorded him during the Inaugural Week in Washington were tokens of the interest and importance the Trust Territory Government holds in the eyes of official Washington.

ANTHROPOLOGISTS.....

(Continued from page 18)

years. Conferees were welcomed by Acting Deputy High Commissioner Joseph C. Putnam. In attendance, in addition to the two staff anthropologists from Headquarters, and Mr. Heron, were Jack Tobin, who as anthropologist for the Marshall Islands has worked closely with the Bikini and Eniwetok Island people in their new locations at Kili and Ujelang, respectively; Frank J. Mahony, anthropologist for Truk District, and Shigeru Kaneshiro, who serves in the same function for Yap District; the Director of Education for Ponape District, William E. Finale; the Public Health Analyst, Miss Virginia M. Breaks, and the following Assistant District Anthropologists: Tion Bikajle of the Marshall Islands; Gustav Weilbacher of the Ponape District, and Francisco Defnign from Yap.

Christmas Comes To The Marshalls

ISN'T IT TRUE that there is an expectancy about Christmas for children everywhere? Though the children of the Marshall Islands know not snow and sleighs and though they play the year round with tree-picked limes for rubber balls, they are not exceptions when it comes to peeping and peering for hidden gifts from Santa Claus, many days before the arrival of Christmas. For Santa Claus does come to this place of perpetual summer (though more likely in an outrigger canoe than in a sleigh), bearing gifts from the boys and girls of the Junior Red Cross of Honolulu.

There is no denying children's prying curiosity; even mothers with infants in arms slowed their pace as they passed our office to cast shy glances inside. If I catch their eye a friendly smile is their greeting.

Uliga Island? Seven thousand miles from Broadway, two thousand miles west of Waikiki Beach, closer to Japan than to the United States, Uliga Island is the governmental center of the Marshall Islands, which are part of the Trust Territory of the Pacific Islands, administered for the United Nations by the United States.

Uliga is a cigar-shaped island of coral, pebbles, and sand, flat as your kitchen table with the exception of the uneven elevation of a rough road and a very few spots that are perhaps five or six feet

higher than the level of the serene waters of the Majuro Lagoon. Just a speck in the Radak or Sunrise chain of the Marshalls. Uliga is only three quarters of a mile long. And one need walk only three minutes to cross the island from the beach of the lagoon to the beach of the Pacific ocean.

It was to this tiny pin point in the map of the vast Pacific that hundreds of frolicking children and their families came by outrigger canoe, by sail and by motored boat from the nearby islands. They came not only to receive gifts, but also to display their reverence for this day that celebrates the birth of Christ on the other side of the world so many, many decades ago. They thronged the road to the Uliga theatre building, the children bounding and skipping in their bare feet, the women all in style in their gay calicos, the men in clean shirts and pants, some with one pants' leg rolled above the ankle.

But here they were on this Christmas Day, trooping in simple garb under a bright sun to four-hour church services, meanwhile giving thanks that not a rain cloud was in sight to spoil their reverence and fun, though this was the dry season and rain was the sole source of their water.

At two p.m., the church services were done and the theater building, every seat occupied, throbbed with excited children who with big eyes beheld the twenty-foot table piled high with gifts, and the large Christmas tree that flanked it. People sat on the floor, and there were even some unfortunates (adults) who had to content themselves with places on the walk outside.

The Rev. Isaac Jorlan stepped before this scene of color and gaiety and the crowd fell quiet. The minister closed his eyes and bowed his head and began his invocation:--Our heavenly Father we thank Thee for the blessings of this day.... His voice was vibrant; his Marshallese clear and distinct. The people listened intently. Then Mr. Kabua Kabua, "Iroi" of many of the islands, judge of the local court, respected member of the community, presented his welcome and Christmas greetings, which were received with hearty applause. The program was under way.



*Judge
Kabua Kabua
distributes
gifts.*

CHRISTMAS IN THE MARSHALLS

Children of Rita Elementary School, Marshall Islands District--Xmas, 1956, at party in MIECO auditorium.



