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UNITED STATES  
DEPARTMENT OF COMMERCE  
BUREAU OF FOREIGN AND DOMESTIC COMMERCE  
WASHINGTON

INDEXED 6540  
FILE NO. 7-9

OFFICE OF COMMERCIAL ATTACHE  
American Legation.

Peking, China, May 18, 1915.

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Subject: American Business Men's Club.

Honorable E. E. Pratt, Chief,  
Bureau of Foreign & Domestic Commerce,  
Department of Commerce,  
Washington.

COMMERCE  
JUN 18 1915

Dear Dr. Pratt:

During my recent visit to Shanghai, I conferred with those interested in the formation of an American Business Men's Club, to which I have already referred in my letter of February 6, to the Bureau, and arranged with them in regard to the details of organization. It appears that arrangements will be made for the renting of a couple of rooms, a paid secretary will be secured, and an American commercial library of trade literature will be maintained in connection with the Association rooms. It is proposed that the organization meet each week at a noon luncheon.

I suggested that those interested in the formation of this association effect immediate arrangements

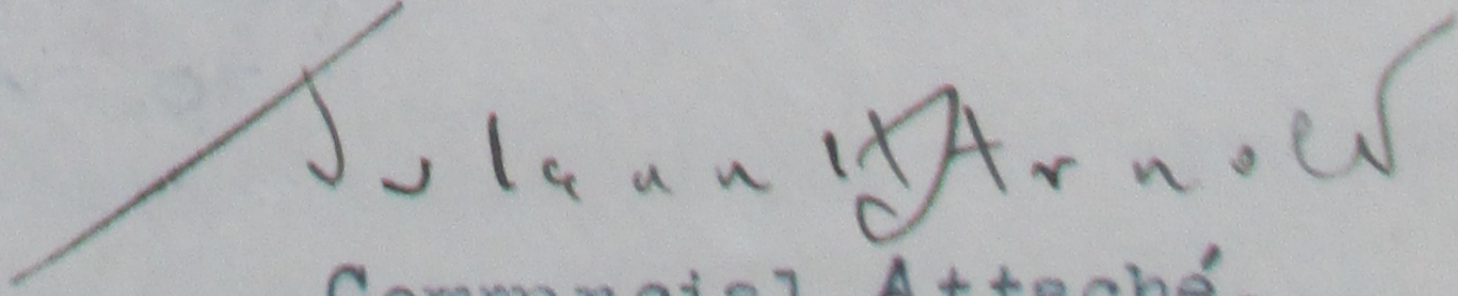
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ments for the opening of classes of instruction in Chinese for Americans engaged in business in Shanghai, under the management of American missionaries fully conversant with the Southern Mandarin dialect, these classes to be so arranged as to allow for an hour or two each day for regular class work in the Chinese language. The idea was received with enthusiasm and will be put into effect. I then invited the attention of those interested to my former proposal to the effect that the Association secure motion picture films and stereopticon slides illustrative of American manufacturing and American industries, and read to them the Bureau's communication of March 18, stating that it would gladly assist in the matter of trying to secure the use of films and slides from American manufacturers for exhibition purposes in Shanghai. I furthermore suggested that the Association or Club arrange for meetings with the influential members of the Chinese Chambers of Commerce, with the idea in view of effecting better business relations between Americans and Chinese engaged in business in Shanghai. Mention was also made of the fact that I should be pleased to communicate to the

to the Association any business opportunities which come to my attention in China for general dissemination among the members of the organization.

I am of the opinion that this organization can do much to bring about more extensive trade relations with China. Up to the present, little or no effort has been made to effect the cooperation of Americans engaged in business in China in a way so as to produce substantial results. At several of the lunches in Shanghai at which a number of American business men were present for the purpose of effecting the organization of such a club it was discovered that some of the men who had been in Shanghai upwards of six or seven years had never met, and others who had been there a similar length of time had been introduced to each other at these very lunches. In order to secure substantial results in our efforts to increase our trade with China we must have effective cooperation on the part of all concerned.

Very respectfully yours,

  
Commercial Attaché.

JHA:AGL.