

Copy for Bureau
UNITED STATES
DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE

OFFICE OF COMMERCIAL ATTACHE
PEKING, CHINA

B.F.D.C.
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JAN 31 1918

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AMERICAN LEGATION,

December 29. 1917.

Subject: South China as a Field for
American Enterprise.

Mr. V. Meyer,
President, Andersen, Meyer Co.
Shanghai.

Dear Mr. Meyer:

I agreed to let you have a statement upon my return from Canton, as to my opinion of Canton and South China as a field of activity for American enterprise. I spent ten days in Canton and was deeply impressed with the trade potentialities of that populous and wealthy section of China. I met and talked with a number of the leading Cantonese merchants and with foreigners resident there. I also made an extensive tour of Canton City. The greatest impression made upon me was that of the comparative high purchasing power of the people of that section as contrasted with that of the peoples in other sections of China, familiar to me. The energy, enterprise and progressiveness of the Cantonese people impresses one accustomed to associating with the peoples of the North. In my opinion Canton and the Kwantung Province offers big opportunities for foreign trade, especially in machinery and metal products, for the progressive spirit of the people of this section and the wealth among them make for a very promising future in modern industrial developments. I was particularly impressed by the very friendly spirit exhibited by these people toward Americans and things American. This is not difficult to understand when we realize that there are scores of American born Chinese resident in and about Canton, and hundreds and thousands of Cantonese who have resided for some years in America, and still more who are in communication with relatives resident in the United States. Another fact worthy of note is that the Japanese are not as strong in Canton and South China as they are in Central and North China, and not likely to become as important a factor in the Kwantung region.

Thus, in my opinion, Canton lends itself in a very substantial way, to bright future prospects for American trade, but it would be a mistake on the part of Andersen, Meyer & Co. to do otherwise than to open an office and develop a plant right in Canton, rather than to trust to being able to reach this section from Hongkong. Hence I should advise that your company secure land on the Chinese bund in

Canton

Canton and proceed to develop your organization in as large a way as consistent with your facilities, with the object in view of making Canton one of the important branches of your house in China.

I trust this rather general treatment of the subject may be of sufficient interest to you to be helpful.

Very truly yours,

Frederick A. Russell

Answer

Commercial Attaché.

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