Catholic Mission School Band provides music--Father Leonard Hacker directing.



The children in the brass band from the Catholic Mission laid to their horns with a vigor which might have resulted several times in the collapse of the building had it been any day but Christmas. The children of each of the schools--Protestant Mission, Rita and Ejit Elementary, and Catholic Mission--all sang lustily preceding each presentation of gifts. The gifts were passed around with the aid of Iroij Kabua, much to the students' delight. The children not yet old enough for school received their gifts with competing squeals of excitement. Then there was an ebullient drawing for ice cream cones. Meanwhile, a U. S. Navy photographer was busy taking pictures amid sharp flashes of light that animated the crowd even more each time they occurred.

Dignitaries at Xmas party in Marshalls --l. to r., Maas Hone, principal, Intermediate School; Amata Kabua, (then) principal, elementary schools; Father Hacker; Judge Kabua Kabua; Dr. A. A. Jaffe; Herbert J. Rhodes, American Red Cross field representative at Kwajalein, and Rev. Isaac Jorlan.



Protestant Mission School girls singing before the presentation of gifts.



All too soon, it seemed, the program began to come to an end. The seven to eight hundred people present sang "Silent Night" with sincerity and emotion.

Then Father Hacker closed it all with a benedictory prayer, and the largest crowd ever to gather in the Marshall Islands to celebrate the Christ Child's birth, dispersed. There had been five hundred fifty-two school children, about seventy-five pre-school children and perhaps forty to fifty infants there.

That night as children do the world over, our Marshallese youngsters fell into bed--exhausted, but elated.

--A. A. Jaffe



the legend of thirty-five dollars and how it grew

People Of Nama Start An Industry

ONCE UPON A TIME there was a "Chief" in the Island of Nama who looked after his people with great concern. The people were poor. They could not produce much copra to sell because the people needed the coconuts to eat.

One day this Chief--his name was Golit--took thirty-five dollars from the Nama Treasury, and he divided it equally among the seven families of Nama, and to the head of each family, in Trukese he said, "Here is five dollars. Take it--and make it earn money for you. See how much you can increase this amount by diligent work and careful investment."

This was early in the year 1952.

After four months each of the seven families had increased their nest egg from five dollars to around one hundred dollars.

Chief Golit was wise. He did not take the money away from the families, but he asked each to contribute approximately one-third of what they had made, to start an industry, so that the island and its people might prosper and have money with which to improve their lot.

And so each of the families contributed thirty-six dollars, and that made two-hundred-and-fifty-two. This was just

enough to buy some cotton dress materials which the Island Affairs Officer of the Truk District brought with him on a trip to Nama. The date was May 15, 1953. The Island Affairs Officer was Mr. Russell Curtis, and his wife was with him. Together the Chief and the Curtises reasoned that if the women could sew, and make some shirts, they could sell them, and make some money.

The chief and the Curtises proved to be right; the women did sew the materials, and they made shirts and sold them among their families and all the people of Nama; and it happened that the people of some other islands heard about the nice shirts the women of Nama were making, and they, too, bought some shirts.

Now when the Island Affairs Officer and his wife next went to Nama, they took with them some hand-model sewing machines, because they thought that the women could sew faster with the machines, and make more shirts, and they were right.

Soon the women were selling the shirts as fast as they could make them, and so the heads of the lineages with their leader, Chief Golit, thought they should move their sewing project to the District center, Moen Island, and they persuaded the people of Nama to go to Moen and build a house to use as a "passengers' house" for the people from Nama, and also to use as a shirt-making place.

The total capital of the people of Nama then amounted to seven hundred dollars. They used this money and ordered many new pieces of dress material from the United States; and when the material arrived, the house was built, because the Nama people built it from lumber they had made themselves, and with their own labor. So they divided the building into two parts, and used one part for housing transients from Nama, and the other part for a store. They sold the seven hundred dollars' worth of material to the people of Truk, even before they had a chance to make shirts out of it.

