

The Process of Forwarding Raw Silk

When any local silk producer wishes to send his silk to Yokohama for sale, he must first have his silk packed properly in boxes, each containing some nine kan, about 17 cases consist of one lot (ten bales), and have it forwarded by the transporter to any trustworthy raw silk dealer at Yokohama.

In case the producer desires to get the money for the raw silk paid at once, he can do so by negotiating a documentary bill to the bank in his locality, to which he has to present the bill of lading together with the insurance policy on his goods. Though the value allowed for the documentary bill varies somewhat according to the credit the producer enjoys, the usual rate is 70 per cent of the price of the goods to be forwarded. This having been done, the producer must send to the raw silk dealer the whole set of the documents, while the bank notifies its correspondent bank at Yokohama of the completion of this process. Upon this, the raw silk dealer goes to the latter bank and receives the goods that have arrived there against the bill of lading and the documentary bill and its interest. When the goods have been identified with those stated in the bill of lading, the raw silk dealer notifies the owner of the arrival of the goods, and then commences the process of selling same at once. In case the goods received should prove defective or damaged, he must notify his consignor to that effect without any unnecessary delay.

Raw Silk Exporting Houses

There are both foreign and Japanese exporters of raw silk in Yokohama and Kobe. They have their branch offices in New York City or other centers of raw silk consumption and being always in contact with foreign market situations, they appear as buyers in the Yokohama market.

The Process of Executing a Sale

In selling raw silk to the exporter, the raw silk dealer sends his clerk to the exporter's firm or the exporter himself may come to the raw silk dealer's office, and make up some agreement there. When such an agreement has been arrived at, the raw silk dealer takes a few books of the silk to the exporter as specimens, which are accordingly put under examination, and if they prove satisfactory, the exporter makes a provisional contract of purchase, fixing the price and quantity required. Upon this, both parties clap their hands by way of swearing to keep the contract. This is termed Teawase (clapping hands.) This done, the raw silk dealer sends the whole of the goods to the exporter's warehouse against the warrant. Then the exporter examines the goods comparing the same with the specimens offered. After the goods have passed this examination, the real contract is made and then after weighing the whole of the goods, the exporter pays out the price. Should the goods, however, prove inferior or defective upon examination,