

America, Asia, Australia and Europe. Investigation of trade conditions and local trade practices abroad. Factors affecting the sale of American products in these markets, viz.: methods of publicity, sales methods, credit factors, financial situation, shipping facilities and problems; attitude, regulations and requirements of foreign governments and their effect upon American export trade. Prerequisite, Commerce and Transportation 2. Both terms. Two hours. Two units. Mr. KRAMER.

COMMERCE AND TRANSPORTATION 4. *History and Economics of American Commerce.*—The geographic, economic and social causes of commercial changes and trade progress. Junior standing required. Both terms. Two hours. Two units. Mr. FLOMENHOFT.

COMMERCE AND TRANSPORTATION 5. *Railroad and Ocean Transportation:*—

*First Term.*—*Railroad Transportation.* American railroad system, the several branches of railroad service, railroad rates, and the question of public aid and public control. Sophomore standing. Three hours. One and one-half units. Johnson and Van Metre, *Principles of Railroad Transportation.*

*Second Term.*—*Ocean Transportation.* Types of ocean carriers, ocean routes, tons and tonnage. Services and charges of ocean carriers, forwarders, freight brokers, ship brokers, etc. Relation of ocean carriers with each other and the public; government aid and regulation of ocean transportation. Sophomore standing. Three hours. One and one-half units. Johnson and Huebner, *Principles of Ocean Transportation.* Professor JOHNSON.

COMMERCE AND TRANSPORTATION 6. *Railroad Traffic and Rates.*—Traffic, services and rate structures of American railroads. Lecture and seminar course. Prerequisites, Commerce and Transportation 5, Junior standing. Both terms. Two hours. Two units. Professor G. G. HUEBNER.

COMMERCE AND TRANSPORTATION 7. *Railroad Administration.*—Organization and main activities of the several officials, departments, committees, etc., of the railroad service. The financial and business organization of railroad transportation. Lecture and seminar course. Prerequisites, Commerce and Transportation 5, Junior standing. Both terms. Two hours. Two units. Professor G. G. HUEBNER.

COMMERCE AND TRANSPORTATION 8. *Railroad Operation.*—The organization of the operating department, handling of freight, terminal operations, movement of trains, electrification of terminals, etc. Lec-