

COPY

WM. L. HUGHSON COMPANY

South Olive at Tenth
Los Angeles

May 27, 1925.

Mr. Geo. C. Howard,
American Trade Commissioner,
3 Canton Road,
Shanghai, China.

Dear Sir:

We would like to have your opinion and recommendation regarding the market for the sale of used automobiles, particularly, Fords in China.

It would be our intention to thoroughly recondition used automobiles, none of which would be over three years old, and ship them F.A.S. at a price which should open up a new market for the sale of automobiles in China.

We are appealing to your judgement and experience in China to recommend as to whether or not used cars would find a market there, and if so, suggest possible connections that could be made for their distribution there.

Our dealers association in this district is also very much interested in such a connection, and we could secure and ship at the very lowest prices, through this association, any make or model of car that would be desired for the local market.

Would you kindly investigate for us and advise the probable reception of such automobiles, the situation as regards license, import taxes, the types of cars that find the most ready sale, and whether Chassis would be most desirable, having the bodies built locally.

Looking forward to receiving your valued suggestions and information in this respect, which we assure you will not only be interesting to ourselves, but to all automobile dealers in this section of the United States, we beg to remain

Very truly yours,

William L. Hughson Co.

(Signed) C. B. WOLFF- MANAGER

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DOMESTIC CONCURRENCE

DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE

China

August 5, 1925

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To: Bureau of Foreign and Domestic Commerce, Washington.
To: George C. Howard
Trade Commissioner
Shanghai, China

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Reference your letter:
From: Automotive Division

British Discrimination Against American Motor Cars in China
Subject: Your Report on Chinese Used Car Situation for W.L. Hughson Co.

I have been very much interested in reading over the copy of the report which you made to the W. L. Hughson Company of Los Angeles relative to the serious condition of the used car market in China.

We feel that you have covered the situation very thoroughly and hesitate to add anything to your remarks on the subject. We are particularly interested in this information because we have in mind making something of a survey of the used car situation prevailing throughout the more important foreign markets and passing along to American exporters the word of advice as to the necessity of their assisting their overseas dealers to a greater extent in coping with the problem.

I. K. Taylor,
Acting Chief, Automotive Division.

Forwarded:

H. A. Butts,
Acting Chief, Far Eastern Division.

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