By that time the people of Nama had an idea that they would build an entire new store at Moen, and use their first building for a warehouse as well as a place for visitors to stay. And this they did.

When their original investment had grown to five thousand dollars, all the people of Nama realized then that the business was a good one, and their store was growing, and they all wanted to invest more money in the store. And the people of Kutu, their "mother" (neighbor) island, wanted to invest, too. So at the end of 1954 they set up a company and had one hundred and eighty three investors, although the first seven families still had the largest amount of the stock.

On January 1, 1955, the people took an inventory of their building and assets, and they found they had about \$22,000.00 as capital; so they divided the profit among the stockholders, but most of the stockholders bought stock, and kept the money in the company; and so now Nama has its store in Moen, and its warehouse. It also has a store in Nama, and one in Kutu, which the Nama and Kutu people built in 1956. And they are still making shirts, and other garments, too; and they are still selling materials, and other things, too. And this is the true legend of how the Nama Trading Company has grown.

The "boss" of the business is Keper, and he is one of the stockholders of the firm, which is now a chartered company of the Trust Territory. The High Commissioner granted Nama its charter on July 10, 1956. The acting manager of the store at Moen is Smart Lampson, who also is the District Representative of the Public Defender for Truk District. Koichi Setrik is the acting treasurer, and the other employees are Sifer J., Sito R., Ainis, Sialis, all store clerks; and Kipua Kaku, Resemin and Bisa, all watchmen.

So Nama has become an example of how a little island can build from a small start of thirty-five dollars, into a business which is growing and prospering. And it is an example of how an island chief can think and make a plan to help his people.

Trust Territory Auditor Assists Business Firms

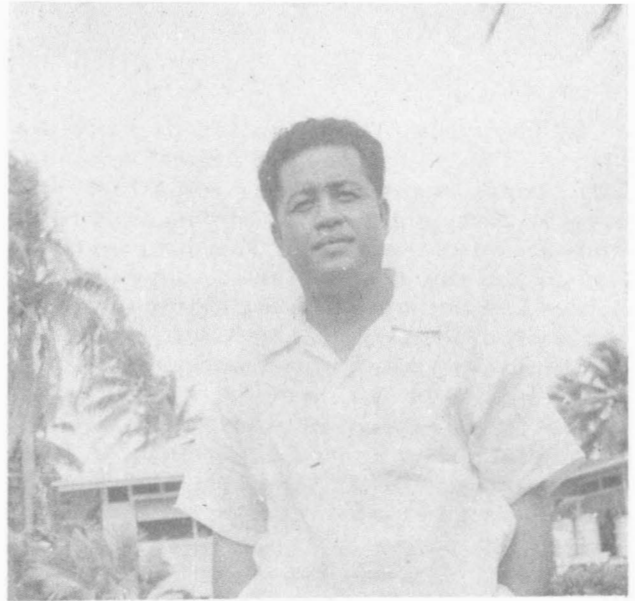
IN ORDER TO assist not only the District Finance offices, but also to help the incorporated trading companies in establishing streamlined, effective bookkeeping and auditing systems, the Trust Territory Administration has obtained the services of Richard D. Munden, Internal Auditor, who is directly responsible to the High Commissioner.

The chartered trading companies now are being provided with semi-annual audits of their books, and at the same time, under Mr. Munden's guidance, a series of courses in simplified bookkeeping and accounting are being inaugurated at the various district centers, thus providing training in the latest and most efficient methods of bookkeeping procedures, as one of the steps toward economic independence for Micronesians.

The man whose services have been obtained in this respect has an outstanding record in the field of administration and business organization. His previous assignment, before joining the Trust Territory staff, was as Assistant Executive Officer, Headquarters Special Troops, Fort Jackson, South Carolina. In this capacity Mr. Munden initiated the Army Command Management System Program and the Management Improvement Program, and implemented the program to audit all unit funds. In 1956 he was awarded the Army Commendation Ribbon with medal pendant, for his services at the Charleston Port of Embarkation relative to the establishment of administrative and financial procedures during World War II. At that time the port was one of the busiest in the world.

the schoolteachers started it

*Dwight Heine, Director
of Education, Marshall Islands,
was enthusiastic organizer
of business. Schoolteachers
subscribed a dollar each at the
start.*



It Grew And It Grew--And Now It's MIECO

IN THE EARLY days of public school-teaching in the Marshall Islands, the pay was small, quite small.

But the schoolteachers of the Marshalls at that time, around 1946, were young and resourceful, and had imagination. They conceived an idea. They would start a business and make some extra money to augment their incomes.

And so out of their small salaries, they contributed a dollar apiece, to get the business going. What they proposed was a sort of galley, a place where the teachers themselves could eat--and pay. At that time half of the teachers of the District were spending a year in training at Majuro, then a year teaching, and the other half were doing the same, in alternate years; so in the course of two years all the teachers were spending some time in Majuro. There were teachers from Ebon and Mili, Jaluit and Majuro, Jabwor and Namu, Kwajalein and Likiep, Majit and Ailuk, and they were all in the plan. The organizing was spearheaded by the one who was more or less the leader of the group, Dwight Heine.

The idea worked. The galley was started, became well patronized, and made money. Encouraged by this initial success, the teachers decided to take over a barber shop, and operate it, which also proved a profitable venture. They had all their own members for customers--and others, too. Nothing daunted, and still going strong, they soon embarked in a tailoring business

and a cobbler shop for the repair of shoes. After that, the teachers, who by then were organized into the Marshallese Teachers Association, decided they might as well supply another need of the district--a retail store. The demand for trade goods increased--and soon they found themselves in the wholesale business also.

About that time the thriving young enterprise came to the attention of Rear Admiral C. H. Wright, who was then Deputy High Commissioner of the Trust Territory. The admiral informed the teachers that it was unethical and not proper for them to be operating a business, much less half a dozen all at the same time. They must desist.

The teachers were nonplussed--their lively "prodigy" must go? But they saw the admiral's point, and agreed something must be done, fast. It was. The Marshallese Teachers Association went out of existence.

But forthwith was born a new organization, the Marshallese Trading Association, with the same initials--MTA. Completely divorced from school teaching and the education department, the teachers as individual members of the MTA proceeded to carry on.

The company became more successful, and continued to grow. And Rear Admiral Wright wasn't the only one who had his eyes upon it. All of the Marshalls had--and particularly the Marshallese Congress. The members of Congress said to each other, in effect, "These people are doing all right--we'd like to join them."

It happened, then, that it became the Marshall Islands Import-Export Company, with many teachers participating; but others, also, entered into the organization. And at one session of the Marshallese Congress, the discussion became so involved in company affairs, that it was necessary to adjourn Congress in order to continue the discussion, which was perfectly all right with everybody, since all the legislators owned stock in the company. When they had finished talking about their business, the Congress was called back to order.

The Marshall Islands Import-Export Company, known not only in the Trust Territory but also in other parts of the world as MIECO, received its formal charter of organization in 1950. It was signed by Admiral L. S. Fiske, who relieved Admiral Wright as Deputy High Commissioner. Dwight Heine, whose interest in it had never abated, was away taking advanced courses in education in Hawaii at the time--and it was a testimony to his efforts in starting the MTA and in keeping interest and enthusiasm high, that he was elected its first president, although not present. When he received the news in a letter, he was astonished--but naturally pleased.

In addition to Mr. Heine, the original organizers and members of the Board of Directors were Amata Kabua, Maas Hone, Atlan Anien, Eliu Jibambain, Bartimeus and Ajidrik Bein. Ajidrik was its first manager. He is now in business independently. Recently Thomas E. Bunting, former

Finance Officer in the Palau District, accepted an appointment as assistant manager of MIECO in charge of all financial matters. He was formerly with the Island Trading Company.

The present Board of Directors consists of Mr. Heine, president; Gordon Maddison, treasurer; Robert Reimers, secretary; Kabua Kabua, senior member; Carl Dominic, Kabenmeto, Bartimeus, Tion, Rewa Samuel, Jone, Enta Peter, Joblok, La Jibli, Shigeru Washe and Atlan Anien. Mr. Washe serves as MIECO director of operations, and Mr. Kabenmeto as MIECO wholesale superintendent. Only three of the original teacher stockholders are serving on the board--these are Mr. Heine, who is Director of Education in the Marshall Islands District; Atlan Anien, who is attending school in Indiana, and was formerly superintendent of elementary education in the district, and Bartimeus, who is no longer in the education field but is now in private business hauling copra to Majuro and taking trade goods to the outer islands.

MIECO's latest activities include the purchase of a new ship, the MIECO QUEEN, for trade operations in the Marshalls, and the completion of a new building which houses a restaurant, known as the MIECO Restaurant, an office, a motion picture theater equipped with Cinemascope screen, and a billiard hall. The building also is used for meetings of the Marshallese Congress, and as a community center.

Nam Trading Company Of Yap Is Latest To Incorporate

NEWEST OF THE incorporated stock companies in the Trust Territory is Nam Trading Company of Yap District, which received its charter from the Trust Territory Government on November 21, 1956.

Nam has no relation to the company "Nama" which is named for an island in Truk District. "Nam" is the Yapese word for island, hence the name implies "Island Trading Company of Yap." Nam has started with two buildings, a store and a ware-

house, located on the outskirts of Colonia. Its business is just getting under way, and residents of Yap District are looking forward with interest to its becoming actively engaged in the merchandise field.

Members of Nam's board of directors are Louis Pitmag, president; Giyafath, secretary; Garagog, vice-president and treasurer; Falamog, Zarangan, Hadelul, Fagasap, Ruepong, Falan, Noomtam, Tamangiraw, Monthag, Choai, Gayan and Tan-ganibay.



U. N. FELLOWSHIP STUDENTS--Left, Francisco Morei of Palau; right, Leneard Santos of Ponape.



Takeo Yano of Palau, pictured at Trust Territory Headquarters in Guam.

U. N. Fellowship Students Return Home After Study Abroad

THE SERIOUS DEDICATION of the young men and women who have opportunity for advanced study and training outside the Trust Territory is exemplified by four men of Micronesia who have completed approximately a year's study and training in Hawaii and the Philippines under the United Nations program of Fellowships and Scholarships. Each has expressed as his goal the ability to help the people of his home community.

The four who recently returned to their respective home districts after completing their training in Honolulu and Fiji are Leneard Santos of Ponape, Francisco Morei and Takeo Yano, both of Palau, and Mariano Sablan of Saipan. They stopped at the Trust Territory Headquarters in Guam en route to their homes where they all had positions awaiting them in their chosen fields of work.

The United Nations Fellowships are offered as a means by which the United Nations seeks directly to "promote higher standards of living, full employment, and conditions of economic and social progress and development," in conformity with Article 55 of the U. N. charter. The program of Fellowships and Scholarships is a part of the Technical Assistance Administration, a department within the United Nations Secretariat.

Leneard Santos completed his twelve months of observation and study in the fields of adult education, government and anthropology. Eight of the months were spent in Hawaii where he worked with personnel specialists, cooperatives and political leaders, and simultaneously took courses in anthropology, government and education at the University of Hawaii; four months were devoted to community development field work in the Philippines.

Stopping over in Guam en route to Ponape, Mr. Santos said, "I was very happy to have this opportunity to travel to Hawaii and to the Philippines to study and learn the things which I believe will be applicable to my home island. I think I have learned a lot but I cannot promise that everything I have learned I will be able to use because situations are different, but I will try my best in order to help the people of my home island."

Mr. Santos is a "grand-daddy." He has six children and two grandchildren, and has been associated with the Department of Education in Ponape District since 1946.

Francisco Morei while in Hawaii observed court procedures, especially in connection with juvenile delinquency, and also attended the University of Hawaii for a semester and for the summer course,

GUAM GAZINGS with GORMAN

HAVING MARCHED OUR way through most of this month and looking forward to APRIL and the TT Headquarters' annual Easter Parade, it shocks the system to realize that winter is gone and spring is upon the community. Speaking of SPRING and the "young man's fancy," we have a FLASH, EXTRA! EXTRA! pronouncement sort of thing... Come the middle of April, and HAL ARNOLD and HELEN YOKOPOVICH will diminish the ranks of the eligibles by two, and become Mr. and Mrs., or one! (The PONAPE-PER Louell'd us on this one, but not everyone receives it and besides we weren't here. So there!)

MY SECOND EXCLUSIVE... The "MERCHANT PRINCES OF THE TT" descended upon Guam for conferencing. (Mention of this is found elsewhere in the issue, but, three of their members then proceeded forth vacationizing.. namely the CHATROOPS from Truk, Keith Smith from Majuro, and Allan Bell from Ebeye.)

You haven't lived unless you have heard first hand and witnessed in person the very

later going to Manila to note community development and social welfare aspects. In the Philippines he had the opportunity to observe the administration at the Bureau of Prisons, and the program of rehabilitation in effect there.

Speaking of his experiences, Mr. Morei said, "In Hawaii I was impressed by the people who are living there, how they get along together so very well. I'm hoping that this kind of cooperation and good will will be experienced throughout the Trust Territory."

Mariano Sablan, who studied speech and physical education, observed police activities and the juvenile court in Hawaii and the Philippines, and was scheduled to serve as a juvenile probation officer in his home district of Saipan upon his return there in December, 1956.

Takeo Yano attended the University of Hawaii as observer, auditing classes in public finance and statistics. He observed the work in governmental agencies in connection with public finance, particularly at

descriptive manner in which NAT LOGAN-SMITH reenacts his narrow escape aboard the lamented-departed-former Koror picket-boat. Gone forever is THAT famous hat! NAT is now consoling himself with a rather rakish-jaunty-mad-woven-perch, which, while of a more modern vintage, doesn't quite demonstrate the character the old one possessed.

In reply to the many queries directed to this desk, that is NOT MAXINE GNU-DI'S sister, now visiting the household. MARY happens to be her MOTHER.

LOST: Last seen departing the icy streets of Reno with considerable chance-won gains clutched in both hands...JUANITA GRIFFIN...if found, please return to the Judiciary department as soon as possible.

The palms are gently swaying, the sun is shining, the ocean gets more blue by the minute, and we must go to work. Ah Spring! HAFA DAI.....

the Budget Bureau and the Tax Commissioner's office in Hawaii. He also studied small banking systems and credit. In Koror he planned to work in the department of finance of the District administration. He has three sons.

Whereas the U. N. Fellowships are normally granted for periods of three to six months, in-service training fellowships may be extended to twelve months, as was the case with the Trust Territory Fellows. The fields in which this specialized training may be taken include economic development, public administration, technical assistance and social welfare advisory services.

Prospective United Nations Fellows and Scholars are nominated by their respective governments. Major importance in selection of U. N. Fellowship and Scholarship students by the U. N. Selection Committee, is attached to a 500-word statement which each is asked to make outlining the projected field of study in which he expects to be engaged.



*COPRA FROM THE ISLANDS--
Ten bags of copra
were unloaded from this
schooner belonging to
Siginis of Fefan, while
a little distance
away the CHICOT was
loading copra for the
world market.
February, 1957, Truk.*

Stabilization Fund Assures Steady Copra Prices

WORLD TRADE FLUCTUATIONS come and go, but the people of Micronesia weather them without a ripple, and the reason for this is the Copra Stabilization Fund of the Trust Territory Government.

Copra is the leading product of the Trust Territory, by far; its total export value represents more than seventy per cent of all goods exported annually. It is made by almost everybody--the whole family participates in the process, for copra involves not only the gathering of the nuts of the coconut tree, which usually is the task of the young boys of the family, but also opening them, cutting the nuts into pieces, and laying them out on the ground to dry. When the white meat of the coconut is dried, it is then copra, and is packed into burlap bags.

From the little islands, from the far-away islands, from the district centers--from everywhere in the Trust Territory the copra comes in to be graded, weighed and purchased. Some of it is collected on the field-trip stops along the route, and

paid for there, while other copra is brought in on small boats to the district docks and then taken to the trading companies for sorting and grading.

Because the Copra Stabilization Fund has been established since 1950 and has considerable reserves to absorb any sudden drops in world prices, the people of Micronesia are not subject to the vagaries of the copra market; a steady price for copra is maintained, and the residents of the islands may be assured that, for whatever amount of copra they process, they will receive an equitable and stable price in return. They know in advance what their copra will bring.

The Copra Stabilization Fund functions to capture excess profits made in the marketing of copra and then--when and if world prices decline to a point where it would be uneconomical for the Micronesians to market it--the Fund steps in with a support for the local price, bolstering it until such time as the market rises.

(Continued on next page)

Favorite Foods of Micronesia

RIPE BANANAS IN COCONUT MILK

Peel bananas.

Cut in halves or leave whole.

Place in cooking pot.

Add 3-4 cups of coconut milk to cover bananas (made by putting pieces of fresh coconut in water, letting stand, then squeezing water out--this is coconut milk).

Let boil on low heat until bananas are soft. Watch that it does not burn.

Drain off remaining milk.

Serve.

Note: This can be served as a dessert, or as a snack with coffee or tea.

--Edith

TARO IN COCONUT MILK

Peel taro.

Cut in 4 equal parts (or more, if taros are large).

Place in cooking pot.

Add 1/2 teaspoon salt.

Add 3 cups coconut milk.

Add any meat with fat on--such as bacon, beef.

Let mixture boil on low heat one hour or more, until taro is cooked. Watch that it does not burn.

Drain off the remaining coconut milk.

Serve.

--Edith

PAPAYA PICKLES

Papaya, not quite ripe.

Slice papaya into thin strips, about half-inch wide.

Place in quart glass jar, enough papaya to make container two-thirds full.

Cover with mixture of soy sauce and vinegar--half and half.

Add five red chili peppers.

Shake or stir occasionally.

Let stand two weeks before serving.

--Luisa

Chairman of the Copra Stabilization Board which manages the Fund is the Trust Territory Contracts and Programs Officer, Mr. John M. Spivey; other members of the board are the High Commissioner of the Trust Territory, the Hon. Delmas H. Nucker; the Chief Counsel, Mr. Joseph C. Putnam; the Staff Agriculturist, Mr. Jack Wheat, and the Comptroller, Mr. Gerald C. Vittetoe. The Stabilization Board meets quarterly and reviews the condition of the Fund.

The chairman of the board, Mr. Spivey, has been identified with the copra trade since August, 1947, when he became associated with the United States Commercial Company at Kwajalein. Subsequently he served as manager for the Island Trading Company of Micronesia at Kwajalein, and during the eight years that

DONATIONS FOR HUNGARIAN RELIEF
TOTAL ONE HUNDRED EIGHTY-EIGHT
DOLLARS

CONTRIBUTIONS FROM THE Trust Territory for the relief of suffering Hungarians have amounted to one hundred and eighty-eight dollars. Ponape District leads the list with a total of ninety dollars donated.

ITC was in existence, he acted also at various times as its branch manager at Ponape, Truk and Koror. Later he became vice-president of the company and assistant to the president. In 1954, Mr. Spivey transferred to the Trust Territory in the capacity of advisor on trade, specializing in contracts and programs for the economic benefit of the Micronesians.

Navy-PPO, Guam